



Watershed Coordinator Initiative

Presentation to Calumet Stormwater Collaborative

April 7, 2023



Quantified Ventures works with pioneering organizations to design, capitalize, and scale investible solutions that improve the well-being of people and the planet.

Our SRF Solutions Team works to secure SRF financing for natural infrastructure projects.

Certified



Corporation

This company meets the highest standards of social and environmental impact

We are proud to be a certified B Corporation, doing business for good, and good business.





4%

Only 4% of Clean Water State Revolving Funds have been allocated to non-point source projects thus far.... but times are changing



\$55 Billion

The Bipartisan Infrastructure Law (2022) allocates \$44 billion to SRFs; 49% must be “free” over 5 years



**Relationships
to Utilities**

WS groups are the best partners that utilities aren't tapping into

Why Should We Care?



SRFs have the potential to be the largest impact investor on the planet



Flexible, 100% financing: can be structured for low rates, flexible repayments, sometimes with loan forgiveness (free \$), fixed terms up to 30 years.



Infrastructure Investment and Jobs Act (IIJA) dedicated significant additional money to the SRFs, requiring ~49% of capitalization grant be used for forgiveness (free \$)



SRFs are doubling in the upcoming 5 years



Beyond this—many SRFs have difficulty using all their funds, with currently \$6B in funds nationally unutilized

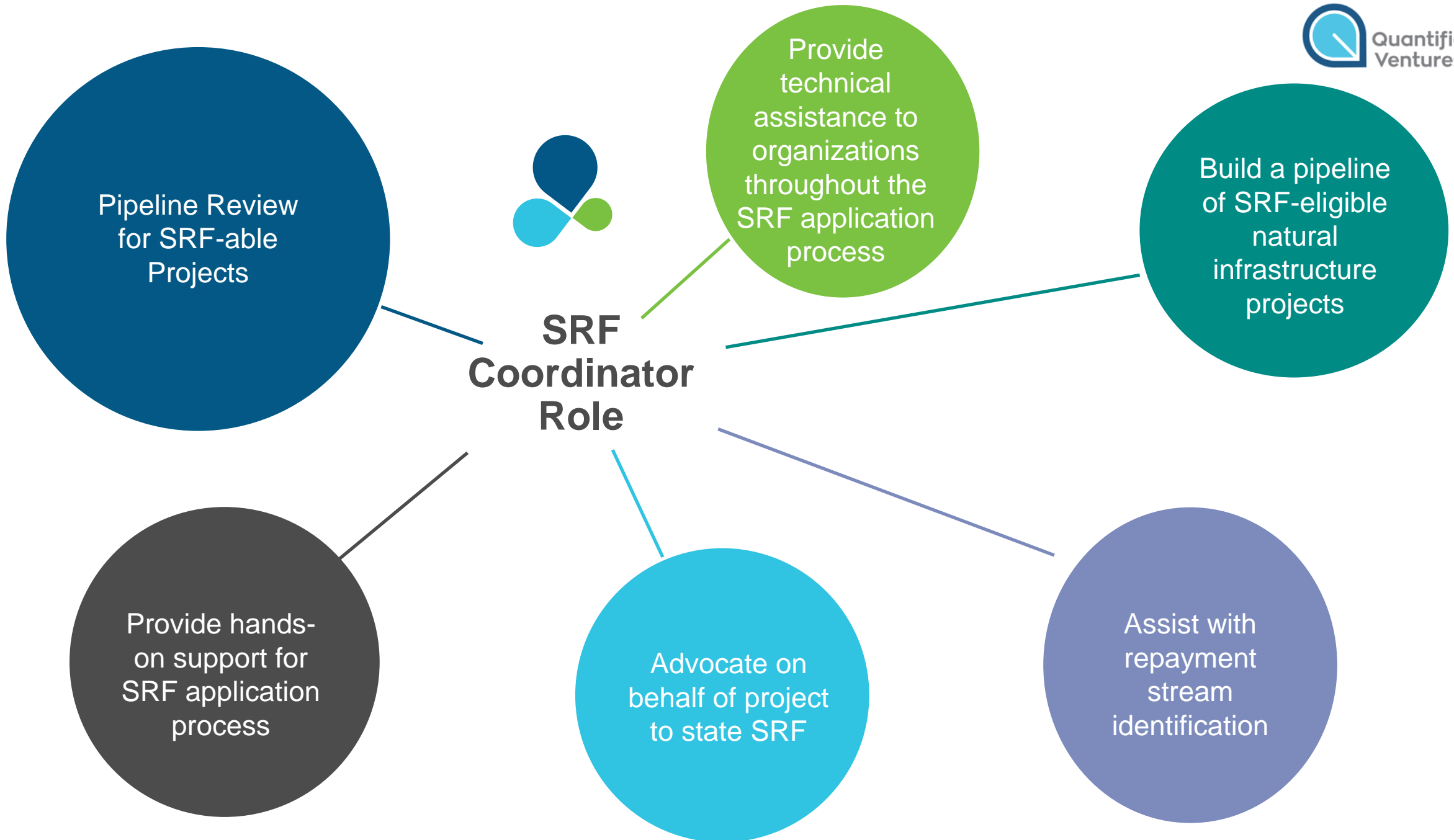


Why Don't SRFs bother with Non-Point Source (NPS) Projects?

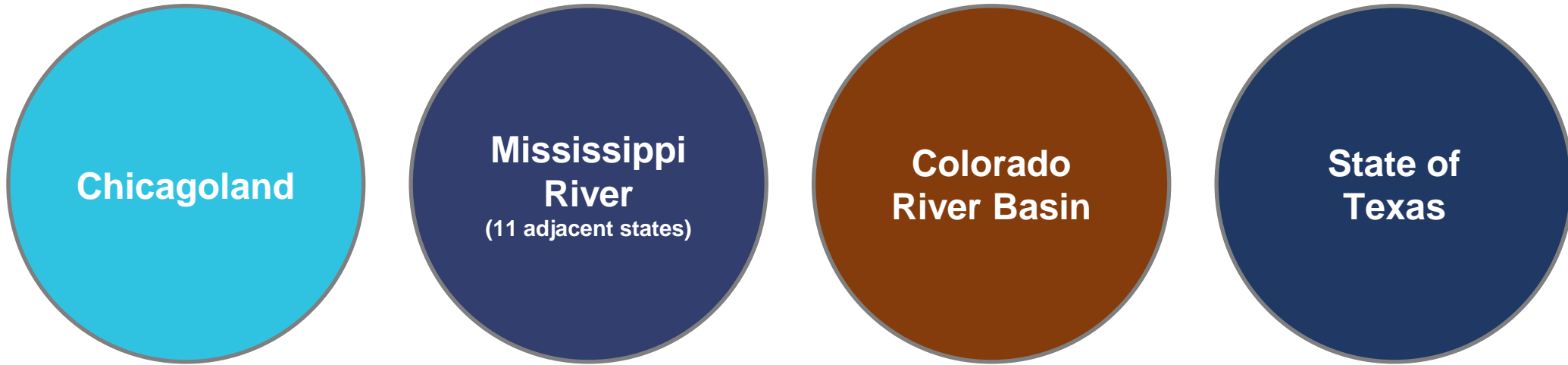
- Bias towards point source and perceived lack of demand
- No automatic “built in” user base
- Lack of understanding – NPS is critical to Natural Infrastructure
- Capacity challenges at the state level to do project development
- Bring together nonprofits, identify repayment/grant schemes, and develop tailored financing mechanisms



- NPS projects are the most cost-effective ways to deal with most water challenges
- WS/Conservation groups help fill a key capacity challenge of municipalities such as dealing with property/landowners, managing projects, and identifying and securing additional grant funds
- Many mission-aligned NPS projects also align with municipal needs
- Non-traditional water projects require a non-traditional skillset that utilities don't often have
- WS/Conservation groups have the trust of the community and know the key stakeholders



Watershed Coordinators in Four Geographies



Community of Practice



Climate Resilience



Partnership Development



Conservation



Improved Natural Infrastructure

How will the Coordinator work with watershed groups?



Support to the groups

- The Watershed Coordinator fully support the local groups and councils to provide SRF and funding/financing expertise



Project Pipeline Development

- Demonstrate need through development of a project pipeline in collaboration with watershed groups



Project Prioritization

- The Coordinator will work with watershed groups to prioritize projects based on funding/financing eligibility, local support, and readiness to proceed



Repayment Streams

- Carbon markets
- Municipal support
- StormStore
- Other grant sources





Demonstrated Demand

Increased applications to the SRF and funding requests to grant programs will drive attention and additional \$\$ to NBS



New & Stronger Partnerships

NBS projects take a village to implement. We will help identify partnerships and opportunities for future collaboration



Access Funding

The funding for NBS exists but challenging to access. WSCs will help remove barriers to new and greater funding/financing.

Next Steps / Timeline

- Hiring: Three of the four WSC's have started, with the 4TH joining QV in 2 weeks
- Onboarding and introducing the Coordinators to key stakeholders in each region
- Immediately start to identify projects and provide support to get funding/financing via the SRF and other creative solutions
- Training WSCs to be most effective in their local watershed/geography
- Don't wait for us to contact you, let us know if you have projects!

Questions?

**National Initiative –
Shaun O'Rourke
631-807-4221**

SORourke@quantifiedventures.com

**MS River Basin –
Becca Trueman
502-632-3240**

Trueman@quantifiedventures.com

**Chicago –
Staci Orr Gardner
317-833-5758**

SOrrGardner@quantifiedventures.com