

DA for Financial Sustainability in a Conservation Org

by Esteban A. Guerrero

DAAG 2016

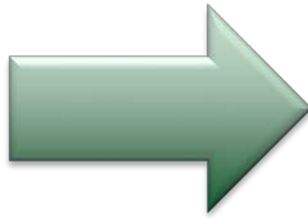
Banff, Canada

April 6~8, 2016

An evolving story... ...towards more ambitious efforts

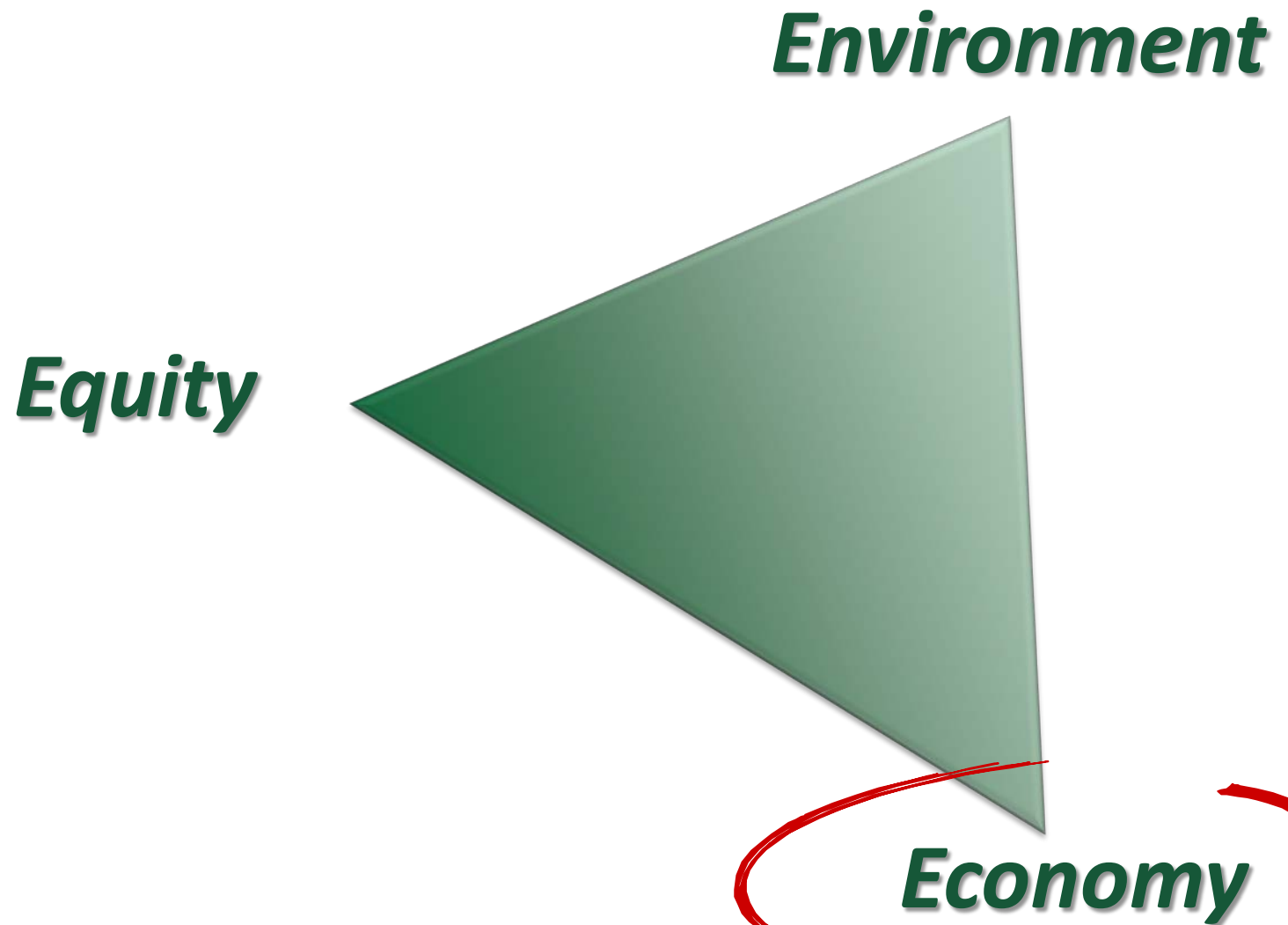
From...

- People vs Nature
- Protected Areas
- Regulation



...To

- *People and Nature thriving*
- Managed Areas
- Education

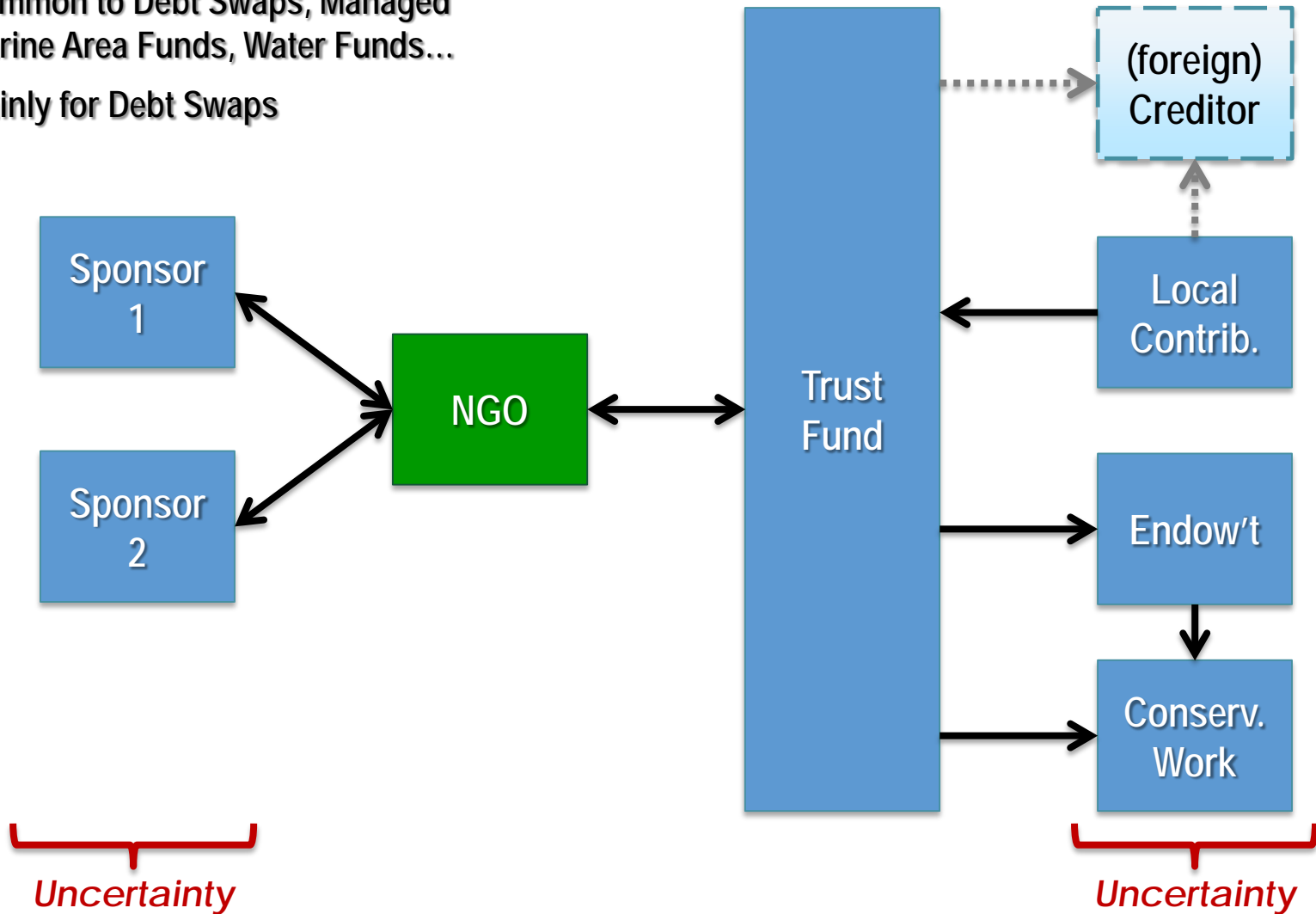


FROM USING UP DONATIONS...

...TO SELF-SUSTAINING FUNDS

Sustainable Financing Mechanisms

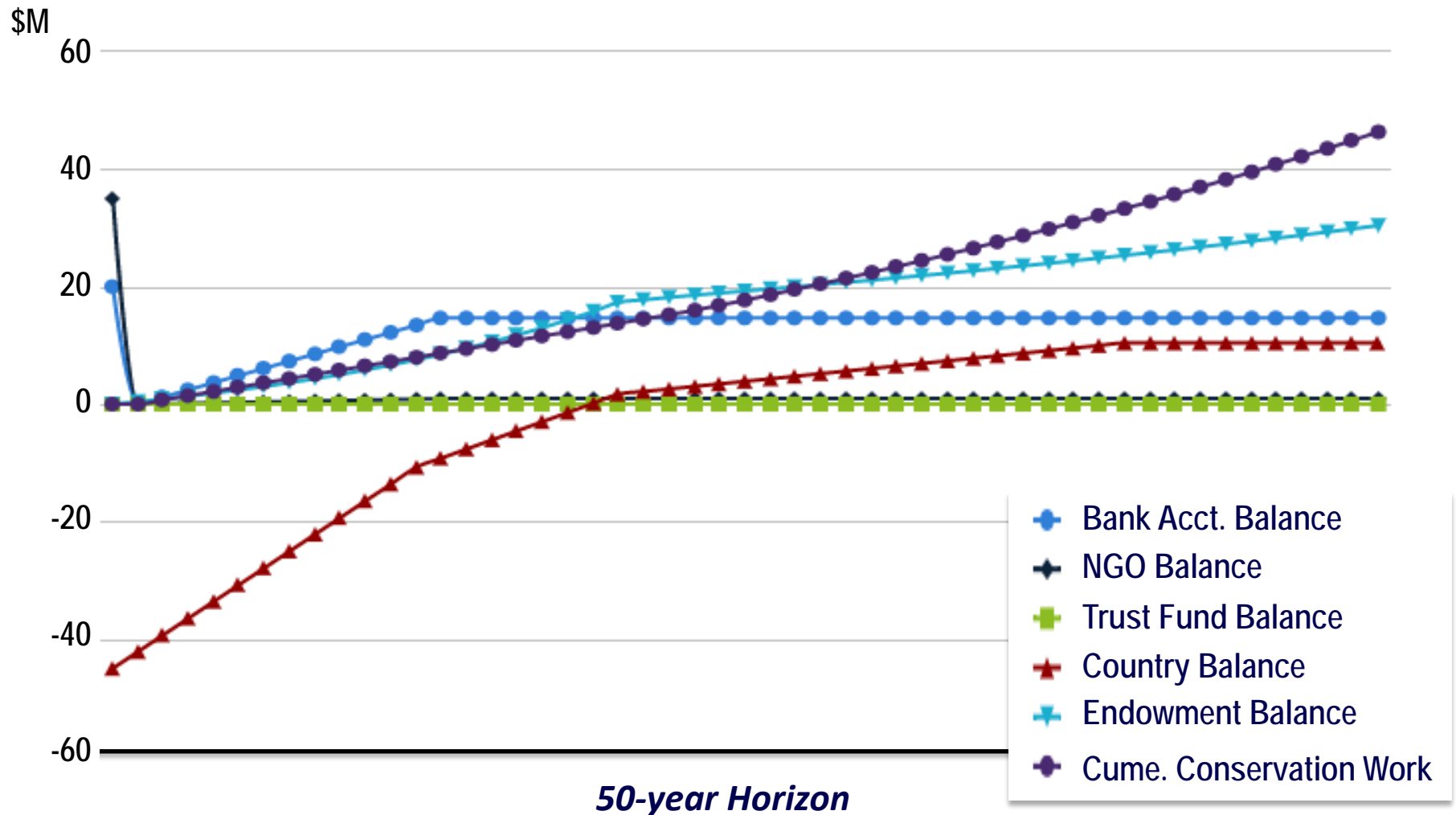
- Common to Debt Swaps, Managed Marine Area Funds, Water Funds...
- Mainly for Debt Swaps



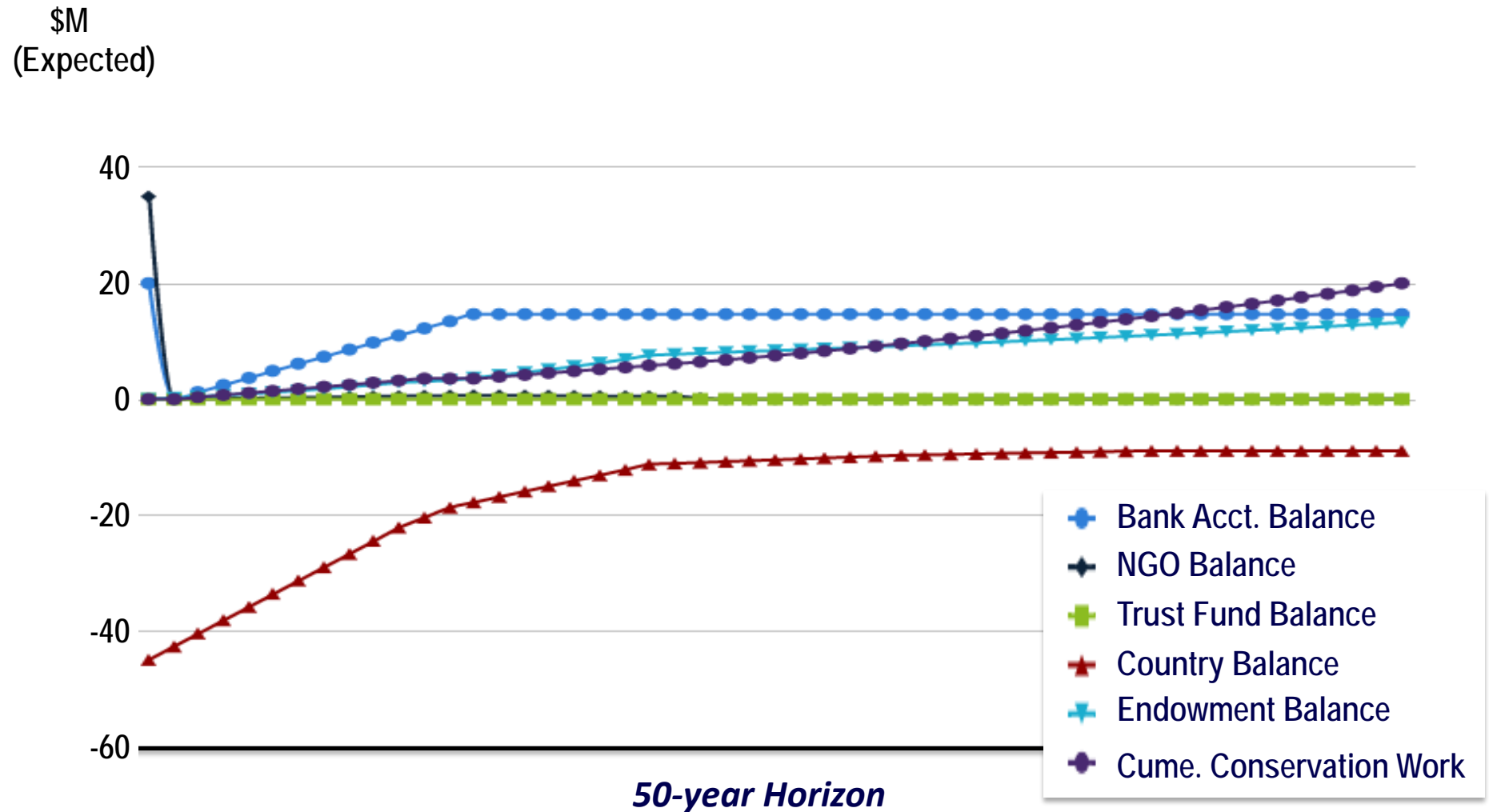
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- *What to negotiate?*
 - *How to finance 3-year setup?*
 - *Interest rate premium to Country?*

...

A standard, deterministic financial analysis shows solid growth, as expected

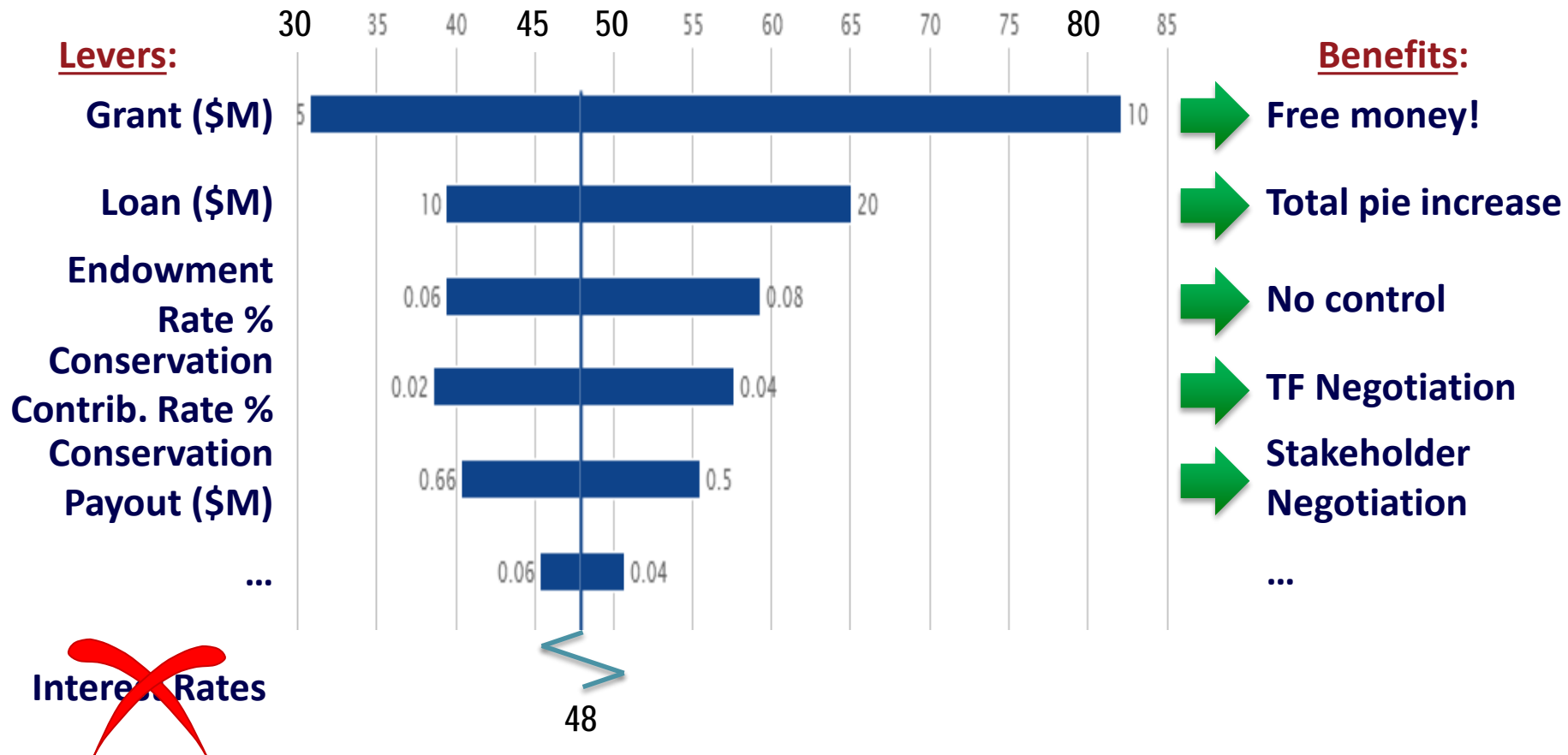


However, uncertainty has a say...



Tornado highlights right 5 levers controlling 94% value to ensure success...

Conservation & Endowment NPV (\$M)

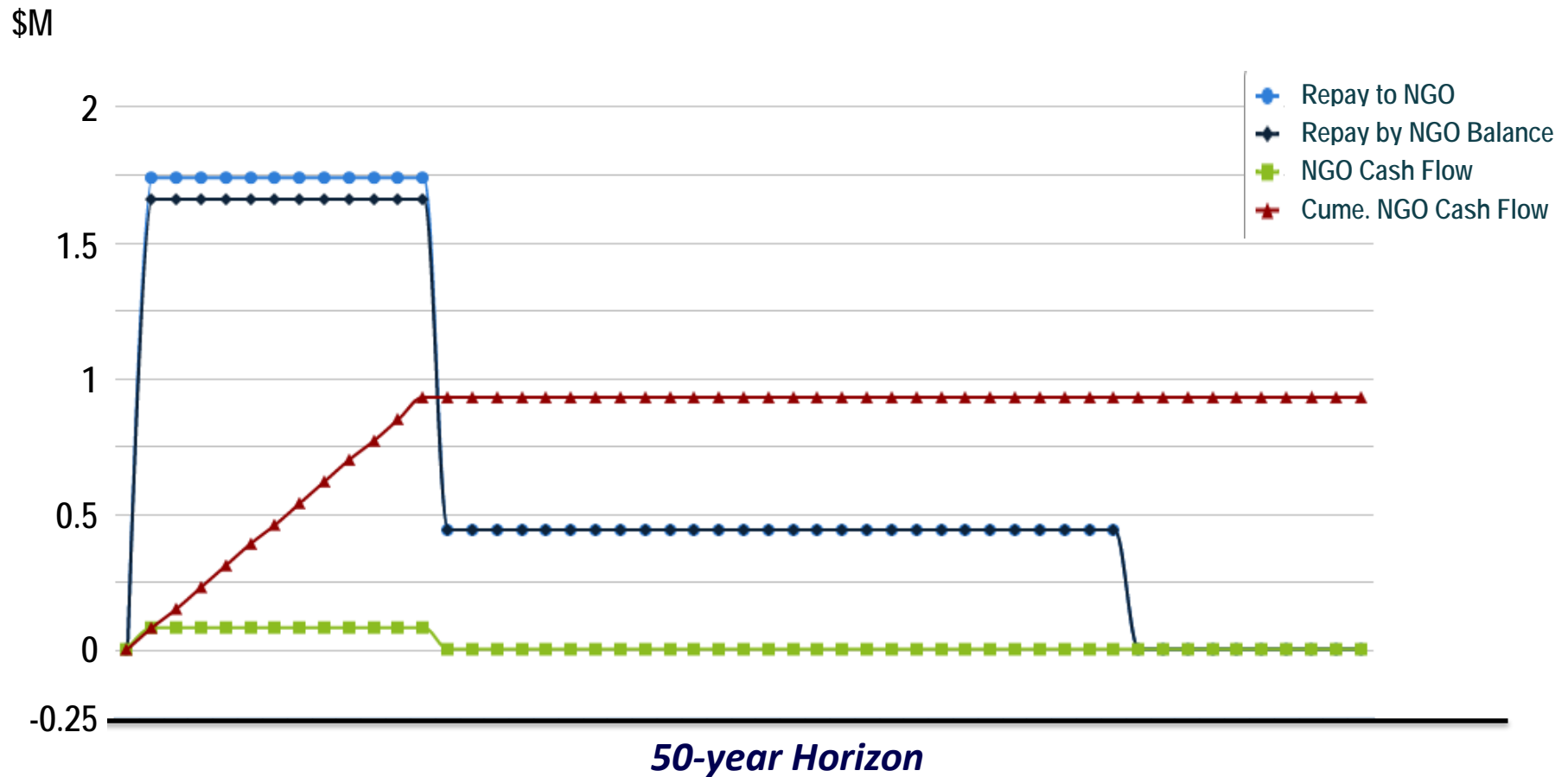


Questions??

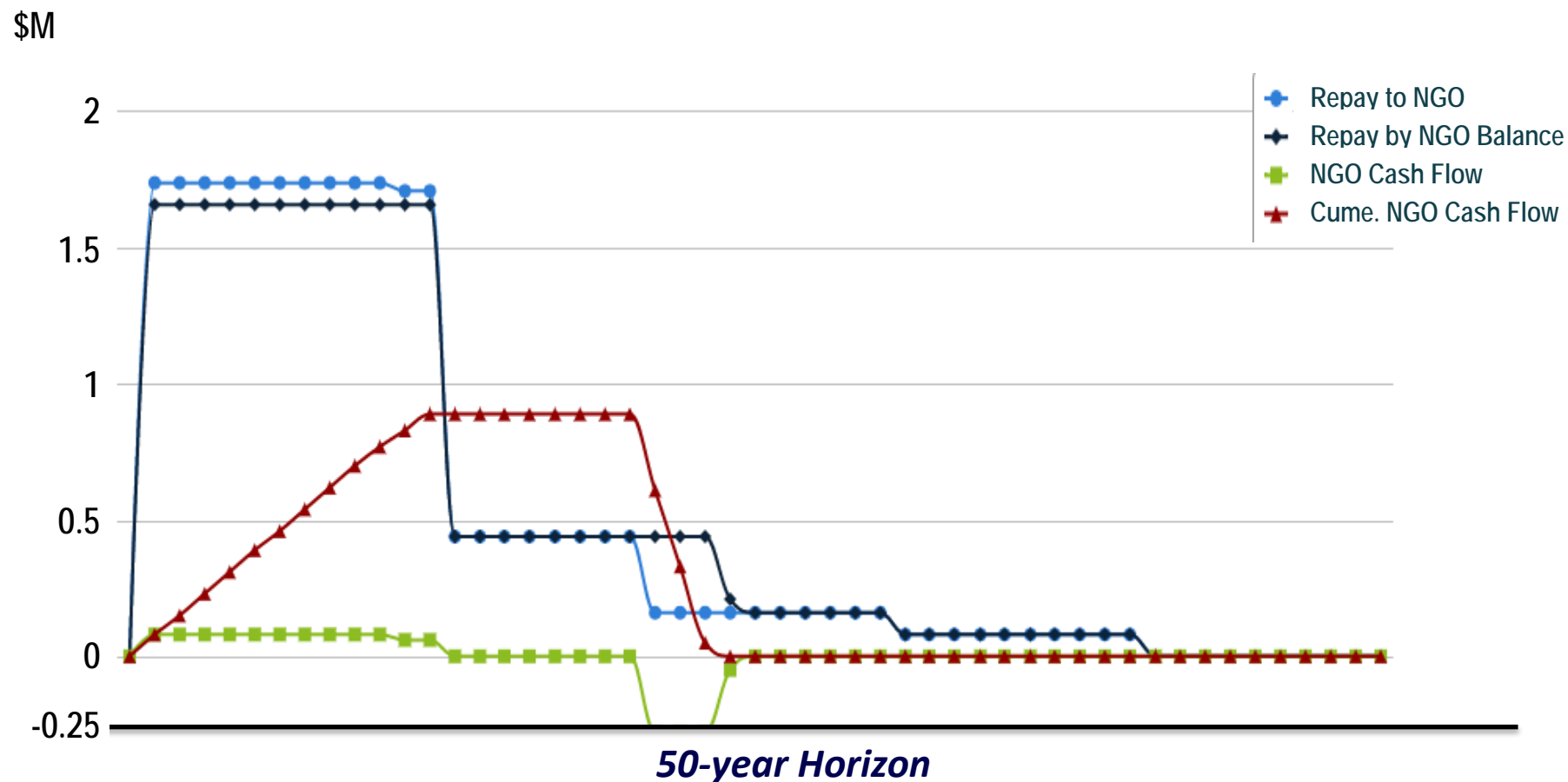
**Sustainability begins
with
Self-Sustaining
Endeavors**

Thank you!

The NGO cash flow—deterministically as expected...



When we incorporate uncertainty, the story changes to reflect harsher prospects



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