

# Conservation Finance Boot Camp Syllabus

June 27 - July 1, 2022 | Warner College of Natural Resources at Colorado State University

Brought to you by:

*The Conservation Finance Network, the Center for Collaborative Conservation at Colorado State University, & The Haub School of Environment and Natural Resources at the University of Wyoming*

## Day 1: Monday, June 27

11:00am shuttle from hotel available	<b>Transportation</b> <i>Pick up &amp; drop off from:</i> <b>Fort Collins Marriott</b> 350 East Horsetooth Rd. 970-226-5200	<b>Location</b> <i>Unless otherwise noted, all events take place here:</i> <b>Michael Smith Natural Resources Building - Room 345 (<a href="#">map</a>)</b>	<b>Primary Contacts</b> <i>For questions:</i> - Katie Dorman CSU: 720-854-9949 - Leigh Whelpton: 513-520-6101 - Jackson Moller: 720-480-3884
<b>Part 1: Introduction to Conservation Finance</b>			
11:30 - 12:30pm	<b>Lunch, Welcome, &amp; Review of Camp Schedule</b>  <b>Presenters:</b> John Sanderson, Center for Collaborative Conservation at CSU; Jackson Moller and Leigh Whelpton, The Conservation Finance Network; Drew Bennett, The Haub School of Environment and Natural Resources		
12:30 - 1:30	<b>Participant “Rapid Fire” Introductions</b>		
1:30 - 2:30 Session 1	<b>Conservation Finance 101</b> <i>Trends, Tools, &amp; Resources</i>  <b>Presenters:</b> Leigh Whelpton and Jackson Moller, The Conservation Finance Network; Brad Gentry, Yale School of Environment		
2:30 – 3:00	Break		
3:00 - 4:00 Session 2	<b>Principles of Finance: The Investor’s Perspective</b> <i>Terms and Concepts &amp; The Cost of Money Framework</i>  *Livestream Session  <b>Presenter:</b> David Hoffer, The Lyme Timber Company		
4:00 - 4:45	Break		
4:45 - 5:15 Session 3	<b>Introduction to Project Modeling</b> <i>Wrestling multiple cash flows into a powerful decision tool</i>  <b>Presenters:</b> Galen Guerrero-Murphy, The Nature Conservancy; David Smith, Board Member for Multiple Conservation Organizations		
5:15-6:00 Session 4	<b>Boot Camp Case Study: Avoiding “Buy and Dry”</b> <i>A scenario-based analysis of an agricultural-to-municipal water transfer</i>  <b>Speaker:</b> Scott Campbell, Innovative Conservation Solutions, LLC; Dillon O’Hare, Palmer Land Conservancy; <b>Facilitated by Drew Bennett, University of Wyoming</b>		
6:00 - 6:30	Walk to dinner		
6:30 - 9:00 Session 5	<b>Dinner at CSU Alumni Center</b> <i>701 W. Pitkin St.</i>  <b>Speakers:</b> John Sanderson, Colorado State University; Drew Bennett, University of Wyoming; Brad Gentry, Yale School of Environment		
8:30	Shuttle to Hotel		

**Day 2: Tuesday, June 28**

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

8:00 - 8:30 am	Shuttle from hotel
<b>Public Funding &amp; Ecosystem Service Markets</b>	
8:30 - 8:45 Session 1	<b>Introduction to Ecosystem Service Markets / Market Development Framework</b>  <b>Presenters:</b> Leigh Whelpton, <i>Conservation Finance Network</i>
8:45 - 9:15 Session 2	<b>Ecosystem Service Markets: Wetland &amp; Stream Mitigation</b>  <b>Presenters:</b> David Hoffer, <i>The Lyme Timber Company</i>
9:15 - 10:30 Session 3	<b>Ecosystem Service Markets: Carbon</b>  <b>Presenters:</b> Calla Rose Ostrander, <i>California Natural Resources Agency</i> ; Chris West, <i>National Fish and Wildlife Foundation</i> ; Stephanie Harris, <i>3Degrees</i>
10:30 – 11:00	<b>Break</b>
11:00 - 12:00 Session 4	<b>Public Funding: Federal Opportunities</b>  <b>*Livestream Session</b>  <b>Presenter:</b> Alan Front, <i>Conservation Pathways</i>
12:00-12:45	<b>Lunch</b>
12:45 - 2:15 Session 5	<b>Participant Project Pitches</b>
2:15 - 3:15 Session 6	<b>Public Funding: Building Coalitions for Local &amp; State Ballot Initiatives</b> <i>Strategies for Ballot Success in a New Era</i>  <b>Presenters:</b> David Weinstein, <i>The Trust for Public Land</i>
3:15-3:45	<b>Break</b>
3:45 – 4:45 Session 7	<b>Water in the West</b> <i>Water funds &amp; municipal partnerships</i>  <b>Presenters:</b> Emily Olsen, <i>National Forest Foundation</i> ; Diana Lane, <i>The Nature Conservancy</i>
4:45 - 5:30 Session 8	<b>State Revolving Funds - State Finance Authority</b>  <b>Presenters:</b> Peter Stein, <i>The Lyme Timber Company</i> ; Tee Thomas, <i>Quantified Ventures (virtual)</i>
5:30 - 6:00	Shuttle to dinner
6:00 - 8:00 Session 9	<b>Dinner at The Cache (Ginger &amp; Baker, Mill Top room)</b> <i>Tapping Foundation Funding Beyond Grants</i>  <b>Speakers:</b> Jill Ozarski, <i>Walton Family Foundation</i> ; Jordana Barrack, <i>Mighty Arrow Family Foundation</i> ; Peter Stein, <i>The Lyme Timber Company</i>
8:00	Shuttle to Hotel

**Day 3: Wednesday, June 29**

8:00 - 8:30 am	Shuttle from Hotel
8:30 - 9:00	Announcements, Comments, and Questions
9:00 – 10:30 Session 1	<b>Case Presentations &amp; Outcome</b> <i>Team solutions and actual result</i>
10:30 – 11:00	<b>Break</b>
11:00 - 12:00 Session 2	<b>Federal-Private Partnerships</b> <i>Leveraging unconventional partnerships and increased innovation</i>  <b>*Livestream Session</b>  <b>Presenters:</b> <i>Kristin Thomasgard, Department of Defense Readiness and Environmental Protection Integration Program; Seth Gallagher, National Fish and Wildlife Foundation (NFWF); Claire Harper, US Forest Service</i>
12:00 - 1:00 Session 3	<b>Equity &amp; Justice at the Confluence of Conservation &amp; Finance</b>  <b>Presenters:</b> <i>Michael Childers, CSU Center for Equity and Justice; James Calabaza, Trees Water People; Jason Swann, Trust for Public Land; Kenya Crumel, National Black Food &amp; Justice Alliance</i>
1:00 - 2:30	<b>Lunch</b> <i>*Project Teams Announced, &amp; open time to meet</i>
2:30 - 3:30 Session 4	<b>Borrowing Money</b> <i>How and why to borrow money &amp; a borrower’s perspective</i>  <b>Presenters:</b> <i>Reggie Hall, The Conservation Fund</i>
3:30 - 5:00 Session 5	<b>Deal Doctor: Group &amp; Individual Project Challenges</b> <i>A “World Café” style open house to allow for consultation on individual and group projects</i>
5:00 - 6:00	Shuttle to Folks Farm (2917 South Taft Hill Road, Fort Collins, CO, 80526)
6:00 - 8:30	<b>Fortified Farm Dinner</b> <i>Joined by invited guests from CSU, local organizations, and Boot Camp alumni</i>  <b>Speakers:</b> <i>Jane Zelikova, CSU's Soil Carbon Solution Center; Ryan Smith, Danone; Mark Lewis, Trailhead Capital</i>
8:30	Shuttle to Hotel

**Day 4: Thursday, June 30**

8:00 - 8:30am	Shuttle from Hotel
8:30 - 9:00	Announcements, Comments, and Questions
9:00 - 10:00 Session 1	<p><b>Conservation Investing: Who, What, &amp; Why</b> <i>Background &amp; Context on the Conservation Investment Landscape, including Great Lakes Rapid Assessment</i></p> <p><b>*Livestream Session</b></p> <p><b>Presenters:</b> Peter Stein, The Lyme Timber Company, Leigh Whelpton, The Conservation Finance Network</p>
10:00 – 10:30	<b>Break</b>
10:30 - 11:15 Session 2	<p><b>Conservation Investing: Case Example</b> <i>This session will delve into a case example of the 25,000 acre BX Ranch transaction outside of Pueblo, CO done in partnership between the Palmer Land Conservancy, GOCO, and Lyme Timber Company.</i></p> <p><b>Presenters:</b> Peter Stein, The Lyme Timber Company; Ed Roberson, Palmer Land Conservancy; Galen Guerrero-Murphy, The Nature Conservancy</p>
11:15 - 12:30 Session 3	<p><b>Outcomes-Based Financing</b> <i>This session will delve into models of upfront capital for performance based outcomes</i></p> <p><b>Presenter:</b> Todd Appel, Quantified Ventures</p>
12:30 - 1:45	<p><b>Lunch</b> <i>Opportunity to meet with project groups</i></p>
1:45 - 2:45 Session 4	<p><b>State of Play for International Conservation Finance</b> <i>Survey of international approaches and recent trends</i></p> <p><b>Presenters:</b> Andy Seidl, Colorado State University; Sarah Mascola, The Nature Conservancy</p>
2:45 - 3:00	<b>Break</b>
3:00 - 4:00	<p><b>Wrap-up Questions &amp; Discussion</b></p> <p><b>Facilitators:</b> Peter Stein, The Lyme Timber Company; Jackson Moller and Leigh Whelpton, The Conservation Finance Network</p>
4:00 - 4:15	<b>Intro to the CSU Salazar Center for North American Conservation</b>
4:15 - 5:45	<b>Open</b>
5:45 - 6:00	Shuttle to Old Town Fort Collins
6:00 - 8:00	<p><b>Dinner at New Belgium Brewery</b> (500 Linden St, Fort Collins, CO 80524) <i>Working dinner for project teams</i></p>
8:00 - 8:30	<b>Shuttle to hotel</b>

**Day 5: Friday, July 1**

8:00 - 8:30am	Shuttle from Hotel
8:30 - 8:50	Final Prep for Presentations
8:50 - 9:00	<p>Introduction to the Dolphin Tank Dolphins:</p> <ul style="list-style-type: none"> <li>● <b>Peter Stein</b>, <i>The Lyme Timber Company</i></li> <li>● <b>Paul Hudnut</b>, <i>Mighty Arrow Family Foundation</i></li> <li>● <b>Beth Conover</b>, <i>CSU Salazar Center for North American Conservation</i></li> <li>● <b>Brad Gentry</b>, <i>Yale School of th Environment</i></li> </ul>
9:00 - 10:00	<b>Presentations Round 1 - Project Groups Present &amp; Discuss</b>
10:00 - 10:30	Break
10:30 - 12:00	<b>Presentations Round 2 - Project Groups Present &amp; Discuss</b>
<b>Conclusion and Next Steps</b>	
12:00 - 12:45	<p><b>The Conservation Finance Network, Resource Library, &amp; Concluding Thoughts</b> <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><b>Presenters:</b> Jackson Moller and Leigh Whelpton, <i>The Conservation Finance Network</i>; Peter Stein, <i>The Lyme Timber Company</i></p>
12:45 - 2:00	<p><b>Lunch</b> <i>Action Sheet &amp; Evaluation Forms; Course Certificates</i></p> <p><b>**Please submit your Action Sheet &amp; Evaluation Form before you leave</b></p>
2:00	Shuttle to Hotel