



Funding Sustainable Communities

Financial Tools for Brownfield & Infill Redevelopment



Sondra Hartwell
 EnviroFinance Group
 efg@envirofinancegroup.com
 (916)326-5225 x100

The EFG Difference

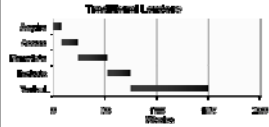
EnviroFinance Group is able to lend on projects that conventional and hard money lenders are often prevented from pursuing for a variety of reasons

Description	EnviroFinance Group	Conventional	Hard Money
Private Lender	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Non-Government Supervised	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Non-Recourse	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Significant Environmental Remediation	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
New Construction	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Rehabilitation	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Pricing (Risk Adjusted)	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Term (2 to 5 years)	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Concurrent Funding	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Staging (Loan Increases Based on Milestones)	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Value Added lender	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Customized Loan Structure	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

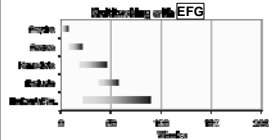
Use of Funds

- Remediation
- Acquisition
- Horizontal construction
- Vertical construction
- Rehabilitation
- Soft Costs

Project Timing



- Acquisition
- Remediation
- Regulatory Approval (NFA)
- Commencement of Construction



- Acquisition
- Remediation/Construction
- Regulatory Approval

*It's about **time!***

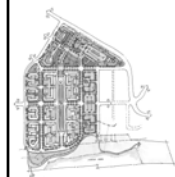
Borrowers

- Real Estate Developers
 - For-profit, non-profit or equity fund developing a Brownfield
- Business Owners
 - Business owners that own or want to purchase a Brownfield to remediate
- Municipalities
 - Government Agency that wants to redevelop a Brownfield or assist a developer in the purchase and remediation of a Brownfield




Real Estate Developer

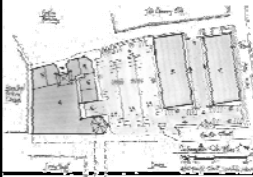
- Problem
 - Former Chemical Plant
 - Sulfuric Acid Manufacturing
 - Previous closure by another agency
- Solution
 - \$42 million loan
 - Previous NFA rescinded
 - Formed a CAG
 - Extensive site characterization
 - Revised Remedial Action Plan
- Result
 - 1,800 units of single/multi family
 - 150,000 square feet of commercial
 - Institutional Controls






Infill Property



- Problem
 - Former coal fired energy plant
 - Previous remediation efforts failed
- Solution
 - \$10.9 million loan
 - Pilot program
 - In-Situ Treatment
- Result
 - Retail/Office complex





Private/Public Partnership

- Problem
 - Abandoned school sites and City Corporation yard
- Solution
 - \$6.2 million "A" Loan
 - \$1.7 million "B" Loan
 - School contributes property
- Result
 - 180 Units of Single Family infill
 - School receives some immediate debt relief
 - Upon sale school receives 100% of as is value
 - School shares in profits of rezoning

Business Owners

- Problem
 - Abandoned Auto Dealership
 - Hydraulic Fluid
- Solution
 - \$5 million acquisition/construction and remediation loan
- Result
 - 14,500 retail space
 - 60% increase in volume
 - 30% increase in value within six months of completion

EFG Financing Terms

- Loan amounts from \$5 to \$15 million
- Loan amounts up to \$100 million available
- LTV for land deals is 50%, "As is – as clean"
- LTV for improved property 75%, "As it will be – as clean"
- Two year bridge loan, plus extensions
- Rates and fees commensurate with risk
- Minimum Cash Requirement (project specific)
- EFG's lending limit is \$15 million and with participating partner is able to lend up to \$100 million.
- The LTV is based on the current zoning of the property and assumes the remediation is complete.

EnviroFinance Group



- Sondra Hartwell
520 Capitol Mall, Suite 200
Sacramento, CA 95814
Phone: (916) 326-5225 x100
Fax: (916) 326-5226
efg@envirofinancegroup.com
www.envirofinancegroup.com
