

# Loan Success Stories & Funding Basics for Recycling Manufacturers

## Your Presenters:



Bruce J. Quigley  
Loan Officer



Tim Brannan  
Loan Officer



Adam St. Clair  
Loan Officer

# Benefits of the LAMD/Loan Process

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- u Identifies which staff are responsible for the various steps.
- u Identifies the Loan Prospect's Financial and Non-Financial business needs.
- u Introduces Loan Prospects to other "Key State" partners for assistance.
- u Requires utilization of the Zone Information Reporting System (ZIRS) so that CalRecycle Staff and local Zone Administrators can track the Business and status of the project eligibility research.
- u Confirms that Loan Prospects meet the "Project Eligibility Criteria" (Non-Financial) for either RMDZ and/or GHG Programs.
- u Includes a step whereby "Project Eligible Prospects" will be introduced to the Loan Unit for financial and loan eligibility assessment.

# LAMD/Loan Process Flow Diagram (How It Works)



## Project Eligibility

1. Location (Zone)
2. Registered with Secretary of State
3. Customers
4. Feedstock
5. Manufacturing Process
6. Recycled-Content End Product

## Credit Eligibility

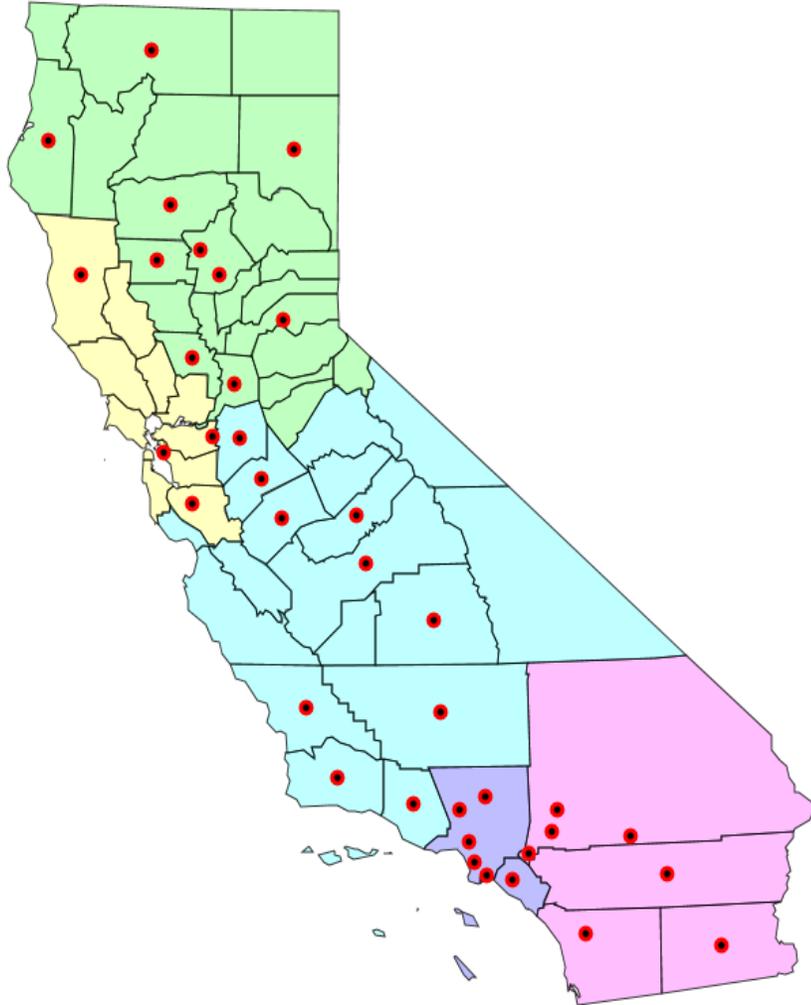
1. Character
2. Capacity
3. Capital
4. Collateral
5. Conditions



Since 1993 the RMDZ Loan Program has flourished due to the ongoing efforts of you the Zone Administrators, LAMD Staff, and the Loan Unit.

## FACTS OF THE PROGRAM

- u To date we have funded 192 loans to 150 companies, totaling over \$152 million.
- u Over \$476 Million in matching cash has been invested in the state.
- u We have created over 2,000 new jobs in the state.
- u Our funding has helped both small and large business to divert added tons of recyclable content away from landfills.
- u The RMDZ Loan Program is currently celebrating its 25th year anniversary.





In celebration of our 25 year anniversary, we assembled a list of businesses, to present, who best characterized a cross-section of the various recycling manufacturers (fiber, plastic, paper, organics) who received an RMDZ or GHG Loan. Through these efforts, we were fortunate to have Ecologic Brands, Inc. out of Manteca, CA accept our invitation to be today's featured speaker.



Featured Guest Speaker:

**ECOLOGIC BRANDS, INC., Manteca, CA**

Other Businesses Featured:

St. Vincent de Paul Society of Lane County, Inc., Woodland, CA

Nursery Products, LLC, Helendale, CA

U.S. Corrugated of Los Angeles, Inc., Santa Fe Springs, CA

r Planet Earth Los Angeles, LLC, Vernon, CA

Princess Paper Inc., Vernon, CA



# Featured Speaker

## Ecologic Brands, Inc.

### Manteca, CA

"America's first molded fiber bottle"

San Joaquin RMDZ

Zone Administrator: Frank Ferral

\$2,000,000. Loan

Purchase Thermoforming and Pulping Machine



President & Founder: Julie Corbett

CEO: Greg Rodrigues

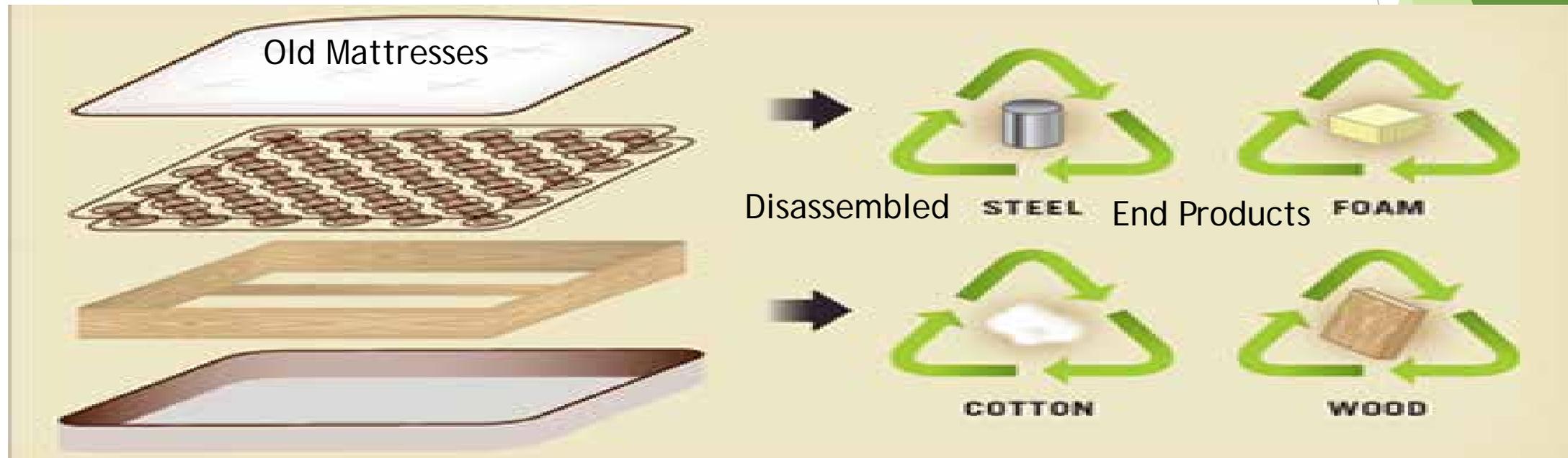
# Success Story

St. Vincent de Paul Society of Lane County, Inc.  
Woodland, CA  
"Mattress Disassembly"

Yolo RMDZ  
Zone Administrator: Wendy Ross  
\$549,000 Loan



Purchase equipment for a mattress deconstruction facility



# Success Story

Nursery Products, LLC  
Helendale, CA

“Organic Composter (Bio-Solids and Green Waste)”

Greenhouse Gas Loan  
High Desert RMDZ

Zone Administrator: John Davis

\$850,000 Loan

Purchase equipment to expand capacity



Bio-Solids



Farming Residuals



Windrow Piles



Screener



Compost

# Success Story

U.S. Corrugated of Los Angeles, Inc.  
Santa Fe Springs, CA  
"Cardboard Manufacturer"

Los Angeles County RMDZ  
Zone Administrator: Armando Aguilar  
\$2,000,000 Loan



Purchase equipment for a new manufacturing facility

Primary Feedstock



Paper waste

Secondary Feedstock



Containerboard

Borrowers Initial Product



Corrugator Board

Borrowers Finished Product



Corrugated Box

# Success Story

rPlanet Earth Los Angeles, LLC  
Vernon, CA  
"Bottle to Bottle Manufacturer"

Los Angeles County RMDZ  
Zone Administrator: Armando Aguilar  
\$2,000,000 Loan  
Purchase equipment for a new PET facility



Primary Feedstock



Pellets



Finished Product

# Success Story

Princess Paper Inc.  
Vernon, CA

Paper Towels, Tissue and Toilet Paper Manufacturer.

Los Angeles RMDZ

Zone Administrator: Armando Aguilar

\$2,000,000 Loan

Purchase equipment to increase production



Milled Paper Received



Milled Paper re-wound, textured, and cut into paper towel rolls.



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Finished Products

# Conclusion

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u Questions & Answers