A photograph of a water treatment plant at night. The scene is illuminated by various lights, including bright yellow and white lights on the structures and blue lights on the walkways. Large cylindrical tanks and complex piping are visible, with water being treated in a basin in the foreground. The sky is a deep blue, and the lights create a starburst effect. The entire image is framed by a white curved shape on the left side, which contains the text.

# Working Collaboratively to Fund Water Infrastructure Needs: State and Foundation Water Finance Partnerships

*June 23, 2020*

This webinar is sponsored by EPA's Office of Wastewater Management.

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# AGENDA

June 23, 2020

1

## Welcome and Agenda Overview

2

## Zoom Overview

3

## Speakers

- Tara Johnson, EPA Water Finance Center
- Jalonne White-Newsome, Kresge Foundation
- Bret Weingart, Assistant Director Utilities Department, City of Oklahoma City and Joe Freeman, Chief of Financial Assistance Division, Oklahoma Water Resources Board

4

Q&A

# State and Foundation Water Finance Partnerships



Tara Johnson  
EPA Water Finance Center

# Water Infrastructure Needs in the U.S.

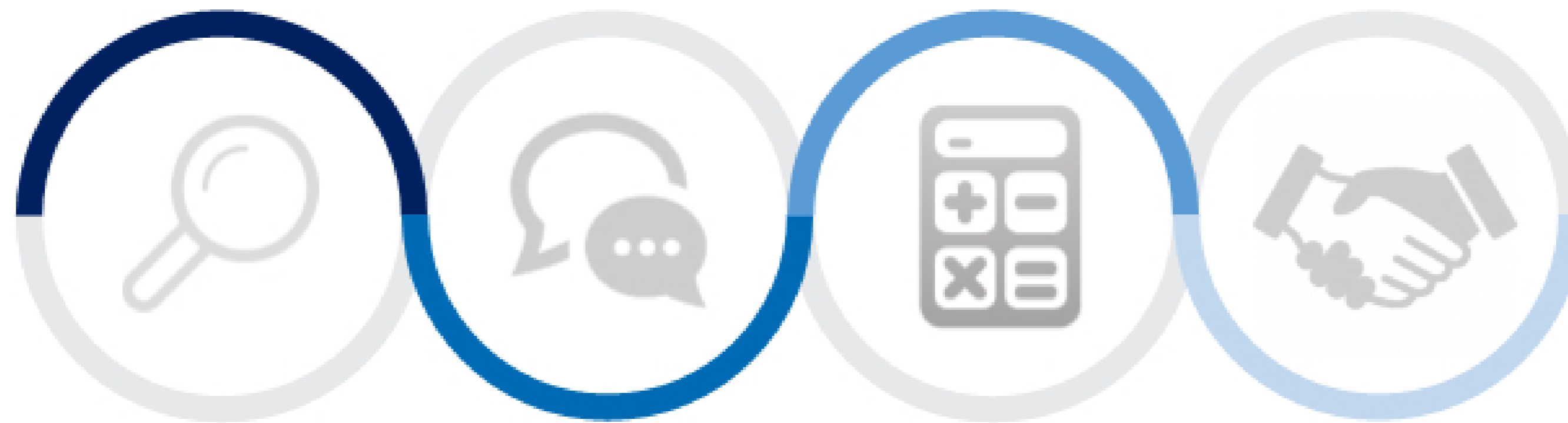
- Water sector infrastructure needs are increasing across the country.
- These needs include drinking water, wastewater, stormwater, decentralized wastewater, and even septic systems.
- While EPA strives to address this need through several funding programs, we understand this need is still unmet.

According to EPA's estimate of drinking water and wastewater needs, over \$743 billion is needed over the next 20 years for water infrastructure improvements. When taking into account operation and maintenance, external estimates can be as high as \$1 trillion.



# Water Infrastructure and Resiliency Finance Center

The Water Finance Center is an **information and assistance center**, helping communities make informed decisions for **drinking water, wastewater, and stormwater infrastructure** to protect human health and the environment.



Research

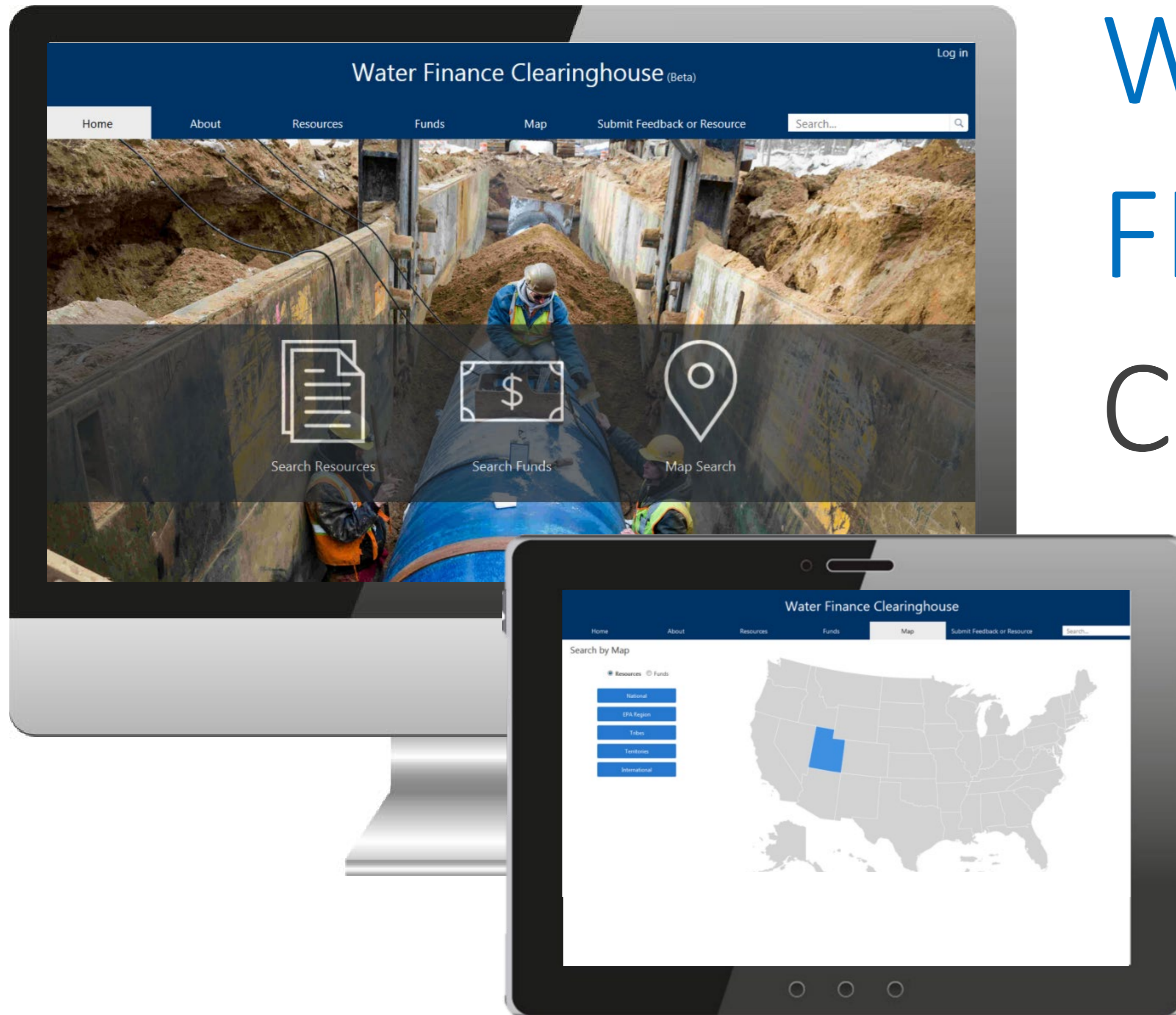
Advise

Innovate

Network

[www.epa.gov/waterfinancecenter](http://www.epa.gov/waterfinancecenter)

# WATER FINANCE CLEARINGHOUSE



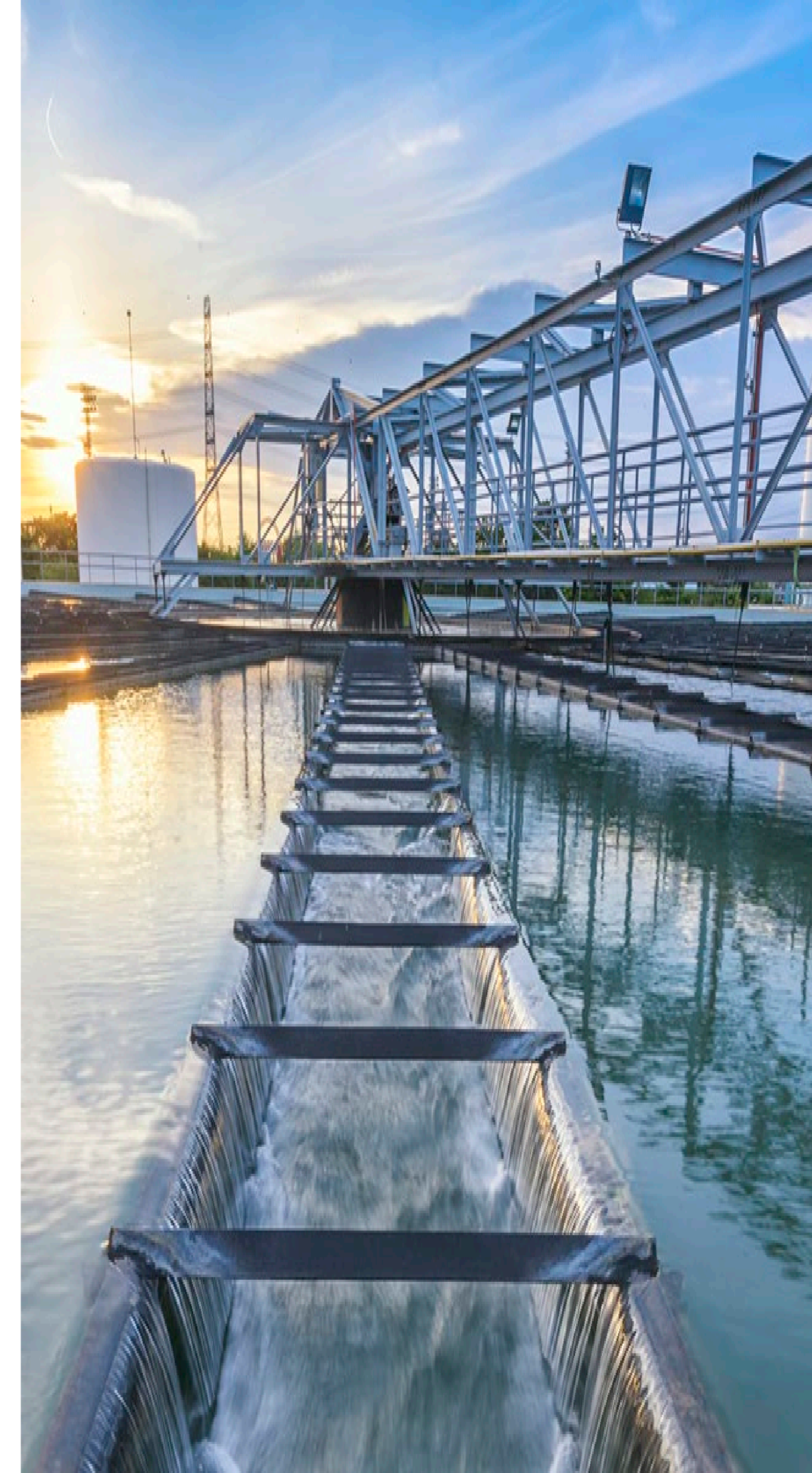
## Meeting the Needs of Key Stakeholders

The Water Finance Clearinghouse is an **easily navigable web-based portal** that helps communities locate **information** and **resources** that will assist them in making **informed decisions** for their drinking water, wastewater, and stormwater **infrastructure** needs.

[www.epa.gov/wfc](http://www.epa.gov/wfc)

# Keys to Successful Funding Coordination

- Meet in person with funding partners and utilities
- Foster and maintain relationships with funding partners
- Maintain marketing materials, including a user-friendly website



# Interagency Funding Coordination Activities



Joint Marketing/Outreach



Application Assistance



Funding Schedules



Regular Project Review Meetings



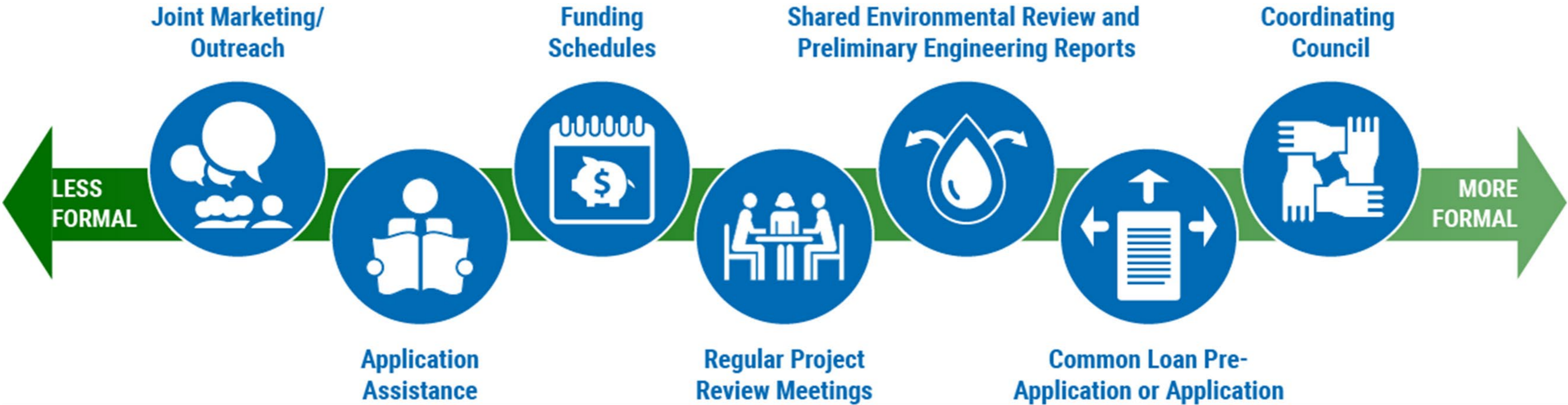
Shared Environmental Review & Preliminary Engineering Reports



Common Loan Pre-Application or Application



Coordinating Council



Continuum of State-Level Funding Coordination Activities



# Role of State-Level Funders and Philanthropic Foundations

How do state-level funders coordinate with each other to reduce burdens for resource-constrained borrowers?

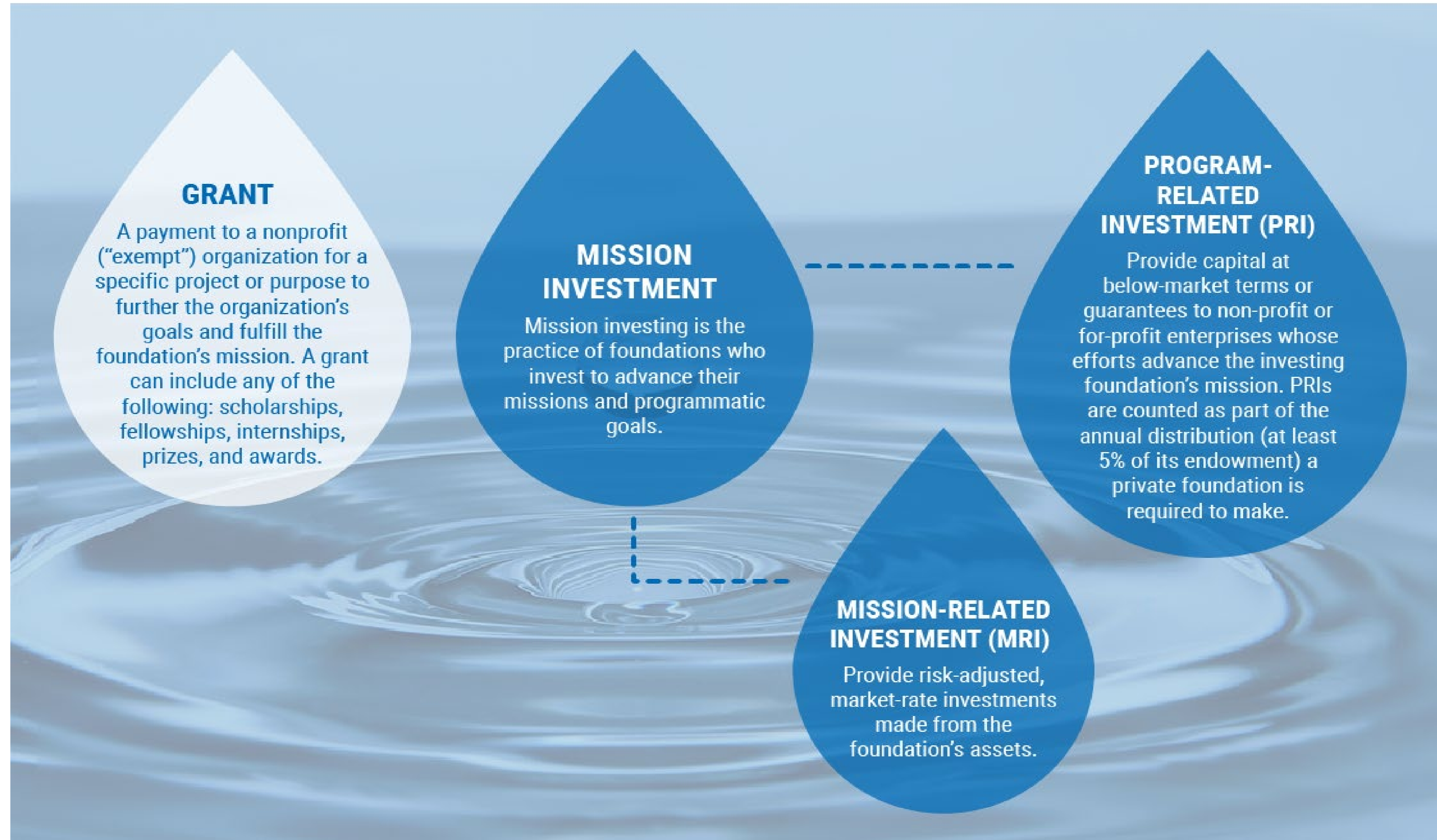
How are foundations structured and how can foundation funds be used?

How can state-level funders and foundations build relationships to expand funding for community water infrastructure projects?

What opportunities are there for foundations to support water sector investments to increase community benefits and spur innovation?



# How Does Foundation Funding Work?





# Advancing Water Work through Foundation Partnerships

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Jalonne White-Newsome  
Senior Program Officer  
Environment Program at the Kresge  
Foundation



# Advancing water work through Foundation Partnerships

Dr. Jalonne L. White-Newsome  
The Kresge Foundation

June 23, 2020



- National private foundation
- Goal: Expanding opportunities in America's cities
- Invests more than \$160 million annually to foster economic and social change
- Seven program areas and a Social Investment Practice



**AMERICAN CITIES PROGRAM**



**ARTS & CULTURE PROGRAM**



**DETROIT PROGRAM**



**EDUCATION PROGRAM**



**ENVIRONMENT PROGRAM**



**HEALTH PROGRAM**



**HUMAN SERVICES PROGRAM**



**SOCIAL INVESTMENT PRACTICE**



***Vision:** Urban storm water and wastewater systems are resilient to climate change and provide reliable and equitable services to communities.*



### **Our Strategies:**

- ✓ **Convening urban leaders**
- ✓ **Providing cities with evidence to make the case**
- ✓ **Invest in cities to become exemplars**

Bringing together water utility leaders, municipal GSI managers, community organizers, engineers and project developers, environmentalists and others to make sure those stakeholders have the technical information they need to develop climate-informed equitable water solutions, as well as the knowledge and tools needed to address the systemic and institutional racism that pervades the water sector.

## CREWS Initiative Partners (as of 6/1/2020)

### Building Urban Leadership

#### *Municipal/Utility Peer Learning*

- Green Infrastructure Exchange
- U.S. Water Alliance
- Southeast Sustainability Directors Network

#### *CBO/NGO Peer Learning*

- Anthropocene Alliance
- PolicyLink
- Council of Michigan Foundations
- Groundwork USA
- River Network
- Deep South Center for Environmental Justice
- Rose Foundation for Communities and the Environment

### Build Case & the Enabling Environment

#### *Applied Research*

- Fair Share Housing Center
- The Nature Conservancy (National)
- The New School

#### *Evidence Base*

- **Earth Economics**
- Center for Neighborhood Technology

#### *Policy*

- Freshwater Future
- Green Latinos
- Hip Hop Caucus
- National Wildlife Federation (Clean Water for All Coalition)

### Non-traditional Approaches

#### *Financing Models*

- Chesapeake Bay Foundation
- Green Print Partners
- National Fish and Wildlife Foundation
- World Resources Institute

#### *Training / TA – Other Models*

- American Rivers
- **The Water Center @ Penn**

#### *Place-based Exemplars*

- Milwaukee Water Commons
- Duwamish River Valley Coalition
- National Wildlife Federation EJ & Urban Initiatives Program
- Eco Action
- **The Funders Network for Smart Growth and Livable Communities**
- Healthy Schools Campaign
- New Jersey Future

**Field Building/Cross Program** Georgetown Climate Center  
Trust for Public Land



## Let's start with the basics....

What is *philanthropy*?

What is the *role & value* of a foundation?

How *do you begin* to work with a foundation?

*Examples* of Kresge supported partnerships in the water sector (there are many more!)

## Basic concepts

### Philanthropy:

- Means love for mankind; voluntary giving to promote common good
- Refers to grants of money given by foundations to non-profit organizations that support a variety of activities: research, health, education, arts and culture, alleviating poverty

### Types of Foundations

Private Foundation	Community Foundation	Corporate Foundation
<ul style="list-style-type: none"> <li>• A nongovernmental, nonprofit organization with funds usually from a single source, such as an individual, family, or corporation</li> <li>• managed by its own trustees or directors</li> <li>• established to maintain or aid social, educational, religious, or other charitable activities serving the common welfare, primarily through grantmaking</li> <li>• tax-exempt under Section 501(c)(3) of the Internal Revenue Code</li> <li>• Example: The Rockefeller Foundation</li> </ul>	<ul style="list-style-type: none"> <li>• tax-exempt, nonprofit, autonomous, publicly supported, philanthropic institution</li> <li>• composed primarily of permanent funds established by many separate donors of the long-term diverse, charitable benefit of the residents of a defined geographic area</li> <li>• typically, a community foundation serves an area no larger than a state</li> <li>• Examples: The Cleveland Foundation is the oldest; the Silicon Valley Community Foundation is the largest</li> </ul>	<ul style="list-style-type: none"> <li>• A company-sponsored foundation is a private foundation that derives its grantmaking funds primarily from the contributions of a profit-making business</li> <li>• maintains close ties with the donor company</li> <li>• more than 2,000 corporate foundations in the United States</li> <li>• Example: Coca-Cola Foundation</li> </ul>

## Our role...

- Stay on mission
- Adhere to a *theory of change* or a *strategy*
- Fulfill IRS reporting requirements (990-Form, give a % of what you earn)
- Payout a minimum of 5 percent of the value of its endowment
- Guidance and support of the guiding body of that organization (i.e. Trustees, the family)
- Maintain a program operations system for receiving, reviewing and deploying grant funds and program related investments
- Deploy different forms of capital (grants, Program related investments)

## Our value...

- The ability to view things whole
- The ability to deploy a wide variety of tools
- The ability to take risks
- The ability to elevate the voice and needs of marginalized people
- To convene, build a community of learning & practice
- Expand the conversation
- Use our influence for good
- Support learning and evaluation of large bodies of work
- Deploy support in times of crisis
- Address hard issues
- Support advocacy, research
- Be a good partner

## How do you begin to work with a Foundation?



- Develop a concept, problem, or project of interest
- What are your needs?
  - Grant funds: flexible project support
  - Program Related Investments (PRIs): loans, guarantees, equity investments
- Explore your internal infrastructure: can you receive funds from foundations?
- Research foundations that are deploying funds in your area of interest
- Begin a conversation, with that foundation, which could lead to:
  - More conversation...
  - A letter of intent
  - Request for a proposal
  - Advice
  - Introductions to another funder

## Where to begin?

- Research
- Talking with colleagues that might have more experience with foundations
- Partnering with other non-profits (community based organizations, NGOs, etc.)

Candid at a glance

CHOOSE A PLAN FEATURES FAQ BLOG

FOUNDATION DIRECTORY ONLINE  
by Candid.

Username or e-mail Password LOG IN CHAT

Forgot your username, e-mail or password?

**Win more grants. Make a bigger difference.**

To win grants, you need the most up-to-date, complete information you can get about grantmakers and the grants they've made. How can you get that? Only from the comprehensive database and powerful search tools Foundation Directory Online offers.

**SUBSCRIBE**

**90% of U.S. Foundations don't have websites.**

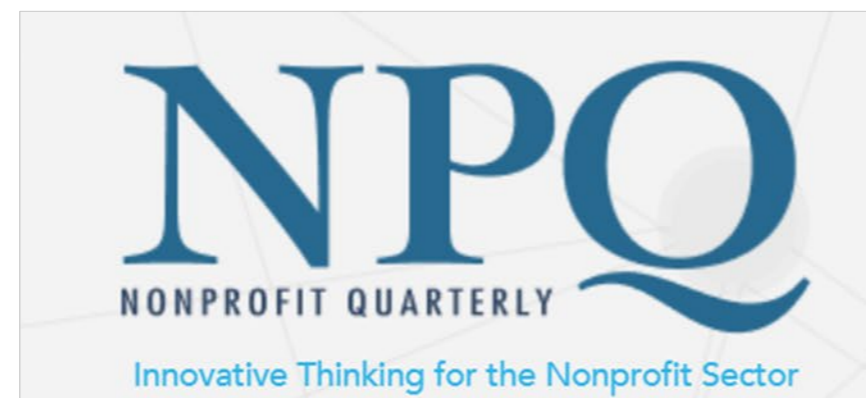
With Foundation Directory Online, you can put Foundation Center's extraordinary database and fundraising expertise to work for your organization, project, or client, while uncovering information on all 225,000 U.S. Foundations. It's the smartest, fastest way to win more funding.

FDO Professional

<https://fconline.foundationcenter.org/>

## Funder Publications

THE CHRONICLE OF  
**PHILANTHROPY**



Inside **Philanthropy**

**Alliance**  
For philanthropy and social investment worldwide

## Funder Affinity Groups

- Council on Foundations
- Exponent Philanthropy
- Health and Environmental Funders Network
- Foundation Center
- GEO
- PEAK Grantmaking
- Technology Affinity Group
- United Philanthropy Forum
- The Water Research Foundation
- The Funder's Network for Smart Growth and Liveable Communities
  - Urban Water Funders Group

## Examples of partnerships



# URBAN WATER FUNDERS



**PARTNERS**  
**FOR PLACES**

Matching grant program that enhances local capacity to build equitable and sustainable communities in the United States and Canada. The fund incentivizes local government water departments/utilities and foundation partnerships by pairing national and local philanthropic funding sources. These one-to-one matching awards support the planning and implementing of green stormwater infrastructure (GSI).

<https://www.fundersnetwork.org/partners-for-places/>





the **green** infrastructure  
leadership exchange



- GIX is a national network of over 90 municipal leaders working to advance GSI
- Since 2015, we have supported GIX in the following activities:
  - Networking and solution-sharing
  - Technical workgroups
  - Shared learning platforms
  - Collaborative grant program
  - Equity Training for members
  - Support with operationalizing racial equity
  - International Learning Exchanges
  - Research into critical issues

# Exploring Environmental Impact Bonds



## ENVIRONMENTAL IMPACT BONDS:

# Lessons Learned in the Chesapeake Bay

**Investing in Green Infrastructure to Save the Bay**

Stormwater is a growing source of pollution in the Chesapeake Bay watershed and represents a significant challenge to meeting Bay cleanup goals by 2025.

To help local governments tackle this pollution, the Chesapeake Bay Foundation (CBF) partnered with outcomes-based capital firm Quantified Ventures (QV). The idea was to structure Environmental Impact Bonds (EIBs) to finance green infrastructure projects in cities in the Chesapeake Bay Watershed. These projects can include bioswales, rain gardens, constructed wetlands, pervious pavement, and green roofs that naturally slow the flow of stormwater from urban landscapes.

**The bonds use a Pay for Success financing model to support projects that achieve environmental and socio-economic goals in Bay communities.**

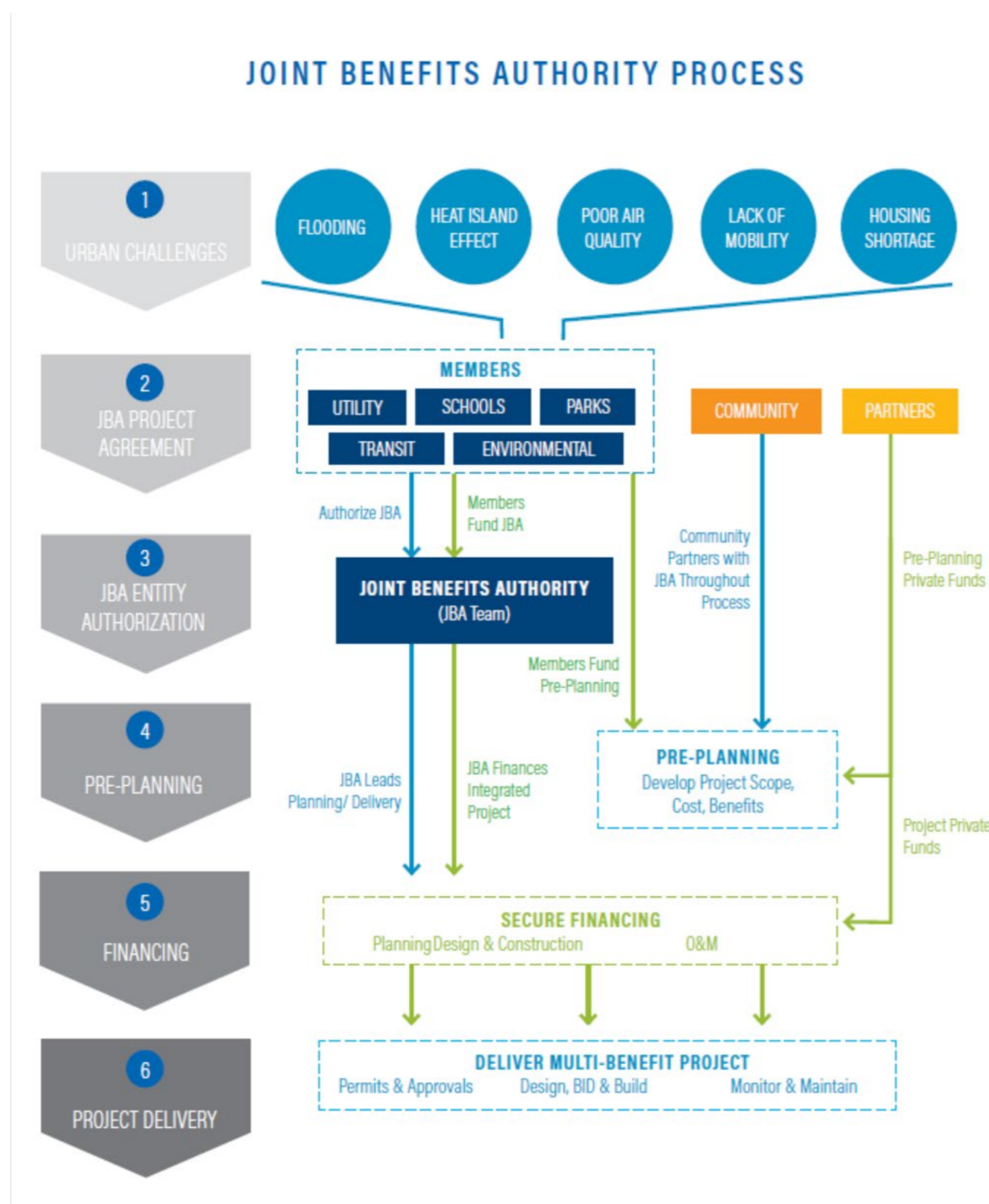
**CHESAPEAKE BAY FOUNDATION**  
Saving a National Treasure

### The Pay for Success Model

- Supported Chesapeake Bay Foundation (CBF) to explore how innovative financing can be used to advance GSI
- CBF reached out to 45 municipalities to explain the ‘pay for success’ concept
- The cities of Baltimore, MD & Hampton, VA are in process
- Funded work discovered critical lessons for the field
- EIBs therefore allow local governments to share project risks with investors who care about environmental and social outcomes

**GREENPRINT  PARTNERS**

**St. Louis is a mid-sized city of 311,000 people on the banks of the Mississippi River. St. Louis Metropolitan Sewer District is one of a handful of forward-thinking water authorities offering private landowners grants to install green infrastructure. However, mission-driven organizations often miss the chance to participate because they lack the staff capacity and upfront capital needed to complete these projects.**



- A **Joint Benefits Authority (JBA)** is a mechanism that allows multiple government agencies or departments to jointly plan, implement, and fund projects that produce a range of co-benefits.
- A JBA **can unite multiple agencies** behind the project by allowing each to pay for specific outcomes relevant to its mission.
- The **goal is to advance social equity through inclusive and integrated implementation, focusing on GSI projects** with multiple co-benefits such as clean air and water, flood resilience, ecological health, urban greening, and neighborhood beautification.

The **World Resources Institute**, *Encourage Capital*, *Liquid Assets Project* and the *San Francisco Public Utility Commission* are partnering to pilot this model.

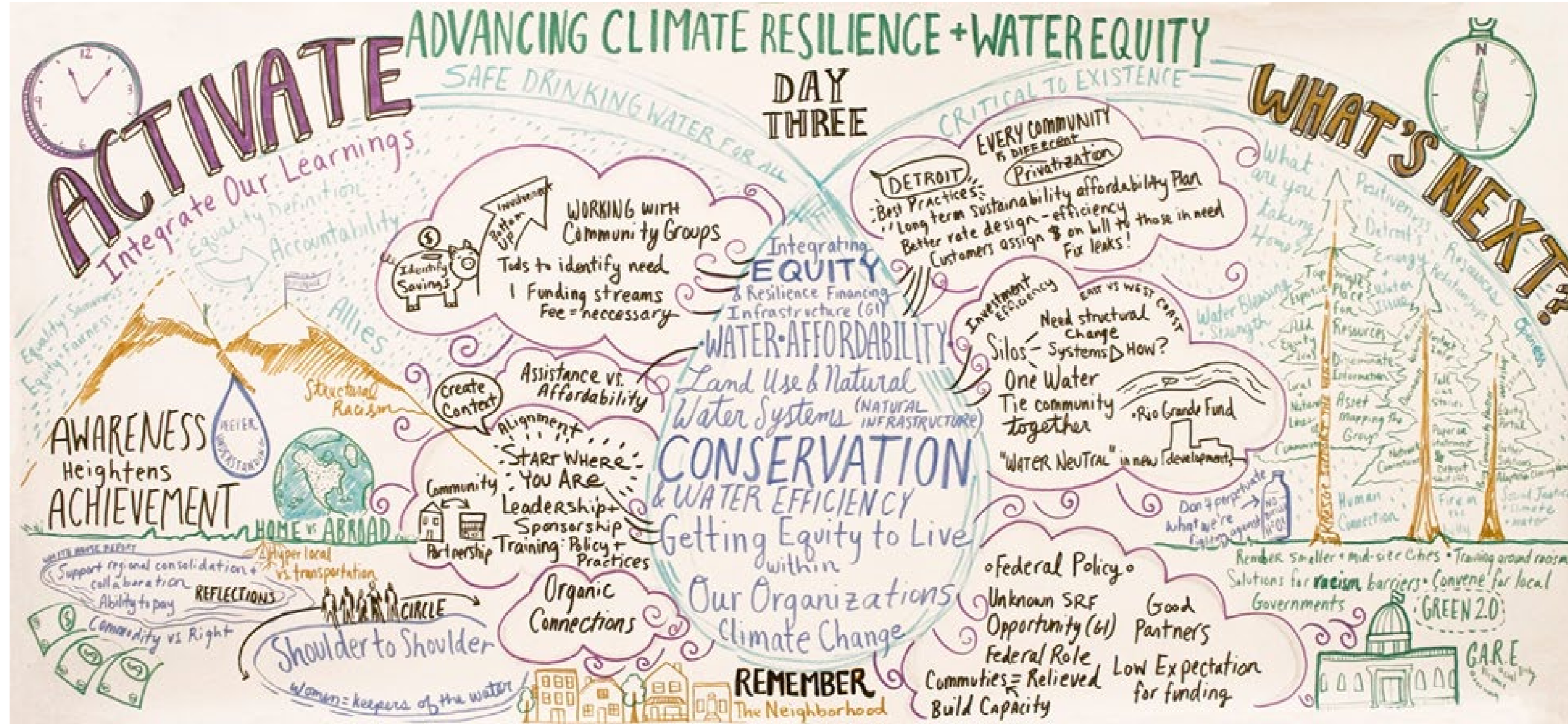


Water Equity Task Force in Camden, New Jersey  
Including cross-sector teams from the cities  
of Atlanta, Buffalo, Camden, Cleveland,  
Louisville, Milwaukee and Pittsburgh.

- US Water Alliance: national organization that supports a range of water leaders - water providers, business leaders, environmental organizations, the agricultural sector, community stewards – to accelerate water investments, management and education.
- Some of the efforts to build partnerships include:
  - The Water Equity Taskforce
  - Climate Resilience Bootcamp
  - Water utility leaders roundtable
  - Water Equity Framing Paper
- Cohort style learning has advanced understanding of the challenges, opportunities, and promising interventions to promote equitable water management.

Supporting a range of NGOs – environmental, community-based, environmental justice, social justice organizations - to work in collaboration with municipal and water leaders





Dr. Jalonne L. White-Newsome

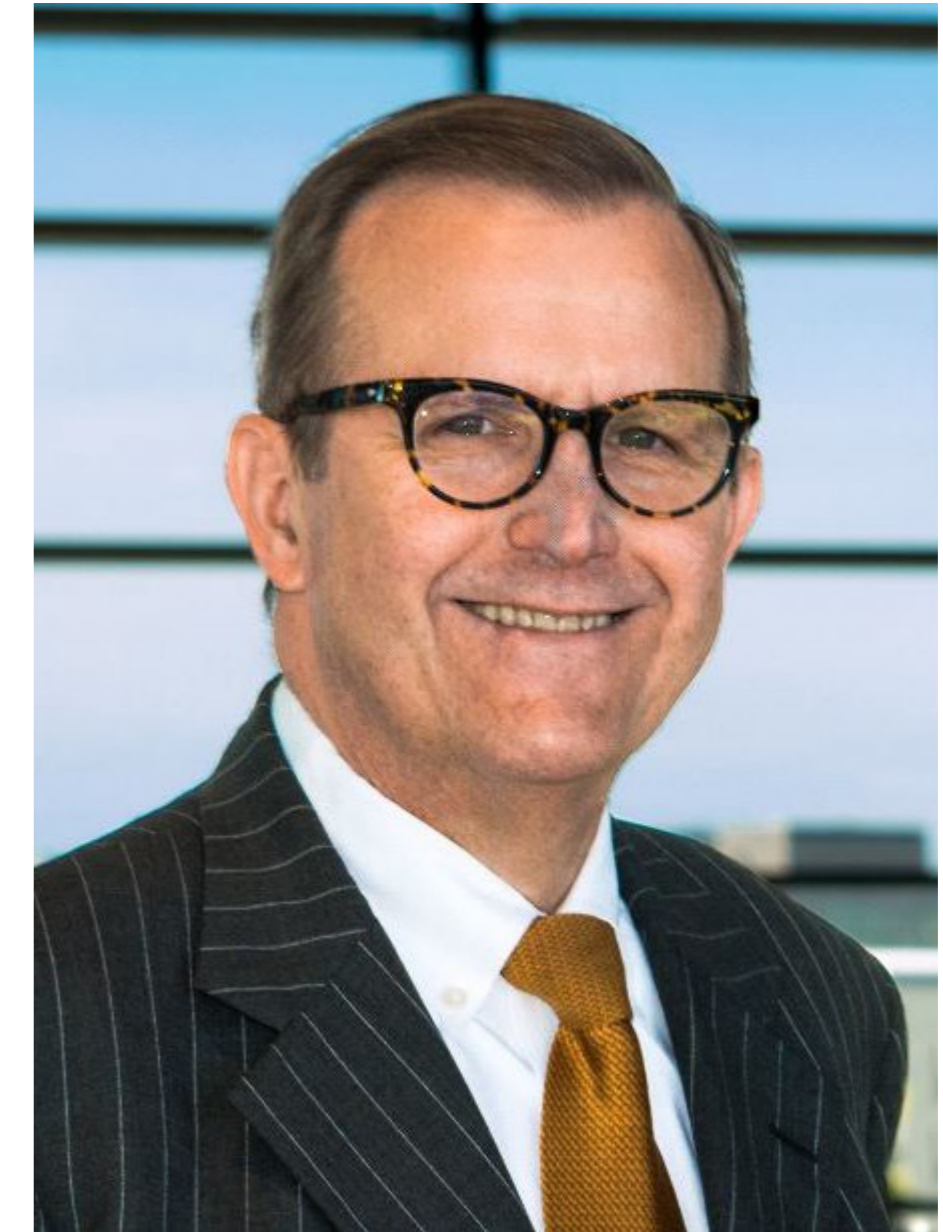
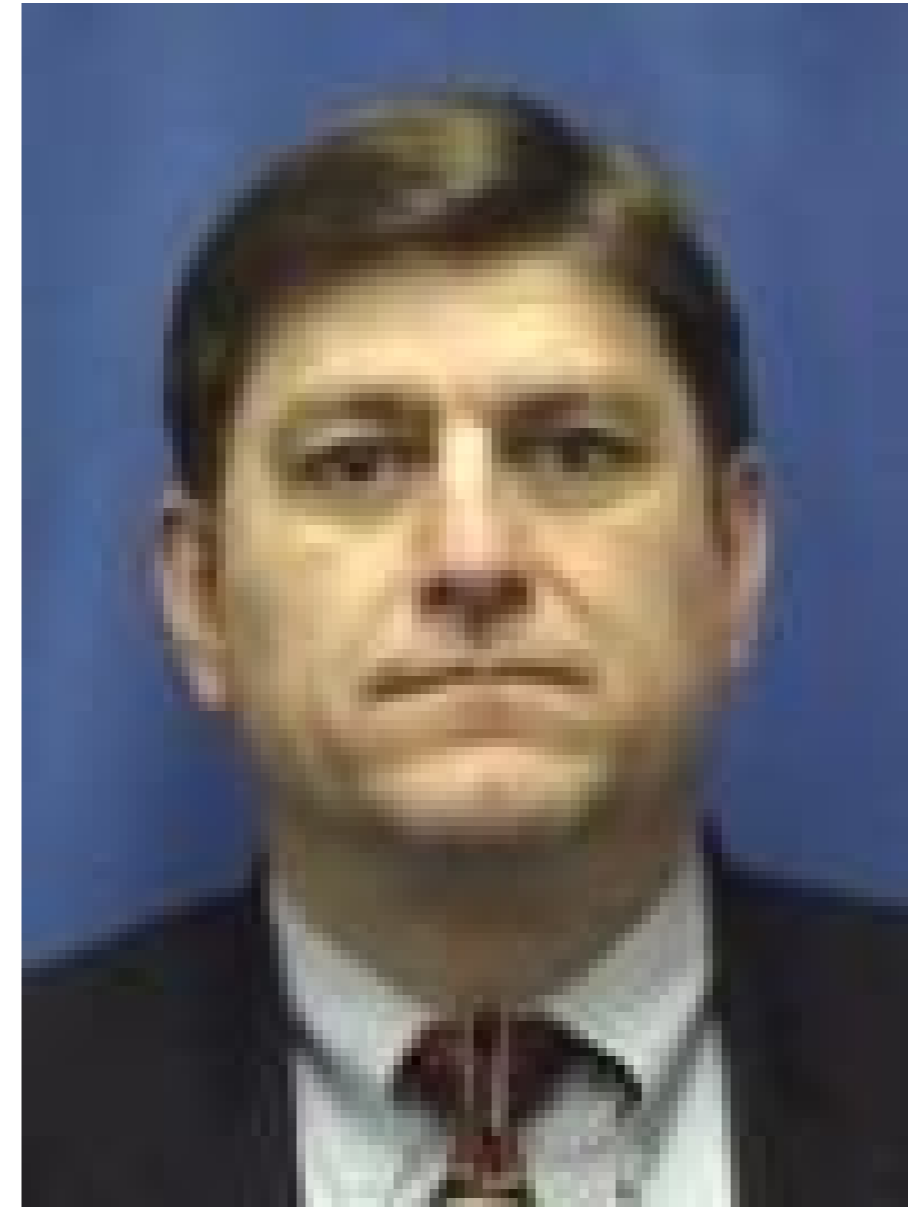
[Jlwhite-newsome@kresge.org](mailto:Jlwhite-newsome@kresge.org)

Thank you!



@JalonneWNewsome

# State Funding Agency Coordination Example: Oklahoma



Bret Weingart  
Assistant Director Utilities Department  
City of Oklahoma City

Joe Freeman  
Chief of Financial Assistance Division, Oklahoma Water  
Resources Board





# State Funding Agency Coordination Example: Oklahoma

June 23, 2020

Presented by  
Joe Freeman  
Oklahoma Water Resources Board  
Financial Assistance Division Chief

# IN WHAT WAYS CAN OWRB HELP?



OTHER SPECIAL FUNDING, WHEN APPROPRIATED, HAS INCLUDED:  
DROUGHT GRANTS, WATER FOR 2060 DROUGHT GRANTS, AND  
EMERGENCY DROUGHT RELIEF GRANTS



Funding Agency  
Coordinating Team  
(FACT)

A group of federal & state organizations  
that offer a cooperative process to  
Oklahoma's public entities – targeting a  
simplification of procedures and  
community outreach for  
water & wastewater projects

*Includes potential funding sources for water and wastewater projects.*

OKLAHOMA WATER RESOURCES BOARD

OKLAHOMA DEPARTMENT OF ENVIRONMENTAL QUALITY

OKLAHOMA DEPARTMENT OF COMMERCE

U.S. BUREAU OF RECLAMATION

U.S. DEPARTMENT OF AGRICULTURE

U.S. DEPARTMENT OF COMMERCE

U.S. ENVIRONMENTAL PROTECTION AGENCY

INDIAN HEALTH SERVICE

OKLAHOMA COUNCILS OF GOVERNMENT

COMMUNITIES UNLIMITED

OKLAHOMA RURAL WATER ASSOCIATION





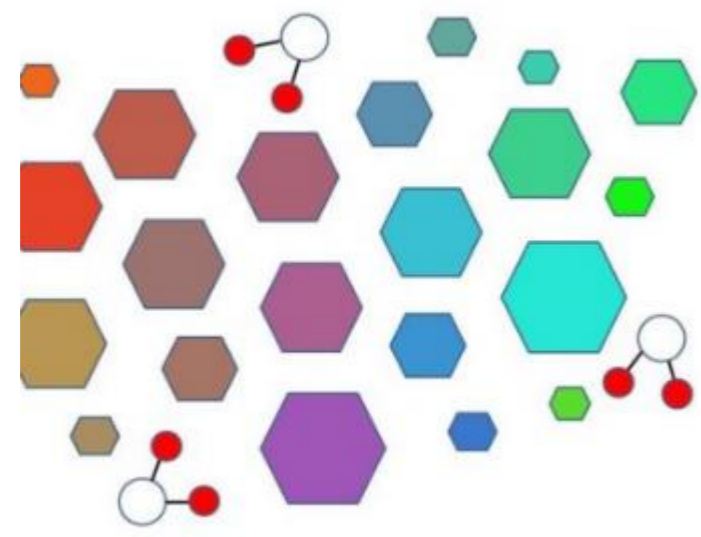
# OWRB Partnering and Co-Funding Opportunities

Oklahoma City WUT Master Meter servicing and Dam Rehab – Borrowing entity partnered with OWRB to fund projects which benefit neighboring communities and systems to include: Atoka County RWD #4, City of Atoka, Bethany PWA, Bethany - Warr Acres PWA, and several others.

Tribal Co-Funding South Delaware County Regional WA – Regionalization through construction of a new treatment plant. Partnered with Indian Health Services and the Cherokee Nation. Inola PWA – Wastewater system improvements. Partnered with the Cherokee Nation.

Lake Eufaula Constructed Wetland - Pass through project with Oklahoma Conservation Commission. Partnered with City of Eufaula and Team Up to Clean Up .





# OWRB Partnering and Co-Funding Opportunities

Grand River Dam Authority (GRDA)  
Low Impact Development Project -  
Pass through project with Oklahoma  
Conservation Commission.  
Educational purpose for community  
through rain garden design.



Rain Garden  
Non Point Source  
Projects



Grand River Dam Authority (GRDA)  
Low Impact Development Project -  
Pass through project with Oklahoma  
Conservation Commission.  
Educational purpose for community  
through bio-retention design.



Bioretention Cell  
Non Point Source  
Projects



Lake McMurry  
Pervious Paver Parking Area - Pass  
through project with Oklahoma  
Conservation Commission.  
Partnered with Lake McMurry  
Friends and City of Stillwater.



Pervious Pavement  
Non Point Source  
Projects



# SYSTEM SUSTAINABILITY PLANNING EFFORTS

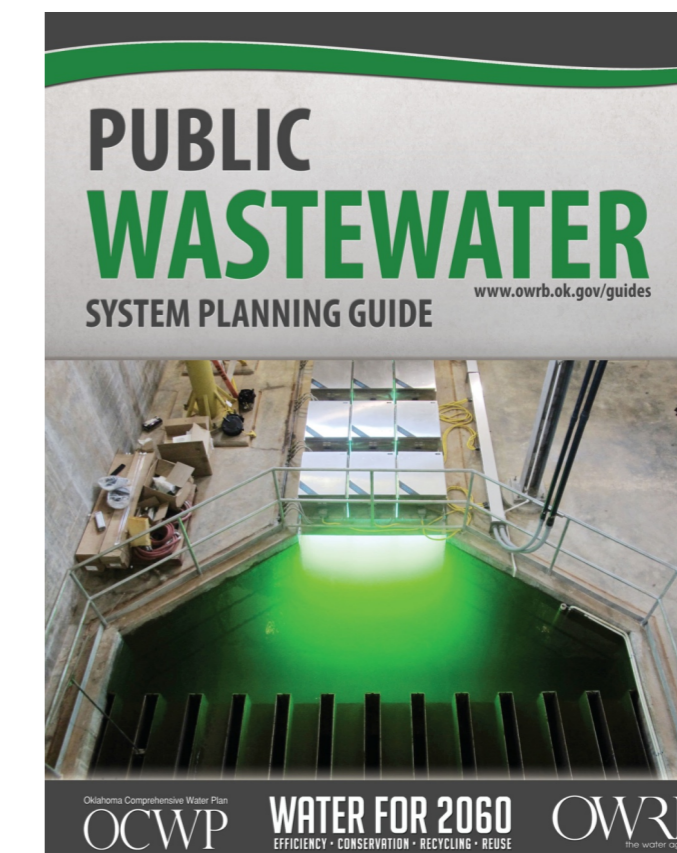
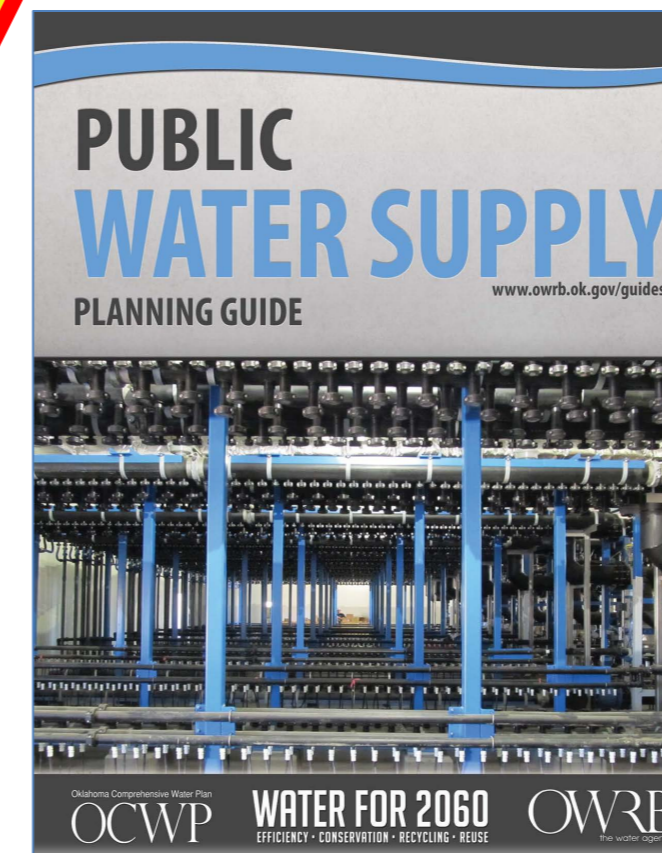
**CW\$RF**  
OKLAHOMA

## OWRB AND ORWA

A partnership that provides assistance to water and wastewater systems through:

- ▶ Board Member Training Sessions
- ▶ Water & Wastewater Operator License Renewal Education Sessions
- ▶ Water & Wastewater Operator Certification Workshops
- ▶ Water & Wastewater Laboratory Certification Workshops
- ▶ Technical Assistance Contacts
- ▶ Long-Term Planning Assistance

## Water & Wastewater Planning Guides



[www.owrb.ok.gov/guides](http://www.owrb.ok.gov/guides)

# ADDITIONAL OWRB COLLABORATION

**CW\$RF**  
OKLAHOMA

## OKLAHOMA STRATEGIC ALLIANCE AGREEMENT

On August 22, 2019, Oklahoma's first Strategic Alliance Agreement was formally signed between ODEQ, OWRB, and ORWA, and was ratified by the Governor of Oklahoma. No ONE organization or agency has all the resources to address water & wastewater system sustainability planning vital to the success of meeting and exceeding the state's water needs into the next century. By working together as a team all the members of this strategic alliance have the resources required to complete the task.



**Oklahoma Strategic Alliance**



# Questions & Answers

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Thank you!

For any additional questions,  
please email the EPA Water  
Finance Center:

[waterfinancecenter@epa.gov](mailto:waterfinancecenter@epa.gov)