



## Entre Tech Forum

Greening of America:

Bio-Based Everything and the Funding That Goes With it!

February 16, 2010

## **Nations leading executive services and consulting firm serving companies and investors going through critical transition**

- 400+ partners: all with extensive c-level operating experience
- 37 offices across the U.S.
- Serve emerging to established middle market companies
- Focus on operations, finance and technology
- Expertise across industries

## Serve a broad spectrum of cleantech & renewable energy companies

<b>Abu Dhabi National Energy</b> Fully integrated operator	<b>Epod Solar, Inc.</b> Solar panel manufacturer	<b>Southwest Water Co.</b> Water treatment
<b>Blue Sun Biodiesel</b> Marketer of renewable fuel	<b>Infigen Energy</b> Wind farm developer & operator	<b>Southwest Wind Power</b> Small wind turbine producer
<b>CA Ethanol &amp; Power, LLC</b> Sugar ethanol producer	<b>InfrastruX Group, Inc.</b> Power distribution & transmission	<b>SPG Solar</b> Solar integrator
<b>Envision Solar</b> Solar building systems	<b>Lincoln Energy</b> Ethanol Distributor	<b>Synthesis Energy Systems</b> Coal gasification
	<b>Vertex Energy</b> Refining used oil	

## Effectively positioning a business for liquidity growth:

- Implementing mission-critical initiatives
- Managing company performance
- Assessing and addressing capitalization needs
- Establishing operational infrastructures
- Establishing sustainable processes that enhance performance
- Resolving critical business situations, obstacles and work-flow
- Addressing leadership vacancy

## Emerging bio-based company:

### ••• Operations:

- ✓ Operationalized business processes to support aggressive growth strategy
- ✓ Established business model to support independently operated plants

### ••• Capitalization:

- ✓ Supported \$7 million equity raise
- ✓ Position business to secure additional funding at the individual plant level

### ••• Finance:

- ✓ Financial modeling and metrics
- ✓ Accounting processes and procedures

## Middle market bio-based company:

### ••• Operations:

- ✓ Operationalized business processes for all facets of the business
- ✓ Scaled trading company into a fully integrated \$400 million production and marketing company with multiple production facilities in 4 states

### ••• Capitalization:

- ✓ Led \$150 million equity raise and \$450 million project financing

### ••• Finance:

- ✓ “Sarbanized” the company in record time for its initial SOX reporting period
- ✓ Implemented ERP platform

**Dan Dwight**

Tatum, LLC

Partner and Segment Leader  
Cleantech & Renewable Energy

1.617.364.5087

Dan.Dwight@TatumLLC.com