

NEW FOREST FUND IV LLC

Aroostook County, ME



The lakes and woodlands along the Western shore of Grand Lake in Aroostook County, Maine provide the backbone of the vital forest products and ecotourism trades in the communities of Orient and Weston. The purchase of 12,013 acres within these East Grand Lands by The Conservation Fund (TCF) will help conserve the shoreline and woodlands, as well as the economic way of life for local residents who work in outdoor recreation, including lodging and guiding and sporting camps.

The East Grand Lands will be managed under Sustainable Forestry Initiative (SFI) and Forest Stewardship Council (FSC) standards. TCF seeks a conservation outcome, with compatible and responsible economic development, for these lands.

TCF has also agreed to work with local small business owners to provide loans up to \$50,000 through its ShadeFund™ program. Through such loans, ShadeFund allows green entrepreneurs across America to grow business that use natural resources creatively and responsibly.

CCML allocated \$13.3 Million in NMTC capacity to finance the project, while Sustainable Forest Futures assisted as its working partner. Wells Fargo Community Investment Holdings, LLC provided the equity and TCF provided the debt financing for the transaction, which closed December 14, 2011. This transaction had unique structuring associated with it whereby lands owned by TCF in the Chesapeake region of VA were used as substitute collateral for the QLICI loans in anticipation of the erosion in value should conservation easements be sold on the Maine lands.

Key Benefits

- The project will preserve at least 100 jobs connected to outdoor recreation.
- TCF seeks a conservation outcome, with compatible and responsible economic development on ~12,000 acres
- The East Grand Lands will be managed pursuant to SFI and FSC.
- TCF will offer qualified local entrepreneurs loans through its ShadeFund program.

Qualifying Features

- Out-migration rate of 14.5%
- Non-metropolitan tract

CEI CAPITAL MANAGEMENT LLC

a capital management subsidiary of

Coastal Enterprises, Inc.

2 Portland Fish Pier • Suite 206 • Portland, ME 04101
207.772.5356 • www.ceimaine.org