



## ENVARA

**Company Overview:** ENVARA™ will convert crop oils into bio jet fuel (JP-8) to meet military and commercial demand for alternative aviation fuels.

**Problem:** The U.S. Air Force has mandated that 50 percent of all aviation fuel will contain alternative sources by 2016. President Bush set a mandatory standard of 35 billion gallons of renewable and alternative fuel use by 2017— five times the 2012 target now in law. ENVARA will lead in meeting this demand by building the first conversion plant for bio JP-8 by 2010.

**Solution:** ENVARA has proven a patented-pending hydrothermal process to efficiently convert crop oils into JP-8. The product meets U.S. Air Force specifications. Our cost-effective, pure hydrocarbon product creates JP-8 that achieves better performance and requires lower maintenance than fossil fuel-based products, yet generates a fraction of the CO<sub>2</sub> emissions.

**Business Model:** ENVARA will focus on transitioning the conversion technology into a prototype commercial production facility. Initial production will support marketing and demonstration of the JP-8 capabilities and provide limited-scale commercial supplies. Entry into the aviation fuel market will be through the U.S. Air Force. Ultimately, the technology and processing system design will be licensed to existing companies with the facilities and infrastructure for large-scale production and distribution. Fees will be determined by types and volumes of fuel produced. Revenues will be obtained from customer support services in adjustments to alternate feedstocks and products.

**Marketing Opportunity:** The U.S. Air Force JP-8 market is 3 billion gallons per year. The ENVARA process can produce other DoD fuels as byproducts, such as biodiesel and naval distillate—the second largest DoD fuel requirement of over one half billion gallons per year. The U.S. commercial aviation fleet market today is over 13 billion gallons per year and growing.

**Competitive Advantage:** ENVARA JP-8 is superior to petroleum-based jet fuel and alternative coal-based jet fuel. Key factors are:

- Better low-temperature performance; higher thermal stability; cleaner, more efficient combustion; no undesirable particulates.
- A renewable resource created in a carbon neutral process.
- Does not require blending with petroleum-based jet fuel to meet density specifications.
- Cost-competitive product.

**Management Team:** Lynda Liptak, CEO; 15 years experience in project management. Ed Coppola, COO; 30 years experience in chemical research, testing, and development; respected in the USAF fuels agencies.

**Funding Request:** \$4 million



LYNDA LIPTAK

**Year Founded:** 2007

**Employees:** 5

**Investors:** Founder

ENVARA

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**In Attendance:**

Lynda Liptak

Ed Coppola

**Revenue Forecast:**

2008: \$ 0

2009: \$ .36M

2010: \$ 5M

2011: \$ 7M

2012: \$ 15M