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# GREENPRINT PARTNERS

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The Honorable Paul G. Pinsky, Chair and  
The Honorable Cheryl C. Kagan, Vice Chair  
Maryland Senate Education, Health, and Environmental Affairs Committee  
Miller Senate Office Building, 2 West Wing  
11 Bladen St., Annapolis, MD 21401 – 1991

Re: SB0737 The Comprehensive Conservation Finance Act of 2021

**Dear Chairman Pinsky, Vice Chairwoman Kagan, and Members of the Committee,**

As CEO of Greenprint Partners, a green infrastructure (GSI) delivery partner that helps cities achieve high-impact, community-driven stormwater solutions at scale, I am writing in support of the proposed Comprehensive Conservation Finance Act. This comprehensive measure would advance conservation, environmental justice, and water quality efforts throughout the State, unlocking both private capital and federal funding. Maryland has the chance to be a national leader by passing this Act and solidifying the state's commitment to landscape-scale and equitable conservation.

As a WBE/Certified B Corporation, we are driven by our mission to get the most good out of green infrastructure. Greenprint provides full service planning, design and construction of GSI and leverages private financing to deliver our projects through performance-based contracts. We design our projects to not only manage stormwater but also maximize co-benefits in partnership with residents and stakeholders.

Distributed green stormwater infrastructure is a more resilient and benefit-rich approach to stormwater management than centralized gray infrastructure that should be recognized as financeable infrastructure in order to scale. It also necessitates different approaches to financing and procurement relative to underground gray solutions. Its distributed nature means that many smaller projects must be aggregated across public and private property to scale. Its vegetative, surface-level nature requires engagement with the local community, demands effective maintenance practices to ensure long-term performance, and generates additional co-benefits beyond stormwater performance- especially in environmental justice communities with poorer infrastructure and less access to green space. This legislation would unlock new sources of capital and enable the financing and contracting structures that could enable GSI to scale in Maryland, driving water quality, environmental justice and economic opportunity state-wide.

Specifically, the following components within the bill will enable benefit-rich GSI projects to be implemented at scale:

**1. Enabling pay-for-success contracts as an allowed method for state procurements.**

Public-private partnerships (P3) and pay-for-success structures are ideal vehicles for GSI delivery. Capacity constraints and lack of internal expertise make it challenging for government agencies to manage the complexity of aggregated GSI portfolios. Agencies and units of government often struggle to do this work due to limited capacity and competing priorities; P3s that focus on outcome delivery enable agencies to gain efficiencies and transfer risk to a single partner who manages project aggregation, community engagement, design and construction; all project activities are privately financed and the government partner only pays for successful projects that



achieve target metrics such as gallons managed. Greenprint manages a portfolio of pay-for-success projects in St. Louis under the Metropolitan Sewer District's Project Clear Program, where we partner with private property owners to develop GSI projects on their property, contract with the utility at an agreed upon \$/greened acre, secure financing for design and construction and receive utility payment upon project completion and validation.

**2. Authorizing Innovative Uses of the Clean Water State Revolving Loan Fund.**

Creating the mechanisms for a sponsorship program or other innovations would encourage direct collaboration between POTWs and GSI implementers. By creating opportunities for partnership rather than competition, the sponsorship program model has been able to integrate green infrastructure projects into the CWSRF in states like Ohio and Iowa while not decreasing funding to POTWs and grey infrastructure projects. A sponsorship program would increase the size and scale of GSI programs. This coupled with the continuous increase of municipal, green, and environmental impact bonds for GSI at the municipal level would increase the capital up-front to enable large-scale deployment, attracting more private partners like Greenprint to the Maryland market.

**3. Adding Pay for Success to the Bay Trust Fund.**

Expanding the Bay Trust Fund to allow for pay for success contracting based on multiple co-benefits would incentivize GSI and other high value conservation strategies. Many GSI programs that incentivize projects exclusively based on stormwater performance have struggled to generate highly vegetative, co-benefit rich projects as a result. By directly pricing and incentivizing the desired co-benefits, such as job creation, targeting projects in environmental justice communities or health benefits, government agencies are more likely to achieve multiple environmental, social and economic outcomes. Greenprint manages a portfolio of green infrastructure projects on church and school properties in San Francisco as part of the San Francisco Public Utilities Commission Green Infrastructure Grant Program, where projects that meet additional environmental justice criteria are scored higher and are more likely to be awarded. As a result, SFPUC is able to directly incentivize more equitably distributed green infrastructure projects.

Nationally, our work has been recognized by the US Water Prize, USDA, and the municipalities we work with because co-benefit rich GSI resonates with stakeholders and residents. It allows an agency or utility to directly create more livable and vibrant communities and create visible connections to our water systems. Passing the Comprehensive Conservation Finance Act would enable our organization and others like us to expand our work and deliver improved environmental and community outcomes for the people of Maryland.

**Sincerely,**

April Mendez  
CEO

cc: Senator Jim Rosapepe  
Senator Guy Guzzone  
Senator Sarah Elfreth  
Senator Will Smith  
Senator Mary Washington  
Senator Ron Young