

# Harvest Impact

Harvest Impact is building a future where food, farm, and environmental enterprises regenerate local ecosystems, reduce waste, and create shared prosperity.

## Impact Report

January 2026 – since inception



# Harvest Impact - Community Lending Fund

A snapshot of our work to date



Harvest Impact has invested \$561,000 into agri-food sector enterprises through a lending program that centres strong client relationships, educational moments and wraparound supports.

- Backed **30+** small businesses (under \$100K revenue) and **5** farm organizations.
- Contributed to the creation of **100+ FTEs** (full-time equivalents) as of April 2023.
- From just three success stories, we've seen combined revenue **grow 5X from \$350K to over \$1.8M**, while also helping **unlock \$750K+ in additional financing** — highlighting the ripple effect of this work.

**60**

loans to date

**49**

enterprises supported

**1M**

developmental grants

**34**

loans fully repaid to date

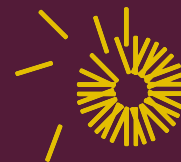


**Megan Franken, Franken Farms**

Small-scale, organic and artisanal seeds grown on the Bruce Peninsula.

# Theory of Change

Investing in a circular economy in the food, farm and environment sectors.



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## Stakeholder Groups

- Equity-deserving entrepreneurs who face barriers accessing capital
- New entrepreneurs with interests in circular economy
- Values-aligned investors, both individual and institutional

## Activities

- Promote programs to entrepreneurs
- Deploy loans to enterprises (of all business types, including non-profit/charity) with circular economy principles in mind
- Offer grants to early-stage ventures to build readiness and capacity
- Provide wrap around support services and mentorship alongside capital
- Build collaborations with community organizations, incubators, and accelerators

## Long-Term Impact

- Equity-deserving entrepreneurs are more equitably represented
- Circular food economy principles are normalized across small and mid-sized enterprises and in communities
- Regional food systems become sustainable
- A more just, inclusive, and regenerative economy is developed



## Ecosystem Needs

- Communities across Ontario face growing levels of precarious work, income inequality and food insecurity.
- Wasted food and a lack of access to nutritious food characterize our local food system
- Entrepreneurs require access to wraparound services, mentorship, capacity building to grow sustainable enterprises.

## Preconditions

- Pipeline of entrepreneurs at various stages with compelling projects
- Availability of values-aligned capital and mission-driven investors
- Trust and relationships with equity-deserving entrepreneurs
- Capacity within Harvest Impact to manage implementation and support businesses
- Access to ecosystem partners and networks

## Outcomes

- Good local jobs (with decent work practices) are created and sustained
- Improved access to nutritious local food
- Systemic food waste decreases
- Adoption of circular economy principles
- Impact measurement practices across enterprises enables improved storytelling, accountability, and decision-making

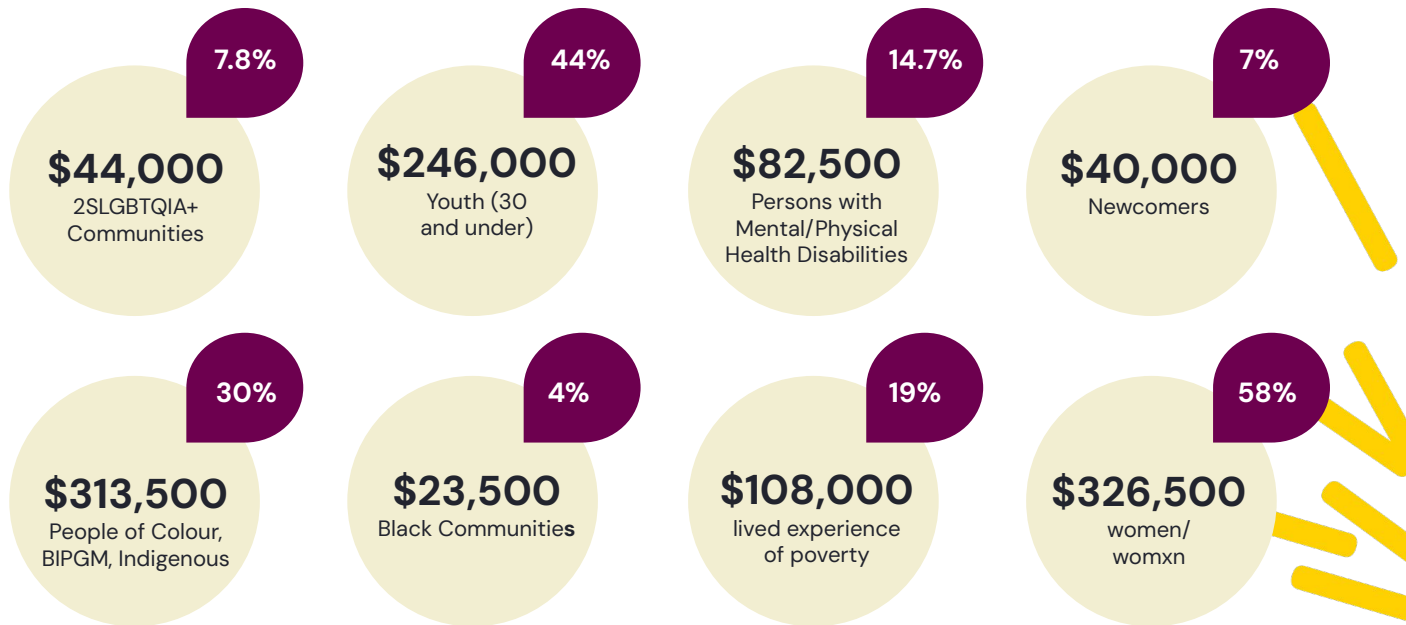
# Our Clients

We serve enterprises across all stages of operations, helping to balance opportunity/risk.



Our commitment to deploying capital to equity-deserving entrepreneurs is reflected in our track record.

**88% of loans went to equity-deserving entrepreneurs** from a disbursement of \$561,000 as shown here.



# Current Portfolio Performance

We are taking a planful and iterative process and practice to develop Harvest Impact.



Harvest Impact Cultivator Loan (2021-2023)	Circular Opportunity Innovation Launchpad Loans (2022-2023)	Harvest Impact Lending (2022-present)
<b>\$140,000 deployed</b>	<b>\$292,250 deployed</b>	<b>\$128,750 deployed</b>
<ul style="list-style-type: none"><li>• 14 loans</li><li>• \$10,000 each</li><li>• 0% interest (as per program requirement)</li><li>• Blended finance – loan combined with matching grant funding</li><li>• All loans repaid, 0% default</li></ul>	<ul style="list-style-type: none"><li>• 36 loans</li><li>• \$8,595 average size</li><li>• 0% interest (as per program requirement)</li><li>• Blended finance – loan combined with matching grant funding</li><li>• 18 loans fully repaid</li><li>• 7.5% losses to date – 3 loans</li></ul>	<ul style="list-style-type: none"><li>• 10 Loans</li><li>• \$12,875 average loan size</li><li>• 5.7% average interest rate</li><li>• 76% repaid to date, with completion of current loans by October 2027</li><li>• 2 loans fully repaid</li><li>• 2.5% losses to date – 1 loan</li></ul>
<b>4.75% loan loss rate across the \$561,000 portfolio totalling \$26,650.</b>		
<b>\$140,000 fully repaid</b>	<b>\$247,701 repaid to date</b>	<b>\$97,546 repaid to date</b>

## Portfolio Snapshot

# Beck's Broth

Kitchener, Ontario



**Beck's Broth** is a beverage company specializing in creating delicious, drinkable bone broth-based beverages, including instant coffee, hot chocolate, and matcha. The company has grown significantly, with revenue increasing from **\$50,000** to just over **\$667,000** in 2025. The project hit profitability as of May 2024 and is scaling its operations and market reach.

With the support of **\$40,000 in lending** from Harvest Impact, Beck's Broth upgraded production capacity, rebranded and launched shelf stable packaging to meet growing demand. Harvest Impact helped unlock **over \$425,000** of institutional funding from multiple lenders. The organization is focused on further product innovation and expanding distribution with key retailers across Canada.

	Before Harvest Impact Loan (2021)	After Harvest Impact Loan of \$40,000 (2025)
Revenue	\$50,000	\$667,017
Jobs	1PT	5 FT, 3 PT
Access to Financing	N/A	over \$500k
% of roles paid living wage	Not tracked	100%
% staff or leadership identify as equity deserving	Not tracked	100%
% of circular operations	Not tracked	20%



"While money talk can be daunting, having trustworthy allies during these significant decisions makes all the difference. We feel fortunate to have such a supportive team around us, this loan marks a turning point in our business's growth."

—Rebecca Prime, Owner/CEO of Beck's Broth



## Portfolio Snapshot

# The Conscious Farm Kitchen

Grey County, Ontario



The **Conscious Farm Kitchen** exists to make healthy, delicious, and sustainably sourced vegan meals accessible and convenient for individuals and families across Southern Ontario. At its heart, the business is about nourishing people and planet, while supporting local farmers and sustainable agricultural practices.

Conscious Farm Kitchen received a **\$10,000 loan** to pilot its expansion from a direct-to-consumer (D2C) delivery model into a brick-and-mortar retail market.

	Before Harvest Impact Loan (2022)	After Harvest Impact Loan of \$10,000 (2024)
Revenue	\$300,000	\$800,000
Jobs	2 FTE 2PT	3 FTE
Access to Financing	\$100,000	Additional \$300,000 in lending
% of roles paid living wage	Not tracked	100%
% staff or leadership identify as equity deserving	Not tracked	75%
% of circular operations	Strong early circular initiatives	50%



“Build the business model around circular values and beliefs and then it is possible to be a truly profitable, circular business.”

—**Simone Weinstein**, co-owner of  
**The Conscious Farm Kitchen**

## Portfolio Snapshot

# Community FEWD

Guelph, Ontario



**Community Food Equity with Dignity** (Community FEWD) is transforming surplus food into chef-prepared meals, making nutritious food accessible on a sliding scale while reducing waste. Founded by chef Yasi Zorlutuna, the non-profit enterprise's goal is to prove it's possible to build systems that nourish both people and the planet, outside of traditional profit-driven models. Since receiving a \$20,000 Harvest Impact grant in 2022, Community FEWD has increased annual catering income to \$30,000 and secured roughly \$75,000 in additional grant funding. The enterprise has **diverted over 57,000 lbs of surplus food from landfill**, expanded partnerships with 10+ organizations, and shows how boots-on-the-ground action can drive systemic change.

	Before Harvest Impact Grant (2022)	After Harvest Impact Grant (2024)
Revenue	\$18,599	\$30,000
Jobs	1FT, 2PTE	1FT, 3PTE, 350-500 volunteer hours yearly
Access to Financing	N/A	Over \$75,000 in grants
% of roles paid living wage	Not tracked	100%
% staff or leadership identify as equity deserving	100%	100%
% of circular operations	100%	100%



"We change things by actively being different and functioning in a different way, boots on the ground, everyday, hands in the dirt. That's how we change things."

—Yasi Zorlutuna, Owner of **Community FEWD**



## Portfolio Snapshot

# Heartwood Farm & Cidery

Erin, Ontario



**Heartwood Farm & Cidery** is a 42 acre regenerative farm that grows food, community, and climate solutions. Since receiving \$20,000 from Harvest Impact in 2021 Heartwood expanded production capacity, developed a flagship non-alcoholic beverage line ("Sparkle") that unlocked national retail access. As of August 2025, Sparkle now represents 75% of the business and Heartwood Farm & Cidery is on track to become a million-dollar annual enterprise within the next 12 months.

	Before Harvest Impact Grant (2021)	After Harvest Impact Grant of \$20,000 (2024)
Revenue	\$0	\$332,000
Jobs	4 FTE, 3 PT	4FTE, 4PT
Access to Financing	N/A	\$65,000
% of roles paid living wage	Not tracked	100%
% staff or leadership identify as equity deserving	Mostly family run	In progress as they look at expanding the team
% of circular operations	Strong early circular initiatives	Eliminated 500K+ plastic sleeves, local supply chain, electric vehicle distribution

**Circular Themes:** Nutritious Products and Services, Shorter Supply Chains, Waste Reduction, Food Waste Recapture



"\$20,000 in funding provided the foundation for our lineup of non-alcoholic drinks. Sparkle is 75% of our business today and is on track to be a million-dollar revenue line. I genuinely don't know where we would be without that support."

—**Matt Steinman**, Co-Owner, **Heartwood Farm & Cidery**

# Local Community (Retail) Investment

Vision to experience. The 10C team has been stewarding community capital since 2016.



Harvest Impact will apply the experience and knowledge gained from 10C's successful \$2.5M community bond raise to support community-rooted enterprises.

## What 10C achieved:

- \$2.5 million raised in community capital
- 140+ local investors engaged
- 5 year bonds with interest rates between 2.75% and 5%

## The Outcomes:

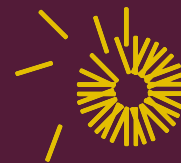
- Secured long-term ownership of a community hub
- 17X growth in scale of organization (2015 to 2025)
- Enabled space-sharing for 300+ community groups
- Delivered \$100,000+ in annual returns to local investors
- 2400% employment density increase per hectare
- Local investor confidence and long-term relationships



**42 Carden Street, Downtown Guelph**

15,000 sq ft building purchased and renovated in downtown Guelph

# Harvest Impact - Community Lending Fund



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**We are building a blended finance fund to invest in circular food enterprises.**

## Let's Connect!

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We are here to  
help enterprises  
like Morgan's  
create change in  
our food system.



### Green Goddess Fromagerie

Vegan cheese products upcycling cashew fragments and whey from the production system. Available across Ontario.