## INVESTOR PROSPECTUS Salvage Lumber Warehouse





Renera is a Seattle, Washington-based company in the business of repurposing wood from salvaged structures and other reclamation opportunities.

In our western communities, with their rich histories, infrastructure and expertise in timber production, we believe that we can breathe new economic life by bringing sustainable and responsible practices in the form of lumber reclamation. Our innovative approach will help to reduce the drawdown of current timber stocks and reduce carbon emissions, while meeting the demand for building material as the US economic recovery accelerates.

A key element to the Renera vision is the salvage lumber warehouse (SLW). The SLW can provide a critical new link in the wood recycling chain. Combined with progressive waste management policies, the SLW can bring a continuous supply of localized reclaimed wood material to fuel development, urban renewal and economic growth, while reducing the environmental impact that usually accompanies these changes.

Washington now has the opportunity to lead the nation in green building and progressive waste recycling programs. Clean wood, salvaged from old buildings or scrap from new construction projects can now be processed and made available for building projects, instead of ending up in landfills or used as fuel in local power plants.

The regional demand for clean wood is high, and it has a higher value when utilized in a form closer to its form of last use, vs. the one time benefit of burning it for fuel.

Up until now there have been no mechanisms or facilities in place for efficiently collecting, processing, and distributing salvaged wood materials in Washington. Renera, Inc. has stepped forward to fill that role through the SLW.



### MARKET OPPORTUNITY

Currently, the biggest challenges limiting regional lumber reuse include:

- Limited resources and incentives to cost-effectively access an untapped lumber stock from buildings currently demolished rather than deconstructed
- Limited demand from building owners specifying deconstruction over demolition to help drive up demand for deconstruction services and salvage lumber supply
- Lack of processing infrastructure that could more cost effectively and efficiently
- 1. meet the basic processing demands needed for resale
- 2. Inconsistent supply of quality, competitively priced salvaged lumber for resale to meet a potentially broad and growing customer base.

The general consensus from past and current research is that a regional Salvage Lumber Warehouse (SLW) that establishes networks to connect supply and demand for salvaged lumber; and processes recovered lumber to market specification, could profitably increase the recovery and reuse of salvaged lumber regionally.

Renera, Inc. is uniquely qualified to develop and operate this SLW facility.





### **AREAS OF BUSINESS**



**Products and Services** 

The SLW would be a new for-profit component of Renera, Inc. focusing on collecting, processing, salvage grading, inventorying and coordinating with retail and wholesale partners for distribution of:

- Blanks processed to specification for value-added re-manufacturing
- Non-Structural General Construction Lumber - soft wood salvaged non-grade dimensional lumber
- Structural Framing Lumber soft wood salvaged graded dimensional lumber
- Architectural Grade Lumber larger dimensional beams and laminated beams for flooring, paneling, counter tops and other products

While the primary focus of the Renera SLW would be utility grade reuse and



- Hard woods
- Engineered wood
- WWPA (structural) grading
- "Processor for hire"
- Virtual market and information exchange to match supply and demand for salvaged lumber, using a 'just in time' or 'wish list' format
- FSC Group Certification.



The Renera SLW would be the only local or regional salvage lumber operation that profitably accepts/collects, processes, grades, inventories, and distributes salvaged lumber while providing true value to:

- Suppliers. Who would benefit from decreased salvage, disposal, and transportation costs, and improved public image.
- Manufacturers. Who would be offered consistent salvaged lumber feedstocks processed and supplied to their specifications, thereby eliminating preliminary processing

at their facilities.

- Retailers. Who would be offered salvage lumber market stability, consistent material volume, stable pricing that suits the end-market, and off-site inventory. Competitive pricing would be based on market pricing.
- End-Users. Who would save on renovation costs and time, or raw material costs, by being able to quickly and conveniently access specific grades, at affordable prices.





**SUPPLIER MARKETS** 

With LEED and other rating systems, there is a growing demand for recycling percentage specifications in building projects, but there is a limited equivalent for salvage and deconstruction materials. Supply is likely to come from existing stock in rapidly urbanizing communities – particularly those with less political or community momentum to protect land. Material from the outskirts of the King County are an opportunity – especially where self-haul drop off options are limited.

The majority of the potentially recoverable lumber would come from residential demolition. Commercial does not produce much volume of structural lumber. A large % of pieces are shorter (4 feet and less). Floor joists could be a more likely opportunity, if the industry can move towards green demolition.

The main motivation for salvaging wood is largely based on economics – most suppliers must be able to recoup the investment to access and process the wood in order to decide to go for more difficult-to-access timbers. Even those in the 'enthusiast' category still need to make the cost pencil out. Economics is also a major driver on where wood loads are hauled. Source separated loads would increase the viability of a hauler being able to take a wood load to a different location.

Some viable structural lumber makes it to C&D processing facilities though it requires additional processing to make it reusable; very little architectural grade lumber makes it to C&D processors. Outputs from processing include hog fuel and remanufactured products (staircases, flooring, furniture, engineered panels).





### **END MARKET SEGMENTS**

The Renera SLW would target the following end-markets:

- Owners
- Developers
- Architects
- Contractors/Builders
- DIY Residents / Artists
- Manufacturers

By specifically focusing efforts on all of these segments, the SLW would diversify its end-market customer base and selling price ranges.

Distribution Channels The Renera SLW would establish partnerships or distribution agreements with existing retailers throughout the Pacific Northwest to act as the primary distribution channel to end-markets.

Renera's service package for partners would follow a basic strategy: provide the services that allow them to better service their customers, and provide them with the tools to acquire new customers - all for the purpose of expanding the volume of salvage lumber they can handle for a profit, and buy from Renera.

Renera would also establish supply agreements with value-added remanufacturers throughout the region to act as an additional distribution channel to end-markets. Consistent material supplies would add stability to a sometimes volatile supply stream.

The Renera SLW would actively establish supply partnerships throughout the county and region to enhance the capability to recover and consolidate salvage lumber from businesses, haulers, and processors that generate or handle it, wherever it is generated.

Renera would also develop operational partners to provide a sourcing and transportation presence, and opportunity for expansion.





Renera's strategy for building a diverse and consistent client base would be set on its position as an independent liaison between raw salvage lumber suppliers and lumber retailers and their end markets, and providing consistent and quality products (potentially graded) that are price competitive with virgin lumber and as convenient to supply to customers.

On a practical level, that would require marketing and promotion strategies applicable to all market segments – suppliers and endmarkets – and include:

- Branding including FSC certification potential
- Promotions including advertising, direct mail,

newsletter

- Social Media including Facebook, YouTube, blog, online webinar, etc.
- Direct Business to Business
  Outreach
- Outreach to Public Stakeholder
  Networks
- Sales force Development

Renera would undertake a variety of methods for establishing relationships with potential suppliers and end markets to support and execute the marketing strategy. Some of these methods would have greater applicability to one target group over the other, and include pricing, equipment, and contracts.





### **MANAGEMENT/ORGANIZATIONAL PLAN**

The SLW will be organized as a division of Renera, Inc., with existing and new staffing to:

- Manage administration
- Execute communications and marketing strategy
- Manage supply and distribution partnerships
- Manage and operate receiving, warehousing, processing, and salvage grading functions
- Make capital investments, as appropriate
- Collect and manage service revenue, and manage operating expenses.

Immediate personnel needs would include two (2) facility staff, with organizational support needed for operations management, accounting, administration, and sales/marketing.

Additional staff would be hired as needed to accommodate increasing volume, or to supplement existing staff, particularly related to technical function (i.e., WWPA (structural) grading) or related to supplier and end-market development





### **OPERATIONS INFRASTRUCTURE**







**Quarterly Revenue** 

#### Renera: Meeting the ever-increasing demand for green materials

Renera's revenue will come from the processing and selling of recycled and remanufactured lumber through retail and wholesale channels. Renera will mill to specification in addition to filling our scheduled work. Deconstruction and the processing of deconstructed material through our facilities will be an additional profit center as that program is implemented.

Our current order pipeline promises sales to exceed our financial projections for the next twelve months.

We anticipate approximately 330,000 bdft to be milled, processed and sold as flooring, wall treatments, decorative items, furniture and custom work for home, office and franchise in our first twelve months. We believe a modest 3% per month growth is sustainable.

Our lumber resources cost about half the board foot price of mainstream lumber sources available. Our infrastructure needs have been met. Our overhead is low and local. Our margins are above median market levels.

Renera's largest expenses are labor, safety, and equipment.



### Year 1 Detail

	CASH FLOW PROJECTIONS WITH START-UP													
	For Year 2016	Start up	Month-1	Month-2	Month-3	Month-4	Month-5	Month-6	Month-7	Month-8	Month-9	Month-10	Month-11	Month-12
1	BEGINNING CASH		\$205,632.00	\$196,393.33	\$187,671.86	\$180,998.08	\$174,403.44	\$170,821.81	\$165,751.13	\$170,157.58	\$177,733.89	\$190,605.15	\$206,900.20	\$228,751.77
2														
	CASH IN:		410 010 50		*** *** **			411.0== 0.1	410 010 00	A10.000.00	410.000.00			444.000.000
4	Custom Milling		\$10,312.50	\$10,621.88	\$10,940.53	\$11,268.75	\$11,606.81	\$11,955.01	\$12,313.66	\$12,683.07	\$13,063.57	\$13,455.47	\$13,859.14	\$14,274.91
6	All Lumber		\$28,906.25	\$29,773.44	\$30,666.64	\$31,586.64	\$32,534.24	\$33,510.27	\$34,515.57	\$35,551.04	\$36,617.57	\$37,716.10	\$38,847.58	\$40,013.01
7	Products & Fixtures		\$77,187.50	\$79,503.13	\$81,888.22	\$84,344.87	\$86,875.21	\$89,481.47	\$92,165.91	\$94,930.89	\$97,778.82	\$100,712.18	\$103,733.55	\$106,845.55
	Equity	\$85,500.00												
	Loan TOTAL CASH IN:	\$350,000.00 \$435,500.00	\$116.406.25	\$119.898.44	\$123,495,39	\$127.200.25	\$131.016.26	\$134.946.75	\$138.995.15	\$143,165.00	\$147,459,95	¢1E1 000 7E	\$156,440,27	\$161.133.47
12	TOTAL CASH IN.	\$433,300.00	\$110,400.25	\$115,858.44	\$123,493.39	\$127,200.23	\$131,010.20	\$134,940.75	\$138,555.15	\$143,103.00	\$147,435.55	\$131,883.73	\$130,440.27	\$101,155.47
_	CASH OUT:													
14	COS													
15 16	Custom Milling		\$8,250.00	\$8,497.50	\$8,752.43	\$9,015.00	\$9,195.30	\$9,287.25	\$9,194.38	\$9,194.38	\$9,194.38	\$9,194.38	\$9,194.38	\$9,194.38
	All Lumber		\$23,125.00	\$23,818.75	\$24,533.31	\$25,269.31	\$25,774.70	\$26,032.45	\$25,772.12	\$25,772.12	\$25,772.12	\$25,772.12	\$25,772.12	\$25,772.12
_														
19	Products & Fixtures		\$59,375.00	\$61,156.25	\$62,990.94	\$64,880.67	\$66,178.28	\$66,840.06	\$66,171.66	\$66,171.66	\$66,171.66	\$66,171.66	\$66,171.66	\$66,171.66
20	COS Sub-Total	\$-	\$82,500.00	\$84,975.00	\$87,524.25	\$90,149.98	\$91,952.98	\$92,872.51	\$91,943.78	\$91,943.78	\$91,943.78	\$91,943.78	\$91,943.78	\$91,943.78
21														
	Rent	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00
23	Indirect Labor Indirect Payroll		21,573.33	\$21,573.33	\$21,573.33	\$21,573.33	\$21,573.33	\$21,573.33	\$21,573.33	\$21,573.33	\$21,573.33	\$21,573.33	\$21,573.33	\$21,573.33
24	Expense		\$2,424.84	\$2,424.84	\$2,424.84	\$2,424.84	\$2,424.84	\$2,424.84	\$2,424.84	\$2,424.84	\$2,424.84	\$2,424.84	\$2,424.84	\$2,424.84
	Insurance	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00		\$300.00		\$300.00
	Marketing	\$1,000.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00
27	Fixtures/Equipment Phone/Utilities/Gas	\$216,068.00 \$1.000.00	\$1,000.00	\$1.000.00	\$1,000.00	\$1.000.00	\$1.000.00	\$1.000.00	\$1.000.00	\$1.000.00	\$1.000.00	\$1,000.00	\$1.000.00	\$1.000.00
20	Professional Services	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00		\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
30	Travel	\$1,000.00		\$1,000.00		\$1,000.00		\$1,000.00		\$1,000.00		\$1,000.00	1	\$1,000.00
31	Repairs/Maintenance	\$5,000.00	\$1,000.00	\$500.00	\$500.00	\$500.00	\$500.00	\$1,000.00	\$500.00	\$500.00		\$500.00		\$500.00
32	Hardware/Finish Safety		\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00
33 34														
34														
	Op Exp Sub-Total	\$229,868.00	\$36,048.18	\$36,548.18	\$35,548.18	\$36,548.18	\$35,548.18	\$40,048.18	\$35,548.18	\$36,548.18	\$35,548.18	\$36,548.18	\$35,548.18	\$36,548.18
37	Loan Payment		\$7.096.74	\$7.096.74	\$7.096.74	\$7.096.74	\$7.096.74	\$7.096.74	\$7.096.74	\$7.096.74	\$7.096.74	\$7,096.74	\$7.096.74	\$7.096.74
38	Owner's Draw		<i>ç,,</i> 030.74	<i>\$7,033.74</i>	<i>\$1,030.14</i>	<i>\$1,030.14</i>	\$7,050.74	<i>,,,,,,,,,,,</i> ,,,,,,,,,,,,,,,,,,,,,,,,,	\$1,050.74	\$7,050.74	<i>\$1,050.14</i>	<i>\$1,050.74</i>	\$7,050.74	<i>\$1,030.14</i>
39	Estimated Taxes													
40														
41		¢220.969.00	613F 646 03	ć100.010.00	¢120.100.47	6100 704 00	6124 F07 00	¢140.017.40	6104 F00 70	610F F00 70	¢134 F00 70	¢135 590 70	6124 F00 70	6135 F00 70
42 43	TOTAL CASH OUT:	\$229,868.00	\$125,644.92	\$128,619.92	\$130,169.17	\$133,794.89	\$134,597.89	\$140,017.42	\$134,588.70	\$135,588.70	\$134,588.70	\$135,588.70	\$134,588.70	\$135,588.70
44	CASH FLOW:	\$205,632.00	\$(9,238.67)	\$(8,721.48)	\$(6,673.78)	\$(6,594.64)	\$(3,581.63)	\$(5,070.68)	\$4,406.45	\$7,576.31	\$12,871.26	\$16,295.06	\$21,851.57	\$25,544.78
45 46	ENDING CASH BAL	\$205,632.00	\$196,393.33	\$187,671.86	\$180,998.08	\$174,403.44	\$170,821.81	\$165,751.13	\$170,157.58	\$177,733.89	\$190,605.15	\$206,900.20	\$228,751.77	\$254,296.55



### Year 2 Detail

	Renera Cash Flow												
	Projections with Start-Up												
	For Year 2017	Month-1	Month-2	Month-3	Month-4	Month-5	Month-6	Month-7	Month-8	Month-9	Month-10	Month-11	Month-12
1	BEGINNING CASH	\$254.296.55	\$254.594.34	\$255.717.91	\$259.207.04	\$263.102.69	\$270.751.50	\$278.092.69	\$296,966,30	\$320.699.17	\$351.467.07	\$387.451.04	\$430.837.58
2	DEGININING CASH	\$254,290.55	\$254,594.54	\$255,717.91	\$259,207.04	\$205,102.09	\$270,751.50	\$278,092.09	\$290,900.30	\$520,099.17	\$551,407.07	\$387,451.04	\$430,637.36
-	CASH IN:												
4	Custom Milling	\$10,885.42	\$11,211.98	\$11,548.34	\$11,894.79	\$12,251.63	\$12,619.18	\$12,997.76	\$13,387.69	\$13,789.32	\$14,203.00	\$14,629.09	\$15,067.96
6	All Lumber	\$62,630.21	\$64,509.11	\$66,444.39	\$68,437.72	\$70,490.85	\$72,605.58	\$74,783.74	\$77,027.26	\$79,338.07	\$81,718.22	\$84,169.76	\$86,694.86
7	Products & Fixtures	\$90,052.08	\$92,753.65	\$95,536.26	\$98,402.34	\$101,354.41	\$104,395.05	\$107,526.90	\$110,752.70	\$114,075.28	\$117,497.54	\$121,022.47	\$124,653.14
0	Equity												
	Loan												
11	TOTAL CASH IN:	\$163,567.71	\$168,474.74	\$173,528.98	\$178,734.85	\$184,096.90	\$189,619.80	\$195,308.40	\$201,167.65	\$207,202.68	\$213,418.76	\$219,821.32	\$226,415.96
12 13	CASH OUT:			-									
	COS												
15	Custom Milling	\$8,708.33	\$8,969.58	\$9,238.67	\$9,515.83	\$9,706.15	\$9,803.21	\$9,705.18	\$9,705.18	\$9,705.18	\$9,705.18	\$9,705.18	\$9,705.18
16 18	All Lumber	\$50,104.17	\$51,607.29	\$53,155.51	\$54,750.18	\$55,845.18	\$56,403.63	\$55,839.59	\$55,839.59	\$55,839.59	\$55,839.59	\$55,839.59	\$55,839.59
19	Products & Fixtures	\$69,270.83	\$71,348.96	\$73,489.43	\$75,694.11	\$77,207.99	\$77,980.07	\$77,200.27	\$77,200.27	\$77,200.27	\$77,200.27	\$77,200.27	\$77,200.27
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20	COS Sub-Total	\$119,375.00	\$122,956.25	\$126,644.94	\$130,444.29	\$133,053.17	\$134,383.70	\$133,039.87	\$133,039.87	\$133,039.87	\$133,039.87	\$133,039.87	\$133,039.87
21							4						4
	Rent Indirect Labor	\$3,000.00 21,573.33	\$3,000.00 \$21,573.33			\$3,000.00 \$21,573.33	\$3,000.00 \$21,573.33		\$3,000.00 \$21,573.33	\$3,000.00 \$21,573.33	\$3,000.00 \$21,573.33	\$3,000.00 \$21,573.33	\$3,000.00 \$21,573.33
23	Indirect Payroll	21,575.55	\$21,575.55	\$21,575.55	\$21,575.55	\$21,575.55	\$21,575.55	\$21,575.55	\$21,575.55	\$21,575.55	\$21,575.55	\$21,575.55	\$21,575.55
24	Expense	\$2,424.84	\$2,424.84	\$2,424.84	\$2,424.84	\$2,424.84	\$2,424.84	\$2,424.84	\$2,424.84	\$2,424.84	\$2,424.84	\$2,424.84	\$2,424.84
	Insurance	\$300.00	\$300.00			\$300.00	\$300.00		\$300.00	\$300.00	\$300.00	\$300.00	\$300.00
	Marketing	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
27 28	Fixtures/Equipment Phone/Utilities/Gas	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
	Professional Services	\$1,000.00	\$1,000.00	, ş1,000.00	\$1,000.00	\$1,000.00	\$3,000.00		\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
30	Travel	\$1,000.00	\$1,000.00	)	\$1,000.00		\$1,000.00		\$1,000.00		\$1,000.00		\$1,000.00
31	Repairs/Maintenance		\$500.00	\$500.00	\$500.00	\$500.00	\$1,000.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
32	Hardware/Finish Safety	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00
33													
34 35													
35	Op Exp Sub-Total	\$36,798.18	\$37,298.18	\$36,298.18	\$37,298.18	\$36,298.18	\$40,798.18	\$36,298.18	\$37,298.18	\$36,298.18	\$37,298.18	\$36,298.18	\$37,298.18
27	Lass December 1	67.000.71	67.005.7	67.005.71	67.005.71	67.005.7	67.00C 7.	67.005.71	67.000.7	67.005 T	67.005.71	67.005.71	67.000 7.1
	Loan Payment Owner's Draw	\$7,096.74	\$7,096.74	\$7,096.74	\$7,096.74	\$7,096.74	\$7,096.74	\$7,096.74	\$7,096.74	\$7,096.74	\$7,096.74	\$7,096.74	\$7,096.74
39	Estimated Taxes												
40													
41 42	TOTAL CASH OUT:	\$163,269.92	\$167,351.17	\$170,039.85	\$174,839.20	\$176,448.09	\$182,278.62	\$176,434.78	\$177,434.78	\$176,434.78	\$177,434.78	\$176,434.78	\$177,434.78
43													
44 45	CASH FLOW:	\$297.79	\$1,123.57	\$3,489.13	\$3,895.65	\$7,648.81	\$7,341.18	\$18,873.62	\$23,732.87	\$30,767.90	\$35,983.98	\$43,386.54	\$48,981.18
46	ENDING CASH BAL	\$254,594.34	\$255,717.91	\$259,207.04	\$263,102.69	\$270,751.50	\$278,092.69	\$296,966.30	\$320,699.17	\$351,467.07	\$387,451.04	\$430,837.58	\$479,818.76



#### Year 3 Detail

	Renera Cash Flow												
	Projections with Start-Up												
	For Year 2018	Month 1	Month-2	Manth 2	Month 4	Month-5	Manth C	Month 7	Month-8	Month 0	Month-10	Month-11	Month-12
$\vdash$	For Year 2018	Month-1	wontn-2	Month-3	Month-4	iviontn-5	Month-6	Month-7	iviontn-8	Month-9	wonth-10	wonth-11	Wonth-12
	BEGINNING CASH	\$479,818.76	\$489,903.01	\$501,621.64	\$516,023.67	\$531,159.61	\$550,788.86	\$571,291.91	\$605,382.69	\$646,022.12	\$695,436.65	\$751,859.55	\$817,531.07
2	CASH IN:												
4	Custom Milling	\$11,458.33	\$11,802.08	\$12,156.15	\$12,520.83	\$12,896.46	\$13,283.35	\$13,681.85	\$14,092.30	\$14,515.07	\$14,950.53	\$15,399.04	\$15,861.01
5	custoff winning	Ş11,450.55	\$11,002.00	\$12,150.15	\$12,520.05	\$12,050.40	\$15,205.55	\$15,001.05	\$14,052.50	\$14,515.07	\$14,550.55	\$15,555.04	\$15,001.01
6	All Lumber	\$96,354.17	\$99,244.79	\$102,222.14	\$105,288.80	\$108,447.46	\$111,700.89	\$115,051.91	\$118,503.47	\$122,058.58	\$125,720.33	\$129,491.94	\$133,376.70
7													
8	Products & Fixtures	\$102,916.67	\$106,004.17	\$109,184.29	\$112,459.82	\$115,833.62	\$119,308.62	\$122,887.88	\$126,574.52	\$130,371.75	\$134,282.91	\$138,311.39	\$142,460.74
9													
10													
	TOTAL CASH IN:	\$210,729.17	\$217,051.04	\$223,562.57	\$230,269.45	\$237,177.53	\$244,292.86	\$251,621.65	\$259,170.29	\$266,945.40	\$274,953.77	\$283,202.38	\$291,698.45
12													
	CASH OUT: COS												
14 15	CUS Custom Milling	\$9,166.67	\$9,441.67	\$9,724.92	\$10,016.66	\$10,217.00	\$10,319.17	\$10.215.98	\$10,215.98	\$10,215.98	\$10.215.98	\$10,215.98	\$10,215.98
16	customining	\$3,100.07	\$5,111.07	\$5,721.52	\$10,010.00	\$10,217.00	\$10,515.17	\$10,215.50	\$10,215.50	\$10,215.50	\$10,215.50	\$10,215.50	\$10,215.50
18	All Lumber	\$77,083.33	\$79,395.83	\$81,777.71	\$84,231.04	\$85,915.66	\$86,774.82	\$85,907.07	\$85,907.07	\$85,907.07	\$85,907.07	\$85,907.07	\$85,907.07
19	Products & Fixtures	\$79,166.67	\$81,541.67	\$83,987.92	\$86,507.55	\$88,237.71	\$89,120.08	\$88,228.88	\$88,228.88	\$88,228.88	\$88,228.88	\$88,228.88	\$88,228.88
20	COS Sub-Total	\$156,250.00	\$160,937.50	\$165,765.63	\$170.738.59	\$174,153.37	\$175,894.90	\$174.135.95	\$174,135.95	\$174,135.95	\$174.135.95	\$174,135.95	\$174,135.95
21		+	+	+	+=: :,: :::::	+=: ;,===:::	+=: 0,00	+=: ,,======	+=: ,,======	+=: ,,=====	+=: ,=====	+=: ,=====	+=: :,======
	Rent	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00
23	Indirect Labor	21,573.33	\$21,573.33	\$21,573.33	\$21,573.33	\$21,573.33	\$21,573.33	\$21,573.33	\$21,573.33	\$21,573.33	\$21,573.33	\$21,573.33	\$21,573.33
24	Indirect Payroll Expense	\$2.424.84	\$2,424.84	\$2,424.84	\$2,424,84	\$2,424.84	\$2,424.84	\$2,424,84	\$2,424.84	\$2,424.84	\$2,424.84	\$2,424.84	\$2,424.84
25	Insurance	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00
26	Marketing	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
27	Fixtures/Equipment												
28 29	Phone/Utilities/Gas Professional Services	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
30	Professional Services Travel	\$1,000.00	\$1,000.00		\$1,000.00		\$3,000.00 \$1,000.00		\$1,000.00		\$1,000.00		\$1,000.00
	Repairs/Maintenance	\$1,000.00	\$500.00	\$500.00	\$500.00	\$500.00	\$1,000.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$1,000.00
	Hardware/Finish												
	Safety	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00
33 34													
35													
	Op Exp Sub-Total	\$37,298.18	\$37,298.18	\$36,298.18	\$37,298.18	\$36,298.18	\$40,798.18	\$36,298.18	\$37,298.18	\$36,298.18	\$37,298.18	\$36,298.18	\$37,298.18
	Loan Payment	\$7,096.74	\$7,096.74	\$7,096.74	\$7,096.74	\$7,096.74	\$7,096.74	\$7,096.74	\$7,096.74	\$7,096.74	\$7,096.74	\$7,096.74	\$7,096.74
38 39	Owner's Draw Estimated Taxes												
40	Latiniateu Taxes												
41													
42	TOTAL CASH OUT:	\$200,644.92	\$205,332.42	\$209,160.54	\$215,133.51	\$217,548.28	\$223,789.82	\$217,530.87	\$218,530.87	\$217,530.87	\$218,530.87	\$217,530.87	\$218,530.87
43		640.001.05	CAA 740 00	¢4.4.400.00	645 405 C	640 000 00	630 502 23	624.000 70	¢40.000.00	640 44 · · ·	6FC 400 00	605 031 51	672 467 50
44 45	CASH FLOW:	\$10,084.25	\$11,718.63	\$14,402.03	\$15,135.94	\$19,629.25	\$20,503.04	\$34,090.78	\$40,639.43	\$49,414.54	\$56,422.90	\$65,671.51	\$73,167.58
	ENDING CASH BAL	\$489,903.01	\$501,621.64	\$516,023.67	\$531,159.61	\$550,788.86	\$571,291.91	\$605,382.69	\$646,022.12	\$695,436.65	\$751,859.55	\$817,531.07	\$890,698.65
40	LINDING CASH DAL	\$469,903.01	\$501,021.64	\$510,023.67	\$231,128,01	\$350,768.8b	\$571,291.91	\$005,362.69	\$040,022.12	\$095,456.65	\$121,029.55	\$617,551.07	\$690,698.6



# LEADERSHIP TEAM



#### **Douglas Ware**

President /CEO/ Sales

With 10+ years of managing, owning, and business-to-business sales experience, Douglas Ware has a vision for developing Renera, Inc.(Washington S Corporation) through repurposed recycled lumber materials. Managing/Sales North Cal Wood Products from 2006 to 2009 and developing the first online lumber store, Mr. Ware has been leading for the past two years a Business Prospectus (Salvage Lumber Warehouse) in Seattle WA (King County) which will be a new for-profit component of an existing industry player focusing on collecting, processing, salvage grading, inventorying and coordinating with retail and wholesale partners for distribution, online display, social value and earned LEED certification and other rating systems. Mr. Ware has owned and operated a wood products showroom in Seattle WA, while managing development of the Salvage Lumber Warehouse and a Windermere Real Estate franchise.

Mr. Ware is passionate about environmental and social issues, and been regularly involved in local issues ranging from Board of Directors of Plowshares and USGBC.



# LEADERSHIP TEAM



#### **Geoffrrey Fiala**

Vice President/CMO

With 30 years of consumer, product, brand, and business-tobusiness marketing experience, Geoffrey Fiala has a vision for developing brands through an integrated, performance-based approach. Managing campaigns and advising Fortune 500 brands such as Verizon Wireless, Walmart, Nestle and others, Mr. Fiala has been leading cost-effective marketing campaigns that leverage direct response, online display, paid social and earned media components to drive both brand metrics and response KPIs.

Most recently, Mr. Fiala served as Group Account Director at Quigley-Simpson Heppelwhite, an advertising agency based in Southern California, managing multi-ethnic campaigns for regulated and governmental accounts, including Southern California Edison, Metropolitan Water District of Southern California and The Office of the Mayor of Los Angeles. His work focused primarily on regional conservation and diversity issues, influencing behavior change as well as driving leads and program enrollments for both consumer and business audiences.

Mr. Fiala is passionate about environmental and social issues, and is regularly involved with both the California Coastal Commission and Surfrider Foundation.



# LEADERSHIP TEAM



#### Darron Johnson

Plant Foreman

Darron Johnson has been a professional woodworker since 1998, after serving with the U.S. Army and the U.S. Marines military from 1989 to 1997. In 1998 he began working with are woodworking shops, opening an environmentally friendly company in 2010. Using only water based stains and clear finishes and

Whenever possible uses recycled or salvaged lumber or FCC certified materials.

