

Financial Opportunities Solving Industry Challenges:

GOVERNMENT GRANTS AND GUARANTEED LOAN PROGRAMS

2nd Annual Sustainable Technologies Issue Forum

October 21, 2009



Mission Statement

Westar Trade Resources is committed to assisting clients to develop sustainable businesses in three ways:

Sustainable Ecology - Providing solutions that protect, preserve and enhance the environment for the needs of today without detracting from the capability to provide for the needs of future generations.

Sustainable Technology - Developing new and improved sustainable technologies that can provide technical solutions for a wide range of problems and also create new opportunities.

Sustainable Profitability - Creating long-term financial stability by developing and executing cost-effective financing solutions, risk strategies, and an adequate capital base.



Business development services include:

Planning

Feasibility Studies
Business Plans
Site Selection
Feedstock Sourcing

Developing

Marketing Development
Off-take Contracts
Product Development
International Marketing,
Development & Financing

Financing

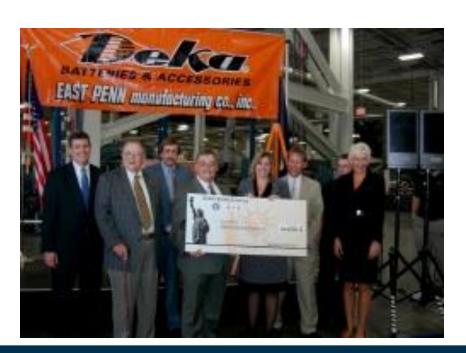
Traditional Financing
Non-Traditional Financing
USDA & DOE Loan Guarantees
USDA & DOE Grants
Governmental Liaisons



Recent Grant Awardees:

East Penn Manufacturing Co. \$32.5 Million

FutureFuel Chemical Company \$12.6 Million





FEATURES IN STRONG GRANT/LOAN APPLICATIONS

Technical Attributes

- Permitting and environmental review
- Pilot/demonstration plant data
- Engineering reports
- In-depth discussion of technology risk and other risk factors that could affect the project
- Key staff
- Technological advantages



FEATURES IN STRONG GRANT/LOAN APPLICATIONS

Financial Attributes

- Third-party supply and off-take agreements
- Strong EPC contracts
- Detailed construction budgets
- Identification of resources—capital goods, raw materials, O&M requirements, personnel
- Intellectual property
- Sources of equity—already in hand, not to be raised
- Working financial model



Cindy Thyfault, President

Westar Trade Resources 301 S. Sherman Street, Suite 200 Richardson, TX 75081

214-320-0900

www.westartrade.com