NRCS Environmental Markets & Conservation Finance Team

- Food & Fiber Assets
- Mitigation Banking
- Wildlife Habitat Markets
- Greenhouse Gas Markets
- Water Quality Trading Markets

Conservation Finance

Consumer-driven Supply Chain Approaches
Establishment of Conservation Finance Team, June 2015

Announced eight Conservation Finance grants, September 2015

Federal Agency Conservation Finance Boot Camp, November 2015
  - Participants from NRCS, FS, Interior, CEQ, DoD, and EPA
NRCS & Conservation Finance—Key Moments in Recent History

• Establishment of the Conservation Finance Practitioners Roundtable—January, May, October 2016
• Establishment of the Environmental Markets & Conservation Finance Team, May 2016
• Announcement of 13 conservation finance grant awards, September 2016
Why Conservation Finance at NRCS?

• “Helping people help the land”

• Attracting additional resources to working lands conservation

• Opportunities for scale
Federal Roles in Emerging Sectors

- Awareness building and education
- Measuring impacts
- Policy and regulations
- Grants to prime the pump of early markets
- Loans and guarantees, price supports, tax incentives and other credit enhancements
Awareness Building and Education
Measuring Impact

Farmland LP
Measuring Impact
Ecosystem Services Quantification Tools

Nutrient Tracking Tool
Policy and Programs

“It’s like a Swiss Army knife.”
- President Obama 2/7/14
Grants to Prime the Pump

Figure 9: Investment potential is highest for mature projects with mature financing

- **Mainstream**
  - USD 160 - 280 bn
  - Replicate on bigger scale or structure bundled projects
  - Biggest conservation markets
  - Transaction costs smaller relative to size

- **Scale**
  - USD 30 - 80 bn
  - Scale proven-concept projects
  - Quickly growing markets
  - Will require some guarantees/concessions to compensate for risk

- **Incubate**
  - USD 10 - 40 bn
  - Test new high-potential ideas
  - Require significant guarantees

2015 CIG Awardees

- American Farmland Trust
- Conservation Finance Network
- The Climate Trust
- Ecotrust
- EDF*
- Farmland LP
- The Nature Conservancy*
- Partners for Western Conservation
- Terra Global Capital
- World Resources Institute
2016 CIG Awardees

- Alliance for the Chesapeake Bay
- American Forest Foundation
- American Rivers
- Ecotrust Forest Management
- Encourage Capital
- Fresh Coast Capital
- i2 Capital
- Iroquois Valley Farms
- KCoe Isom
- National Corn Growers Association
- The Nature Conservancy (Deepwater Horizon)
- The Nature Conservancy (ID/CA)
- Xerces Society
Encourage Capital

- Key Partners—EDF, ACR, CAR, CIG awardees
- Address supply and demand in agricultural carbon markets.
- Provide landowners with guaranteed compensation for implementing conservation measures.
- Establish a Working Lands Investment Fund to serve as a buyer of last resort.
- Leverage the 2015 CIG awards to sell 100,000 carbon credits.
National Corn Growers Association

• Key Partners—Monsanto, AgSolver, Applied GeoSolutions

• Develop a carbon “insetting” approach to integrate GHG reductions into supply chains.

• Leverages NCGA’s Soil Health Partnership, a network of producers to facilitate on-the-ground testing.
Join the NRCS Environmental Markets and Conservation Finance (EM&CF) Team!

Established in 2016, the EM&CF Team is focused on attracting private capital to working lands conservation. The Team’s work is innovative, challenging and exciting!

We are planning to hire two staff members in 2017. Candidates should have a background in natural resource conservation, be strong analytical thinkers and have refined communication skills. Knowledge of environmental markets and conservation finance principles is a plus.

*MOST IMPORTANT* Candidates must be finalists for the Presidential Management Fellowship (PMF) Program. Read all about the [PMF program here](#). The application is only open for two weeks in the Fall, so keep an eye on the PMF website.

**What Will You Be Doing as an EM&CF Team member?**

The PMFs are expected to support all EM&CF activities, including policy development, communications, Conservation Innovation Grants project oversight, partnership building, and internal capacity building.