



»»» KIRCHNER »»»
FOOD FELLOWSHIP

ANNUAL REPORT

2020

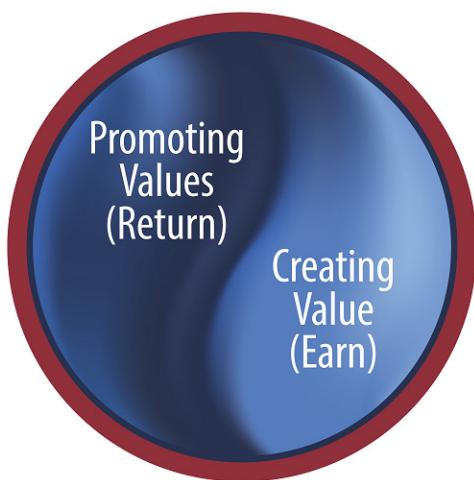
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Kirchner Group



The Kirchner Food Fellowship is sponsored by the Kirchner Impact Foundation (KIF), a non-profit that serves as one of the “returning” arms of [Kirchner Group](#) a boutique values based firm founded in 1985 with a focus on the agriculture and food sectors. Kirchner Group is widely recognized as one of the leading boutique advisors to promising small-mid market Agtech/Foodtech companies and their investors.

The firm operates various subsidiaries, providing advisory services (M&A, assessments, diligence) and operational support (interim management, workouts, turnarounds) as well as asset management (dedicated, portfolio optimization) – all leveraging a proprietary approach that dovetails domain and process expertise. Throughout the decades Kirchner Group has been internationally recognized for its unique business model centered around creating value while promoting values: “earning while returning”. The firm has also established a reputation for building and rebuilding important business and social paradigms based on its deep entrepreneurial orientation.



KIRCHNER IMPACT MODEL



Kirchner Food Fellowship



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The Kirchner Food Fellowship is a pioneer in the lean investment movement, harnessing the power of highly-committed millennial talent to find, fund and assist promising socially-responsible, for-profit agricultural and food businesses. Through the use of a “real-world, real-time, real-money” model the program has proven that it is possible for newly-formed investment teams to become effective venture capital allocators in a matter of months. The combination of compressed learning time frames and low operating costs make it possible to more cost efficiently deploy smart and impactful capital in parts of the world where angel capital is needed most, leading some to describe the program as “Peace Corps meets VC”.

As the model spreads beyond North America, the Fellowship is partnering with local groups to establish resident teams in less-developed economies. The program strengthens in-region capital allocation capacity, the apex element of any healthy entrepreneurial ecosystem that is well-networked into the global financial markets.

“EVERY BUSINESS CAN BE IMPROVED AND EVERY BUSINESS SHOULD IMPROVE THE WORLD.”

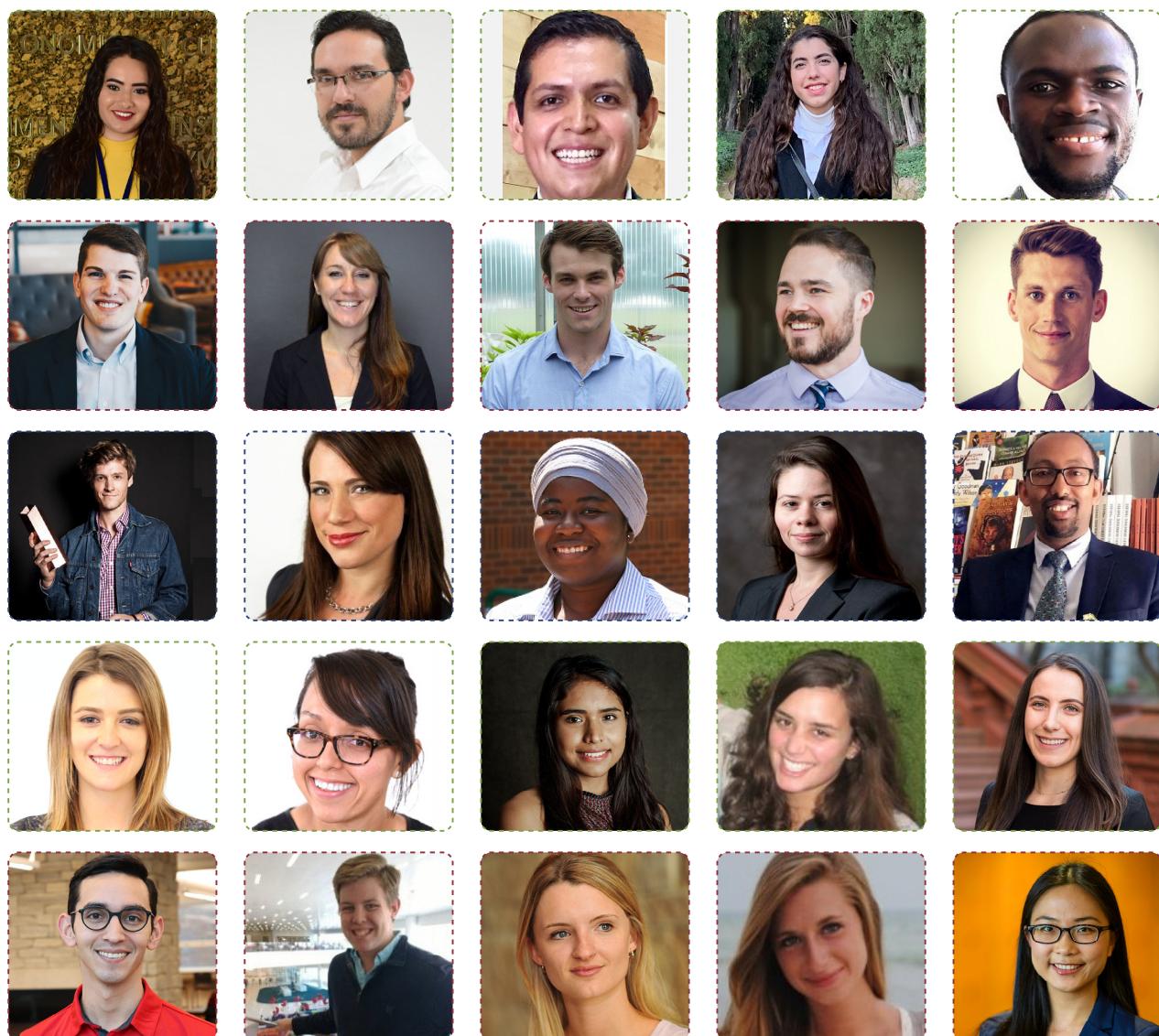
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Program update

First we would like to start by expressing our appreciation to Kirchner Group, the Kirchner Impact Foundation and our other supporters for continuing to make this program possible. What can we say ... 2020 has been an interesting year for the program (like almost everything). We had to cancel several gatherings early in the year that were scheduled and have since been conducting everything virtually including our kick off and annual reunion.

We are very excited by the continued interest in the program as well as the further validation of the model we generate each and every day. We continue to work towards additional programs focused on specific geographic regions and also around diversity in workforce development in the investment community.

Kirchner Food Fellows



The demand for our Kirchner Investment Academy has grown significantly with hundreds of entrepreneurs taking part virtually from around the world during 2020. The impact is so exciting to see as we continue to note evidence of its success in many contexts.

We are extremely honored to be a part of this program and want to thank all of the other directors as well as our dozens of fellows current and past who have helped build this program to where it is today.

Blair Kirchner and Steve Dauphin

2020 - 2021 Kirchner Food Fellows (C7)



Eric Flood

Eric is pursuing a Masters of International Business at the Fletcher School of Law and Diplomacy at Tufts University. His studies focus on international finance, capital markets and development economics.

Eric has worked in innovation and its funding throughout his professional career. Most recently, Eric worked as a consultant with the Boston Consulting Group's startup investment and incubation arm, where he stood up a successful pet insurance startup and conducted due diligence of farmland acquisition with aims of regenerative conversion. Eric has experience working in emerging markets, most notably as a consultant supporting the Bill and Melinda Gates Foundation's Reinvent the Toilet program in Sub-Saharan Africa. Eric studied design and business at North Carolina State University, where he learned to pair empathy with analytic thinking to generate impact.



GEORGETOWN UNIVERSITY



Yinuo (Jenny) Zhang

Jenny is pursuing a Master of Science in Foreign Service degree at Georgetown University with a focus on global business and finance.

Jenny is interested in the nexus of business, sustainability, and technology. She works to leverage private capital and expertise to achieve Sustainable Development Goals and generate social impact. As a Wallenberg International Fellow, Jenny studied the Swedish innovation system and supported Ericsson's Sustainability and Corporate Responsibility team. Jenny worked at the Milken Institute's Center for Strategic Philanthropy, analyzing philanthropic capital's potential to catalyze social change. Prior to that, she was a part of the Digital Agriculture Team at the World Bank, where she researched the digital transformation of the food system and its impact on agricultural development. She also participated in a consulting project evaluating blockchain's potential to improve financial inclusion within the Australian dairy industry. Jenny earned her BS in Foreign Service Summa Cum Laude from Georgetown University, majoring in Science, Technology and International Affairs with a focus on food and agriculture's role in sustainable development.



Rachel Resek

Rachel is pursuing her MBA at The Wharton School of the University of Pennsylvania.

She is passionate about bringing together her experience in venture capital, operations, and finance to build a healthier, more sustainable food system. As an MBA Investment Associate at Leaps by Bayer, Rachel invested in early stage companies in AgTech. Prior to her MBA she worked in a handful of operating roles at Box, an enterprise SaaS company, and in investment banking at Barclays. Rachel received a BS in Systems Engineering magna cum laude from the University of Pennsylvania.

2020 - 2021 Kirchner Food Fellows Mexico Cohort (M2)



Karla Mariana Reséndiz-Contreras

Karla is a graduate student at Autonomous University of Queretaro in Queretaro, Mexico, where she earned a BSc in Agroindustrial Engineering. Currently she is working on a Masters in Plant Sciences at Wageningen University and Research.

Karla is enthusiastic about new technologies and the promise they hold for the agricultural sector. Karla's interest in agriculture began at early stages of her life, due to the environment where she grew: a family of Mexican farmers, so it was not difficult to enroll to her bachelor, where she focused on greenhouse technology as well as hydroponic crops. As part of her experience, she has participated in the program "Support to small producers: capability, development and associativity" launched by Secretary of Agricultural Development in Queretaro. In addition, she had the opportunity to develop a project on green hydroponic fodder in Experiencias Xcaret, Quintana Roo in order to promote sustainability in its processes.



Aydée Araceli Tirado Meza

Aydée is an agronomist from Queretaro, Mexico. She is completing her B.Sc. in Engineering in Agronomy from Tecnológico de Monterrey. Having an entrepreneurial spirit always in mind, she was part of the HUB Explora program at her alma mater, and she is now undertaking a new project focused on urban agriculture and community engagement.

Throughout her trajectory in the university, she was involved in the direction of several student groups regarding her discipline, arts, and feminist perspectives. Following her vision, she started a feminist collective to combat violence in her environment through specific, yet disruptive actions. As a strong advocate for food sovereignty and security, she has worked with the production of mealworms in an agroecological system, the implementation of an aquaponics center in rural mountains at her home state, and the development of shared urban gardens in complicated areas of the city of Queretaro.

2020 - 2021 Kirchner Food Fellows Mexico Cohort (M2)



Rafael Quijada Landaverde

Rafael is a Graduate Associate and doctoral student in the Agricultural Communication, Education, and Leadership program at The Ohio State University (OSU). He earned an MSc in Agricultural Education from Texas Tech University (TTU) and a BSc in Environment and Development from Zamorano University in Honduras. After his time in Honduras, Rafael worked on agricultural sustainable cocoa production in Ecuador.

Rafael has the desire to contribute to the development of emerging economies by promoting tools and life models that efficiently use the available capital.

As a part of his Ph.D. program, Rafael's research is looking to identify and disseminate innovative water governance models and tools that will help accelerate eliminating extreme poverty in Sub-Saharan Africa. His programs at the OSU and TTU have allowed him to be part of multiple international development initiatives.

In 2018, Rafael worked in Honduras and Nicaragua, promoting rural youth development programs. In 2019, Rafael traveled to El Salvador to developed and facilitate training programs for more than 100 farmers looking to reduce their vulnerability to climate change impacts and food insecurity scenarios. In 2020, Rafael traveled to Uganda to interviewed water systems users, community leaders, and service providers about their governance practices and accountability tools. Rafael's research has been presented at several research conferences, including the 6th International Sustainable Development Conference, the 35th Conference of the Association of International Agricultural and Extension Education, and the NACTA 2020 virtual conference.



Abigail Napsuciale Heredia

Abigail is currently pursuing her BSc in Biotechnology Engineering at Instituto Politécnico Nacional in Guanajuato, México. She is also Co-founder and Executive Director of BioLaunch, organization that seeks to promote and develop the bio-entrepreneurship ecosystem.

Abigail is member of the Executive Committee of Allbiotech, Latin American Network of Biotechnology Young Leaders, member of the Global Community Bio Summit of MIT Media Lab, Co-founder of Bio Think Tank Latam, an initiative specialized in regulation, scientific diplomacy and communication and Co-founder of The Bridge Biofoundry, initiative for the promotion of the bioeconomy and biotechnology in Latin America.

Workforce Development

We are proud that to date the majority of our fellows have been female – in sharp contrast to the VC industry. This is a result of selecting the best talent and skill-sets from our applicants each year – keeping a level playing field. Our Fellows go on to important and impactful careers in the investment industry and adjacent industries.



**Kate Collins, Manager, The Bridgespan Group
Kirchner Food Fellow - 2016-2017**



The Bridgespan Group is a non-profit management consulting firm, where Kate's projects include advising impact investors on investments in the food, agriculture, and financial services sectors.

“The Kirchner Food Fellowship builds a close-knit community of students excited about creative business models in the food and agriculture spaces, and equips them with unparalleled mentorship and support to learn about what makes these models effective. Better yet, Kirchner gives us a chance to make the calls ourselves, using what we learn to invest in bold businesses tackling social challenges.

- Kate Collins



Louis Dreyfus Company



**Laura Zaim, Director, Innovations, Louis Dreyfus Company
Kirchner Food Fellow - 2019-2020**

LDC Innovations is the venture arm of Louis Dreyfus Company. We invest in startups making the agrifood value chain safe, sustainable and secure.

“I'm passionate about transforming our global food production system and solving the pressing question of how are we going to feed 9.5 billion people in a way that respects planetary boundaries, promotes human health and protects animal welfare. Technology is rapidly changing agriculture and redefining what it means to be a farmer and to produce food. As a Kirchner Fellow it was exciting to be at the forefront of this change and to help driven entrepreneurs bring their solutions to market.

Fellows Institutions



UCDAVIS
UNIVERSITY OF CALIFORNIA

 Wharton
UNIVERSITY OF PENNSYLVANIA



Cornell University.

 Washington
University
in St. Louis

CHICAGO BOOTH
The University of Chicago Booth School of Business

 MIT
MANAGEMENT
SLOAN SCHOOL

 HARVARD Kennedy School
JOHN F. KENNEDY SCHOOL OF GOVERNMENT

 MISSISSIPPI STATE
UNIVERSITY



 COLUMBIA | SIPA
School of International and Public Affairs

 Tufts
UNIVERSITY

 GEORGETOWN
UNIVERSITY

 RUTGERS

 UNIVERSITY OF
Lincoln



 EMORY
UNIVERSITY

 NC STATE
UNIVERSITY



 UNIVERSITY of DELAWARE

 UNC
KENAN-FLAGLER
BUSINESS SCHOOL



 Purchase College
STATE UNIVERSITY OF NEW YORK

 AMERICAN
UNIVERSITY
OF NIGERIA

 UNIVERSITY
of GUELPH



 THE OHIO STATE
UNIVERSITY

 Instituto
Politécnico
Nacional

 UNIVERSIDAD
DE CELAYA

 THE UNIVERSITY OF
SYDNEY

 Penn
University of Pennsylvania

 JOHNS HOPKINS
UNIVERSITY

 Tecnológico
de Monterrey



It is admirable to see that you are training the next generation of social impact investors so thoroughly. There is a wave of new social impact funds coming into the market that need young talent like this so congratulations on making such an important contribution to the investment industry!

- Senior Canadian Government Official

New Directors

We are very honored to have welcomed three new directors to the program this year including two past fellows and a leading mind in the agriculture industry.



Sylvio Petto Neto

Sylvio has over 25 years of international experience in the Agribusiness sector and is passionate about technology innovation and business growth opportunities across the Food and Ag supply chain. Originally from Brazil, he grew up on a farm as part of a third generation of an Italian family that moved to Brazil to farm citrus, grains and sugar cane.

He graduated in Agronomic Engineering and started his career working for a venture capital firm investing in Ag/Food companies across Latin America.

He moved to the US in 2002 and after completing his MBA he joined FMC Corporation in Philadelphia as part of their Agricultural Products Corporate Development team working on M&A opportunities in the agrochemical sector.

In 2005 he joined Cargill in Minneapolis and was one of the three founding members of a venture start-up focusing on investing in waste to energy renewable energy generation and carbon emissions reduction across the globe. From 2008 to 2010, as Head of International Product Development, he led a team to launch the company's first business to consumer product in Europe (the Truvia tabletop sweetener). In 2010 he joined the Cargill's Risk Management business unit and helped them to expand their offer of financial hedging solution to farmers and food companies into new geographies and new commodities.

In 2013 he started a new role at Syngenta as Head of Strategy and Business Development for North America where he led the company's introduction of a specialty corn technology into the North American livestock feeding market. During that time, he was exposed to all sorts of new AgTech startup companies that saw Syngenta as a potential investor.

In 2016, Sylvio started his own consulting company, Green Prairie Consulting, to advise investors in the Food and Ag sector which led him to be invited to join the Executive Team of Wheatsheaf, a large UK based privately owned investment company part of The Grosvenor Estate, that invests across the Food/Ag value chain and manages a portfolio of 25 companies in the food and agriculture technology sectors across Europe, North and Latin America and Australia. While at Wheatsheaf, Sylvio had direct ownership of the North America operations and portfolio of investments and worked directly with portfolio companies to ensure implementation of strategy according to Board decisions. He served on the Board of 4 portfolio companies.

Sylvio is also very active in the AgTech ecosystem serving as a mentor for exciting and innovative startup companies for TechStars "Farm to Fork" Accelerator, sponsored by Cargill and Ecolab in Saint Paul, MN and Plug and Play Agriculture Technology, sponsored by Microsoft, OCP, CHS and Bremer Bank in Fargo, ND.

Sylvio is a citizen of the US, Brazil and Italy. He holds a BSc in Agronomic Engineering from Universidade Estadual Paulista in Brazil and an MBA from Dartmouth College.



Hattie Brown

Hattie is an experienced professional in the areas of impact and ESG-factor investment, program evaluation and impact measurement. In her current role, Hattie performs underwriting, financial and legal due diligence, and other advisory services to federal clients with loan and grant programs within the mission-oriented finance practice. Prior to this role, Hattie worked for an impact investment fund focused on innovation in mental health, where she designed the fund's strategy for investing in nutrition, developed tools for modeling impact, as well as an approach to diversity, equity, and inclusion for investment criteria and internally.

Hattie previously worked for MSCI in the ESG Research practice, where she developed a methodology for investing in nutritious products as part of the Sustainable Impact Index, as well as the indicators for measuring human capital risk and management. Prior to this, Hattie worked in compliance for a municipal bond insurance firm and a retail bank in New York City.

Hattie holds a Masters of Science degree in Food Policy and Applied Nutrition and a Masters in International Business from Tufts University. She was a 2018-19 fellow with the Kirchner Impact Foundation

Hattie is focused on the soon to be announced Kirchner Food Fellowship – HBCU program.



Charles Higgenbotham

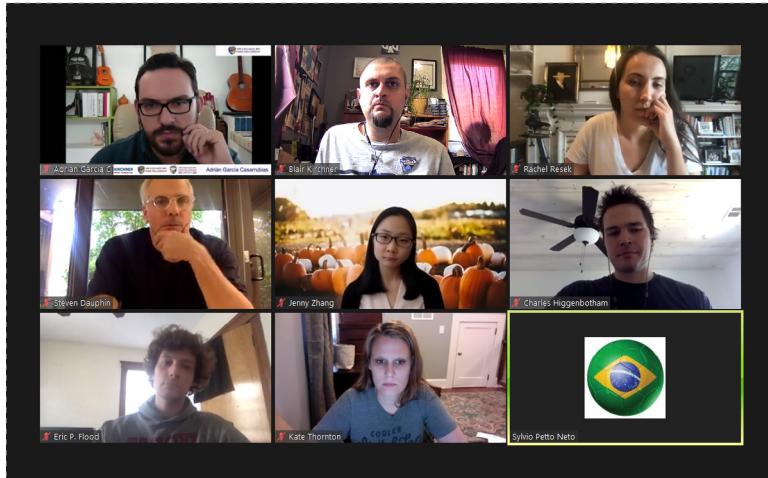
Charles Higgenbotham is currently acting as Associate Director for the Kirchner Impact Foundation as well as Adjunct Director for the Kirchner Food Fellowship in Mexico. He was fortunate to be introduced to the world of impact investing as a member of the fifth cohort of Kirchner Food Fellows himself while completing his coursework at Cornell University. In December of 2019 Charles earned his master's degree in Global Development with a concentration in International Agriculture and Rural Development, where he explored how the intersection of private, public, and philanthropic efforts can lead to more effective and sustainable development approaches, particularly within agriculture.

Charles is also proud to have served as a Sustainable Agriculture Systems Volunteer in the United States Peace Corps, completing his service in the Comarca Emberá-Wounaan within the Darien Province of Panamá. His primary task was to sustainably augment coffee and cacao production among Emberá cultivators, with secondary public health projects concentrating in HIV education. Having been deeply impacted by his experience with the Emberá, Charles is dedicated to exploring paths to addressing the intractable economic, environmental, and socio-cultural problems facing similar isolated indigenous populations throughout the Americas.

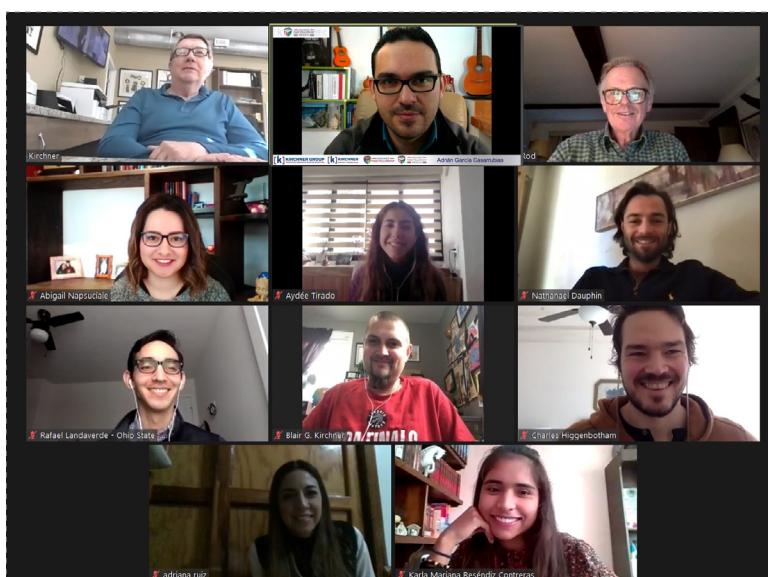
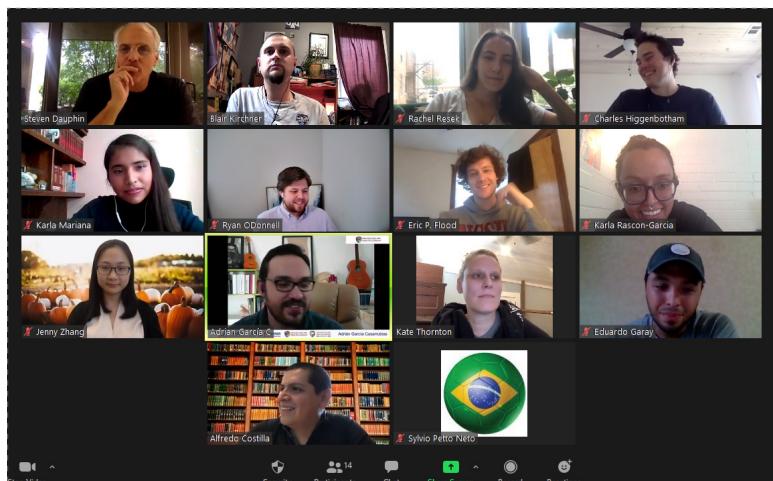
Charles is focused on establishing the Kirchner Food Fellowship program in Central America.

Gatherings

Welcome to the Zoom world!



Our C7 Virtual Kickoff.



M2 discussing the Business Brain Model with W.B. (Bud) Kirchner, Founder and CEO of Kirchner Group

Collaborations

FFAR

The Kirchner Impact Foundation continued its successful collaboration with the Foundation for Food and Agriculture Research (FFAR) and North Carolina State University to support the 2019–2020 cohort of the Kirchner Food Fellowship. FFAR through North Carolina State University provided matching funds and technical expertise to help prepare our fellows to make critical agriculture business investment decisions.



Innovation Direction of the Municipality of Leon Guanajuato

Through the continued collaboration with the Innovation division of the Municipality of León, the Kirchner Food Fellowship Mexico program launched its second year of the program in Central Mexico.



“The city of Leon has a clear mission to promote entrepreneurship and recognizes how the training of entrepreneurs can boost high value companies in strategic sectors improving economic conditions and strengthening a knowledge ecosystem with national and international positioning, and the Kirchner Food Fellowship continues to help us fulfill these goals.

- Omar Silva, Director of Innovation for the city of Leon.



Watson

Kirchner Impact Foundation announced a collaboration with Watson Institute to leverage the proven capital allocator focused Fellowship program and Kirchner Investment Academy with Watson Institute's training, mentorship, and network. As part of the Watson Career Accelerator at UFM in Guatemala the Kirchner Impact Foundation also provided three students with a scholarship as part of our efforts to bring the program to the region



The Watson Institute is a model of education for next-generation innovators, leaders, and entrepreneurs with locations in Boulder, Colorado, Boca Raton, Florida and Guatemala City, Guatemala.

“In order to create a thriving entrepreneurial ecosystem that can develop solutions to the most complex and urgent challenges we face, it is crucial to develop a generation of both entrepreneurs but also experienced investors who can strategically allocate leveraged capital. Developing a generation of impact-minded capital allocators is exactly the outcome Kirchner Impact Foundation and Watson Institute are teaming up to achieve.

- Eric Glustrom, Founder of Watson Institute

Kirchner Investment Academy

The Kirchner Investment Academy was conceived as a tool to demystify investment and disseminate the knowledge and point of view of investors among entrepreneurship-innovation ecosystems. In particular those individuals and regions that are not traditionally exposed to these perspectives and first-hand experiences.

2020 was a year of expansion for the Academy, we were able to offer a record number of academies that included over 300 participants. We experienced significant reach as well with participants from more than 10 countries including North, Central and South America, Africa, Asia and Europe. In addition to increasing our network and impact, the networking and collaborations generated from the academy offerings have opened doors for numerous expansion discussions to bring the Kirchner Food Fellowship to other regions of the world.

Although the Investment Academy Program was conceived in 2018 under a face-to-face model, the global changes caused by the COVID-19 pandemic forced us to adapt and accelerate our plans to migrate our content to the virtual world. Many of the academies that were held this year in an online format were originally planned to be held in person, however, we were able to redesign some of our content and strategies to continue offering an engaging and relevant experience to our participants.

2020 Investment Academy Participants



Kirchner Investment Academy participants with President Vicente Fox during program at Centro Fox

Mexico needs to generate more local investment funds and projects and the view on business and knowledge that Kirchner brings with this academy will help develop the local investment ecosystem

- Vicente Fox, Former President of Mexico and President of Centro Fox

Good overview of investment spectrum and investors perspective on entrepreneurs, risk, and business fundamentals when evaluating a pipeline. Also great guest speakers on different topics was very interesting and held people's interest.

- Lidia Guirguis, Regional Impact investment Manager at Solidaridad Southern Africa Office

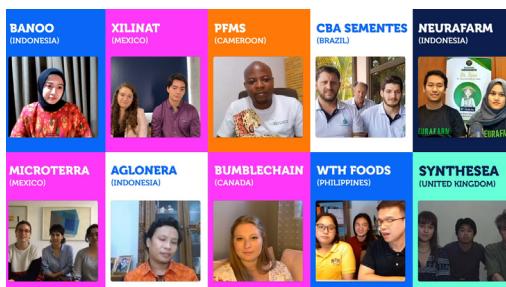
Events / Features

Thought For Food: the 2020 Challenge Finale

We were honored to be a part of our fifth Thought For Food event which took place virtually on October 16, 2020. The Original summit had been planned for Kuala Lumpur, Malaysia in March 2020 but had to be cancelled as the pandemic took hold of the world.

Thought For Food is the world's leading platform for Next Generation Innovation and Collaboration to address global food and nutrition security. Each year the Kirchner Food Fellowship awards a \$5,000 prize to the team that the Kirchner Food Fellows judge as the most' investment ready company' of the 10 finalists teams.

This year, the Kirchner Food Fellows selected an innovative company based in Brazil: CBA Sementes. This pioneering team uses aeroponic control systems, machine learning, and AI to improve see potato production and give farmers resources to produce and plant healthy seeds in the field, improve yield, increase incomes and tackle food security.



Forbes Feature

The Kirchner Food Fellowship was honored to be prominently featured in a Forbes article by contributor Rob Dube on ['How Leaders Can Build A Business For Profit And Social Good'](#) that profiled Kirchner Group. Excerpts from the article include:

"At the Kirchner Group, the leadership team created the Virtuous Circle—their guiding principle about earning, returning, and giving back. With the principle at the forefront of their company's mission, the team has launched several initiatives. One of these is the Kirchner Food Fellowship, which uses low-cost, high-impact investment strategies to provide resources to areas in need."

The program serves to increase food security in places like Nigeria, Mexico, and the United States. It also offers scholarships to entrepreneurial student leaders interested in learning how smart capital allocation and technology can solve the world's most critical problems. "They have an incredible ability to become effective capital allocators in an academic year, which many people said was impossible," says Blair. "We're very proud of the program."

Blair and his team have also worked with innovative social enterprises, including Kuli Kuli, a superfood sourced from small farms in Africa and Central America, and Tomato Jos, a sustainable tomato farming initiative in Nigeria.

Forbes

Dec 2, 2020, 12:53pm EST | 684 views

How Leaders Can Build A Business For Profit And Social Good

Rob Dube Senior Contributor Entrepreneur
I write about mindful leadership and leading positive businesses

As influencers, business leaders possess a rare ability—and perhaps even a responsibility—to impact society outside of their professional sphere positively. No business thrives without profitability. But as more organizations explore supporting social causes, they're realizing that doing good and turning a profit can go hand-in-hand.



New Investments (pending)

While we continue to progress towards two investments as with everything in 2020 things have moved slower given the pandemic. We are however excited to announce two pending investments.



Siembro

[Siembro](#) is a Lending-as-a-Service fintech company established in Argentina in 2017. The company facilitates farmer access to medium-term asset-backed agricultural machinery loans by partnering with banks and Ag machinery merchants. They enable loan underwriting using a proprietary credit-risk assessment tool.

The company is EBITDA positive in Argentina and currently expanding to Mexico. Their current fundraising is primarily to support their expansion in Mexico.



Abeja Reyna

[Abeja Reyna](#) has been in the honey industry since 1987, founded in Michoacan, Mexico. The company used to be involved in traditional beekeeping and honey production as a commodity. After several years following this model, in 2015 the company began moving from commodity producers to creating honey products with added value including a high purity honey crystals product as a sugar alternative. Since 2015, the company has grown at an exponential rate and plays a key role protecting one of the most important species and key components of food security: the honey bees.

Portfolio Spotlight



Nigeria imports nearly all of its processed tomato products, which are a staple in their diet. Local growers face many challenges finding access to commercial buyers to process their tomatoes. Meanwhile the local market for imported tomato products is estimated at \$1.5B, one of the largest in the world.

Tomato Jos vastly improves access for local farmers and consumers by integrating across the value chain. They operate their own nucleus farm, while also working with smallholder farmers to increase tomato yields and ensure their supply.

After months of upfront planning and design work, the Tomato Jos processing team broke ground on the factory site in mid-August 2020 after years of steps to get to this point. Mira Metha, founder of Tomato Jos says the first five years of the company were focused on working with smallholder partners to improve production and put a really solid foundation for supply in place. Tomato Jos now plans to transition into processing and distribution of tomato products to address local demand-supply gaps. The company's plans include a processing plant with target capacity of 24 tons of tomato paste daily.

Illustrative 2020 Impact:



Farmer Spotlight: Mariya Adamu

Mariya is a 30 year old woman with three kids. She lived a comfortable life as a full-time housewife until the death of her husband left her with 3 children and no income.

"After the death of my husband 6 years ago, I started braiding hair and cooking local pasta for my 13-year-old daughter to hawk at the market."

Mariya was introduced to Tomato Jos by her sister, who had previously farmed maize for the company. She had never farmed any crop before, but she meticulously followed her field rep's instructions and achieved a yield of 58.63MT/Ha in her first tomato season. *"When I got my pay, I bought some land and clothes for the children, and I'm planning to build a house. I have also saved money to finance the maize season."* Mariya's dream is to become a commercial farmer, and to work with other farmers. Under her tutelage.



Portfolio



Kuli Kuli – Products made with moringa, one of the most nutrient-rich plants on the planet. www.kulikulifoods.com

“Kuli Kuli is proud to be one of the first investments in the Kirchner Food Fellowship portfolio. We've found them to be an exceedingly helpful investor – introducing us to one of our Series A investors and even traveling with us to South America to work out an issue with one of our suppliers.

- Lisa Curtis, Founder and CEO of Kuli Kuli



Green Zebra Grocery – Working to address food deserts with a 7-11 meets Whole Foods model. Emphasis on natural, organic, and local food. www.greenzebragrocery.com

“Green Zebra is fortunate to count you among our earliest supporters! You are helping us to accomplish our mission of increasing access to healthy food.

- Lisa Sedlar, Founder and CEO of Green Zebra Grocery



Tomato Jos – a vertically-integrated tomato-paste processing company serving the local Nigerian market—the largest tomato paste importer in the world. www.tomatojos.net

“So far, we have been mostly focused on the farming side of the business, but thanks to the Kirchner Food Fellowship and our other investors, we are now ready to forward integrate and launch our brand of retail-packaged paste. It's a very exciting time for the company!

- Mira Mehta, CEO of Tomato Jos



Solena – a Mexican based biotechnology research company that seeks to increase and monetize the biological capital (microorganisms) of agricultural soils and ecosystems through the materialization of science. www.solenaverde.com

“We are very excited to have the opportunity to work with the Kirchner Food Fellowship and Kirchner Group. We are confident that by harnessing their extensive operational, advisory and transactional expertise in the agriculture field, we will be able to grow our company and enhance our impact.

- Irving Rivera, CEO and Co-Founder of Solena

“

Access to food is the most basic of building blocks towards a more equal society. Unfortunately, despite the technological advancement we've seen in the industry over the last 50 years, not everyone has access to healthy, sustainable food. I believe that for-profit business is uniquely positioned to address this challenge, to usher in a new wave of innovation to agriculture, and to ultimately drive the change needed to feed 10bn people by 2050. As a Kirchner Fellow, I'm incredibly excited for the opportunity to support entrepreneurs & businesses at the forefront of this challenge.

- Rachel Resek
2020-2021
Kirchner Food Fellow

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The Kirchner Food Fellowship is a demanding but highly rewarding experience where I have gained incomparable insight towards achieving smart capital investment in entities that will help us feed the world. During my tenure, not only the highly experienced mentors improve you as a professional, but also the Kirchner philosophy truly becomes part for your DNA and transforms your lifestyle. I couldn't be more grateful to form part of this family and to share the great responsibility that the Kirchner Impact Foundation trusted on us as a generation striving to take a step forward towards food security.

- Eduardo Samuel Garay
2019-2020
Kirchner Food Fellow

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The Kirchner Food Fellowship is a one of a kind opportunity! As a scientist and entrepreneur, the ability to understand the way funding works as a vehicle for growth is very important for my career. I am very excited to be part of the international expansion of the program and truly believe its mission will have a great impact on the local entrepreneurial ecosystem in Mexico.

- Edgar Fernando Suarez
2019-2020
Kirchner Food Fellow



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FOOD FELLOWSHIP

Contact Info

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Director

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