

ALREADY THINKING AHEAD TO 2019

What will you be doing this time next year?

Will you be swamped with work operating your project? Or will you still be trying to put your waste-to-energy deal together?

How long have you already been trying to finance your project? A few weeks? A few months? Years? If it has been more than six months, you are learning that the financial world has changed considerably over the past few years. While it is now harder than ever to get some deals funded, the amount of money available to fund deals has never been larger. So what is holding you back?

The reasons are usually fairly simple. You need to have some cash available to pay the costs of getting a funding completed. You need to have a project that is well formulated and makes business sense. The project should ideally have a reasonable amount of equity already invested in it if you want preferred terms on your funding, otherwise you have to be willing to give up a chunk of your deal to get it funded. And you need to be able to show how the project can carry itself after it gets into operation.

If you have these ingredients, why aren't you getting strong indications of interest from funders? What is holding you back?

The answer to these questions is almost always because you are dealing with the wrong funding sources.

Money for projects is now coming from alternative sources that often did not even exist a few years ago. And many of those sources never advertise their existence. They get their deal flow from industry partners like Nola Capital because they trust us to do the initial vetting of potential projects before they ever see them. And even then, they remain in the background unless and until they have a genuine interest in a particular project. At that point they "come in from the shadows" and things begin to move quickly. We act as the table underwriter coordinating the due diligence process, and sometimes act as a co-lender/investor too. Our role is to get the project funded on the best possible terms and as quickly as possible in order to earn our fees.

So, what is it going to be? Is 2018 the year you get your deal off the ground?

If you are having problems finding a way to get your waste-to-energy project successfully funded, please feel free to contact us and we will discuss what you are wanting to do. Everything is confidential and there is no obligation.

Email us on our Contact page at <http://www.nolacap.com/contactus.html> for additional information. We look forward to the opportunity to see what you have.