

4<sup>th</sup> Annual  
**California**  
**WATER SUMMIT**

June 20 - 22, 2017 | Embassy Suites by Hilton Sacramento Riverfront Promenade | Sacramento, CA

**Pre-Summit Briefing**  
**Developing Successful Water P3s**

**Tuesday, June 20, 2017**

8:00 – 9:00 *Registration & Networking Breakfast*

9:00 – 9:15 **Welcome and Opening Remarks by the Workshop Chair**

9:15 – 10:00 Presentation: **Identifying and Selecting Appropriate Water P3 Projects**

Development of project goals in line with the municipality's water goals, structure, timeline and project objectives. Using examples taken from the San Antonio, Texas Vista Ridge water project, this presentation will ask such questions as:

- Who are you and what are you trying to accomplish?
- What are the skills needed from beginning to end to bring a water infrastructure project to market? What do you want to do on your own, and for what do you want to partner?
- What sources of revenue are available to fund the project (e.g. user fees, long term operating revenue, WIFIA, SRF other)?
- What kind of relationship do you want to have with said investor?
- Credit quality of your entity.
- Existence of enabling legislation.

**Kathrin Heitmann, CFA**, *VP-Senior Analyst, Global Infrastructure & Project Finance Group, MOODY'S INVESTORS SERVICE*

10:00 – 10:30 *Networking Break*

10:30 - 11:15 Presentation: **P3 Models and How They Typically Work**

The word "P3" has many connotations within the U.S. and internationally. This session will touch on the aspects typically included in a P3, P3 variations and the types of projects a P3 may be appropriate for (i.e. desal, water reuse, water storage and water transportation). This session will also discuss the advantages and disadvantages of delivering your project under a P3 model and why you might choose P3 over a more traditional procurement model.

**Nicole Doheny**, *Senior Vice President, Infrastructure Advisory, ERNST & YOUNG INFRASTRUCTURE ADVISORS, LLC*

11:15 – 12:00 Presentation: **P3 Delivery Platform: Comparing Cost of Service- Public vs. Private Financing**

There are advantages to be gained by public utilities that utilize private institutional infrastructure finance, including the opportunity to leverage available capital, and to transfer risks to the private sector. Still, legitimate questions about the relative cost of capital remain. In an effort to analyze the true cost to consumers from using private versus public financing for infrastructure projects, we will work through a financial modeling exercise that takes into account all project costs, along with the probability-adjusted costs of project risks, to develop the risk-adjusted probability distribution of the life-cycle cost of service. Using this analytical framework, we will gain better insight into how the cost of service from a privately financed project compares to the costs realized through a publicly financed project. In addition, we will examine related issues, including:

- Appropriate project sizing for P3 delivery (given the relatively smaller size of water projects)
- Possibility of bundling projects
- Timeline for delivery
- Possibilities for innovation / Whole-life efficiencies
- Sources of revenue
- Value-for-money
- Affordability

**David Bird**, *Director - Infrastructure Finance and Advisory*, SG AMERICAS SECURITIES

12:00 – 1:30 *Group Luncheon*

1:30 – 2:00 Presentation: **Structuring a P3 Contract**  
**Michael Palmieri**, *President*, P3POINT

2:00 – 3:00 Panel Discussion: **How to Overcome Challenges Faced by Water P3's**

- O&M issues
- Working with multiple jurisdictions and authorities upstream and downstream
- Practical methods for overcoming challenges
- Lessons learned from existing P3's

Moderator:

**Stan Williams**, *Vice President Project Development*, POSEIDON WATER

Panelists:

**Gilad Cohen**, *CEO*, IDE AMERICA

**June Hayes**, *Utilities Commissioner*, CITY OF RIALTO, CA

**Christopher Joassin**, *Global Infrastructure & Project Finance*, FITCH RATINGS

**Tim Williams**, *Managing Director & Co-head Public Power and Utilities Group in Municipal Finance*, RBC CAPITAL MARKETS

3:00 – 3:30 *Networking Break*

3:30-4:00 *Case Study: **Santa Clarita Vista Canyon Water Recycling Facility P3***  
**Steve Owen**, *VP Infrastructure Development*, PERC WATER CORPORATION

4:00 – 4:30 Presentation: **Real World Aspects of Doing a P3 Deal**  
This session will examine the real world requirements of doing a P3 deal. The session will cover:

- Options for structuring a P3 procurement (competing, sole source etc.)
- Role of parties in a P3 transaction.
- Key factors for success in P3s.
- Ensuring your deal is bankable.
- Issues likely to impact P3 water deals (i.e. as distinct from building and social P3 deals).

**Andrew Sawyers, Ph.D.**, *Director, Office of Wastewater Management, U.S. EPA*

4:30

*Pre-Summit Briefing Adjourns*

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## AGENDA DRAFT

### Wednesday, June 21, 2017

7:00 – 8:00     *Registration & Networking Breakfast Sponsored by: IDE Technologies*

7:50 – 8:00     Welcome and Opening Remarks by the Summit Chair

### Regulation & Policy Updates

8:00 – 8:45     *Keynote Address I: **Governor Brown's Four-Point Plan to Bolster Dam Safety and Flood Protection***

**Sharon Tapia**, *Chief, Division of Dam Safety, DEPARTMENT OF WATER RESOURCES*

8:45 – 9:30     *State Keynote Address II: **Water Conservation in California and California Water Bill***

As California's unprecedented state of drought continues, gain insights into what next year looks like for water across the state and how its impact might be ameliorated

**Mark Ghilarducci**, *Director, CALIFORNIA OFFICE OF EMERGENCY SERVICES*

9:30 – 10:00     Presentation: **Senate Bill SB 5 California Drought, Water, Parks, Climate, Coastal Protection, and Outdoor Access for All Act of 2018**

**Assemblymember Marc Levine**, *Member, Water, Parks and Wildlife Committee, CALIFORNIA STATE ASSEMBLY*

10:00 – 10:30     *Networking Break*

10:30– 11:15     Presentation: **Sustainable Groundwater Management in California: Framework and Implementation Roadmap**

- What would a state of the art groundwater management plan look like under SGMA?
- What benefits would it bring to local groundwater users?
- How long would it take to implement?
- How to get the most out of shares and annual allocations

**Mike Young**, *Professor Environmental and Water Policy, Centre for Global Food and Resources, THE UNIVERSITY OF ADELAIDE, AUSTRALIA*

11:15 – 11:45     Presentation: **Update on Water Quality, Supply and Infrastructure Act of 2014 (Proposition 1)**

- Progress report and preview of the Water Action Plan since the statewide water bond implementation.

- Update to rules and regulations regarding the disbursement of the State's \$7.5 billion in statewide water bond funds.
- Types of projects the state is looking to fund with the statewide water bond.
- Types of projects the Water Storage Investment Program fund (Chapter 8) will specifically fund with the \$2.7 billion in funds the California Water Commission has earmarked for it.
- Update on how the statewide water bond is affecting local and regional stakeholders in California, and their region specific implementation plans.

**Alf W. Brandt**, *Senior Counsel, CA State Assembly Speaker Rendon*, CALIFORNIA STATE ASSEMBLY

11:45 – 12:15 Presentation: **What Climate Change Means for the Sierra Nevada -- and California**

**Alex Hall**, *Professor, Department of Atmospheric and Oceanic Sciences and Institute of the Environment and Sustainability*, UCLA

12:15 – 1:45 *Group Luncheon*

## The Current State of California Water

1:45 – 2:45 Panel: **Current and Long-Term Municipal and Local Community Water Needs**

- How have local municipalities and local communities been affected by the water shortages?
- What do they need in the short term, and how can they get it while preparing for a water conserving future?
- What incentives will be available to private sector entities involved in infrastructure projects looking to service these end users?

Moderator:

**Val S. Frenkel, PhD, P.E., D.WRE**, *Vice President of Process Engineering, Managing Director Pacific Coast*, GREELY & HANSEN

Panelists:

**The Honorable Joe Gunter**, *Mayor of SALINAS*

**The Honorable Barbara Halliday**, *Mayor of HAYWARD*

**The Honorable David Haubert**, *Mayor of DUBLIN*

**The Honorable Helene Schneider**, *Mayor of SANTA BARBARA*

**Chris Zapata**, *City Manager, CITY of SAN LEANDRO*

2:45 – 3:15 Presentation: **The Drought and Lessons Learned**

Strategic planning ahead for drought has helped lessen its impact. What are some of the takeaways as the drought continues – or lessons learned that will help with the next one?

**Jeanine Jones**, *Interstate Resources Manager*, CA DEPARTMENT OF WATER RESOURCES

3:15– 3:45 *Networking Break*

3:45 – 4:10 *Case Study: Water Infrastructure Project Development in California, a Private Company Perspective*

**Andrew Kingman**, *Executive Vice President*, POSEIDON WATER

4:10 – 4:30 *Case Study: Title to be finalized*

Sand Diego recycling facility project and update to City of Pacific Grove recycling project

**Steve Owen**, *VP Infrastructure Development*, PERC WATER CORPORATION

4:30 – 5:30 Panel: **Water Utilities’ Perspectives on Water Challenges in California**  
In this interactive panel discussion, gain insights from a variety of end users along the water value chain as to current challenges and opportunities regarding California water and what they think will be the most critical issues going forward.

Panelists:

**Eric Averett**, *General Manager*, ROSEDALE-RIO BRAVO WATER STORAGE DISTRICT

**Brandon Goshi**, *Manager of Water Policy and Strategy*, THE METROPOLITAN WATER DISTRICT OF SOUTHERN CALIFORNIA

**Richard F. Harasick**, *Senior Assistant General Manager - Water System*, LADWP

**Richard Svindland**, *President*, CALIFORNIA & HAWAII AMERICAN WATER

5:30 *End of Summit Day 1*

## **Thursday, June 22, 2016**

7:30 – 7:55 Registration & Networking Breakfast

7:55 – 8:00 Welcome and Introduction by Summit Chair

### **Funding & Investment Opportunities**

8:00 – 9:00 Panel: **Grants, Financing Instruments, Tax Breaks, and Other Incentives for Water Infrastructure Developments**

This Panel will discuss how the public can work with the private sector to drive water infrastructure development in California by using grants and funds from the Statewide water bond, financing instruments like Commercial PACE (through California’s CaliforniaFIRST program), S.B. 628 (a law that reintroduces tax increment financing), and federal programs like WIFIA. All programs designed to help finance and incentivize water efficiency projects and the development of infrastructure needs in water, sewage and other underground utilities.

Panelists:

**Teveia Barnes**, *Executive Director*, IBANK- CALIFORNIA INFRASTRUCTURE AND ECONOMIC DEVELOPMENT BANK

**Aaron Laurel**, *Economic Development & Housing Director*, CITY OF WEST SACRAMENTO

**Steven Moore**, *Board Member*, CALIFORNIA WATER RESOURCES CONTROL BOARD

**Fred Silva**, *Senior Fiscal Policy Advisor*, CALIFORNIA FORWARD

9:00 – 9:30 *Case Study: Invest In Water*

**Jim Fiedler, P.E., D.WRE**, *Chief Operating Officer*, SANTA CLARA VALLEY WATER DISTRICT

9:30 – 10:00 *Case Study: Financing Water Projects- Final Title TBD*

**Newsha K. Ajami, Ph.D.**, *Water-Energy Program Lead Water in the West / NSF-ERC ReNUWit Lecturer Public Policy Program*, STANFORD UNIVERSITY

10:00 – 10:30 Networking Break

10:30 – 11:00 Presentation: **Mitigating Physical and Cybersecurity Attacks on Critical Water Infrastructure**

- Cybersecurity best practices, industry trends, and “cyber hygiene” to best protect water systems
- How to deter, detect, and delay physical security threats at critical facilities
- Thoughts to consider when deploying security mitigation measures for site protection
- Security standards, guidelines, and regulations impacting the water industry

**Brian Harrell, CPP, Director of Security and Risk Management, NAVIGANT CONSULTING, INC.**

11:00 – 12:00 Panel: **Aligning Public and Private Investments in California Water**

- What are the drivers affecting investments in the California water market?
- Water investments and the bond buying market
- Water rights investments
- Perspectives on investing in desalination and Wastewater Reuse
- Equipment and technologies to watch
- Exciting projects and regions of interest
- Private Public Partnership Opportunities

Panelists:

**Trevor Hill, Chairman/CEO, FATHOM**

**Ian Parker, Managing Director, GOLDMAN, SACHS & CO.**

**Stacie Olivares-Castain, Managing Director, COIN- CALIFORNIA ORGANIZED INVESTMENT NETWORK**

**Rick Tallman, Founder, RENOVA CAPITAL**

**Chloe Weil, Director - U.S. Public Finance Infrastructure, S&P GLOBAL**

12:00 *End of Summit Day 2*