



PROPOSAL TO THE GOVERNMENT OF LAO PDR

Freeze-Dry Revolution

A National Food Security and Rural Development Partnership

Organic freeze-dry processing, anchored in Champasak Province, built to strengthen Lao food security, farmer incomes, and regional infrastructure

MYSTIC ORGANIC | [Founder Name] | [Date]

An Opportunity for Lao PDR



Lao PDR sits in the Mekong basin, where recurring floods and droughts periodically disrupt food supply and increase reliance on imports

National development priorities include rural income growth, export diversification, and reducing dependence on imported processed food

The global organic and freeze-dried food market is growing 6-8% annually, and Lao-grown organic coffee already commands premium export prices

An opportunity exists to convert Lao organic produce into higher-value, shelf-stable products domestically, rather than exporting raw commodities alone

The Organic Freeze-Dry Network



A decentralized network of small-to-mid size freeze-dry facilities, starting in Champasak Province and expanding to agricultural regions across Laos and internationally.

Preserves 97% of nutrients with a 25+ year shelf life and virtually no spoilage waste, using no harmful frying oils

Weights up to 90% less than fresh produce, cutting shipping costs and easing distribution to remote areas

Processes produce at the source, eliminating spoilage and supporting local organic farmers

Hub-and-spoke sourcing brings smallholder farmers into export-grade supply chains

Each regional facility reinvests a share of profit into local infrastructure (see slide 9)

Our Pilot Site: Pakse, Laos



30+ ha

combined certified organic farmland secured across our two founding farms

Two founding organic farms already in production anchor the network's first hub, with a processing facility planned for the Pakse city area.

5 ha certified organic Hass avocado farm - founder-owned, already producing

25 ha certified organic coffee farm - partner: Mystic Mountain Coffee, Bolaven Plateau, Paksong District (est. 2010, already exports to Japan, Cambodia, Vietnam, Thailand)

Facility sited in Pakse for road, river, and air transport access, serving as a regional aggregation hub for smallholder farmers

Bolaven Plateau smallholders already grow diverse local vegetables and fruits alongside coffee - a ready-made supply base beyond the two founding farms

Growing the Supply Base at the Root



The hub-and-spoke model works best when smallholder farms feeding it are healthy, diverse, and resilient over the long term.

We connect participating farmers with organic and regenerative farming resources, including permaculture food forest design and training from organizations such as Food Forest Abundance (foodforestabundance.com)

Layered food forest systems - fruit trees, shrubs, herbs, and root crops
- increase the variety of produce available to the network while improving soil health and lowering input costs for farmers

Stronger, more diverse smallholder farms mean a more resilient, higher-quality organic supply base for every regional facility

FOOD SECURITY

An Emergency Reserve Partner

Freeze-dried organic reserves stay nutritious and edible for 25+ years, far longer than conventional stockpiles that require constant rotation

A domestically produced reserve reduces Lao PDR's exposure to import disruption during floods, droughts, or regional shocks

Positions Laos to grow from reserve consumer to regional reserve contributor, complementing frameworks like the ASEAN Plus Three Emergency Rice Reserve with a value-added organic layer

Facilities can be designed to supply national stockpile programs as well as international humanitarian partners

25+ Years

shelf life per unit - a true multi-decade strategic reserve

~90%

lighter than fresh or conventional reserves - more aid per truck, boat, or flight when roads are cut

Real-Time Global Inventory & Marketplace



Every unit is QR-coded the moment packaging is complete at each regional facility, feeding a centralized inventory system built and operated by the network.

Aggregates real-time inventory across every facility worldwide - full visibility into what is in stock, and where

The public can browse global inventory and purchase directly through the platform, turning transparency into a built-in direct-to-consumer sales channel

For government and institutional partners, the same system provides real-time, auditable visibility into national reserve stock levels

Economic & Social Benefit to the Lao People

15-20

direct jobs per facility (production,
QC, sales, admin)

Premium

guaranteed organic offtake pricing
for smallholder farmers

Export

foreign exchange earnings via
existing coffee export markets

Transfer

of freeze-dry technology
and skills new to the
region

Builds on Mystic Mountain Coffee's existing export relationships with Japan, Cambodia, Vietnam, and Thailand

Extends organic certification and guaranteed-offtake contracts to smallholder farmers across the sourcing region

Creates skilled technical roles in food processing and quality control, not available in the region today

Anchors long-term rural income beyond a single harvest season, through year-round processing demand

The Regional Reinvestment Model

Each regional facility commits a defined share of its operating profit to that region's public infrastructure - private capital delivering public benefit, at no cost to the state budget.

Pilot commitment: facility profit from Pakse funds road conditioning and Starlink connectivity along the Pakse-to-Bolaven Plateau corridor

Model is designed to be replicated at every future regional facility, in Laos and internationally

Strengthens the hub-and-spoke sourcing model directly: better roads and connectivity lower the cost of aggregating from smallholder farms

Builds lasting goodwill and public infrastructure in the communities the network depends on

Private Capital, Public Benefit - infrastructure reinvestment that scales with the business

A Diversified Funding Strategy

Source	Description
Founder & Partner In-Kind Equity	30+ ha of certified organic farmland already contributed
International Crowdfunding	Ulule, BlueBees, Kickstarter and Indiegogo campaigns
Diaspora & Named-Infrastructure Bonds	Backers sponsor specific roads or connectivity towers
Private Equity / Impact Investors	Growth capital for regional scale-up
Development Finance Institutions	Concessional financing for rural agribusiness and food security
Corporate Offtake Partnerships	Pre-purchase agreements that de-risk the capital raise
Lao Government Support	Incentives, land, and permitting under Lao investment law

PARTNERSHIP

What We Ask From the Government

Investment promotion support and expedited permitting for the Pakse facility

Assistance identifying suitable land in the Pakse city area with strong transport access

Applicable incentives under Lao PDR's investment law for organic agro-processing and export businesses

Introductions to relevant ministries and Champasak provincial authorities

A collaborative role in national food security and disaster-preparedness planning as the network matures

Creative Marketing & National Branding



'Lao Organic' origin brand, built on the Bolaven Plateau's existing global coffee reputation

Farm-to-freeze-dry agri-tourism, extending existing farm tours into a Pakse visitor experience

QR farm-to-shelf traceability feeding our real-time global inventory and marketplace system (see slide 7), powered by the same Starlink connectivity funded by facility profit

'Taste of Laos' diplomatic gift boxes for state visits, embassies, and trade missions

Named-infrastructure crowdfunding ('Adopt a Kilometer') turning road investment into a fundraising and PR tool

Implementation Roadmap

Phase 1: Pilot

Pakse facility online; hub-and-spoke sourcing established with founding farms and smallholders; road and connectivity reinvestment begins.

Phase 2: Regional Scale-Up

Expansion to additional Lao provinces; reinvestment model replicated at each new facility; emergency reserve partnerships explored.

Phase 3: International Network

Network extends to agricultural regions internationally, following the same regional hub and reinvestment model.

Risk & Sustainability Commitments

Organic certification maintained across all founding farms and smallholder sourcing

Environmental safeguards applied at every facility, from water use to waste management

Transparent, published profit-sharing for each region's infrastructure reinvestment fund

Fair, guaranteed-offtake contracts with smallholder farmers, building long-term trust

Equipment sourced from established vendors with maintenance contracts to manage operational risk



A Partnership for Lao Food Security and Rural Prosperity

Meet with our team to review the full proposal

Visit our founding farms and the proposed Pakse site

Partner with us to bring the pilot facility to Champasak Province

[\[Email\]](#) | [\[Phone\]](#) | [\[Website\]](#)