

DETROIT DECONTAMINATED

CIRCULAR HOSPITALITY

INFRASTRUCTURE

Combined Business Model, Impact + Capital Plan

A pitch-style operating report connecting food-waste prevention, recovery, upcycled production, reusable packaging, logistics and software into one scalable platform.

30,810	5,058 lb	\$350K	2 + 1
2025 ANCHOR-SITE COVERS	MODELED MATERIAL PREVENTED/DIVERTED	RECOMMENDED PHASE 1 CAPITALIZATION	ANCHOR RESTAURANTS + RETURN-HUB MODEL

2026 | Detroit, Michigan

Prepared for funding, accelerator, municipal, institutional and strategic-partner discussions.

Detroit Decontaminated turns hospitality waste into infrastructure.

Detroit Decontaminated LLC is being developed as an integrated circular-economy platform for restaurants and food-service operators. The model starts inside active kitchens, where waste can be prevented before it occurs, then routes remaining surplus into the highest-value available pathway: redistribution, upcycled production, reusable packaging circulation, or compost diversion. A technology layer connects those operating activities to measurable data, logistics and reporting.

The venture is not limited to one waste stream. Existing project materials support two complementary launch businesses: a Food Recovery + Reuse Hub and a Reusable Packaging Network. The combined platform can serve restaurants immediately while building recurring service revenue and a software product that can scale beyond Detroit.

Recommended Phase 1 funding ask: \$350,000

The existing project materials support a \$250,000-\$400,000 capital ask, with a separate packaging pilot estimated at approximately \$300,000. This report recommends a \$350,000 integrated Phase 1 plan that funds software, reusable container inventory, recovery logistics, staffing, product development, measurement and compliance.

The investment case

- Embedded operating proof: IVY Kitchen + Cocktails and Antidóte provide active kitchen environments, staff workflows and real guest volume for pilot validation.
- Multiple revenue layers: institutional meals, upcycled products, catering, restaurant service agreements, reusable packaging membership, onboarding, sponsorships and future software licensing.
- Two-sided value: operators reduce waste and packaging burden while institutions, community partners and consumers gain access to recovered food, products and measurable sustainability outcomes.
- Scalable infrastructure: the same source-tracking, routing, return, sanitation and reporting system can be deployed by corridor, district, institution or city.
- Data as the scale engine: each transaction creates operational and impact data that can support ESG reporting, procurement decisions, municipal programs and future licensing.

117,746

IVY COVERS MODELED 2021-2025

19,282 lb

IVY MODELED PREVENTED/DIVERTED

5-10

PHASE 1 PARTICIPATING SITES TARGET

3-5

PHASE 1 FTE TARGET

02 / THE OPPORTUNITY

The market gap is not simply waste. It is disconnected operating infrastructure.

Restaurants manage surplus, disposable packaging, spoilage, prep loss and organic residuals every day, but the systems for prevention, recovery, reuse, logistics and impact reporting are typically fragmented. Food rescue, composting, packaging reuse and software often operate as separate services. Detroit Decontaminated is designed to connect those functions inside one operator-facing system.

Operating Pain Point	Current Effect	Detroit Decontaminated Response
No source-level visibility	Waste is discovered after value is already lost.	Track production, overproduction, spoilage and destination at the source.
Surplus has no coordinated route	Edible product may be discarded because redistribution is operationally difficult.	Route safe surplus to redistribution, institutional meals or upcycled production.
Single-use packaging is a recurring cost	Restaurants repeatedly purchase items that are discarded after one use.	Shared reusable packaging inventory, returns, sanitation and redistribution.
Organics remain mixed with trash	Compostable material is lost and diversion cannot be measured.	Dedicated source separation, pickup coordination and destination tracking.
Sustainability claims lack evidence	Operators and funders cannot verify pounds, cycles, costs or outcomes.	Digital tracking and standardized impact reporting.

Design principle

Prevent first. Keep edible food in beneficial use second. Reuse durable packaging repeatedly. Compost unavoidable organics. Measure every pathway.

03 / INTEGRATED PLATFORM

One platform. Six operating layers.

Layer	What It Does	Near-Term Output / Revenue
1. Prevention + Operator Optimization	Waste audits, inventory visibility, prep controls, production planning and staff workflows.	Reduced waste cost; operator service agreements; consulting/implementation.
2. Recovery + Redistribution	Separates safe surplus and routes it to approved community or institutional use.	Service contracts; institutional meal programs; community impact.

Layer	What It Does	Near-Term Output / Revenue
3. Upcycled Production	Converts safe, traceable surplus ingredients into new approved food products.	Prepared meals, soups, sauces, packaged goods and wholesale/retail revenue.
4. Reusable Packaging Network	Standardized reusable containers, deposits, return hubs, sanitation and reverse logistics.	Recurring restaurant membership/service fees; onboarding; sponsorships.
5. Organics Diversion	Routes unavoidable inedible organics to composting/approved recovery partners.	Diversion service value; partner fees; documented environmental impact.
6. Data + Software	Tracks source, weight, reason, destination, container cycles, returns, costs and outcomes.	Future licensing; operators, municipalities, NGOs and sustainability partners.

Operating flow

SOURCE	SORT	ROUTE	PROCESS	REPORT
Restaurant / food operator	Preventable vs. edible surplus vs. packaging vs. organics	Redistribution / production / reuse / compost	Meal production, sanitation, return or compost processing	Operator dashboard + monthly impact reporting

The differentiator is integration. Detroit Decontaminated is designed to combine embedded kitchen operations with reverse logistics and a software/data layer rather than treating recovery as an activity that begins only after material leaves the restaurant.

04 / BUSINESS MODEL

A portfolio of revenue models - not a single-service business.

Business Line	Customer	Revenue Mechanism	Stage
Restaurant recovery service	Independent restaurants, hospitality groups	Recurring service agreement / membership; onboarding and implementation fees	Pilot
Reusable packaging network	Restaurants, cafes, food halls, districts	Monthly network fee; onboarding; sponsored deployment; deposit is pass-through, not revenue	Pilot
Institutional meals	Schools, workforce programs, nonprofits, public/private institutions	\$8-\$12 per meal planning range	Near-term
Upcycled prepared products	Retailers, consumers, institutions, hospitality partners	\$6-\$15 per unit planning range; wholesale/retail mix	Near-term
Circular catering + bulk meals	Corporate, civic, nonprofit and event clients	\$45-\$75 per person planning range	Near-term
Software licensing	Food operators, municipalities, NGOs, sustainability consultants	\$500-\$2,500/month per license planning range	Scale
Impact reporting / implementation	Operators, property owners, institutions, cities	Project fee, annual reporting fee or contract add-on	Future extension
Workforce training	Workforce agencies, schools, sponsors, municipalities	Program contracts, grants, sponsorships and employer-funded training	Future extension
District / city deployment	BIDs, municipalities, developers, campuses	Multi-site operating contract + platform license + implementation	Scale

Important pricing note

Meal, product, catering and software ranges come from existing 2026 pitch materials and are planning assumptions, not historical revenue or verified margins. Restaurant membership pricing should be validated through the Phase 1 pilot before external commitments are made.

What funds what

Near-term operating revenue supports people, production and logistics. Recurring service agreements create predictable local cash flow. Software licensing and multi-site contracts create the scalable layer.

Grants and sponsorships should fund infrastructure and validation rather than remain the permanent business model.

05 / ANCHOR-SITE PROOF

The pilot begins with operating businesses, not a laboratory.

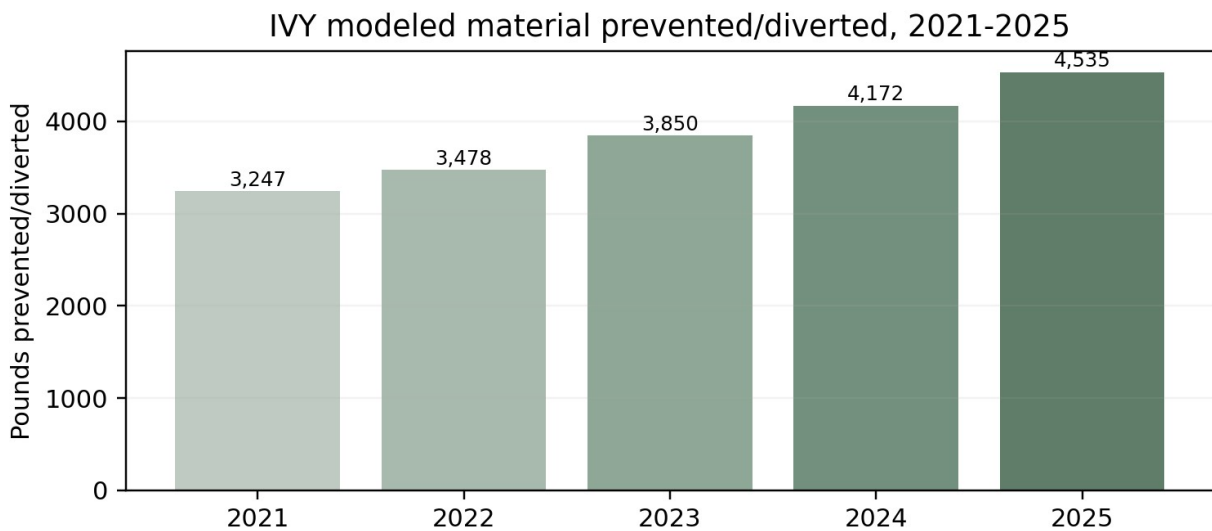
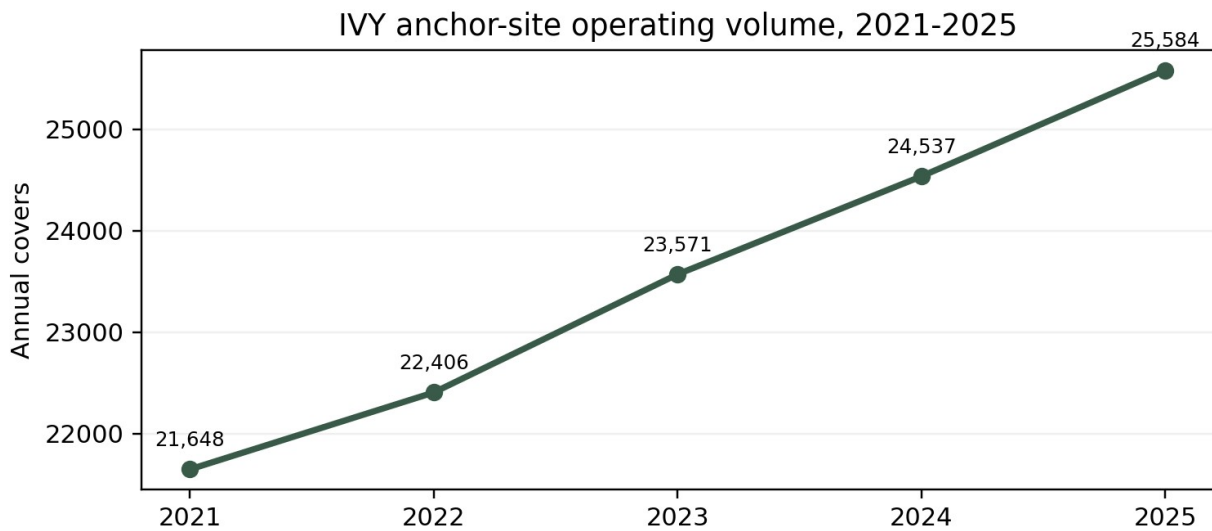
IVY Kitchen + Cocktails and Antidóte Detroit provide two distinct operating environments for system design. The figures below come from the restaurants' standalone impact reports and should be treated as host-site operating baselines - not as Detroit Decontaminated results.



2025 Anchor Metric	IVY	Antidóte	Combined
Guest covers	25,584	5,226	30,810
Modeled food material	12,792 lb	2,613 lb	15,405 lb
Modeled prevented/diverted	4,535 lb	523 lb	5,058 lb
Modeled GHG benefit	4.13 MTCO ₂ e	0.49 MTCO ₂ e	4.62 MTCO ₂ e
Organics pickups	104	39	143

Five-year IVY learning base

Across the 2021-2025 IVY historical model, the restaurant represents approximately 117,746 guest covers, 58,873 pounds of modeled food-related material and 19,282 pounds modeled as prevented from entering or diverted from landfill. This longitudinal operating record provides a practical base for designing better measurement, prep, routing and reporting systems.



Data classification: the restaurant reports distinguish management-provided operating inputs from modeled material and environmental estimates. Detroit Decontaminated should preserve that same claim discipline as it moves into formal pilot measurement.

Recover food before it becomes waste - then create the highest-value next use.

The Food Recovery + Reuse Hub is the operator-side recovery engine. Food is measured and categorized at the source, then moved into an approved pathway based on safety, usability, demand and economics.

Stream	Decision Rule	Output	Business / Impact Value
Prevention	Can purchasing, prep, portioning or forecasting avoid the surplus?	Avoided purchase / reduced waste	Highest economic and environmental value.
Redistribution	Is safe edible surplus appropriate for approved community use?	Donated or contracted prepared meals	Food access, community impact and avoided disposal.
Upcycled production	Can safe, traceable ingredients become a new approved product?	Meals, soups, sauces, packaged items	Revenue and longer productive use of ingredients.
Compost diversion	Is the material inedible or unsuitable for human consumption?	Clean organics stream	Landfill diversion and soil/compost value.

Near-term commercial products

- Institutional and community meal production using recovered or efficiently cross-utilized ingredients where legally and operationally appropriate.
- Ready-to-heat meals and batch-prepared items.
- Sauces, soups and other validated packaged products.
- Circular catering and bulk food programs tied to institutional or corporate contracts.
- Operator waste-audit and implementation services that reduce spoilage, overproduction and disposal before recovery is needed.

Food safety boundary

Only safe, traceable food that has remained within approved handling controls may enter redistribution or production. Guest-returned, contaminated, temperature-abused or otherwise unsafe food is never reused.

07 / REUSABLE PACKAGING NETWORK

Replace recurring single-use purchases with shared circular inventory.

A second business line creates a deposit-return reusable container network for takeout and prepared food. Restaurants gain access to standardized container inventory and shared reverse logistics rather than building a washing and return system individually.

Step	Customer / Operator Experience	Platform Function
Issue	Restaurant serves an eligible takeout order in a reusable container.	Assigns container ID/cycle; records participating operator.
Deposit	Customer pays a refundable deposit or uses an approved program account.	Tracks deposit status; deposit remains a liability/pass-through rather than revenue.
Return	Container returns to any participating restaurant or designated hub.	Records return location, date and cycle count.
Collect + sanitize	Containers are consolidated, commercially sanitized and quality checked.	Coordinates route, status and inventory availability.
Redistribute	Clean containers are returned to the network.	Balances inventory across locations and measures reuse cycles.

Pilot fleet strategy

Existing planning documents reference both 5,000-container and 10,000-container pilot scales. The recommended approach is staged: launch with approximately 5,000 containers, validate return rate, loss, sanitation cost and operator adoption, then expand toward 10,000 containers once unit economics are demonstrated.

5,000	80%	200	1M
INITIAL PHASE 1 CONTAINERS	TARGET RETURN RATE	LIFECYCLE REUSE-CYCLE PLANNING CASE	SINGLE-USE ITEMS POTENTIALLY AVOIDED OVER LIFECYCLE*

**Planning potential only: 5,000 containers x 200 cycles. Actual avoided items depend on achieved cycles, loss, breakage, sanitation, customer behavior and substitution rate.*

The software layer converts operating activity into a scalable product.

Existing pitch materials estimate \$100,000-\$150,000 for an integrated platform. Phase 1 should prioritize an operator-facing minimum viable product rather than a large custom build before workflows are validated.

MVP Module	Core Function	Data Captured
Operator dashboard	Daily waste, recovery and packaging workflow.	Location, category, product, weight/count, reason, user.
Production / prevention	Identifies recurring overproduction and spoilage patterns.	Prep, sales, waste reason, trend and corrective action.
Recovery routing	Assigns surplus or organics to approved destinations.	Pickup request, route, partner, timestamp, final destination.
Container tracking	Tracks container ID, issue, return, sanitation and reuse cycles.	Cycle count, return rate, loss, inventory balance.
Impact reporting	Produces monthly and annual operating and sustainability summaries.	Diversion, recovery, avoided packaging, cost, participation and GHG methodology.
Admin / QA	Controls roles, evidence, exceptions and audit trail.	User permissions, source note, photo/receipt, correction history.

Long-term software customers

- Independent restaurant operators and hospitality groups.
- Universities, healthcare systems, corporate cafeterias and institutional food-service operators.
- Municipal governments and district-scale reuse programs.
- Food recovery nonprofits and circular-economy organizations.
- Sustainability consultants and property/development operators managing multi-site ESG programs.

Data principle

The value is not a dashboard by itself. The value is verified source-to-destination operating data tied to actions that reduce cost, recover food, circulate packaging and document impact.

Detroit is the proving ground. The use cases extend far beyond restaurants.

Segment	Immediate Use	Future Expansion
Restaurants + cafes	Waste prevention, recovery, packaging reuse, composting.	Multi-location contracts, benchmarking and platform licensing.
Caterers + event venues	Production planning, surplus routing, reusable serviceware.	Zero-waste event packages and venue-wide reporting.
Universities + schools	Dining waste tracking, meal recovery, reusable to-go containers.	Campus return hubs, student engagement and annual ESG reporting.
Healthcare	Prepared-meal waste reduction, redistribution and compliance workflows.	Multi-facility operating contracts.
Corporate dining	Employee meal recovery, reusable packaging and reporting.	ESG dashboards and sponsor-funded community redistribution.
Food halls + mixed-use districts	Shared return hubs and district logistics.	District membership and landlord/developer contracts.
Municipalities	Pilot corridor, public return hubs and data reporting.	Citywide reuse/recovery network and white-label deployment.
Community organizations	Approved redistribution and meal access.	Contracted meal programs, workforce training and neighborhood hubs.
Retail / grocery	Upcycled product sales and prepared-food recovery.	Wholesale product lines and reverse-logistics partnerships.

Future business extensions

- White-label deployment for other cities and districts.
- Dedicated Detroit processing, sanitation and production hub.
- Regional reusable-container pool shared across multiple hospitality groups.
- Circular procurement and packaging consulting for institutions.
- Impact reporting as a service and annual verification support.
- Workforce credentialing in recovery logistics, food production, sanitation and circular operations.
- Material exchange / marketplace functions that match usable surplus with approved demand.

Near-term cash flow locally. Recurring service and software revenue at scale.

Revenue Layer	Planning Price / Mechanism	Role in Model
Institutional meals	\$8-\$12 / meal	Volume production, community/institutional contracts and recurring local revenue.
Upcycled products	\$6-\$15 / unit	Higher-margin branded product layer after food-safety and market validation.
Catering / bulk meal programs	\$45-\$75 / person	Existing hospitality capability supports early earned revenue.
Restaurant network membership	Recurring monthly service fee - pilot pricing to be validated	Pays for packaging/recovery logistics, access and operating support.
Restaurant onboarding	One-time implementation / training fee - to be validated	Offsets setup, training, bins, workflow configuration and launch.
Corporate / municipal sponsorship	Contract or sponsored deployment	Funds public return hubs, community education and corridor activation.
Platform licensing	\$500-\$2,500 / month planning range	Scalable software and analytics revenue after MVP validation.
District / municipal operating contracts	Multi-site contracted fee	Combines program management, logistics, data and reporting.
Training + advisory	Program or project fee	Future workforce, implementation and reporting services.

Year 1 operating target from existing pitch materials

The current Detroit Food Recovery + Reuse Hub pitch uses a conservative \$80,000-\$100,000 Year 1 target for near-term operating revenue. The combined model should validate that target before adding aggressive packaging or software assumptions.

Path to operating sustainability

The food-recovery application anticipated operational sustainability within approximately 12-18 months, while the reusable-packaging application anticipated approximately two to three years. For the combined platform, the planning goal should be staged: operating services move toward break-even first, while the packaging network and software layer are validated and scaled over a longer 24-36 month horizon.

11 / POSITIONING

The moat is integration inside the operation.

Alternative Model	Strength	Gap Detroit Decontaminated Is Designed to Fill
Food rescue organizations	Strong redistribution mission and community reach.	Typically do not manage restaurant production controls, reusable packaging and operator analytics in one system.
Composting services	Reliable downstream organics pathway.	Begin after food is no longer edible and usually do not manage prevention, reuse or food revenue.
Consumer surplus marketplaces	Can monetize or distribute unsold food.	Primarily consumer-facing; limited embedded kitchen workflow, packaging reuse and ESG reporting.
Reusable packaging vendors	Containers, washing and return systems.	Usually packaging-specific rather than integrating food recovery, production and organics.
Waste / ESG software	Data and reporting tools.	May lack physical recovery logistics, food production and operator-embedded execution.

Positioning statement

Detroit Decontaminated is an operator-embedded circular hospitality infrastructure company: it combines prevention, food recovery, reusable packaging, reverse logistics, beneficial-use routing and impact data in one operating model.

12 / CAPITAL PLAN

Recommended Phase 1 capitalization: \$350,000.

This funding level is intentionally inside the existing \$250,000-\$400,000 ask. It is large enough to validate the integrated business model but small enough to remain a focused Detroit pilot rather than prematurely funding a full-scale hub.

Budget Category	Amount	Share	Use
Software MVP + data layer	\$120,000	34.3%	Operator dashboard, QR/ID tracking, routing logic, diversion analytics, reporting.
Reusable container inventory	\$45,000	12.9%	Initial 5,000-container fleet, labels/IDs, replacement reserve and deployment setup.
Cold storage, sanitation + logistics	\$45,000	12.9%	Cold holding, collection equipment, sanitation setup, route equipment and initial transport.
Pilot staffing + training	\$55,000	15.7%	Program coordination, recovery/logistics support, staff training and quality control.

Budget Category	Amount	Share	Use
Food recovery + upcycled product development	\$20,000	5.7%	Pilot meal production, packaging trials, product testing and market validation.
Measurement + independent evaluation	\$15,000	4.3%	Scales, audit tools, data QA, GHG/diversion methodology and annual impact reporting.
Legal, insurance + food safety compliance	\$15,000	4.3%	Program agreements, insurance, food-safety review, labeling and compliance support.
Partner onboarding + community launch	\$10,000	2.9%	Restaurant onboarding, return-hub materials, education, communications and launch support.
Contingency + replacement reserve	\$25,000	7.1%	Unplanned equipment, route, container-loss and startup operating contingency.
TOTAL	\$350,000	100%	Integrated 12-month Phase 1 validation budget.

Capital scenarios

Scenario	Capital	What It Funds	Trade-Off
Lean MVP	\$250,000	Core dashboard, limited recovery pilot, initial reusable fleet, basic staffing and measurement.	Fewer partner sites, smaller container fleet and less product-development capacity.
Recommended Phase 1	\$350,000	Integrated recovery + packaging pilot, 5,000-container launch, software MVP, 3-5 FTE, evaluation and product testing.	Best balance of proof, speed and capital discipline.
Full Phase 1	\$400,000	Adds deeper logistics capacity, larger replacement reserve, more partner onboarding and faster scale toward 10,000 containers.	More capital at risk before return rate and software unit economics are fully validated.

13 / FUNDING STRATEGY

Use blended capital so grants build infrastructure and earned revenue proves durability.

Capital Source	Best Use	Why It Fits
Circular-economy / public grants	Equipment, containers, measurement, software validation and evaluation.	Funds public-benefit infrastructure and proof of concept.
Impact investment / recoverable capital	Software, logistics expansion and working capital.	Supports scalable revenue-generating components.
Corporate sponsorship	Return hubs, public education, workforce, reusable packaging and community meal programs.	Creates visible ESG/community benefit for sponsor.
Municipal / institutional contracts	Operating routes, district programs, meals, reporting and multi-site service.	Converts pilot into recurring contracted revenue.
Founder / organizational contribution	Existing kitchens, staff oversight, storage, purchasing and pilot infrastructure.	Demonstrates skin in the game while limiting new fixed cost.
Earned-revenue reinvestment	Product sales, catering, meals, memberships and implementation.	Reduces long-term dependence on grant funding.

What a funder is buying

- A measured pilot in active restaurant environments.
- A reusable packaging and reverse-logistics system with real return-rate data.
- A minimum viable software platform tied to operational workflows.
- A repeatable model for food recovery, upcycled production and organics diversion.
- Verified impact methodology and a funder-ready annual report.
- Unit economics that support a go/no-go decision for Detroit expansion.

14 / 12-MONTH IMPLEMENTATION

Build, launch, validate, then scale.

Timing	Milestones	Decision Gate
Months 0-2	Finalize partner roles; complete waste/packaging baseline; vendor quotes; software specification; compliance review; procurement plan.	Confirm final scope, budget and participating sites.
Months 3-4	Build dashboard MVP; procure first container fleet; install scales/bins/return stations; train staff; test collection/sanitation route.	Go-live readiness and data QA.
Months 5-6	Launch at IVY, Antidóte and initial return hub; begin food-recovery routing;	Return rate, contamination,

Timing	Milestones	Decision Gate
	begin reusable packaging circulation; publish first monthly dashboard.	staff adoption and route cost.
Months 7-9	Recruit 3-7 additional restaurant partners; pilot institutional meals/upcycled products; refine pricing and operator workflow.	Validate revenue demand and unit economics.
Months 10-12	Complete impact audit; evaluate software, logistics, packaging loss and revenue; secure next-phase contracts/capital.	Scale, revise or stop components based on evidence.

5-10

PARTICIPATING SITES

>=80%

CONTAINER RETURN TARGET

90%+

DATA COMPLETENESS TARGET

3-5

FTE / FUNDED ROLES

15 / 3-5 YEAR ROADMAP

From pilot corridor to replicable circular infrastructure.

Phase	Timeframe	Scale Objective	Primary Revenue / Capability
Phase 1 - Validate	2026-2027	IVY, Antidóte, return hub + 5-10 participating sites.	Meals, products, catering, early service agreements, pilot sponsorships; software MVP.
Phase 2 - Detroit Network	2027-2028	20-50 partner locations; dedicated logistics/production capacity.	Recurring restaurant fees, institutional contracts, retail/upcycled products, platform licensing.
Phase 3 - Hub + District Contracts	2028-2029	Dedicated processing/sanitation hub; campuses, districts and major institutions.	Multi-site operating contracts, software, training and reporting.
Phase 4 - Michigan / Replication	2029+	Replicate by city or institutional network.	White-label platform, implementation, licensing and regional operating partnerships.

Scale rule

Do not scale the most capital-intensive parts of the model until Phase 1 proves return rate, route density, sanitation cost, data completion, partner retention and customer willingness to pay.

16 / IMPACT FRAMEWORK

Measure environmental, operating, economic and community outcomes together.

KPI Family	Core Metrics	Why It Matters
Prevention	Pounds prevented; spoilage reduction; overproduction; avoided purchases.	Highest-value intervention and direct operator economics.
Food recovery	Pounds recovered; meals produced; pounds redistributed; destinations.	Keeps edible food in beneficial use.
Upcycling	Pounds converted; units produced/sold; yield; gross margin.	Tests whether waste reduction can create revenue.
Packaging reuse	Containers issued/returned; cycle count; return rate; loss/breakage; single-use items avoided.	Validates circular packaging economics and impact.
Organics	Pounds composted; contamination; pickup frequency; destination.	Measures unavoidable residual diversion.
Financial	Food value protected; packaging cost avoided; route cost; labor; revenue; contribution margin.	Determines financial sustainability.
Workforce	Jobs/FTE; training completions; wage progression; retention.	Measures inclusive economic benefit.
Partner network	Active sites; retention; route density; partner satisfaction.	Measures scalability and network quality.
Data quality	Tracking completeness; evidence attached; exceptions corrected.	Protects credibility of impact claims.

Claim discipline

Every external impact claim should be classified as verified, management-provided, modeled, externally benchmarked or pending verification. The platform should preserve evidence such as weights, pickup records, destination confirmations, container-cycle records, invoices and partner documentation so annual reporting becomes increasingly source-based.

17 / RISK + MITIGATION

The model is ambitious; Phase 1 is designed to retire the biggest risks quickly.

Risk	What Could Go Wrong	Mitigation / Pilot Test
Container return behavior	Low return rate increases replacement cost.	Refundable deposit, multiple return hubs, reminders, loss tracking and staged fleet expansion.

Risk	What Could Go Wrong	Mitigation / Pilot Test
Sanitation economics	Washing and reverse logistics cost more than expected.	Vendor quotes, route-density testing, cost per cycle and centralized sanitation evaluation.
Food safety	Recovered food is mishandled or misclassified.	Strict eligibility rules, temperature controls, trained staff, traceability and compliance review.
Operator complexity	Staff see the program as extra work.	Simple source workflow, clear bins/labels, role ownership, training and minimal data entry.
Inconsistent surplus	Supply does not match product/meal demand.	Prevention-first model, flexible batch products, institutional contracts and multiple source sites.
Technology overspend	Custom software is built before workflows are proven.	MVP-first approach; validate operating process before advanced features.
Grant dependency	Program grows without durable revenue.	Track contribution margin by business line; transition infrastructure funding to recurring contracts/licensing.
Impact credibility	Claims cannot be verified.	Evidence register, monthly QA, source-to-destination tracking and independent evaluation.

18 / OPERATING ECOSYSTEM

Existing operating assets reduce launch risk.

Asset / Partner Type	Role in Phase 1
IVY Kitchen + Cocktails	Established restaurant test site; prevention, recovery, organics and operational-data workflow.
Antidôte Detroit	Smaller opening-year test environment; packaging, service-flow and lower-volume operations.
ArtPlay / 6 Degrees ecosystem	Planned return hub, education and future workforce/community-program interface.
Detroit Dirt / compost expertise	Organics pathway, circular systems knowledge and environmental measurement support where formally engaged.
Community / food access partners	Approved redistribution destinations and community meal demand.
Suppliers + packaging partners	Container procurement, sustainable packaging, sourcing and production inputs.
Institutional customers	Meal contracts, sponsorships and future multi-site deployment demand.

Partner roles should be documented through agreements, scopes, letters of support or contracts before the report represents any organization as a committed operational partner.

Seeking \$350,000 to validate Phase 1 in Detroit.

The immediate goal is not to build the largest possible operation. It is to prove the integrated unit: one operating system that prevents waste, recovers food, circulates reusable packaging, routes unavoidable organics and produces credible data.

\$350K RECOMMENDED CAPITALIZATION	12 mo PHASE 1 VALIDATION PERIOD	5-10 PARTICIPATING LOCATIONS	MVP SOFTWARE + ROUTING PLATFORM
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Phase 1 deliverables

- Operating recovery and reusable-packaging workflows at anchor sites.
- Approximately 5,000-container initial fleet with documented return/loss economics.
- Operator dashboard MVP with source-to-destination and container-cycle tracking.
- Food recovery, redistribution and upcycled-product pilots.
- 3-5 funded operating roles or equivalent staffing capacity.
- Verified baseline and monthly impact reporting.
- Restaurant pricing, membership and onboarding model validated with real customers.
- Decision-ready unit economics for Detroit expansion and future licensing.

Why now

Detroit Decontaminated has access to active hospitality operations, a defined accelerator/funding path, existing pitch and grant development, and multiple complementary business models. Phase 1 capital converts that operating experience into a measurable, repeatable product.

Detroit is the proof point. The long-term asset is the operating system.

Anchor-Site Data Basis

Year	IVY Covers	Food Material	Prevented/Diverted	Rate	Modeled GHG	Modeled Value
2021	21,648	10,824 lb	3,247 lb	30.00%	2.95 MTCO ₂ e	\$2,327
2022	22,406	11,203 lb	3,478 lb	31.05%	3.17 MTCO ₂ e	\$2,493
2023	23,571	11,785 lb	3,850 lb	32.67%	3.50 MTCO ₂ e	\$2,759
2024	24,537	12,269 lb	4,172 lb	34.00%	3.80 MTCO ₂ e	\$2,990
2025	25,584	12,792 lb	4,535 lb	35.45%	4.13 MTCO ₂ e	\$3,250

These figures are copied from the official standalone IVY impact reports created for 2021-2025. The reports use management-provided operating patterns and disclosed planning assumptions; they are not represented here as audited Detroit Decontaminated results.

2025 Antidóte Metric	Result
Seats	83
Opening-year covers	5,226
Food material	2,613 lb
Prevented/diverted	523 lb
Modeled GHG benefit	0.49 MTCO ₂ e
Organics pickups	39

Detailed Phase 1 Budget Notes

Software MVP + data layer

Planning allocation: \$120,000. Operator dashboard, QR/ID tracking, routing logic, diversion analytics, reporting.

Reusable container inventory

Planning allocation: \$45,000. Initial 5,000-container fleet, labels/IDs, replacement reserve and deployment setup.

Cold storage, sanitation + logistics

Planning allocation: \$45,000. Cold holding, collection equipment, sanitation setup, route equipment and initial transport.

Pilot staffing + training

Planning allocation: \$55,000. Program coordination, recovery/logistics support, staff training and quality control.

Food recovery + upcycled product development

Planning allocation: \$20,000. Pilot meal production, packaging trials, product testing and market validation.

Measurement + independent evaluation

Planning allocation: \$15,000. Scales, audit tools, data QA, GHG/diversion methodology and annual impact reporting.

Legal, insurance + food safety compliance

Planning allocation: \$15,000. Program agreements, insurance, food-safety review, labeling and compliance support.

Partner onboarding + community launch

Planning allocation: \$10,000. Restaurant onboarding, return-hub materials, education, communications and launch support.

Contingency + replacement reserve

Planning allocation: \$25,000. Unplanned equipment, route, container-loss and startup operating contingency.

Budget figures are planning allocations for pitch and capital-formation purposes. Final grant or investment submissions should replace them with vendor quotes, staffing assumptions, insurance estimates, software scope and formal partner costs.

Source + Evidence Register

Internal Source	Use in This Report	Status
Detroit Food Recovery + Reuse Hub pitch deck (2026)	Integrated solution, revenue ranges, software budget, team/ecosystem and \$250K-\$400K ask.	Existing planning material
NextCycle Accelerator application (2026)	Recovery hub model, impact categories, partnerships, market potential, revenue streams and 3-5 year outcomes.	Submitted/ planning material
NextCycle Circular Economy Grant application (2026)	Reusable packaging network, return hubs, container fleet, \$300K pilot estimate, membership model and return-rate target.	Grant planning material
IVY 2021-2025 Official Waste Reduction Impact Reports	Anchor-site operating volumes and modeled waste/diversion progression.	Standalone operating reports
Antidôte 2025 Official Opening-Year Waste Reduction Impact Report	Opening-year anchor-site operating and waste baseline.	Standalone operating report

Evidence still needed before external financial commitments

- Reusable-container vendor quotes and replacement/loss assumptions.
- Commercial sanitation quote and cost per container cycle.
- Route/vehicle cost assumptions and pickup density model.
- Software scope, build-vs-buy analysis and vendor estimates.
- Restaurant membership willingness-to-pay interviews and signed pilot commitments.
- Institutional meal/customer pipeline with expected volume and pricing.
- Food-safety, insurance, donation and labeling compliance review.
- Formal scopes or letters of support for named partners represented as active participants.