

Daniel T. Nees

SUMMARY STATEMENT OF QUALIFICATIONS AND EXPERIENCE

Dan Nees is the Director of Programs at Throwe Environmental, LLC, which is a consultancy dedicated to expanding the capacity of local governments to financing climate resilience and environmental sustainability. Dan is also a Senior Fellow at the Center for Global Sustainability at the University of Maryland School of Public Policy. Dan is the former director of the University of Maryland Environmental Finance Center. Dan has been dedicated to assisting communities throughout the Chesapeake Bay watershed and the Mid-Atlantic region in their efforts to implement and finance environmental and sustainable development initiatives. Dan's work focuses on developing innovative market and performance-based financing systems to reduce the cost of community sustainability and environmental compliance at local, state, and regional levels. In addition to his tenure at the University of Maryland, Dan led environmental market and water quality programs at Forest Trends, a global NGO that seeks to develop market and economic solutions to global environmental problems, and at the World Resources Institute (WRI), an environmental think-tank. At the University of Maryland, College Park, Dan earned a B.A. in Economics, a Master of Environmental Policy, and a Master of Business Administration.

EXPERIENCE

1/20 to
Present

THROWE ENVIRONMENTAL, LLC. BRISTOL, RHODE ISLAND
DIRECTOR

- Directs the company's local government climate resilience planning and financing programs and services.
- Serves as the project director for the Annapolis and Anne Arundel County Resilience Financing Authority development project. This includes establishing the authority's corporate and governance structures as well as develop climate resilience infrastructure financing systems.
- Leads the company's financing policy and implementation programs in communities throughout New England and the Mid Atlantic. This includes projects throughout Rhode Island and southern Massachusetts.

7/11 to
Present

CENTER FOR GLOBAL SUSTAINABILITY, COLLEGE PARK, MARYLAND
SENIOR FELLOW

- Leads the Centers Community Resilience Initiative with a focus on urban sustainability, coastal management, water quality restoration, and infrastructure financing. Key projects include climate resilience program development and financing in Charles County, Anne Arundel County, and Annapolis, MD.
- Serve as principal investigator for a multi-community resilience planning project supported by the US Department of Defense. Project partners include funding the Naval Support Facility Indian Head, the Town of Indian Head, and the Charles County Resilience Program.
- Worked in partnership with the Maryland Department of Natural Resources to create the Resilience Financing Stress Test Tool, which provides local leaders with a template for assessing and strengthening infrastructure-financing capacity.
- Working in partnership with state and local leaders to create to establish sustainable and resilient economic systems and institutions.
- Working with university leadership to strengthen outreach programs designed to integrate market-based financing systems into an array of environmental infrastructure needs including stormwater and coastal resilience.

ENVIRONMENTAL FINANCE CENTER, COLLEGE PARK, MARYLAND
DIRECTOR

- Was responsible for the direction, management, and administration of the leading environmental and natural resource financing outreach organization in the Mid-Atlantic region.
- Served as the primary program developer and fundraiser for the Center, and manages a staff of 13 fulltime people, as well as a rotating team of graduate students.
- Served as senior program manager on projects designed to assist communities throughout the Chesapeake Bay watershed and the Mid-Atlantic region in their efforts to implement and finance resilience, environmental, stormwater management, and sustainable development initiatives.
- Led EFC's Community Resilience Initiative, which focuses on advancing innovative approaches for incentivizing public and private investment in more resilient communities. As part of that initiative, he has worked directly with state and local leaders to advance more market-based approaches to infrastructure financing systems.
- Served as primary financing consultant on water quality financing projects, including current project assessing the potential impact of the Maryland Chesapeake and Atlantic Coastal Bays Trust Fund on behalf of the Maryland Department of Natural Resources (DNR). Has also recently served as a consultant to DNR on various financial policy development efforts, including discussions focusing on financing the state's Watershed Implementation Plan.
- Served as primary author and project manager for a 2015 White Paper report to the State of Maryland that outlined a financing strategy for restoring and protecting the Chesapeake Bay.
- Served as project lead for the development of EFC's Local Government Stormwater Financing Manual, which was completed in 2013.
- Led an EFC project focusing on local strategies to finance stormwater management programs, practices, institutions, and policies. The project will launch in early 2012 in three communities within the Chesapeake Bay watershed: Baltimore City; Anne Arundel County, Maryland; Lynchburg, Virginia. The project will focus on assessing the economic impact and benefits of financing local stormwater projects as well as the identifying options for meeting regulatory obligations efficiently, effectively, and expediently.
- Helped lead an EFC assessment of the potential impact of a beverage container deposit program in the state of Maryland. Our analysis focused on the potential cost and revenue impacts as well as the potential impact on environmental and litter reduction efforts across the state.

8/08 to
7/11

FOREST TRENDS, WASHINGTON, DC
CHESAPEAKE FUND DIRECTOR

- Directed and managed the daily operations of the Chesapeake Fund program. This included overseeing and managing organizational budget and grant funding, managing staff of two program managers and other program consultants and resource experts. Oversaw coordination of activities from partner organizations.
- Oversaw and implemented program development and fundraising activities. Developed strategies and fundraising vehicles to engage businesses and foundations in the launch of the Chesapeake Fund.
- Staffed and lead the Chesapeake Fund's advisory committee, which is comprised of experts from multiple industry and social sectors to help guide the launch and management of the Fund. Also led the Fund's executive committee, which includes six high-level advisors that provide advise on some of the more critical finance, legal, governance, political, and fiscal issues.
- Directed development of marketing and outreach materials.

5/07 to
8/08

WORLD RESOURCES INSTITUTE, WASHINGTON, D.C.
SENIOR ASSOCIATE

- Directed the Institute's water quality and eutrophication programs, including NutrientNet and other

market-based analytical tools. WRI's water quality programs are located within the People and Ecosystems Program.

- Directed staff of five policy analysts and research associates.
- Led the development and implementation of market-based water quality policy guidance, publications, outreach, and consulting activities. Primary focus was on conducting and disseminating research associated with water quality trading within the Chesapeake Basin.
- Oversaw and implemented all program development and fundraising activities.

4/04 to
5/07

ENVIRONMENTAL FINANCE CENTER, COLLEGE PARK, MARYLAND
DIRECTOR

- Directed and managed the daily operations of the Center, including overseeing and managing organizational budget and grant funding. Managed core staff of seven program managers and faculty research assistants, as well as additional program consultants and resource experts.
- Initiated and facilitated the transfer of the Center to the National Center for Smart Growth Research and Education, located at the University of Maryland, College Park.
- Oversaw and implemented program development and fundraising activities. Under my direction, the Center's budget tripled over two years and its base diversified from being dependent upon a single federal appropriation to eight different funding sources, including public and private grants and fee for service programs.
- Developed, implemented, and directed major program initiatives targeting complex environmental and community-based issues. Examples include developing a new community stormwater financing initiative. The goal of this multi-organizational partnership is to assist local leaders in their efforts to develop and implement sustainable financing strategies for managing urban wet weather management programs. The Center has raised more than \$200,000 in support of this program.
- Directed the development of new watershed financing workshop series targeting local officials in communities throughout the Mid-Atlantic region. Workshop issues have included financing the protection of agricultural lands and open space in Talbot County; financing stormwater management in Pennsylvania; and financing watershed and agriculture lands protection in the Cacapon River watershed in West Virginia.
- Staffed, directed, and led the Chesapeake Bay Finance Authority Committee's recent efforts to develop a template for developing a regional financing authority to finance. Provided technical assistance, staffing, and financing analysis and directed all program activity and staffing efforts.
- Served as lead author on many white paper and technical reports addressing a variety of environmental financing, marketing, and program implementation issues.
- Coordinated EFC's participation in the Chesapeake Bay Blue Ribbon Finance Panel. EFC provided staffing, technical assistance, and financial analysis for the Panel's activities.
- Assisted communities throughout the Chesapeake Bay watershed and the Mid-Atlantic region in their efforts to finance and implement environmental programs and initiatives.

6/97 to 10/98

THE NATURE CONSERVANCY, ARLINGTON, VIRGINIA
PROJECT MANAGER, CORPORATE PROGRAMS

- Managed multiple corporate marketing partnerships including Holland America Cruise Lines, Discovery Communications, MBNA America Bank, and Millstone Coffee.
- Edited and approved all partnership advertising and marketing copy.
- Managed statement insert program for MBNA Conservancy credit card.
- Served as primary contact between corporate partners and The Nature Conservancy.

EDUCATION

MASTER OF BUSINESS ADMINISTRATION (MBA), May 2000
Robert H. Smith School of Business, University of Maryland, College Park

MASTER OF PUBLIC MANAGEMENT (MPM) Environmental Policy, May 2000
School of Public Policy, University of Maryland, College Park

BACHELOR OF ARTS: ECONOMICS, December 1993
School of Behavioral Sciences, University of Maryland, College Park

PUBLICATIONS, REPORTS, AND PRESENTATIONS

- “Worth Every Penny”, *Save the Bay: Magazine of the Chesapeake Bay Foundation*. Winter 2012.
- Daniel Nees, Valerie Green, Kim Treadway, John Lafferty, Michelle Vanyo, Paul Date, and Robert Hunt Sprinkle, “Activism, Objectivism, and Environmental Politics,” *Environmental Ethics*, Fall 2003, 25:295-312.
- *Stormwater Financing Economic Impact Assessment: Baltimore, MD; Anne Arundel County, MD; Lynchburg, VA*. An Environmental Finance Center Project Report; November 2013.
- *Calvert County, Maryland Water Quality Financing Strategy*. An Environmental Finance Center Project Report; September 2013.
- *Local Government Stormwater Financing Manual: A Process for Program Reform*. An Environmental Finance Center report. Phil Favero; Dan Nees; Jennifer Cotting. August 2013.
- *Schuylkill Action Network Financing Strategy* An Environmental Finance Center White Paper report; January 2007.
- *Partnership for the Delaware Estuary: Financing Feasibility Study* An Environmental Finance Center White Paper report; September 2006.
- *Chesapeake Bay Trust Financing Strategy* An Environmental Finance Center White Paper report; September 2006.
- *Chesapeake Bay Financing Authority Organizational Template* A White Paper From The Financing Authority Committee Chesapeake Bay Program July, 2005
- *Financing Open Space Protection in Talbot County, Maryland* A White Paper report delivered to the Talbot County Council, November 2005.
- *Financing Watershed Protection in the Cacapon and Lost Rivers Watershed* A White Paper Report delivered to the Cacapon and Lost Rivers Land Trust, March 2006.
- *Financing Stormwater Management*, Presentation for the Villanova University Annual Stormwater Management Conference; October 11, 2005
- *Creating Sustainable Watershed Strategies*, Presentation for the Pennsylvania Conservation Districts Watershed Specialists Annual Meeting; October 5, 2005
- *Financing Watershed Protection*, Presentation for the Schuylkill Watershed Congress, February 2, 2005, Pottstown, PA.
- *Stormwater Financing Report to Baltimore, MD, Anne Arundel County, MD, and Lynchburg, VA*, A White Paper Report Delivered to the communities in December 2013.
- *Calvert County, MD Financing Strategy*, White Paper Report Delivered in June 2013.
- *Chesapeake and Atlantic Coastal Bays Trust Fund Technical Assistance Project Final Report*, White Paper Report Delivered to the Maryland Department of Natural Resources, May 2014.
- *Maryland’s Chesapeake Bay Financing Strategy Final Report*, White Paper Report Prepared for the State of Maryland, January 2015.