

Potential PR/DI Deals – At a Glance

Table Legend:

| | Green | Yellow | Red |
|-----------------------------|---|--|--|
| Past Loan Experience | Have received loan that is at least 50% of WKKF loan request | Have received a loan that but was less than 50% of WKKF loan request | Have not received a loan in the past |
| Program Impact | Crosses multiple sectors of the food system and reaches a broad range of beneficiaries | NA | NA |
| Racial Equity | Less than 25 point spread across the percentages of staff, board and beneficiaries reflecting people of color | 26-40 point spread across the percentages of staff, board and beneficiaries reflecting people of color | Greater than 40 point spread across the percentages of staff, board and beneficiaries reflecting people of color |
| Levity | Have received past WKKF funding | Involved in WKKF food network | No past WKKF relationships |

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| | Yrs of Exper. | Amount Requested | Net Income | Past Loan Experience | Potential Financial Impacts | Summary Use of Funds | Prog Impact | Food Systems Sectors Impacted | Direct Food | Racial Equity | Levity | Innovation | Technical Needs |
|---|---------------|------------------|------------|----------------------|-----------------------------|---|-------------|---|-------------|---------------|--------|------------|---|
| 1 | 6+ | 2-5m | 150k | | High | To develop a grocery store financing program | | Ret/Srv/Ed | ↑ | | | ↓ | NA |
| 2 | 5 | 300k | 20k | 200k | High | Building a shared community kitchen + commissary facility | | Proc/Pack Dist/Wsale Ret/Srv/Ed | ↑ | | | ↑ | Business planning Food systems Management skills Marketing analysis Organ development |
| 3 | 6+ | 1m | -251k | 90k | Med | Build an online directory of food buyers & sellers | | Dist/Wsale Ret/Srv/Ed | ↓ | | | ↑ | Food systems Organ development |
| 4 | 6+ | 800k | -130k | 150k | Med | Investment in marketing capacity + address standards and systems issues limiting certification program growth | | Dist/Wsale Ret/Srv/Ed | ↓ | | | ↑ | Business planning Organ development |
| 5 | 6+ | 2.5m | TBD | 125k | TBD | Broad range of food enterprise opportunities including energy renewal | | Recycling Prod/supp Proc/Pack Dist/Wsale Ret/Srv/Ed | ↑ | | | ↑ | Business planning Child wellness Financial mgmt Management skills Market analysis |
| 6 | 4 | 1.7m | | | High | Sustain more small businesses including food businesses in urban and rural areas | | Prod/supp Dist/Wsale Ret/Srv/Ed | ↑ | | | ↓ | Child wellness Food systems Market analysis |

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|----|---------------|------------------|------------|----------------------|-----------------------------|---|-------------|---|-------------|---------------|--------|------------|---|
| 7 | 6+ | 500k | 6k | 1m | High | Assist in financing ownership of grocery store- have business plan, land and equipment. Had store that grocery closed | | Prod/supp Ret/Srv/Ed | ↑ | | | ↓ | Child wellness Financial mgmt Food production Food systems Management skills Market analysis |
| 8 | 6+ | 500k | 28k | 50k | High | Develop an energy efficiency company employing community young people | | Prod/supp Proc/Pack Dist/Wsale Ret/Srv/Ed | ↓ | | | ↑ | NA- at launch stage |
| 9 | 5 | 2m | 846k | 38m | High | Develop local processors/distributor capacity | | Fisheries Prod/supp Proc/Pack Dist/Wsale Ret/Srv/Ed | ↑ | | | ↓ | Food systems Market analysis Staff development |
| 10 | 6+ | 600k | -24k | 500k | High | Building and facility upgrades & additional classrooms | | Recycling Proc/Pack Dist/Wsale Ret/Srv/Ed | ↑ | | | ↓ | Business planning Energy technology Market analysis Mortgage refinance |