

Getting to the Deal





Pre-deal Jitters

- **Getting in the door.**
- **Talking with confidence.**
- **Making an offer without forest intelligence.**
- **Coming up with earnest money.**



Financing the Mission: Debt, Equity and Cash

- 1. Generating pre and early deal capital**
- 2. Creating a structure that gives breathing room to let the forest rest.**



Finding The Money

- Finding new sources of equity and cash
 - appealing to different interests
 - creating new ownership structures

- Identifying creative debt financing instruments:
 - Community Forestry Bonds



Community Forestry & Bonds

- **Access to large \$\$ from a new source- the private marketplace.**
- **Tax exemption lowers the cost of money**
- **Lower cost of money and longer term bonds could translate into a lighter touch on the land.**



Federal Legislation

- Clarification of revenues derived from the harvest and sale of timber off the land as “unrelated trade or business”



Current Update

- Originally attached to Tax bills
- Then Charitable Giving bills
- Anticipate it will be attached to the next charitable giving bill (Gordon Smith OR)
- California excluded in the current form