

Conservation Finance Boot Camp Syllabus

June 24-28th, 2019 | Portland State University

Hosted by: *The Conservation Finance Network*

In Partnership with: *Portland State University Institute for Sustainable Solutions*

Day 1: Monday, June 24

11:00 - 11:30 am Arrivals	Transportation <i>Walk from hotel to classroom</i> University Place Hotel (310 SW Lincoln St)	Location <i>Unless noted, all events take place here:</i> Richard & Maurine Neuberger Center Room 316/Mt Rainier Room 1600 SW 4 th Ave, Portland, OR 97201	Primary Contacts <i>For questions 24/7:</i> Allegra Wrocklage: 734-776-2530 Tania Hoode: 503-957-0780
11:30 - 12:30	Lunch, Welcome, & Review of Course Schedule Presenters: Fletcher Beaudoin, <i>PSU Institute for Sustainable Solutions</i> ; Sahana Dissanayake, <i>PSU Institute for Economics & Environment</i> ; Stephen Percy, <i>Portland State University</i> ; Leigh Whelpton, <i>The Conservation Finance Network</i> , Allegra Wrocklage, <i>The Conservation Finance Network</i>		
12:30 - 1:30	Participant Rapid Fire Introductions		
1:30 - 2:45 Session 1	Conservation Finance 101 <i>Trends, Tools, & Resources</i> Presenter: Leigh Whelpton, <i>The Conservation Finance Network</i> with comments from Cherie Kearney, <i>Columbia Land Trust</i>		
2:45 – 3:15	Break		
3:15 – 4:15 Session 2	Principles of Finance <i>Terms and Concepts & The Cost of Money Framework</i> Presenter: David Hoffer, <i>The Lyme Timber Company</i>		
4:15 – 5:00 Session 3	Case Study: Portland Clean Water Services Presenters: Sahana Dissanayake, <i>PSU Institute for Economics & Environment</i> ; Dave Ervin, <i>PSU Institute for Sustainable Solutions</i> ; Bruce Roll, <i>Clean Water Services</i>		
5:00 – 5:30 Session 4	Introduction to Project Budgeting <i>Layering and Evaluating Multiple Cash Flows</i> Presenter: Trevor Cutsinger, <i>The Conservation Fund</i>		
5:30 – 6:00	Walk ~12 minutes to dinner, or MAX from PSU Urban Center stop on Green/Yellow line to Pioneer Courthouse/SW 6 th Ave stop		
6:00 – 9:00	Dinner at Red Star Tavern (503 SW Alder St) <i>“Scaling Conservation Finance to Fight Climate Change”</i> Speaker: Catherine MacDonald, <i>The Nature Conservancy</i>		
9:00	Walk ~20 minutes to hotel, or MAX ~15 min from Pioneer Place/SW 5 th Ave stop on Green/Orange line to PSU South/SW 5 th & Jackson stop		

Day 2: Tuesday, June 25

Breakfast: For those who are interested, a group will assemble each morning for breakfast at University Place Hotel (310 SW Lincoln St) at 7:15 am. Complimentary hot breakfast is included for those staying at the hotel.

8:00 – 8:30 am	Walk from hotel
8:30 – 9:45 Session 1	Land Conservation, Health, & Community Presenters: <i>Wendy Jackson, Land Trust Alliance; Bobby Cochran, Willamette Partnership</i>
9:45 – 10:15 Session 2	Introduction to Ecosystem Service Markets Presenters: <i>Sahan Dissanayake, Portland State University</i>
10:15 – 10:45 Session 3	Ecosystem Service Markets: Forest Carbon Presenters: <i>Julius Pasay, The Climate Trust; Lauren Fety, The Conservation Fund</i>
10:45 – 11:15	Break
11:15 – 11:45 Session 4	Frontiers in Technology for Conservation <i>Exploring how new applications of technology to conservation get more money on the ground.</i> Presenter: <i>Alex Johnson, The Freshwater Trust</i>
11:45 – 12:45	Lunch
12:45 – 2:00 Session 5	Public Funding: Building Coalitions for Local & State Ballot Initiatives <i>Case study on the Eugene, OR, 2018 Conservation Ballot Measure.</i> Presenters: <i>Will Abberger, The Trust for Public Land; Kitty Piercy, Former Mayor of Eugene; Terry Smith, Eugene Parks Foundation</i>
2:00 – 3:00 Session 6	Public Funding: Federal Opportunities <i>An overview of federal funding resources that can be leveraged for conservation finance.</i> Presenters: <i>Alan Front, Conservation Pathways</i>
3:00 – 3:45	Break
3:45 – 5:00 Session 7	Conservation Investing: Who, What, & Why <i>The Conservation Investment Landscape & Market Development Framework</i> Presenters: <i>Peter Stein, The Lyme Timber Company; Dave Chen, Equilibrium Capital</i>
5:00 – 6:00	Participant Project Pitches
6:00 – 6:30	Shuttle to dinner
6:30 – 8:30	Dinner at Broder Nord (2240 N Interstate Ave #160) <i>“The Market Development Framework in Action – Launching the Ecosystem Services Market Consortium”</i> Speaker: <i>Sean Penrith, Gordian Knot Strategies</i>
8:30	Shuttle to hotel

Day 3: Wednesday, June 26

8:00 - 8:30 am	Walk from hotel
8:30 – 8:45	Announcements, Comments, and Questions
8:45 – 10:15 Session 1	<p>Case Study Presentations & Outcome <i>Team solutions and actual result presented.</i></p> <p>Presenters: Sahan Dissanayake, PSU Institute for Economics & Environment; Dave Ervin, PSU Institute for Sustainable Solutions; Bruce Roll, Clean Water Services</p>
10:15 – 10:45	Break
10:45 – 11:45 Session 2	<p>New Approaches to Public Partnerships <i>Overview of opportunities in public-private and public-public partnerships for pursuing conservation goals.</i></p> <p>Presenter: Todd Gartner, World Resources Institute; Ryan Orndorff, Department of Defense Readiness & Environmental Protection Integration Program; Peter Stein, The Lyme Timber Company; Nathalie Woolworth, USDA Forest Service</p>
11:45 – 12:45 Session 3	<p>Borrowing Money <i>How and why to borrow money & a borrower’s perspective.</i></p> <p>Presenters: Reggie Hall, The Conservation Fund; Jay McLaughlin, Mt. Adams Resource Stewards</p>
12:45 – 2:15	<p>Lunch <i>Project teams announced & open time to meet</i></p>
2:15 – 3:30 Session 4	<p>Water in the Pacific Northwest <i>Survey of water resource financing and innovation including water quality and quantity markets, utility partnerships, and state revolving funds.</i></p> <p>Presenters: Rebecca Kramer, OR Department of Environmental Quality; Carrie Sanneman, Willamette Partnership; Nikola Smith, USDA Forest Service; Leigh Whelpton, Conservation Finance Network</p>
3:30 – 5:30	<p>Deal Doctor: Group & Individual Project Challenges <i>Open meetings with subject-matter experts to allow for consultation on individual and group projects.</i></p>
5:30 – 6:00	Shuttle to dinner
6:00 - 8:30	<p>Dinner at Natural Capital Center, Billy Frank Jr. Room (721 NW 9th Ave) <i>“An Evening of Conservation Philanthropy in the Pacific Northwest”</i> <i>Joined by invited guests from PSU, local organizations, and Boot Camp alumni.</i></p> <p>Speakers: Carlos Garcia, Oregon Community Foundation; Kathleen Simpson, Russell Family Foundation; Richard Woo, Russell Family Foundation; Nicholas Walrod, 3x5 Partners</p>
8:30	Shuttle to hotel

Day 4: Thursday, June 27

8:00 - 8:30 am	Walk from hotel
8:30 - 9:00	Announcements, Comments, and Questions
9:00 – 9:45 Session 1	<p>Conservation Investing: Forestry <i>Conservation-oriented approaches to real asset investing in forestry.</i></p> <p>Presenters: Trevor Cutsinger, <i>The Conservation Fund</i>; Peter Stein, <i>The Lyme Timber Company</i>; Bettina von Hagen, <i>EFM</i></p>
9:45 – 10:30 Session 2	<p>Conservation Investing: Agriculture <i>Conservation-oriented approaches to real asset investing in agriculture.</i></p> <p>Presenters: Kenny Fahey, <i>The Conservation Fund</i>; Kent Gilges, <i>Conservation Resources</i>; Craig Wichner, <i>Farmland LP</i></p>
10:30 – 11:00	Break
11:00 – 11:45 Session 3	<p>Unpacking the Demand for Conservation Investment <i>Insight from a financial advisor on client demand and the due diligence process for conservation investments.</i></p> <p>Presenters: Brad Harrison, <i>Tiedemann Advisors</i>; Peter Stein, <i>The Lyme Timber Company</i></p>
11:45 – 12:45 Session 4	<p>Performance-Based Contracting and Partnerships <i>Case examples of “pay for success” projects and cost-savings/risk reduction strategies.</i></p> <p>Presenters: Todd Appel, <i>Quantified Ventures</i></p>
12:45 – 2:00	Lunch <i>Opportunity to meet with project groups</i>
2:00 – 3:00 Session 5	<p>State of Play for International Conservation Finance <i>Survey of international approaches and recent trends, including legal (e.g. Peru, Chile), trust funds, REDD+, Debt for Nature Swaps, the Global Climate Fund, green bonds and blue carbon, payments for ecosystem services, etc.</i></p> <p>Presenter: Ray Victorine, <i>Wildlife Conservation Society</i></p>
3:00 - 4:00	<p>Wrap-up Questions & Discussion</p> <p>Facilitators: Peter Stein, <i>The Lyme Timber Company</i>; Leigh Whelpton, <i>The Conservation Finance Network</i></p>
4:00 – 5:30	Open
5:30 - 6:00	Walk ~25 min or MAX ~20 min from PSU Urban Center stop on Portland Streetcar A loop/NS line to NW 23 rd Ave stop
6:00 - 8:00	<p>Dinner at Rogue Pearl Public House (1339 NW Flanders St)</p> <p><i>Working dinner for project teams.</i></p>
8:00	Walk ~35 min to hotel or MAX ~25 min from NW 11 th and Glisan stop on Portland Streetcar B Loop/NS Line to SW 3 rd and Harrison stop

Day 5: Friday, June 28

8:00 - 8:30 am	Walk from hotel
8:30 - 9:00	Working Session on Finalizing Projects
9:00 – 9:10	<p>Introduction of Dolphin Tank <i>Introduce the Dolphin Tank exercise and our expert panelists.</i></p> <p>Paul Hudnutt, Colorado State University College of Business; Cherie Kearney, Columbia Land Trust; Peter Stein, The Lyme Timber Company; Peter Weisberg, Native Energy</p>
9:10 – 10:30	Presentations Round 1 - Project Groups Present & Discuss
10:30 – 11:00	Break
11:00 – 12:00	Presentations Round 2 - Project Groups Present & Discuss
12:00 - 12:45	<p>The Conservation Finance Network, Resource Library, & Concluding Thoughts <i>A formal overview of the CFN's other program and resources, and a recap of next steps and actions following the course.</i></p> <p>Presenters: Allegra Wrocklage, The Conservation Finance Network; Leigh Whelpton, The Conservation Finance Network; Peter Stein, The Lyme Timber Company</p>
12:45 - 2:00	<p>Lunch <i>Action Sheet & Evaluation Forms; Course Certificates</i></p> <p>**Please submit your Action Sheet & Evaluation Form before you leave</p>
2:00	Walk to hotel