Restore America's Estuaries

More than just money
Examples of innovative partnerships with private and public fund providers

Presented by:
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Why build a partnership?

- More money, longer term, more dependable
- Access to a new network of capital providers
- Access to new resources
- Improve your strategic vision
- Capital Providers
  - Public agencies
  - Grant making organizations
  - High net worth individuals
  - Family offices
  - Impact investment organizations
  - Traditional investment funds
Ensure strategic alignment
- Geography
- Type of projects funded
- Type of capital available
- Restrictions on capital

Help them reach their "stretch goal"

Review
- Strategy plan
- Theory of change
- Investment strategy
Ducks Unlimited and WRA
- DU seeks to restore wetlands in the San Francisco Bay Area
- WRA’s clients are looking for cost effective mitigation options for wetland impacts

- Innovative wetland mitigation program
- Technical collaboration
- Public Relations
Sempervirens Fund and large foundation
- SF is looking for protect coastal redwood forests
- Foundation wants to prove new conservation finance approach

- Carbon bank concept
- Potential for new sources of grants
- Risk capital
Ducks Unlimited and New Forests

- DU seeks to restore wetlands across the US
- New Forests is looking for investment opportunities in environmental markets

→ Great technical fit / synergies
→ Difficulty to integrate non-profit and investment fund thinking
- Lessons learned
  - Strategic alignment - Help them reach their stretch goal
  - Understand the specific environment of the capital providers
  - Understand the trade-offs
  - You may need to find expertise - in-house, board members or consultants
Questions?

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Stay connected

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