



NEXT GEN IMPACT

"A potato that feeds more than you."

EXECUTIVE SUMMARY

SVPC 2026 · Entry: Next Gen Impact, LLC
Seattle Pacific University SVPC
1 in 10 Washingtonians face food insecurity

— THE PROBLEM —

FOOD INSECURITY IN WASHINGTON STATE

120,000+

food-insecure residents in King County alone
1 in 10 WA households · Feeding America 2024

Seattle's Rainier Valley sees food insecurity 40% above the county average. Existing solutions — food banks, SNAP — carry stigma, access barriers, and funding dependency. Low-income Seattleites cannot afford \$14–\$18 fast-casual meals on the same street corner.

— OUR SOLUTION —

One potato changes everything. Rainier Spuds is our loaded baked potato food truck, operating Mon–Sat across SPU campus, South Lake Union, and Capitol Hill. Every \$9 potato yields \$6.21 gross profit — enough to pay living wages, fund half-price meals for neighbors in need, and give surplus away free every Friday. Verified low-income customers (≤200% Federal Poverty Level or SNAP recipients) get 50% off through our Support Pass, pre-authenticated by partner nonprofits — no means-testing at the window.

PAY \$21.30/hr 2 living-wage jobs Seattle 2026 min. wage	FEED 50% OFF Support Pass meals 1,200 in Year 1	GROW \$37,825 Social Impact Fund 5-yr cumulative
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WHY IT WORKS

Cost of goods at 31% yields a 69% gross margin — the highest in street food. Even at 50% Support Pass discount, NGI retains 19% gross profit on every discounted meal. A 15% monthly cap protects viability, and 88 customers/day covers all fixed costs — a threshold our three locations support from Day 1.

FINANCIAL HIGHLIGHTS

Month 1 cash-flow positive · Break-even: 88/day

	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue	\$215,196	\$253,928	\$299,236	\$350,106	\$408,624
Net Profit	\$11,582	\$26,703	\$44,102	\$71,285	\$98,498
Ending Cash	\$51,762	\$80,504	\$123,390	\$187,057	\$273,115

Y1 EBITDA: \$29,806 (13.85%) **Recovery: Month 34**
 \$39,364 founder equity + \$40,000 SBA (8.5% APR, repaid Yr 5)
Total startup capital: \$79,364

SOCIAL IMPACT

2 living-wage jobs at \$21.30/hr from Day 1, treating Seattle's 2026 minimum as a floor, not a ceiling. By Year 5: over 105,000 meals served, 4,400+ discounted annually via Support Pass, and 3,600 free meals through Friday Surplus.

105,000+ meals by Year 5 **4,400+** discounted meals/yr
3,600 free meals (Fri Surplus) **\$37,825** Social Impact Fund

SOCIAL IMPACT FUND — 15% of net profit

Funds extra Support Pass meals beyond cap — no one turned away.
Yr 1: 347 extra meals · By Yr 5: 7,500+
The more we sell, the more we feed.

Why half-price, not free?

Free meals reinforce dependency. When someone pays, even at half price, they're a customer, not a recipient. We lower the barrier until everyone can walk up and eat.

THE TEAM — NEXT GEN IMPACT

Four SPU founders established Next Gen Impact (NGI) as a social venture parent company — Rainier Spuds is Chapter 1. Each contributes 40 hrs/week: \$177,216 sweat equity (4 × 40 × 52 × \$21.30), zero salary Year 1. CEO: 6 years culinary; CFO: USCPA candidate; CMO: owns business; COO: community partnerships. Launch: Fall 2026.



OUR MENU

Served from Rainier Spuds

Classic Loaded	\$9
<i>Russet, cheddar, sour cream, chives</i>	
Plant-Based	\$11
<i>Black beans, corn salsa, avocado (vegan)</i>	
Meat-Based	\$12
<i>Pulled pork, jalapeño, house queso</i>	
Seasonal Special	\$14
<i>Rotating chef feature</i>	
Drinks	\$2
<i>Water or Soda</i>	

50% OFF ANY ITEM

≤200% Federal Poverty Level / SNAP recipients · 1,200 meals Year 1

FRIDAY SURPLUS 6:30 PM · leftover meals are FREE

720 meals/year · zero food waste · no questions asked

WHERE TO FIND US

Mon–Sat · 240 days/yr

- SPU Campus** — 3rd Ave W & W Cremona St
- South Lake Union** — Terry Ave N & Thomas St
- Capitol Hill Market** — Broadway & Pike (Saturdays)
- Corporate Catering** — 18 events/yr · \$2K–4K each



NEXT GEN IMPACT, LLC · Seattle, Washington

Nicholas Lombardo (CEO, 6 yrs culinary) · Ai Suzuki (CFO, USCPA candidate)
Silvestre Vallejo (CMO, owns business) · Diego Pena (COO, community partnerships)

Scan the QR on the compostable box. See your real-time impact.

SVPC
2026

SPU Social Venture Plan