



*Building the bridge from where you are...
To where you want to be.*

Funding Strategies in Today's Financial Marketplace





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What Has Happened

Banking Crisis





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What Has Happened

Banking Crisis

Loan Competition





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What Has Happened

Banking Crisis

Loan Competition

Fluctuating Oil Prices





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What Has Happened

Banking Crisis

Loan Competition

Fluctuating Oil Prices

Volatile Commodity Prices





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What Has Happened

Banking Crisis

Loan Competition

Fluctuating Oil Prices

Volatile Commodity Prices

No Secondary Market for Loans





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Funding Strategies

Smaller, Regional Projects





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Funding Strategies

Smaller, Regional Projects

Liquid Equity & Capital Reserves



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Funding Strategies

Smaller, Regional Projects

Liquid Equity & Capital Reserves

Loan Guarantees & Grants





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Funding Strategies

Smaller, Regional Projects

Liquid Equity & Capital Reserves

Loan Guarantees & Grants

Carbon Credits & RECs





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Funding Strategies

Smaller, Regional Projects

Liquid Equity & Capital Reserves

Loan Guarantees & Grants

Carbon Credits & RECs

Long-term Off-Take & Feedstock

Agreements





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Grant Funding Strategy

**Develop a strategy, capitalizing on your strengths and
shoring up your weaknesses—**

It is YOUR story.

**Make it interesting and allow the reviewers to
understand it completely.**

**Make it balanced.
Write to a 6th grade level.**



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Warning!!!

- If you like to throw things together at the last minute, this won't be for you.
- If you think your Congressman owes it to you to get it for you, this won't be for you.
- If you don't like to fill out forms or answer questions that you don't understand, this won't be for you.
- If after reading the grant you think they are asking for too much information, this won't be for you.

Application Challenges

Federal grants are hard to get.

Potential applicants are afraid to apply.

Application involves a lot of information and takes time and money to process.

The grant award time is long—6-8 months.

The applicant must be able to wait for the award.

We have been able to obtain over \$40 million in grants and millions in loan guarantees for our clients.



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Stages of Development

Research & Development

Pilot Plant

Demonstration Plant

Commercialization

How to Begin

- 1. Start early!!!!**
- 2. Carefully read the grant documents and make a schedule of all the requirements.**
 - a. Do you qualify?**
 - b. Are you at the right stage with your project to apply?**
 - c. Do you have the financial match or can you get it?**



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- 3. Develop a team that will prepare the grant:**
 - a. Management team must be involved, from CEO on down.**
 - b. Engineering and Construction Companies**
 - c. Legal—articles of incorporation, other docs**
 - d. Financial—pro-formas, also Bank or Finance Company**
 - e. Environmental—permitting issues**
 - f. Collaborators—Equipment vendors, feedstock supply, offtake agreements**
 - g. University—research completed or needed**
 - h. Consultant/Grantwriter—put everything together, organize and help balance the application and develop a strategy and a good story.**
 - i. Federal, state or local governmental entity.**



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4. Develop a strategy, capitalizing on your strengths and shoring up your weaknesses—

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5. Develop a list of deliverables and assign tasks to the team with dates.

Continue to follow up with the team until everything is completed.

Schedule regular conference calls or meetings.



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