

# WATER & WASTEWATER INVESTOR FORUM

**MAY 19-20, 2021**  
**Online Central Time**

“

*“EUCI regularly provides timely information at its conferences presented by experts in their fields, all of which increases chances of success for your projects.”*

Project Manager, SunZia Transmission Project, Southwestern Power Group

## EUCI ONLINE CONFERENCE

EUCI is pleased to offer this virtual conference on its online interactive platform. Enjoy a valuable learning experience with a smaller impact on your time and budget. You will gain new knowledge, skills, and hands-on experience from the convenience of your remote location.



TAG US #EUCI #EUCIEvents  
FOLLOW US @EUCIEvents



EUCI is authorized by IACET to offer 0.9 CEUs conference

# OVERVIEW

Water is crucial to every aspect of day to day living and the economy. Several industries like agriculture, energy, mining, manufacturing, and health care, rely directly on water and wastewater services to function.

Aging water infrastructure, declining water quality and quantity, operational inefficiency, population growth, and urbanization, amplified climate change has become a global concern. Now more than ever, it is imperative that governments and communities worldwide find ways to address these economic, public health & environmental concerns.

The Water & Wastewater Investor Forum brings together an illustrious faculty of leading experts, strategic investors & corporate buyers, advisors, policymakers, and senior executives who have been involved in the latest water & wastewater transactions. Through panel discussions and presentations, you will get an inside track on new investments, growth strategies, financing sources, creative deal structures, as well as understand the critical issues facing the community today.

Don't miss this opportunity to learn from and collaborate with the leading experts in the water and wastewater sector.

# LEARNING OUTCOMES

- Discuss the latest challenges, opportunities and outlook facing the water and wastewater sector
- Examine the role of private capital in water and wastewater projects, their investment criteria and investment horizon
- Uncover federal involvement in water investment including WIFIA
- Assess the competitive landscape for innovations that address inefficiencies and risk in water as it relates to agriculture, buildings, and municipalities
- Assess the major considerations and challenges of a project development and gain insight on how to best manage the challenges of a partnership as well as what makes private public partnership successful in water infrastructure
- Differentiate water stewardship vs. a water strategy
- Discover innovative technologies that are leading the way to a safe and sustainable water future
- Gain insight from thought leaders on trends, breakthroughs, and opportunities at the nexus of heavy & light industry and water
- Explain and appreciate the nexus of water and energy

# WHO SHOULD ATTEND

## From the Water, Wastewater & Water Utility

### Service Companies:

- CEO's, CFOS and Business Development Executives
- Entrepreneurs
- Private Sector Executives and Directors
- Early stage companies seeking seek, debt or series A-C capital
- Industrial Water Users

### From the Investment Community:

- Impact Investors
- M&A Specialists
- Private Equity Investors
- Project Finance Executives
- Venture Capitalists
- Angel Investors
- Strategic Investors
- Investment Bankers
- Institutional Investors
- High Network Individuals

## Advisors & Service Providers:

- Business Brokers
- Consultants
- Attorneys
- Accountants
- Due Diligence Firms

## Universities, Governments and Research Centers:

- Public and Private Utility Leaders
- Policy Makers, Thought Leaders and Water & Wastewater Tech Professionals
- Non-Profit/Government Officials
- Researchers
- Proposal writers
- Energy specialists
- R&D Managers
- Technology Transfer Specialist
- Strategic Planners
- Business Development Professionals
- Intellectual Property and Patent Attorneys

# AGENDA

WEDNESDAY, MAY 19, 2021 – CENTRAL TIME

- 8:30 – 8:45 am**      **Log In**
- 8:45 – 9:00 am**      **Welcome Remarks & Conference Overview**
- 9:00 – 10:00 am**      **Challenges, Opportunities & Outlook**
- The Biden administration
  - Climate change and public health
  - Water safety and security
  - What are the most untapped and underrated markets?
- George S. Hawkins, Esq., Founder and President, Moonshot Missions**  
**Alexander Loucopoulos, Partner, Sciens Capital Management**  
**Scott Sargeant, Managing Director, Houlihan Lokey**
- 10:00 – 10:15 am**      **Morning Break**
- 10:15 – 11:15 am**      **The Role of Private Capital in Water and Wastewater Projects**
- The water sector has been a target allocation from the beginning of the infrastructure investment trend. However, finding the right investments has been difficult due to unsteady deal flow. The panelists from several infrastructure funds will discuss the growing involvement of private capital, their investment criteria (assets vs. services), deal originations' strategy, target returns, and investment horizon. The panel members will also discuss privatizations, water utilities, operators, and the expanded water sector: wastewater, bio-solids, and industrial treatment.
- Moderator:**  
**Edward Fanter, Managing Director, National Bank Financial**
- Panelists:**  
**Michael Albrecht, Managing Partner, Ridgewood Infrastructure**  
**Caleb Powers, Principal, Ember Infrastructure**  
**Jonathan Stone, Partner, InstarAGF Asset Management**
- 11:15 am – 12:15 pm**      **Federal Involvement in Water Investment**
- Federal participation in water infrastructure and development has been in use in various forms and names since the 1970s beginning with the Clean Water Act. Starting with seeding State Revolving Funds, recent funding and development programs include the Water Infrastructure Finance and Innovation Act administered by the EPA, which has been lending to specific projects, but has expanded to revolving funds and infrastructure banks. The Army Corps of Engineers also has authorization to stand up a program for inland waterways. Experts from these agencies have developed policy and have been evolving the programs to facilitate local water development and management. This panel discusses how their programs are being implemented and the role of these programs in the future.
- Moderator:**  
**Jim Ziglar, Principal, Rebel Group**
- Panel Members:**  
**Jorianne Jernberg, Director, WIFIA Program U.S. Environmental Protection Agency**  
**Aaron Snyder, Corps Water Infrastructure Financing - Lead, U.S. Army Corps of Engineers**  
**Rafael Stein, Director, Water Infrastructure Division, Environmental Protection Agency**
- 12:15 – 1:00 pm**      **Networking Luncheon**
- 1:00 – 1:45 pm**      **Smart Water in Agriculture, Buildings and Municipalities**
- This session will discuss emerging regulations, demand trends, and the competitive landscape for innovations that address inefficiencies and risk in water in agriculture, buildings, and municipalities.
- John Robinson, Partner, Mazarine Ventures**

# AGENDA

WEDNESDAY, MAY 19, 2021 – CENTRAL TIME (CONTINUED)

- 1:45 – 2:45 pm**      **Water Project Development, P3 and Other Project Finance in Water and Wastewater**  
 As more cities and states begin to open alternative delivery/P3 offices around the United States, private developers look for opportunities with different methods, structures, and results. This session reviews the major considerations and challenges of project development, provides tips for private developers on how to best manage the challenges of a partnership, and offers insight into what made their private-public partnerships successful.  
**Brian Cullen, President & CEO, VICO Infrastructure Company**  
**Michael Irlbeck, Director of Business Development, Epcor Water**  
**John Joyner, Managing Director & Co-Founder, Water Capital Partners LLC**
- 2:45 – 3:00 pm**      **Networking Break**
- 3:00 – 4:00 pm**      **Water Stewardship vs. a Water Strategy: Creating Greater Business Value and Impact**  
 Over the past several years, many companies have moved from water management to water stewardship strategies. A more comprehensive corporate water strategy which builds upon stewardship actions can create greater business value and, in turn, greater positive impact to local economies, civil society and stakeholders. The value of a comprehensive corporate water strategy will be explored along with practical recommendations on how to build on water stewardship strategies.  
**Will Sarni, Founder & CEO, Water Foundry LLC**
- 4:00 pm**              **End of Day**

THURSDAY, MAY 20, 2021 – CENTRAL TIME

- 8:45 – 9:00 am**      **Login, Welcome Remarks & Conference Overview**
- 9:00 – 10:00 am**      **Enabling Innovative Technologies Towards A Safe, Efficient & Sustainable Water Future**
- What are the business models out there that can make this happen?
  - Data management, GPS and sensors, IoT, digitalization
  - Desalination and water reuse
  - Storage, safety & distribution
  - Water and wastewater treatment
- Moderator:**  
**Maarten ter Keurst, Director of Investments, Pureterra Ventures Ltd.**  
**Panel Members :**  
**Guillaume Clairet, Chief Operating Officer, H2O Innovation**  
**Piers Clark, Chairman, Isle Group**  
**Philip Briscoe, Chief Operating Officer, Rezatec**  
**Sander Zweers, Director, Aquasuite**
- 10:00 – 10:15 am**      **Morning Break**
- 10:15 – 11:15 am**      **Industrial Water & Sustainability**  
 From process industries like textiles and pulp and paper, to extractive industries like mining and oil & gas, the water and wastewater issues faced by industrial corporates is a growing challenge for meeting their sustainability objectives. This discussion will interview thought leaders who will share insights on trends and opportunities and breakthrough technologies at the nexus of heavy & light industry and water.  
**Dustin Brownlow, Co-Founder & Managing Partner, Antelope Water Management**  
**Sucharita Dasa, Director, Sustainable & Impact Banking Coverage (ESG), Barclays Investment Bank**  
**Anders Hallsby, Partner, Mazarine Ventures**

# AGENDA

THURSDAY, MAY 20, 2021 – CENTRAL TIME (CONTINUED)

## 11:15 am – 12:00 pm **The Water Energy Nexus: The Current Status & The Way Forward**

Water and energy are mutually dependent on one another. Every step of the water cycle consumes energy, from producing, moving, treating, and heating water to collecting and treating wastewater. Conversely, harnessing energy requires a lot of water as well. Rising population, mobilization, urbanization, climate challenges and economic development are creating a lot of stress in water and energy resources that the current & future generation needs to resolve. Fortunately, there are solutions that tap into the water-energy nexus that help to conserve our precious water and energy resources, and save money as well.

The session will examine those challenges, discuss where technical opportunities associated with the water/energy nexus exist, identify some of the water-energy nexus/energy saving technologies, the importance of resiliency, reducing vulnerability to extreme weather events, governance, and water equity.

**Andrew Kricun, P.E., Managing Director, Moonshot Missions**

**Patrick Kiely, CEO, Sentry**

12:00 pm

**Conference Concludes**

## DISTINGUISHED SPEAKERS

- **Sander Zweers**, Director, Aquasuite
- **Dustin Brownlow**, Co-Founder & Managing Partner, Antelope Water Management
- **Sucharita Dasa**, Director, Sustainable & Impact Banking Coverage (ESG), Barclays Investment Bank
- **Caleb Powers**, Principal, Ember Infrastructure
- **Jorianne Jernberg**, Director, WIFIA Program U.S. Environmental Protection Agency
- **Rafael Stein**, Director, Water Infrastructure Division, Environmental Protection Agency
- **Michael Irlbeck**, Director of Business Development, Epcor Water
- **Guillaume Clairet**, Chief Operating Officer, H2O Innovation
- **Scott Sargeant**, Managing Director, Houlihan Lokey
- Jonathan Stone, Partner, InstarAGF Asset Management
- **Piers Clark**, Chairman, Isle Group
- **Anders Hallsby**, Partner, Mazarine Ventures
- **John Robinson**, Partner, Mazarine Ventures
- **George S. Hawkins, Esq.**, Founder and President, Moonshot Missions
- **Andrew Kricun, P.E.**, Managing Director, Moonshot Missions
- **Edward Fanter**, Managing Director, National Bank Financial
- **Maarten ter Keurst**, Director of Investments, Pureterra Ventures Ltd.
- **Jim Ziglar**, Principal, Rebel Group
- **Philip Briscoe**, Chief Operating Officer, Rezatec
- **Michael Albrecht**, Managing Partner, Ridgewood Infrastructure
- **Alexander Loucopoulos**, Partner, Sciens Capital Management
- **Patrick Kiely**, CEO, Sentry
- **Aaron Snyder**, Corps Water Infrastructure Financing - Lead, U.S. Army Corps of Engineers
- **Brian Cullen**, President & CEO, VICO Infrastructure Company
- **John Joyner**, Managing Director & Co-Founder, Water Capital Partners LLC
- **Will Sarni**, Founder & CEO, Water Foundry LLC

## INSTRUCTIONAL METHODS

---

Case Studies, Panel Discussions and PowerPoint presentations will be used in the program.

## IACET CREDITS

---



EUCI has been accredited as an Authorized Provider by the International Association for Continuing Education and Training (IACET). In obtaining this accreditation, EUCI has demonstrated that it complies with the ANSI/IACET Standard which is recognized internationally as a standard of good practice. As a result of their Authorized Provider status, EUCI is authorized to offer IACET CEUs for its programs that qualify under the ANSI/IACET Standard.

**EUCI is authorized by IACET to offer 0.9 CEUs conference.**

## REQUIREMENTS FOR SUCCESSFUL COMPLETION

---

Participants must login for the entirety of conference to be eligible for continuing education credit.

## ONLINE COURSE DELIVERY & PARTICIPATION DETAILS

---

EUCI is pleased to offer this virtual course on its online interactive platform. Enjoy a valuable learning experience with a smaller impact on your time and budget. You will gain new knowledge, skills, and hands-on experience from the convenience of your remote location.

We will be using Microsoft Teams to facilitate your participation in the upcoming event. You do not need to have an existing Teams account in order to participate in the broadcast – the course will play in your browser and you will have the option of using a microphone to speak with the room and ask questions, or type any questions in via the chat window and our on-line administrator will relay your question to the instructor.

You will receive a meeting invitation that will include a link to join the meeting.

Separate meeting invitations will be sent for the morning and afternoon sessions of the course. You will need to join the appropriate meeting at the appropriate time.

If you are using a microphone, please ensure that it is muted until such time as you need to ask a question.

The remote meeting connection will be open approximately 30 minutes before the start of the course. We encourage you to connect as early as possible in case you experience any unforeseen problems.

# PLEASE SELECT

- WATER & WASTEWATER INVESTOR FORUM ONLINE CONFERENCE:**  
MAY 19-20, 2021: US \$1,195 (Single Connection)
- PACK OF 5 CONNECTIONS:** US \$ 4,780 (20% Discount)
- PACK OF 10 CONNECTIONS:** US \$8,365 (30% Discount)
- PACK OF 20 CONNECTIONS:** US \$14,340 (40% Discount)

*Recording: Each event is recorded, and will be available for three business days. For registrants only.*

**Online Course Delivery & Participation Details**  
See page 6 for information

To Register Click Here, or

**Mail Directly To:**  
PMA Conference Management  
405 Highview Rd  
Englewood NJ 07631  
201 871 0474  
Fax 253 663 7224  
register@pmaconference.com

## ENERGIZE WEEKLY

Energize Weekly is EUCI's free weekly newsletter, delivered to your inbox every Wednesday. We provide you with the latest industry news as well as in-depth analysis from our own team of experts. Subscribers also receive free downloadable presentations from our past events.

Sign me up for Energize Weekly

How did you hear about this event? (direct e-mail, colleague, speaker(s), etc.)

Print Name \_\_\_\_\_ Job Title \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_ Zip/Postal Code \_\_\_\_\_ Country \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

### CREDIT CARD INFORMATION

Name on Card \_\_\_\_\_ Billing Address \_\_\_\_\_

Account Number \_\_\_\_\_ Billing City \_\_\_\_\_ Billing State \_\_\_\_\_

Exp. Date \_\_\_\_\_ Security Code (last 3 digits on the back of Visa and MC or 4 digits on front of AmEx) \_\_\_\_\_ Billing Zip Code/Postal Code \_\_\_\_\_

**OR** Enclosed is a check for \$ \_\_\_\_\_ to cover \_\_\_\_\_ registrations.

#### Substitutions & Cancellations

Your registration may be transferred to a member of your organization up to 24 hours in advance of the event. Cancellations must be received on or before April 16, 2021 in order to be refunded and will be subject to a US \$195.00 processing fee per registrant. No refunds will be made after this date. Cancellations received after this date will create a credit of the tuition (less processing fee) good toward any other EUCI event. This credit will be good for six months from the cancellation date. In the event of non-attendance, all registration fees will be forfeited. In case of course cancellation, EUCI's liability is limited to refund of the event registration fee only. For more information regarding administrative policies, such as complaints and refunds, please contact our offices a EUCI reserves the right to alter this program without prior notice.