

Conservation Finance Boot Camp: Course Agenda

*Brought to you by the Conservation Finance Network
& the Nicholas School for the Environment at Duke*

Day 1: Monday, June 6

11:00 - 11:30am	Shuttle/Walk from Hotel	Picking up: Hilton Garden Inn Going to: Environment Hall <i>Shuttle service provided by Greenways Transit using a 100% biodiesel fleet</i>
Part 1: Introduction to Conservation Finance		
11:30 - 12:30	Lunch	Welcome & Review of Camp Schedule Presenters: <i>Jeff Vincent, Nicholas School for the Environment at Duke; Leigh Whelpton, The Conservation Finance Network</i>
12:30 - 2:00		Participant Introductions
2:00 - 3:15	Session 1	Financing Terms and Concepts & The Cost of Money Framework: An Investor's Perspective Presenter: <i>David Hoffer, The Lyme Timber Company; Brad Gentry, Center for Business & the Environment at Yale</i>
3:15 - 3:30	Break	
3:30 - 4:30	Session 2	The Range of Innovative Funding & Financing Strategies & What's Working For You? <i>Identifying innovative sources & class discussion of successful attendee strategies</i> Presenters: <i>Mark Ackelson, Iowa Natural Heritage Foundation; Leigh Whelpton, The Conservation Finance Network</i>
4:30 - 5:00		Participant Project Pitches
5:00 - 5:15	Break	
5:15 - 6:15	Session 3	Layering Different Types of Finance Presenter: <i>Mark Ackelson, Iowa Natural Heritage Foundation</i>
6:15 - 6:30	Break	
6:30 - 8:30	Session 4 Dinner at Sarah P. Duke Gardens, Kirby Horton Hall	Conservation Innovation: Pay for Success in the Pacific Northwest Presenter: <i>Joe Whitworth, The Freshwater Trust</i>
8:30	Shuttle/Walk to Hotel	

***Assignment:** Rank the top five projects on which you would like to work throughout the week. The rankings will be used to assemble five work teams of four people each for the group projects.

Day 2: Tuesday, June 7

***Breakfast:** For those who are interested, a group will assemble each morning for breakfast at the hotel at 7:15am.

8:00 - 8:30am	Shuttle/Walk from Hotel	
8:30 - 9:00		Announcements, Comments, and Questions <i>Please submit project rankings**</i>
Part 2: Ecosystem Service Markets & Effective Funding Sources		
9:00 - 10:45	Session 1	Ecosystem Service Markets: Water Markets & Forest Carbon Presenters: David Hoffer , <i>The Lyme Timber Company</i> ; Hunter Parks , <i>Green Assets</i> ; Martin Doyle , <i>Department of Interior Natural Resource Investment Center</i> ; Joe Whitworth , <i>The Freshwater Trust</i>
10:45 - 11:00	Break	
11:00 - 12:30	Session 2	Public Funding: Building Coalitions For Local Ballot Initiatives <i>Strategies For Ballot Success in a New Era</i> Presenters: Mark Ackelson , <i>Iowa Natural Heritage Foundation</i> ; Matt Zieper , <i>The Trust for Public Land</i>
12:30 - 2:00	Lunch	Open Time <i>Announcement of selected projects: Meet with your project team to discuss project background, context, and possible strategies.</i>
2:00 - 3:15	Session 3	Public Funding: Federal Opportunities <i>Trends and underutilized funding opportunities</i> Presenter: Alan Front , <i>Conservation Pathways</i>
3:15 - 3:45	Break	
3:45 - 5:15	Session 4	Federal-Private Partnerships <i>Leveraging unconventional partnerships and increased innovation</i> Panelists: Ryan Orndorff , <i>Department of Defense Readiness and Environmental Integration Program</i> ; Martin Doyle , <i>Department of Interior Natural Resource Investment Center</i> ; Kari Cohen , <i>Department of Agriculture Natural Resource Conservation Service</i> Moderator: Alan Front , <i>Conservation Pathways</i>
5:15 - 6:00	Shuttle to Dinner	
6:00 - 8:00	Session 5 Dinner at Mateo Restaurant	Discussion <i>Land Conservation & Economic Development</i> Facilitators: Leigh Whelpton , <i>The Conservation Finance Network</i> ; Brad Gentry , <i>Center for Business & the Environment at Yale</i>
8:00	Shuttle to Hotel	

Day 3: Wednesday, June 8

8:00 - 8:30am	Shuttle/Walk from Hotel	
8:30 - 9:00		Announcements, Comments, and Questions
Part 3: New Sector Partnerships		
9:00 - 10:30	Session 1	<p>Tapping Water Quality Finance Streams <i>Incorporating water, wastewater, and stormwater utilities into your financing strategy</i></p> <p>Presenters: <u>Jeff Hughes</u>, <i>UNC Environmental Finance Center</i>; <u>Caitlin Burke</u>, <i>Conservation Trust for North Carolina</i></p>
10:30 - 10:45	Break	
10:45 - 12:00	Session 2	<p>Land Conservation & Health <i>Partnering with the health sector on community initiatives & funding</i></p> <p>Presenters: <u>Wendy Jackson</u>, <i>Freshwater Land Trust</i>; <u>Brad Gentry</u>, <i>Center for Business & the Environment at Yale</i></p>
12:00 - 1:30	Lunch	<p>Open Lunch <i>Opportunity to meet with your project team</i></p>
1:30 - 2:45	Session 3	<p>Conservation Innovation Grants</p> <p>Presenters: <u>Andrew Alexandrovich</u>, <i>Environmental Incentives, LLC</i>; <u>Benjamin Shorofsky</u>, <i>The Delta Institute</i>; <u>Leigh Whelpton</u>, <i>The Conservation Finance Network</i></p> <p>Moderator: <u>Kari Cohen</u>, <i>Natural Resource Conservation Service</i></p>
2:45 - 4:15	Session 4	<p>Borrowing Money <i>How and why to borrow money & a borrower's perspective</i></p> <p>Presenters: <u>Reggie Hall</u>, <i>The Conservation Fund</i>; <u>Michelle Pugliese</u>, <i>Southern Appalachian Highlands Conservancy</i></p>
4:15- 4:30	Break	
4:30 - 5:30	Session 5	<p>Deal Doctor: Group & Individual Project Challenges <i>Bring your individual/group project questions to a master dealmaker</i></p> <p>Facilitator: <u>Reggie Hall</u>, <i>The Conservation Fund</i></p>
5:30 - 6:00	Shuttle to Duke Farm	
6:00 - 8:00	Dinner at the Duke Forest	Pig Roast at the Rigsbee Pavilion at the Duke Forest
8:00	Shuttle to Hotel	

Day 4: Thursday, June 9		
8:00 - 8:30am	Shuttle/Walk from Hotel	
8:30 - 9:00		Announcements, Comments, and Questions
Part 4: Financing & For-Profit Initiatives		
9:00 - 10:30	Session 1	<p>Impact Investing: Who, What, & Why <i>Background & Context on the Conservation Investment Landscape</i></p> <p>Presenters: Peter Stein, <i>The Lyme Timber Company</i>; Bethany Olmstead, <i>The Conservation Fund</i></p>
10:30 - 10:45	Break	
10:45 - 12:00	Session 2	<p>The Complexities of Community Forest Acquisition & Financing</p> <p>Presenters: Peter Stein, <i>The Lyme Timber Company</i>; Mikki Sager, <i>The Conservation Fund</i>; Kate Wanner, <i>The Trust for Public Land</i></p>
12:00 - 1:30	Lunch	<p>Leveraging Opportunities for Coastal Conservation</p> <p>Presenter: Justin Ehnrewerth, <i>Gulf Coast Ecosystem Restoration Council</i></p>
1:30 - 2:45	Session 3	<p>Impact Investing: Entry Points & Practical Considerations</p> <p>Presenter: Peter Stein, <i>The Lyme Timber Company</i>; David Nicola, <i>Blackdirt Capital</i></p>
2:45 - 3:00	Break	
3:00 - 4:00	Session 4	<p>Pressing Topics, Wrap-up Questions, & Discussion</p> <p>Presenters: Peter Stein, <i>The Lyme Timber Company</i>; Leigh Whelpton, <i>The Conservation Finance Network</i></p>
4:00 - 5:45	Choice of: Duke Campus Walking Tour, Chapel and Book Store, Visit to the Duke Basketball Museum & Sports Hall of Fame, or shuttle to hotel	
5:45 - 6:00	Shuttle to Hotel	
6:00 - 8:00	Dinner at Blue Corn Cafe	Working Dinner: Attendees work on projects

Day 5: Friday, June 10

8:00 - 8:30am	Shuttle/Walk from Hotel	
8:30 - 9:00		Working Session on Finalizing Projects
9:00 - 10:00	Session 1	Presentations Round 1 - Project Groups Present & Discuss
10:00 - 10:30	Break	
10:30 - 12:00	Session 2	Presentations Round 2 - Project Groups Present & Discuss
Conclusion and Next Steps		
12:00 - 12:30	Session 3	The Conservation Finance Network & Concluding Thoughts <u>Presenters: Leigh Whelpton, <i>The Conservation Finance Network</i>; Peter Stein, <i>The Lyme Timber Company</i></u>
12:30 - 2:00	Lunch	Action Sheet & Evaluation Forms; Course Certificates <u>**Please submit your Action Sheet & Evaluation Form before you leave</u>
2:00	Shuttle to Hotel	

Additional Information

PRIMARY CONTACTS (for any logistics problems or questions during the week 24/7)

Allison Besch: 252-732-4712 (cell)

Leigh Whelpton: 513-520-6101 (cell)

LOCATION (unless otherwise noted, all events take place here)

Environment Hall

9 Circuit drive

Durham, NC 27708

ACCOMMODATIONS

Hilton Garden Inn (course transportation will pick up and drop off here)

2102 W Main St, Durham, NC 27705

(919) 286-0774

[Hotel Website](#)

Hotel Shuttle: call 919-286-0774

COURSE TRANSPORTATION

Greenways Transit will provide a private course shuttle each morning and to the evening dinner locations. (See Agenda for pickup times). For transit during other hours, the Hilton Garden Inn runs a complimentary on-call shuttle between the hours of 6:30 am – 9:30 pm. **Call 919-286-0774 for a pick up.** Shuttle holds up to 12, first come, first served.

Uber & Taxi

Alternative transport options include Uber, or any of the following taxi services:

- ABC Cab Co.- 919-682-0437
- A Falcon Ride- 919-309-2700
- Charlene's Safe Ride Shuttle & Taxi Cab Service- 919-309-7233 (SAFE)
- Durham's Best Cab Co Inc- 1-866-680-3330
- On Time Taxi- 919-493-5050
- RDU Airport Taxi Inc- 919-840-7277
- RDU Taxi Service- 919-848-8488

Parking

Parking on campus is extremely limited. Instructors coming locally can park in the Bryan Center visitor lot. Please note space cannot be guaranteed.