

#### PROJECT FINANCING IN A POST CREDIT CRUNCH ENVIRONMENT

Renewable Energy World Conference and Expo North America

February 25, 2010



#### **Current Administration Goals**

Reduction on Foreign Oil

Increased Renewable Bioenergy Production

Reducing Greenhouse Gas Emissions

**Creating Quality Jobs** 



# Renewable Fuels Standard (RFS2)

36 billion gallons of biofuels by 2022

20% to 25% of transportation fuel

Capex cost per gallon - \$2 to \$5

Total financing needed: \$75 to \$150 billion



### **USDA Biofuels Programs**

9003 Biorefinery Guaranteed Loan Program - \$4 billion

9007 Rural Energy For America Program –\$100 million

Business and Industry Loan Guarantee Program - \$1.3 billion

ARRA B & I Loan Guarantee Program - \$1.7 billion

Total: \$7.1 billion, of which only \$743 million allocated

\$6.357 billion not released yet



## **Current Financing Constraints**

Problem #1: Lack of Underwriting Expertise

combined with

Perceived long-term risk with bioenergy loans



## **Current Financing Constraints**

Problem #2: Lack of Participation from Banks
due to undue restrictions

from USDA programs and regulatory agencies



#### Recommendations

- Develop a preferred status with Farm Credit and Land Bank systems
- 2. Develop guidelines with regulators
- 3. Keep the programs open year-round
- 4. Enact new servicing and foreclosure guidelines
- 5. Remove the distance requirements
- 6. Develop a syndication structure



#### Recommendations

- 7. Redraft the "owner payback" provision
- 8. Allow for guarantee to cover construction loan
- 9. Extend the borrowing base for lenders
- 10. Hire additional personnel to process loans
- 11. Expand the Community Reinvestment Act provisions
- 12. Create a secondary market for bioenergy loans



**Cindy Thyfault, President** 

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

214-320-0900

www.westartrade.com