

4th Annual Cellulosic Biofuels Summit 2009

November 16-19, 2009 | Washington, DC

The Finance & Investment Forum

Agenda * November 16, 2009

8:00 – 9:00

Registration & Continental Breakfast – Sponsored By:



9:00 – 10:00

BUSINESS MODELS AND FINANCING STRATEGIES

As the cellulosic biofuels industry races to get construction underway on the plants that will serve as the stepping-stone to large-scale production, the inability to raise financing has resulted in construction delays for a number of projects. Clearly, financing has become a major challenge that the industry must overcome if it is to take its next step forward. The panelists will discuss the business models and financing strategies that will be needed to successfully finance the first wave of cellulosic biofuels plant development.

- Can cellulosic biofuels development overcome the impact of the recent financial problems in the corn-based ethanol market?
- How much of the current project financing difficulties is attributable to financial market conditions and how much to problems with cellulosic biofuels business models and associated market, technology, and feedstock risks?
- What business models and financing strategies will be needed to get projects successfully financed?
- What is a realistic mix of financing sources that can successfully be put together?
- Is this really just a big balance sheet players' game? Are they the only way to circumvent the valley of death?
- Is more government support going to be needed? If so, will it be forth coming?

Moderator: **Todd Alexander**, *Partner*, CHADBOURNE & PARKE LLP

Panelists:

Amol Deshpande, *Partner*, KLEINER PERKINS CAUFIELD & BYERS

Arnold R. Klann, *Chairman/CEO*,
BLUEFIRE ETHANOL FUELS, INC.

Gary Luce, *Chief Executive Officer*, TERRABON L.L.C.

John McKenna, *Managing Director*,
HAMILTON CLARK & COMPANY

Sanjay Shrestha, *Analyst*, LAZARD CAPITAL MARKETS LLC

10:00 – 10:30 *Forum Networking Break*

10:30 – 11:00 **THE DOE LOAN GUARANTEE PROGRAM: A STATUS REPORT**

For an industry struggling to raise financing in a tough financial environment, the DOE Loan Guarantee Program is shaping up as a vital financing source for cellulosic biofuels projects. This briefing will provide up-to-the-minute information, discussing the status of Section 1703 loans and the opportunities for cellulosic biofuel projects to access the Section 1705 loan guarantees.

Presenter:

Walter S. Howes, *Former Director Loan Guarantee Program/Managing Director*, U.S. DEPARTMENT OF ENERGY/VERDIGRIS CAPITAL, LLC

11:00 – 11:30 **OPTIMIZING USDA LOANS & GRANTS**

The Department of Agriculture features its own grant and loan programs. This session will examine the financing opportunities for cellulosic biofuels projects as provided by USDA program, discuss the applicability of these programs to research & development, development capital and debt financing, and provide insight into how to successfully access USDA programs.

Presenter:

Bill Hagy, *Special Assistant For Alternative Energy Policy*,
USDA – RURAL DEVELOPMENT

11:30 – 12:00 **OPTIMIZING DOE LOANS & GRANTS**

In response to the challenge of financing renewable energy projects in the current, constrained economy, the federal government has created a number grant and loan programs – in addition to the Section 1703 and 1705 loan guarantees. This session will explore those financing opportunities as provided by DOE programs, discuss the potential of those programs for research and development, development capital and debt financing and offer insight in how to successfully access these programs.

Presenter:

Neil P. Rossmeyssl, *Office of Biomass Program*,
U.S. DEPARTMENT OF ENERGY

12:00 – 1:30 *Group Luncheon – Sponsored By:*



1:30 – 2:30 **STATE SUPPORT OF CELLULOSIC BIOFUELS DEVELOPMENT**

In addition to the federal government, a number of states across the country have programs in place to support the cellulosic biofuels industry, including financing incentives. How can these incentives fit into an overall financing package? This panel of state representatives will discuss their programs and how they can help developers move their projects to completion.

Moderator: **Corinne Young**, *Director Government Affairs*,
MYRIANT TECHNOLOGIES LLC

Panelists:

Erika Myers, *Renewable Energy Coordinator*,
SOUTH CAROLINA ENERGY OFFICE

Jill Stuckey, *Director of Environmental Fuels*,
GEORGIA ENVIRONMENTAL FACILITIES

Dr. Kelly Tiller, *Director, External Operations*,
TENNESSEE BIOFUELS INITIATIVE

Robert Wegener, *Office of the Secretary of Energy*,
STATE OF OKLAHOMA

2:30 – 3:00 **OTHER FINANCING SOURCES – SDTC**

Sustainable Development Technology Canada (SDTC) is a not-for-profit foundation that finances and supports the development and demonstration of clean technologies via two funds aimed at the development and demonstration of innovative technology solutions: The \$550 million SD Tech Fund support projects that address climate change, air quality, clean water and clean soil. The \$500 million NextGen Biofuels Fund supports the establishment of first-of-kind large demonstration-scale facilities for the production of next-generation renewable fuels.

Presenter:

Guy Ouimet, P. Eng. MBA, *Senior Advisor*,
SUSTAINABLE DEVELOPMENT TECHNOLOGY CANADA'S
NEXT GENERATION BIOFUELS FUND

3:00 – 3:30 *Forum Networking Break*

3:30 – 4:30 **THE FINANCIAL COMMUNITY: PERSPECTIVES ON FINANCING CELLULOSIC BIOFUELS PLANTS**

This final session will explore the role that lenders and investors are willing to play in financing cellulosic biofuels plants and under what conditions are they are willing to do so.

- Do they see opportunities as a technology play or a project play or both? What guides their decisions on this question?

- What project characteristics have to be in place before investors and lenders will consider participating in a financing?
- Do deep pocket players need to be involved to make these deals work?
- How do deal parameters change between VC and strategic investor deals or deals where both VC and strategic investors are involved?
- For the portion of financing in addition to government support, are investors willing to finance it with all equity?
- What do lenders and investors perceive as the biggest challenges to getting projects financed?

Moderator: **David T. Quinby**, *Partner*, STOEL RIVES LLP

Panelists:

Ralph Cho, *Director, Loan Syndications*,
WEST LB SECURITIES, INC.

Thomas Halverson, Jr., *Managing Director*, PIPER JAFFRAY & CO.

Alex Kroner, *Director, Global Energy Group*,
CREDIT SUISSE (USA) LLC

William Lese, *Managing Director*,
BRAEMAR ENERGY VENTURES, LLC

Evan Lovell, *Partner*, VIRGIN GREEN FUND

Jerome P. Peters, *Senior Vice President*, TD BANK, N.A.

4:30

The Forum Adjourns