



FOOD SOLUTIONS
— ACTION —

2023
ANNUAL REPORT



Together with you by our side, the FSA team made great progress in 2023.

In a time of unprecedented partisanship and inaction, I'm proud of the progress we made in building support for the alternative protein industry in Washington D.C., and in state capitols across the country.

It's important to remember: Lasting policy progress happens slowly and steadily and consensus takes time to form.

With the ups and downs of media coverage and VC interest in the sector last year, the stability of government support becomes even more important.

Tesla exists today because of a US government loan guarantee program. The internet was developed out of a program funded by the Department of Defense. Our relentless focus to receive similar support has driven the progress we made in 2023, thanks to your support.

We partnered with leading companies in the sector and hosted a tasting event in Sacramento, educating dozens of Senators and Assemblymembers in California - including the CA Senate President - about the benefits of this sector over delicious plant-based meat and ice cream.

We successfully organized a coalition of 50 entities and together defeated four federal amendments that would have done a lot of harm, including banning federal government R&D and procurement.

Our federal team also built bi-partisan support for our top Farm Bill priority, creating loan guarantee capacity for that alternative protein companies would be eligible for. As of this writing, we have high hopes for that being in the Farm Bill.

We also briefed over half of the House and Senate offices in individual meetings on alternative proteins, and met personally with nearly 100 Senators and Members of Congress.

We even brought 20 of these legislators to their own personal company tour to taste these foods.

FSA launched the State Protein Innovation Network - the first ever network of state legislators excited about the industry - to coordinate and collaborate to advance legislation. And we're pushing back hard in Florida, where a ban on cultivation is under consideration.

All of this progress - both on defense and on offense - gives me confidence that despite the slow and steady nature of policy change, we are on the right track. I'm convinced that what we're doing is working.

Thank you for standing by our side. With your support, we will continue to make strides in 2024.

With metta,

**Ari Nessel
PRESIDENT**



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As co-chair of the Protein Innovation Caucus, I believe **research into alternative protein innovation can help safeguard our nation's food supply and long-term national security interests of the United States.**

Congressman Rob Wittman (R-VA)



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Regardless of politics, we all stand to benefit from increasing government engagement with alternative proteins. **Putting next generation delicacies where lawmakers' mouths are, Food Solutions Action creates signature opportunities for policymakers to sample delicious plant-based offerings while learning about their many benefits. I'm proud to support FSA's important work.**

Jim Buckmaster



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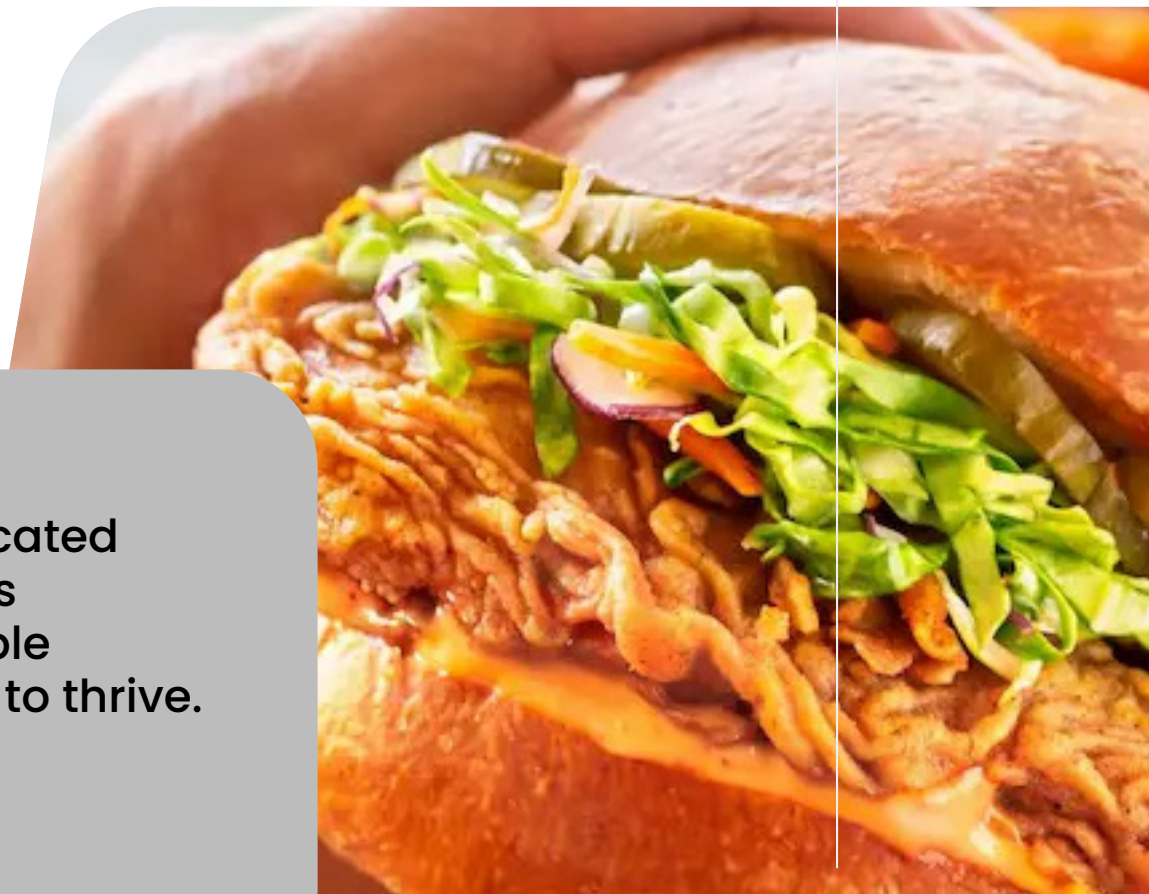
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 Rachel Lockett
EVENTS & DEVELOPMENT
MANAGER

 Alan Darer
VICE PRESIDENT, POLITICS

 Eric Deardorff
OPERATIONS & HR MANAGER

Image Credit: UPSIDE Foods



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As a long-time supporter of FSA and the FSA PAC, I firmly believe in the necessity of government engagement for the success of the alternative protein industry. FSA’s commitment to educating state and federal lawmakers is not just commendable, it’s essential. Their work ensures that this important industry continues to thrive, and I’m proud to support both FSA PAC and the events they host for candidates.

Heather Courtney, Founding General Partner, Alwyn Capital

Our Mission

Food Solutions Action is dedicated to catalyzing US governments to prioritize policies that enable alternative protein industries to thrive.

Federal

We drove progress despite Congress being historically unproductive.

ENGAGED WITH

300 out of **535**

House and Senate

OFFICES AT THE STAFF LEVEL

CONDUCTED

98 one-on-one briefings

WITH

Members of Congress

Overall, 2023 was a successful year for our federal work. We secured the support of more Republican Members of Congress for an alternative protein ask than in any year prior. We also briefed 300 of the 535 House and Senate offices at the staff level, and had 98 one-on-one briefings with Members of Congress (the legislators themselves) to update them on the importance of our industry and to enlist their support.

Defending from Hostile Attacks

FSA defeated 4 hostile amendments that, if enacted into law, would have harmed the alternative protein industry in a number of ways. Some legislators introduced amendments that would ban federal dollars for alternative protein research, procurement, and even regulatory approval. FSA rallied over 70 companies and organizations in a statement of opposition and used this in lobbying to defeat the amendments.

Energy Department Loan Guarantees

In response to FSA's coalition work, including driving Congressional correspondence into the Department of Energy, **DOE's Loan Program Office announced that alternative protein companies are now eligible to apply for loan guarantees.** In Feb 2022 FSA drafted a letter that Reps. Fitzpatrick (R-PA) and Rep. Lieu (D-CA) sent asking for this exact adjustment to be made.

Intelligence Committee Brief on Alt Proteins

As part of FSA's effort to center support for the alternative protein industry in the strongest and best resourced federal agency (the Department of Defense), **FSA worked with Rep. Krishnamoorthi's office to schedule a briefing for House Intelligence Committee Members** on the relation between alternative proteins and food/national security.

Growing Loan Guarantee Capacity at USDA

We received word in December 2023 that our bipartisan bill to create more loan guarantee capacity at USDA for alternative protein companies is in the base text of the Farm Bill. Put another way, the bill we want to pass is in position to pass along with the Farm Bill. This is a result, in part, of **FSA getting four House Republicans to cosponsor the bill**, which is sponsored by Rep. Khanna (D-CA) and boasts Rep. Max Miller (R-OH), Shontel Brown (D-OH), and Marc Molinaro (R-NY) as original cosponsors.

New Faces

We've made adjustments on our team to best position us to succeed with Republicans and with the Pentagon by hiring House GOP alum David Voorman and by retaining the services of Defense Appropriations experts Thorn Run.

Image Credit: GOOD Meat



FSA Team in Washington, D.C.



State • Building Power Across the States

In 2023, FSA met with 150+ state legislative offices across 12 states — including more than 85 state legislators themselves

— to introduce and build support for the alternative protein sector. As a result of these briefings — and on some occasions, product tastings — legislators expressed excitement for taking action to support research, innovation, and advancement in this space.

Image Credit: GOOD Meat

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Food Solutions Action is working to pass a substantial — and unprecedented — legislative package that would support research and innovation in the alternative protein industry in Massachusetts. **We are so excited for the potential of this work and grateful that Noa and the FSA team have been able to socialize this sector with nearly every legislative office in the state.**

MA Representative Jack Lewis



Massachusetts

In Massachusetts, **FSA met with over 100 legislative offices (over half)**, as well as several dozen key executive branch officials. We introduced a bill to establish a **first-of-its-kind state commission to study protein innovation** and make policy recommendations for investment in the sector.

The bipartisan bill, which had 35 co-sponsors, was heard by the Economic Development Committee in June, which went so well we were asked to forgo the bureaucratic commission process and dive right into making policy recommendations, a signal to us that the committee's chairs were sold on the importance of alternative proteins.

FSA is working to push forward numerous initiatives via the state's economic development package. These initiatives, which total a **\$40 million investment**, include funding for:

- Alternative protein research at higher education institutions
- Early-stage companies working in the alternative protein sector
- Equipment and infrastructure for the alternative protein industry

We're also working to add language in the upcoming climate package that will direct the Massachusetts Clean Energy Center to hire a staff person focused on directing grants and resources toward alternative protein entities. In the meantime, we helped coordinate tastings and tours for critical policymakers in the Commonwealth, including Governor Maura Healey, Senate President Karen Spilka, Senate Ways and Means Chair Michael Rodrigues, House Ways and Means Chair Aaron Michlewitz, and Economic Development Co-Chair Senator Barry Finegold.

MA

California

We've been building political power in CA and met with **83 legislative offices**, as well as key advisers to Governor Newsom.

In April, we hosted an **alternative protein tasting event in Sacramento**, in which dozens of legislators and staff – including the CA Senate President – were able to sample products from a dozen alternative protein companies, including Impossible, Eat Just, Perfect Day, Eclipse, and more.

In the photo, from left to right, are CA State Senators Tom Unger, Toni Atkins (Senate President), and Josh Becker tasting Impossible sliders.



Image Credit: Mission Barns



“**Our office has been immensely grateful for FSA’s efforts over the past few years as we continue working to build awareness and support for the alternative protein sector.** In April, we teamed up with FSA to host a very successful event in Sacramento which allowed California lawmakers who’d never tried plant-based meat to sample it in its many forms and learn how to better assist the growth of this important new industry.

CA Senator Josh Newman



Florida

Legislation was filed in Florida that would ban cultivated meat and criminalize its production and sale, and FSA is on the ground in Tallahassee working to defeat it.

Other Priority States

FSA continued building support for legislative work in Michigan, Minnesota, Hawaii, and New York. We met with lawmakers in each of these states to make policy recommendations.



SPIN

In October, FSA launched the **State Protein Innovation Network – the first-ever national network of state legislators** who share our enthusiasm for alternative proteins. We’ve hosted two gatherings of policymakers from across the country, and given them a platform to share the work they’ve already been doing to promote alternative proteins in their states.

We’ve also provided lawmakers with model legislation and budgetary language, and as a result, several are pushing forward new initiatives. So far, we’ve had participation from 24 legislators across 12 states, and look forward to continuing to build on this via quarterly meetings in 2024.

Plans & Goals for 2024

Federal

Securing Pentagon investment in the alt protein sector

Even this dysfunctional Congress is able to pass the bill to fund the Pentagon, which is why we're trying to get ourselves established in that budget. This year we're trying to add \$5-7M for alternative protein research at the Combat Feeding Directorate located in Natick, MA. We also seek to add up to \$100M to the Pentagon supported biotech industry consortium known as BioMade to support additional alternative protein research.

Establishing additional Loan Guarantee Capacity for companies in urban areas in the Farm Bill

The federal government's loan guarantee capacity for food companies located in non-rural areas is limited. We're trying to change that by adding legislation to the Farm Bill that formalizes a program at USDA that can do just this. As of this

writing, we believe our language will be in the draft Farm Bill, and we'll be working to secure that language and defend it from attempts to remove it throughout this year during that legislative process.

Shaping GOP perceptions of our sector and defending against hostile policy proposals

Last year, half a dozen amendments and bills were introduced to harm the alternative protein sector in various ways. We blocked the amendments from getting a vote and asked offices to avoid cosponsoring those bills. We'll need to do the same in 2024, and possibly much more, given the anti-alternative protein sector attacks emerging at various levels of government. We'll be keeping a close eye on the Farm Bill, which is the most likely outlet for such attacks on our sector.

State

California

We are pushing for \$5-10 million for research and development at the University of California through the budget process, as well as larger infrastructure investments to support alternative proteins through the climate bond.

Massachusetts

We will continue to build support for our \$40 million alternative protein economic development package, which includes funding for research and development at higher education institutions, fiscal incentives for companies, and investments in equipment and infrastructure. We look forward to sharing if, and how much, of our asks were included.

We are working to include language in an upcoming climate bill that will mandate the Clean Energy Center to prioritize alternative proteins in its work.

In March, FSA will be hosting an Alternative Protein Lunch and Learn at the State Capitol to build support for the industry and for our economic development package, in particular. We will have leading MA researchers and companies in attendance.

New York

In New York, we're working with policymakers to file a recurring budget request that would provide additional funding to Cornell's alternative protein research centers.

Plant-Based School Meals

In Michigan, we'll be pushing for funding in the budget for a grant program for plant-based school meals, and are considering a similar initiative in Hawaii. Last year, we got language for plant-based school meals in both the House and Senate budgets; this year, we hope to get it across the finish line.

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Alternative protein sources are good for everyone—for our environment, for consumers, and for producers. **To build a sustainable, healthy and equitable future, we must invest in the alternative protein sector.** I am pleased to have supported federal efforts to expand alternative protein development and remain committed to working on this critical issue alongside Food Solutions Action and my colleagues in Congress.

Congressman Ted Lieu (D-CA)



Image Credit: Mission Barns

Political

Supporting Champions and Allies

In 2024, FSA PAC will amplify support for elected officials championing alternative proteins, focusing on bipartisan events for House and Senate members.



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Alternative proteins offer a path to a more resilient, sustainable, and efficient food production model, which is crucial for the health and security of our nation and the world. I am proud to champion legislation to better support development of this industry.

Congresswoman Julia Brownley (D-CA)



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“Safeguarding our nation includes ensuring the resilience and security of our domestic food supply chain, which is why I’m working to strengthen federal loan guarantee support for the middle of our supply chain.”

Congressman Marc Molinaro, co-lead of our flagship farm bill initiative to expand loan guarantee capacity for alternative protein companies (R-NY)

