

Creating **sustainable solutions** for food waste, farming and planet earth

From waste to wonder

Eight years ago, Future Green Solutions began researching how the black soldier fly could improve waste management and create soil improvers for farmers. Now, using a strategy developed with ProjectAI, the Perth-based biotech is scaling up several circular economy products that promise to be game-changing for aquaculture and agriculture.



Growing an **army** of soldier flies

It was back in 2012 that Future Green Solutions Founder Luke Wheat turned his talents to tackling the problem of food waste ending up in landfill. He enlisted the voracious appetite of the black soldier fly to feast on problem leftovers. Then, using castings from their larvae, he created a high-grade soil improver as the sustainable by-product of their hungry work.

Quality feeds on the fly

It wasn't long before Luke discovered the soldier fly pupae were sufficiently high in protein and fat to be viable sources of livestock, pet and fish feed. Fat from the pupae had potential cosmetic and pharmaceutical uses too. Eager to succeed and with his start-up at an early stage, Luke faced the dual challenge of attracting investors and early-adopters for his novel products.

Future Green Solutions Founder and Managing Director Luke Wheat says, "We engaged ProjectAI to help us attract investment, but ended up transforming and positioning our business for success as part of that process."

Trash becomes treasure

ProjectAI looked beyond the investment requirements of Future Green Solutions and considered the business holistically. ProjectAI knows that having the right strategy is make or break for any start-up. So initially, its experts assessed the viability of Future Green Solutions as a business. Then the team identified the best strategy, business structure and human resources for the biotech to attract investment and grow.

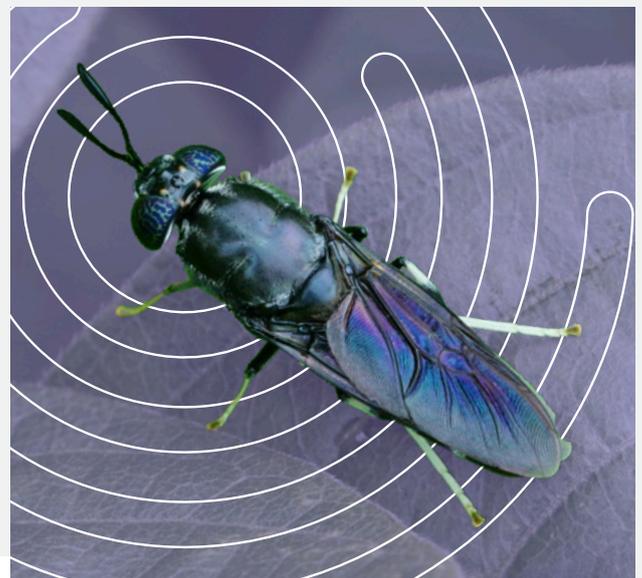
"We didn't know we needed a strategy, but the certainty the ProjectAI strategy has created for our business has been the greatest thing. It was, and continues to be, the foundation of our growth," Luke explains.

Since engaging ProjectAI, Future Green Solutions has closed two successful funding rounds. But more significantly for the biotech, it uses the foundational strategic management approach ProjectAI put in place for the day-to-day running of the business and for longer-term planning.

"Thanks to ProjectAI, we have clarity about our core priorities and what we need in terms of team, structure and goals for the next stage of growth," Luke says.

A future abuzz with potential

Future Green Solutions is on a solid growth trajectory and is scaling up its output capacity with a new purpose-built, large-scale manufacturing facility. With the business also eyeing new markets in Australia and overseas, Future Green Solutions is on-track to achieve its double mission to create viable waste transformation solutions and sustainable products for the global agriculture and aquaculture sectors.



"The ProjectAI team is intelligent, professional and easy to deal with. I couldn't recommend them more for start-up and scale-up businesses."

- Future Green Solutions Founder and Managing Director Luke Wheat

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