



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