

THE
CONSERVATION FUND



Prairie State Conservation Coalition
2017

The Conservation Fund works at the intersection of conservation and community—we believe that environmental protection and economic vitality are inseparable.

WHAT WE DO



Conservation Acquisition
Land, Water & Wildlife Protection



Conservation Leadership Network
Collaborative Solutions



Freshwater Institute
Aquaculture & Water Quality



Go Zero
Carbon & Climate



Land Conservation Loans
Finance & Expertise



Mitigation Solutions
Infrastructure Mitigation



Natural Capital Investment Fund
Business Finance



Resourceful Communities
People, Places, Opportunities



Strategic Conservation Planning
Green Infrastructure



Working Forest Fund
Forestry

Bridge Financing or Interim Finance:

Temporary or short-term financing to a borrower who is waiting for more permanent funding and usually is reasonably assured of that funding in the next months or few years.

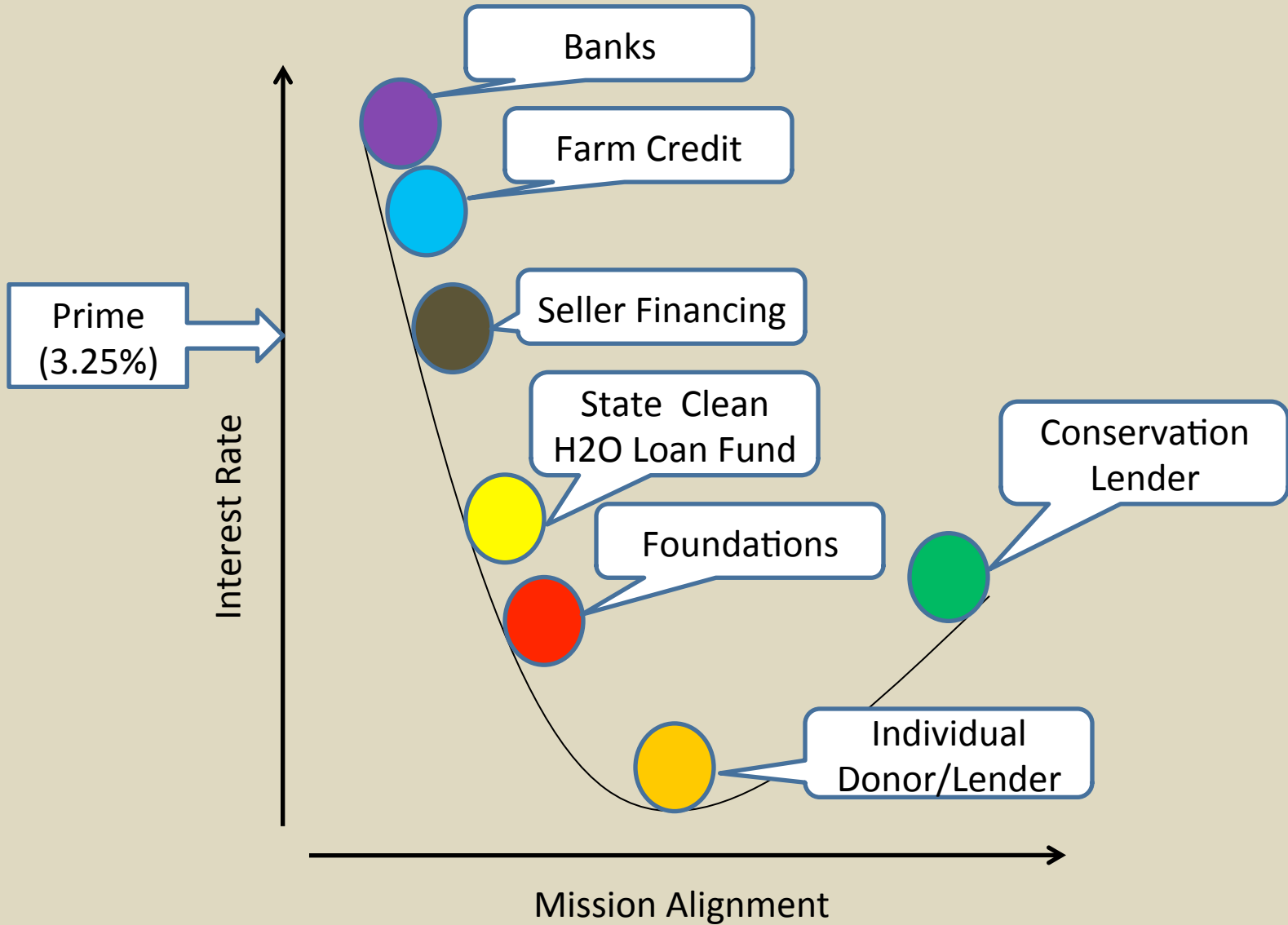


- Extend the use the limited resources (\$, time, people)
- Growing internal expertise
- Improving the reputation of the land trust as vetted by a lender
- Making a more compelling case for fundraising
- Making a savvy finance move as capital is priced at historic lows



Type	How They Make \$ From You	Risk Tolerance
Banks (Billions of Dollars)	Interest Rate, Fees, Other Accounts, Investments, Services, etc.	Manage Risk (but aren't too familiar with conservation and may ultimately turn down a project they aren't familiar with)
Foundations (Hundreds of Millions)	Interest Rate	May Be Risk Averse (may not be familiar with land conservation)
Conservation Lenders (~ \$100 million)	Interest Rate, Occasional Fees	Manage Risk
Individuals (Millions of dollars)	Purchase Price, Interest	It depends

Interest Rate vs. Mission Alignment



1. Do you lend to acquire raw land or conservation easements?
2. How long does your underwriting/origination process take?
3. What are your fees?
 - Origination
 - Prepayment
 - Extension
4. Do you have a min/max loan term?
5. What is your preferred payment schedule?
6. What is your preferred loan to value ratio?
7. What are your collateral requirements?
8. What is your interest rate?

1. How much do you need?
2. When do you need it?
3. For how long?
4. What's your repayment plan?
5. What do you have for collateral?



Be Alert for Useful Assets

Examples of assets which have been proposed as collateral:

- Deed of trust/mortgage on property being acquired
- Deed of trust/mortgage on conservation easement being purchased
- Painting(s)
- Antique car collection
- Billboard Lease
- Timber harvest revenue
- Foundation multi-year pledge
- Major donor multi-year pledge
- Federal agency
- LT office building
- Residential lot with house on it
- Residential lot (vacant)
- Land being acquired
- Steel from train tracks
- Private personal guaranty
- Letter of credit from bank against major donor account
- Water rights
- Line of credit
- Commercial building owned by supporter
- Christmas trees (inventory)
- Reimbursement grant

