



# Workshop October 5, 2016

Credit Suisse office, New York

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**Coalition for Private Investment  
in Conservation (CPIC)**

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# First CPIC Workshop

## Agenda

9.00 - 9.05	Welcome – Wilson Ervin (Credit Suisse)
9.05 - 9.45	<b>Session 1: Introductions</b>
9.45 - 11.00	<b>Session 2: Structure of the Coalition</b>
11.00 - 11.15	<i>Break</i>
11.15 - 12.30	<b>Session 3: Blueprint Development</b>
12.30 - 2.00	<i>Lunch Break</i>
2.00 - 3.00	<b>Session 4: Comms/Research/Convenings</b>
3.00 - 3.15	<i>Break</i>
3.30 - 3.45	<b>Session 5: Wrap Up and Announcements</b>
3.45 - 4.00	<b>Close</b>

# SESSION 1: Introductions

*Intended outcome:*

Participants are familiar with other members and have articulated their expectations for the Coalition and their own interest in participating

# Session 1: Introductions

## 30 Endorsing Institutions as of October 5



# Session 1: Introductions

## Registered Workshop Participants

Name	Institution	Name	Institution	Name	Institution
Balloch Susan	Global Impact Investing Network (GIIN)	Henschel Chris	FSC	Scott Joshua	Global Impact Investing Network (GIIN)
Band Larry	Consultant	Herbertson Paul	Fauna & Flora International	Silvani Agustin	Conservation International
Bauer Wolfgang	Credit Suisse (via WebEx)	Hickey Valerie	The World Bank (via WebEx)	Stevens Todd	Wildlife Conservation Society (via WebEx)
Berg Martin	European Investment Bank	Huwylar Fabian	Credit Suisse (via WebEx)	Thiele Torsten	Global Ocean Trust (via WebEx)
Bloomgarden Eron	Encourage Capital	Iyer Venkat	Wildlife Conservation Society	Tobin John	Cornell University
Boltz Fred	Rockefeller Foundation	Ingram Paulus	ARC Fiduciary	Vera Manuel B.	RARE (via WebEx)
Bos Gerard	IUCN (via WebEx)	Kaiser Charlotte	The Nature Conservancy / NatureVest	Victurine Ray	Wildlife Conservation Society (via WebEx)
Caldecott Ben	Smith School – Oxford (via WebEx)	Kelly Leonie	Zoological Society of London (via WebEx)	Watanabe Yoko	Global Environmental Facility
Cleary Sabrina	Zoological Society of London (via WebEx)	Knowles Christopher	European Investment Bank	Whelpton Leigh	The Conservation Finance Network (via WebEx)
Crowley Helen	Kering (via WebEx)	Krushelnyska Olha	Global Environmental Facility	White Elizabeth	IFC (via WebEx)
Deutz Andrew	The Nature Conservancy	Larrea Joan	Convergence (via WebEx)	Wright Heather	Gordon and Betty Moore Foundation
Ervin Wilson	Credit Suisse	Larsfalten Carina	The B Team (via WebEx)		
Ettstaller Georg	Credit Suisse (via WebEx)	Lawton Jane	The B Team (via WebEx)		
Evans Vanessa	Fauna & Flora International (via WebEx)	Malik Peter	Global Impact Investing Network (GIIN)		
Ferri Andrea	Conservation Finance Network (via WebEx)	McCauley David	WWF-US		
Fonseca Gustavo	Global Environmental Facility (via WebEx)	Moye Melissa	WWF-US		
Galvin Dale	RARE	Parr Mike	American Bird Conservancy (via WebEx)		
Garbaliuskas Romas	Conservation International	Quatrini Simone	UNCCD (via WebEx)		
Gibbons JP	USAID	Queru Gautier	Mirova (via WebEx)		
Goldstein Alexandra	Conservation International (via WebEx)	Rodgers David Elrie	Global Environmental Facility (via WebEx)		
Groves Dave	White House Council on Environmental Quality	Roy Helene	Rainforest Alliance		
Gutman Pablo	WWF-US (via WebEx)	Schuster Daniel	Credit Suisse		
Hawkins Frank	IUCN	Scofield Stephen	South Pole Carbon (via WebEx)		

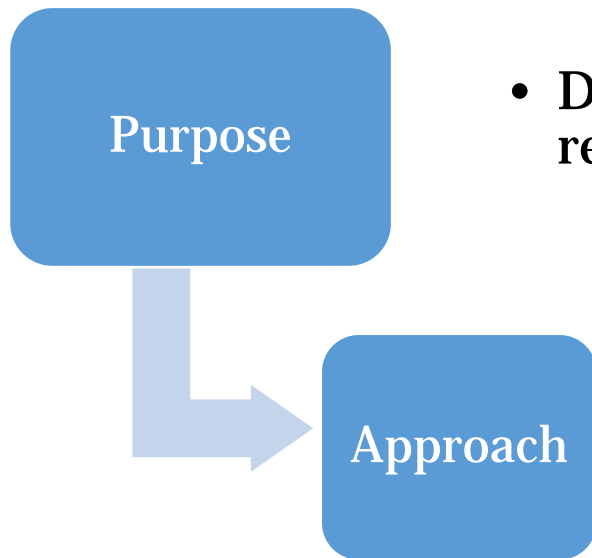
# SESSION 2:

# Structure of the Coalition

*Intended outcome:*

- 1) clear expectations about what the Coalition will seek to do in the medium term, as well as in the next six months to get itself established, and a common understanding of expectations for what coalition partners should be prepared to contribute to the work of the Coalition
- 2) common understanding of the governance model we are putting forward for the Coalition, and any revisions agreed, if we need to make adjustments

# Session 2: Structure of the Coalition Roadmap



- Deliver a material increase in private, return-seeking investment in conservation

Coalition Function	Output
<b>Create blueprints</b> for investable conservation projects	Investment Blueprints
<b>Connect “pipeline providers”</b> with deal structuring support and other resources	Deal structuring capacity
<b>Convene</b> conservation project <b>delivery parties with</b> public and private <b>investors</b>	Project investment
Share information to <b>foster the transition</b> from discrete projects <b>to investable products at scale</b>	Capacity for scale and replication

# Session 2: Structure of the Coalition

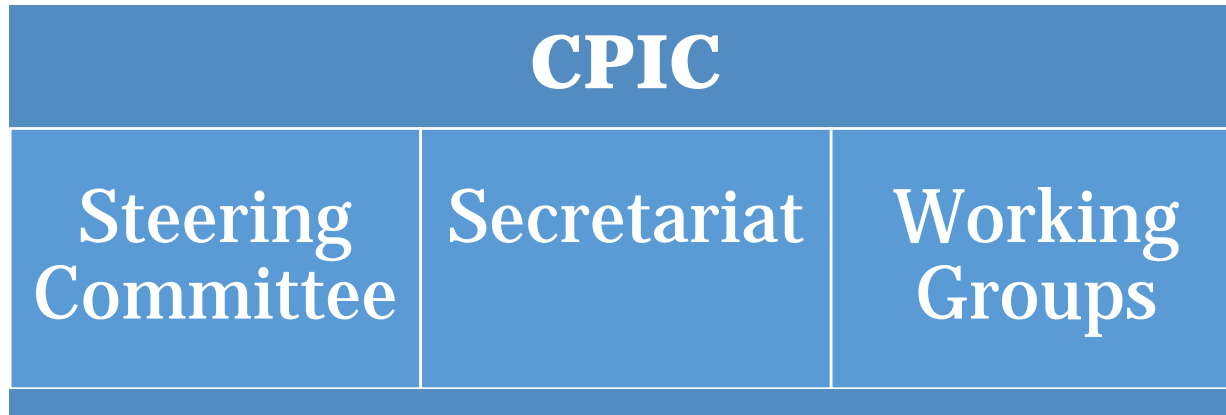
## Partners' Contributions

- We expect partners to contribute time, money and/or to own specific deliverables
- Participation in the Coalition is free of charge, however partners must undertake the fulfillment of the following partner requirements:
  1. Demonstrate commitment to conservation investment
  2. Endorse at high level the CPIC *Statement of Intent* and agree to institution being listed as CPIC endorser in public documents, presentations and electronic media
  3. Lead or engage in Working Groups and Events and/or
  4. Contribute funding to blueprint development and/or Secretariat
- Joining the Coalition is by approval of the Steering Committee and commitment to satisfy the requirements listed above



# Session 2: Structure of the Coalition

## Proposed Governance



- ✓ CPIC led by a Steering Committee and facilitated by a Secretariat
- ✓ Partners collaborate in Working Groups to deliver core activities in pursuit of the Coalition's objectives
- ✓ Proposal: Current Steering Committee of four initiating organizations continues to serve through 2016; trial with GIIN as facilitator through 2016

# SESSION 3:

# Blueprint Development

*Intended outcome:*

- 1) common understanding of how we expect the blueprint development process to unfold
- 2) working groups are established and
- 3) leaders have self-selected to lead working groups and individual blueprint development

# Session 3: Blueprint Development

## Blueprint Outline

- Investment blueprints will consist of the following information:
  1. **Conservation needs assessment and mapping**  
*Activities:* Description of conservation need, scale and scope of activities to address need, delivery capacity required, metrics
  2. **Financial activity**  
*Activities:* Description of cash flows and value creation over time
  3. **Investment model**  
*Activities:* Assessment of preferred forms of investment capital, model capital structure, terms of capital-at-risk/grants
  4. **Place-based and functional capacity required**  
*Activities:* Origination, investment structuring, underwriting and asset management

# Session 3: Blueprint Development

## Working Groups

- We are seeking working group leads and participants that drive the blueprint development on the five themes

Theme	Working Group Leads
Forest landscape restoration	?
Sustainable agricultural intensification	?
Sustainable coastal fisheries	?
Coastal resilience	?
Watershed management	?

- Ideally, each Working Group will be co-led by a finance organization and a non-governmental organization
- Discuss project development resources for working groups

# SESSION 4:

# Communications/Research

*Intended outcome:*

- 1) agree on strategies to move ahead on communications, research and convening
- 2) agree on production of research as well as more general outreach and communications materials, and their deployment
- 3) consider and agree on timing and priority of convening activities, both internal and external to Coalition

# Session 4: Communications/Research/Convenings

## Objectives: Communications

- The aim is to conduct a small number of additional events to promote the establishment of the Coalition, especially with the private sector and others (ex. institutional investors) not present in large numbers in Hawai'i on September 2
- The following events are currently considered:
  - GIIN Investor Forum in Amsterdam from Dec. 7-8
  - Convention on Biological Diversity COP in Cancun from Dec. 4-16
  - World Economic Forum in Davos from Jan. 17-20, 2017
- We also seek to further communicate the launch of the initiative through other channels including the media

# Session 4: Communications/Research/Convenings

## Objective: Research

- An important part of the work of the Coalition will involve producing a select set of thought leadership pieces, reports and papers that support the overall aims of the effort
- These should provide the intellectual underpinning of the Coalition's applied work, and be viewed as R&D work
- Coalition partners should weigh in on the relative importance of the questions to be addressed
- Partners will prioritize research that would accelerate blueprint development and capital deployment

# Session 4: Communications/Research/Convenings

## Objectives: Convenings

- **Bringing together individuals and organizations that would not normally communicate on these matters is a key aim of any cross-sector coalition**
- **We need to decide how often and in what way the overall Coalition and its component working groups should come together**
- **In addition, the Road Map explicitly addresses the need to bring together project pipeline providers with deal structuring and other expertise**
- **The Road Map also addresses the need to convene project parties with the investment community**



# SESSION 5:

# Wrap Up

*Intended outcome:*

- 1) announcements about financial or other resourcing commitments to the Coalition
- 2) determine next Steering Committee meeting to finalize governance model and additional participation
- 3) agreement on a next meeting/call for each working group and November report-out

# Thank You for Participating