



CSFS Wildfire Risk Mitigation Loan Fund

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CSFS Wildfire Risk Mitigation Loan Fund



- Motivation or Need
- Eligibility
- Process
- Our Portfolio, Clients, and Partners

CSFS Wildfire Risk Mitigation Loan Fund



- Noncompetitive Gap Financing
- Increasing capital investment in forest products harvesting, processing, and marketing infrastructure
- Real and perceived risk associated with Colorado's forest products business community
- Limited experience of traditional lenders with our forest products community
- Authorized by General Assembly HB09-1199, SB21-258 (severance tax to Long Bill)

CSFS Wildfire Risk Mitigation Loan Fund



- For Profit
- Hazardous Fuels Contractors, Logging, Timber Harvesting and Hauling, Sawmills and other Manufacturers.
- Existing or Startups
- New or Used Equipment
- Urban Wood Businesses

CSFS Wildfire Risk Mitigation Loan Fund

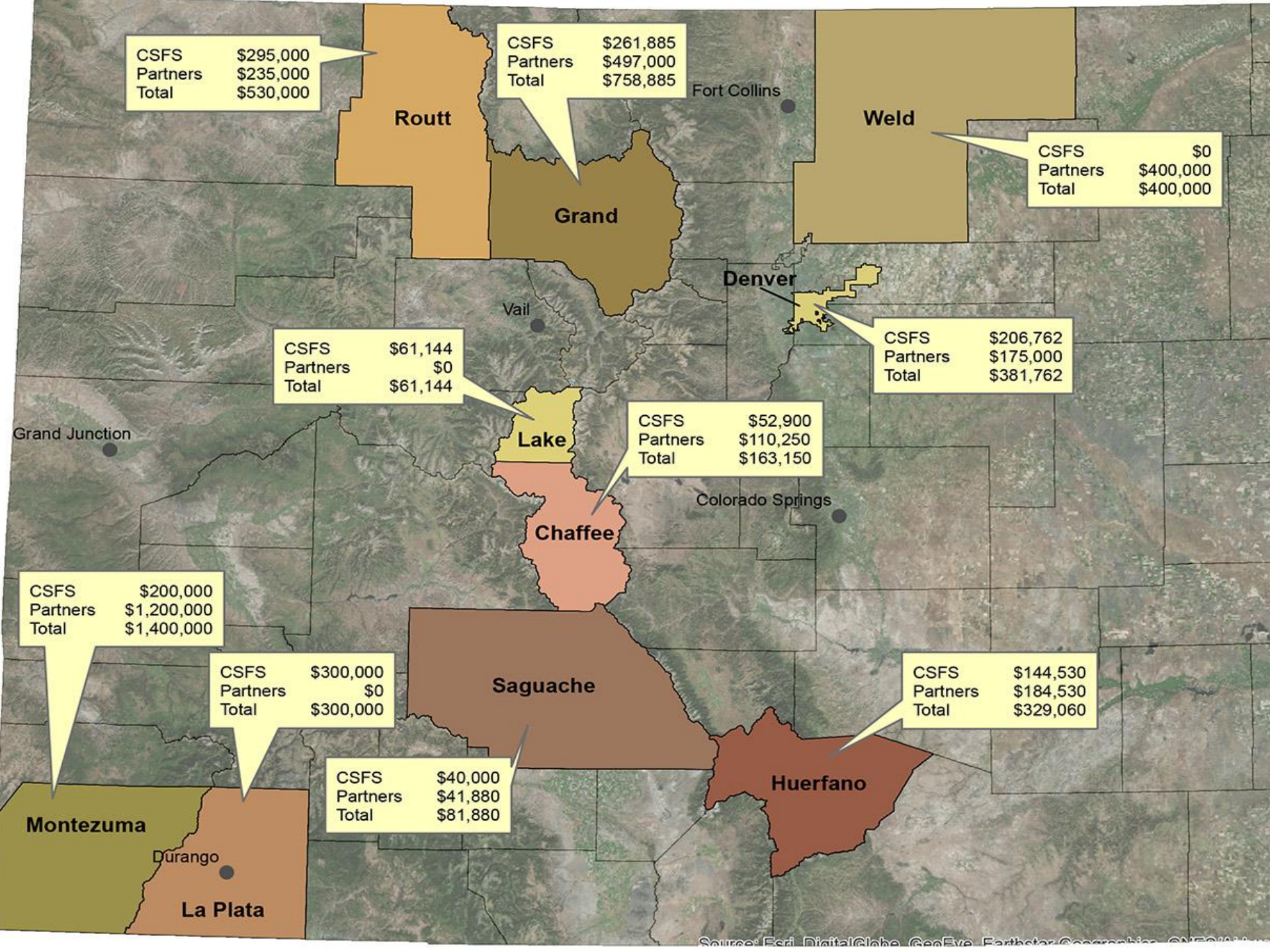


| Business Name/Loan Recipient | Loan Amount in Dollars | | | Year |
|-------------------------------------|------------------------|------------------|------------------|------|
| | CSFS (HB1199) | Partner | Total | |
| Drake Lumber | 40,000 | 41,880 | 81,880 | 2012 |
| Rogue Resources, Inc. | 145,000 | 4,752 | 149,752 | 2012 |
| Biochar Now | 0 | 400,000 | 400,000 | 2013 |
| Ranch Creek Ltd, LLC. | 261,885 | 96,000 | 357,885 | 2014 |
| Haggai Forestry, LLC. | 154,680 | 20,000 | 174,680 | 2014 |
| Wilkins Lumber, Inc. | 78,618 | 119,900 | 198,518 | 2015 |
| Mountain Pine Manufacturing, Inc. | 149,752 | 100,000 | 249,752 | 2016 |
| Where Wood Meets Steel | 104,432 | 0 | 104,432 | 2017 |
| Aspen Wood Products | 0 | 1,200,000 | 1,200,000 | 2018 |
| Bosanko Woodworks | 124,642 | 74,490 | 199,132 | 2018 |
| Winkler Trucking and Forestry, LLC. | 10,000 | 21,302 | 31,302 | 2018 |
| Meier Skis, LLC. | 266,440 | 0 | 266,440 | 2018 |
| Rockbottom Logging and Milling | 10,630 | 0 | 10,630 | 2019 |
| Broken M Forestry | 62,202 | 0 | 62,202 | 2020 |
| Krobarr Forestry Management, LLC. | 75,000 | 75,000 | 150,000 | 2020 |
| Underwood Forestry Management LLC. | 105,000 | 105,000 | 210,000 | 2021 |
| Totals | 1,588,281 | 2,258,324 | 3,846,605 | |

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| Recipient | Amount |
|----------------------------|---------|
| Meier Ski's | 357,000 |
| Marshall Forestry Services | 432,650 |
| Got Wood LLC | 103,000 |
| KFB Forestry | 51,000 |
| Total | 943,650 |



CSFS Wildfire Risk Mitigation Loan Fund



Wood Products, Forestry & Business
Expertise (CSFS)

- + Lending and Financial Administration & Expertise (statewide BLF's)
 - + Loan Participation (private and public sector)
 - + Independent Loan Board
-

Successful Businesses, Successful Lending, and
Risk Mitigation

CSFS Wildfire Risk Mitigation Loan Fund



1. Contact Worksheet
2. Site Visits (phone, online consultations)
3. Lending Partners ?
4. Business Plan, Credit and Tax Returns, Contracts, Collateral and Cash Flow....
5. Completed Loan Application

CSFS Wildfire Risk Mitigation Loan Fund



- ✓ CSFS
- ✓ BLF Administrative Partner (loan board)
- ✓ Participant Lenders

CSFS Wildfire Risk Mitigation Loan Fund



No Cap on what Applicants Request

Risk Tolerant

Flexible

Industry and Market Expertise

Long Term Relationships (CSFS Field Offices)

CSFS Wildfire Risk Mitigation Loan Fund



- < 6 million of Infrastructure Investment
- 3 Loans Repaid in Full
- 3 Loans in Asset Recovery
- Partnership with Economic Development Community
- Biochar, WoodStraw[®], Firewood, Mechanized Harvesting and Processing Equipment

CSFS Wildfire Risk Mitigation Loan Fund



"It's the Three C's.....Cash Flow, Collateral.....and Character"

"The Bad News is that I've Made Every Mistake in the Business....The Good News is that I've Made Every Mistake You in the Business"

"We're not Looking for a Handout.....but we wouldn't mind a Hand"

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