



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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