



ALL EARS!!

THE LITCHFIELD FUND WEEKLY NEWSLETTER

"OUR EARS SPAN ALL FIELDS"



MIRACLES ARE INFREQUENT! We have even heard that from God himself, or at least George Burns playing God, (*now who wouldn't relish that role?!*) about the infrequency of miracles, *"I don't do miracles. They're too flashy. The last miracle I did was the 1969 Mets. Before that, I think you have to go back to the Red Sea."* Philosopher Jean de La Bruyère said, *"Out of difficulties grow miracles,"* & from Robert Schuller, *"Impossible situations can become possible miracles."* Perhaps that is why Paul Henreid defied the sinister warning of Sidney Greenstreet: *"Might as well be frank, Monsieur. It would take a miracle to get you out of Casablanca & the Germans have outlawed miracles."*

DO YOU BELIEVE? The *Hallmark Channel* certainly does! Every Christmas & holiday themed movie depends on a Christmas miracle. The bickering couple that is thrown into some unusual circumstance who finally realize it was really love the whole time. The unrequited love that finally gets required. (*Does anybody use that term?*) A long-lost friend, family member or past love returns. And of course, the child whose dream finally comes true! But miracles have long been in our history, literature, film & music! Washington taking his green troops across the frozen Delaware River on Christmas night in 1776 to attack the mercenary Hessians at Trenton was a miraculous, pivotal battle & victory during the American Revolution. Tiny Tim needed the miraculous transformation of Ebenezer Scrooge (*though visits from three ghosts in one night is enough to change the heart & mind of any misanthrope*) to return to health! George Bailey's miracle came in the form of a wingless angel. And little Susan Walker, despite being told not to believe, got the family of her dreams & a house with a swing. Each year, Seth Cohen got his *Chrismakkah* miracle, while wearing his red *yamaklaus*. *Mike + The Mechanics*, *Jefferson Starship*, *Culture Club* & others all wanted a miracle & Smokey Robinson would have gotten nowhere without his *Miracles!* And those of us who were watching those final few seconds, as the Americans held the puck, will never forget Al Michaels shouting, *"Do you believe in miracles? Yes!"*, just as the buzzer sounded! Yet, writers & philosophers remind us, miracles are commonplace. Vietnamese spiritual leader Thích Nhất Hạnh said, *"Every day we are engaged in a miracle which we don't even recognize: a blue sky, white clouds, green leaves, the black, curious eyes of a child -- our own two eyes. All are a miracle."* Saint Augustine wrote, *"Miracles are not contrary to nature, but only contrary to what we know about nature,"* & from Emerson, *"The invariable mark of wisdom is to see the miraculous in the common."* To these philosophers & others, there is a miracle in every day, in every moment, in every space, to the mere existence of humans on this planet; to everything we can do, see, touch & to those things we cannot touch but can only feel inside, *that exist only in the ether*, like love & friendship. Perhaps C.S. Lewis said it best: *"Miracles are a retelling in small letters of the very same story which is written across the whole world in letters too large for some of us to see."* Two of those stories that are written across the world in large letters are the reason for the season. The first story is from the 2nd century BC. After their religion had been suppressed by the Syrian king, the Hebrews, under Judah Maccabee, drove the Syrians from their land. They rededicated the Second Temple of Jerusalem, which had been desecrated by the Syrians honoring their pagan idols. After cleansing the temple, the alter was rebuilt & a menorah, whose candles represent knowledge & creation, was to be kept burning every night. But there was only enough untainted olive oil for one night! That oil miraculously lasted for eight nights; after which the Maccabees were able to replenish the supply. The second story written across the world happened on a cold, starlit night in Bethlehem. A child of the

humblest of births, born in a barn meant for animals, wrapped only in rags, brought to the world a message of peace, love & goodwill to others; a message that *means more today & is needed more today* than ever before. Simply put, in the words of essayist William Hazlitt, “A gentle word, a kind look, a good-natured smile can work wonders & accomplish miracles.”

BRANDJECTORY UPDATE: [Brandjectory](#), the relationship building platform for brands & investors has been growing rapidly! Check us out to learn more about this unique platform & community that helps brands grow from seed to series A. We are continuing to add features that help brands understand their business beyond just fundraising & enhancements that increase their exposure to investors! Join us today! You can read more about *Brandjectory* in this recent article: [Brandjectory Connects Investors with Food Startups](#). Also, if you register for *Brandjectory* by December 15th, you will get an invite to our exclusive holiday meet up, only for community member investors & founders, plus 90 days free! [Register here](#), build your profile & subscribe by 12/15 to get these two awesome offers!

INDUSTRY NEWS: Hard coffee *Bomani Cold Buzz* raised \$3.5M from several investors. *Phood Solutions*, a food waste management platform, raised \$2M from *Story Ventures* & *New Stack Ventures*. Premium meal delivery service, *Feast & Fettle*, closed of a \$1.2M seed round led by *Salem Capital Management*. Massachusetts-based *Labby* raised \$480K from *AgriTech Capital* for its testing technology which determines dairy cow susceptibility to mastitis & other bacterial infections. *Rantizo*, autonomous drone delivery of precision crop inputs & imaging, closed a \$7.5M round led by *Leaps by Bayer*, with participation from *Fall Line Capital*, *Innova Memphis*, *Lewis & Clark Ventures*, *KZValve* & *Sukup Manufacturing*. ‘*Merican Mule* (RTD Moscow Mules) completed financing led by the Bishop family, founders of *Blue Buffalo* pet food & *SoBe Beverages*. *Unilever* acquired *SmaryPants Vitamins*. Italian coffee, *Illycaffé*, will sell a minority share to *Rhone Capital*. *Tate & Lyle* acquired Bellingham, WA, *Sweet Green Fields*, manufacturer of stevia-based ingredients; terms not disclosed. *KIND* has acquired *Nature’s Bakery* in a deal valued at \$400M. *SavorEat*, technology to produce meat alternatives, became the first ever food-tech on the Tel Aviv Stock Exchange, with a company valuation of NIS 170M (\$52M). *Temasek* is setting up a dedicated agrifood unit to drive & manage investment into food, agriculture-related businesses & related tech startups.

CVS is expanding its Hispanic oriented pharmacy/market concept. Grocery-chain *Vallarta* will partner with *Instacart*. *Meijer* had added *Instacart* as a delivery partner. *Whole Foods* apologized to consumers for bad smelling turkeys. *Kehe* opened a new Indiana distribution center. *Kroger* announced plans for a 10th *Ocado* fulfillment center in a southern location yet to be determined. *WinCo Foods* will use *Afresh* to reduce produce waste, optimize inventory, place orders & boost profitability. *Blendid*, robotic smoothie maker, will partner with *Jamba* to make *Jamba* smoothies in Dixon, CA. *White Castle* will begin using *Flippy*, a burger flippy robot, from *Miso Robotics* to flip its iconic sliders. *Lidl* will introduce a private label fair trade cocoa bar. *Kellogg* will discontinue selling *RXBAR* in the UK, but will still market the bar in the USA & Canada. *Franklin Farms* will supply meatless products for *Purple Carrots* meal-kits. To keep up with demand, *Molson Coors* is boosting its production capacity for seltzers & popular innovations by more than 400%. *Eat Just* received regulatory approval in Singapore for the sale of its cell cultured meats.

MARKET NEWS: Markets ended at record highs. New unemployment filings came in lower than expected.

SEEDS, SPROUTS, GROW, HARVEST!

THE LITCHFIELD FUND – *Tom Malenka*

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