

# R&A INVESTMENT FORESTRY

# CONSERVATION PARTNERSHIPS

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*Financial Investors Come of  
Age – Finally!*

# WHAT'S GOING ON OUT THERE?

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- **Changes In The Forest Environment:  
New Threats, Larger Scale**
- **The Need For New Conservation  
Strategies**
- **Partnering With Financial Investors**

# CHANGES

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- **Ownership Has Changed**
  - **Forest Products Companies Are Divesting**
  - **Financial Investors Are Buying**
- **Development Is The Big Issue; Working Forests Are What We Want**
- **Not All Investors Are The Same**
- **TIMOs – Investors We Can Partner With**

# WHY SHOULD CONSERVATION PARTNER WITH TIMOs?

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- **Greater Scale – Access to “Wholesale” Conservation**
- ***A Priori* Participation**
- **Conservation Priorities**
- **Use of Non-Financial Capital**

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# CONSERVATION'S COMPETITIVE ADVANTAGE



# WHAT'S WRONG WITH THIS PICTURE?

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- **TIMOs Don't Invest in California**
- **Conservation Can't Get the Money Fast Enough**

# **SUMMARY:**

## **What is It That We Need?**

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- **Direct Partnerships with Financial Investors**
- **More Conservation Capital**
- **Faster Capital Deployment**
- **Focus on Conservation**
- **Seek Low-Cost Partners**

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