



»»» KIRCHNER «««  
FOOD FELLOWSHIP



We believe...

Millennials are uniquely qualified to find, fund and assist promising conscious agriculture businesses. They have a native understanding of the coming possibilities of a networked, customized and distributed world.

Well-run, conscious, for-profit businesses are the most powerful force for positive change on the planet when supported by like-minded, value-adding investors.

A blended venture capital and merchant banking approach is well suited to diagnose problems and apply solutions, whether they be indigenous or imported.

While the amount of “smart” impact investment capital is increasing rapidly, uniform access to that “smart” capital is not. For that to change new, low-cost, high-impact investment models are needed to push money and business resources to areas where they are needed most. Assembling, training and empowering distributed and lean investment teams for that purpose is the core mission of the Kirchner Food Fellowship.

*“Most investors just want to know if you’re hitting your numbers. Kirchner Group wants to know how they can help you grow into a successful, profitable social enterprise and they are willing to leverage all of their incredible contacts, resources and experience to help that happen.” – Lisa Curtis, Founder and CEO of Kuli Kuli*



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# Fund the Food

## Kirchner Fellows Investing in Global Food Security



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### Our Program

- ⇒ We believe It is important that the next generation of leaders understand, get involved and aid in funding young, entrepreneurial, for profit businesses which positively impact global food security.
- ⇒ Investment teams are assembled using a proprietary selection approach that reduces organizational risk and maximizes investment capabilities.
- ⇒ Fellows continue their current studies while participating in year-long program.
- ⇒ The entire program, from educational aspects to capital deployment decisions, is based on a problem-based learning and solutions approach.
- ⇒ Each team focuses on agricultural opportunities for a specific geography, seeking solutions occurring both locally and globally.
- ⇒ Fellows engage in a series of face-to-face and on-line experiences, both academic and practical.
- ⇒ The program applies Kirchner’s proven process and domain approach, low-overhead investment teams operate with the resources of very large investment fund and blend VC and merchant-banking techniques.
- ⇒ Fellows have unprecedented access to the Kirchner Group and its network of thought leaders.
- ⇒ Through direct and guided experiences Fellows develop the skills and attributes required for effective capital allocation and post investment value add.
- ⇒ Fully discretionary student-run investment fund.
- ⇒ Innovative, honourably run, high-growth potential for-profit businesses addressing food security issues interested in applying for funding can contact [info@fundthefood.com](mailto:info@fundthefood.com).
- ⇒ Student application period is March 1<sup>st</sup> to April 30<sup>th</sup>.

### Portfolio



**Lucky Iron Fish™** is a safe, effective, easy-to-use solution for iron deficiency.

**Green Zebra Grocery** is a healthy and socially responsible convenient store chain.

**Tomato Jos** a vertically-integrated tomato-paste processing company serving the local Nigerian market

**Kuli Kuli** is a socially responsible company that sells products made with moringa.

**Reach** provides supply chain management systems using to connect brands to smallholder farmers and suppliers.

**Solena** has developed a methodology that allows farmers to assess and manage their soil microbiome, which helps to increase yields, prevent disease and improve overall soil health.

### Fellows’ Institutions (to date)



Kirchner Group was founded in 1985 as a boutique advisory firm and today operates various subsidiaries, providing advisory services (M&A, assessments, diligence) and operational support (interim management, workouts, turnarounds) as well as asset management (dedicated, underperforming funds) – 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 in the context of sustainability based on its deep entrepreneurial orientation.

Kirchner Group's clients and partners include early stage to mid-market companies, venture capital and private equity firms as well as family offices and some of the world's largest insurance companies, commercial banks and institutional investors. [www.kirchnergroup.com](http://www.kirchnergroup.com)