Lead Organization Name: Delta Institute
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Duration of Project: Three years

Project Title:
Financing Regenerative Agriculture: Innovative Mechanisms to Mobilize Private Capital and Accelerate Deal Flow

Project in a Sentence:
This project will engage partners across sources of capital to address barriers to investing in regenerative agriculture, strengthen the business case for investment, develop tools that will improve investor literacy and accelerate deal flow, and demonstrate its innovative approaches in a place-based example in Wisconsin.

Project Elevator Pitch:
We are at the beginning of a $30 trillion generational transfer of wealth, where millennials and other motivated investors are seeking positive impacts from their investments. This presents a unique opportunity to combine and leverage these trends to markedly improve the condition of our soils, farms, and communities. This project will work across the pre-competitive investment landscape and build the data, tools, models, and communities of practice needed to accelerate and expand investment in the regenerative agriculture sector.
Deliverables:

The package of project deliverables for the agricultural community includes: sectoral investment needs and opportunities, whitepapers, stakeholder meetings, and a Regenerative Agriculture Investment Toolkit. In the Driftless Area case study, financial models, market analyses, business pro formas, and investor casebooks will also be produced for those in the region and will be generally applicable to other geographies.

How We Are Advancing Conservation Finance:

This project is innovative in its approaches to supporting the growth of the regenerative agriculture investment sector, including: identifying methodologies for blending sources of capital, creating aggregated demand for regeneratively-produced products, engaging and coordinating the investor community, and scaling and spreading other innovative projects (e.g. past and ongoing CIGs). This will be accomplished through engaging partners across sources of capital to characterize the perceived barriers and opportunities to investing in regenerative agriculture, developing clear business cases for investing in regenerative agriculture, standardizing the quantification of benefits for investor decision-making, developing more collaborative approaches to managing investment risk, improving investor literacy, reducing deal friction, and accelerating deal flow.