

Bold Innovations for water.org

Prepared by:
University of Calgary
Haskayne School of Business



Executive Summary

**Reach 100MM
people in 5 years
without requiring
proportional
water.org
resources.**

1

**Lever all points of value chain -
People. Networks. Funding**

2

**Find, connect, and scale applications to
NGOs and water.org**

3

**Create new tools and lever capacity in
field and water.org HQ**

**Reach 100 million people
in 5 years.**

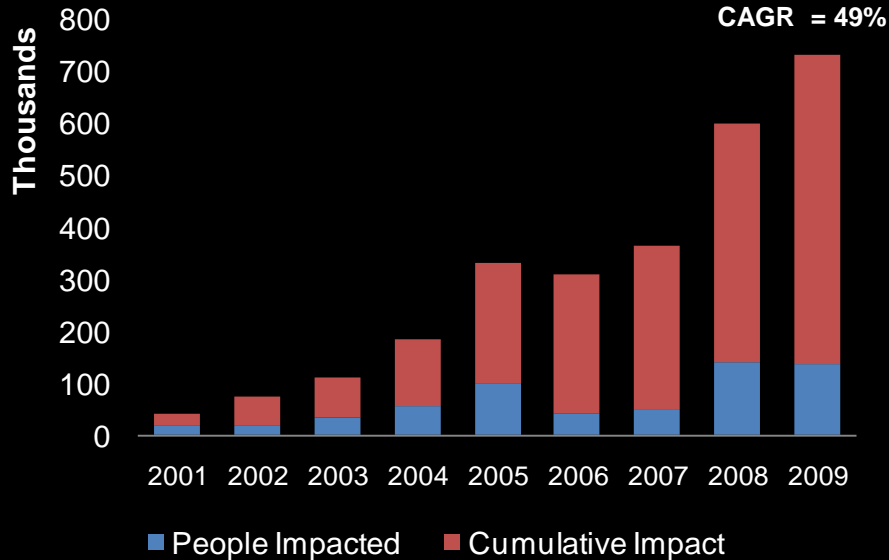


How?

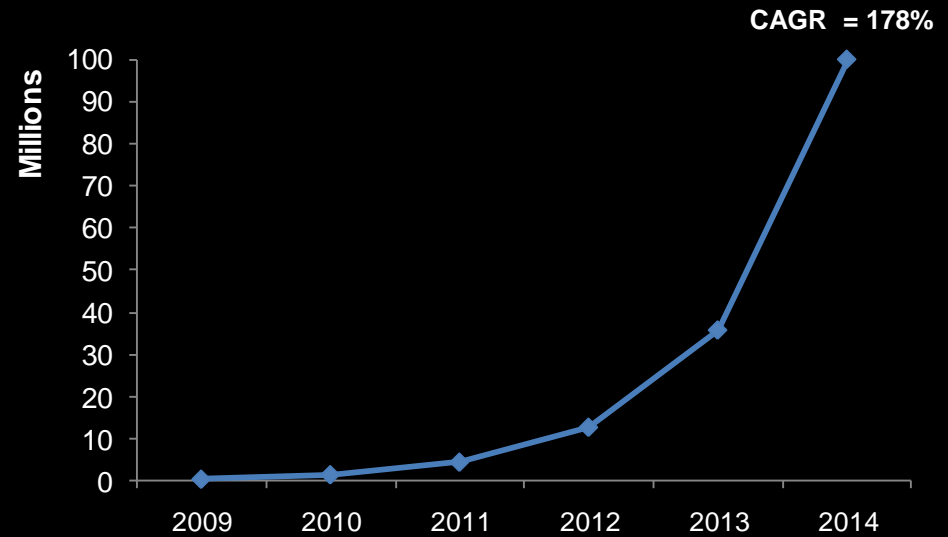
**Leveraging core competencies of water.org
at all points of value chain.**

Reaching Impact

Water.org Historical Impact

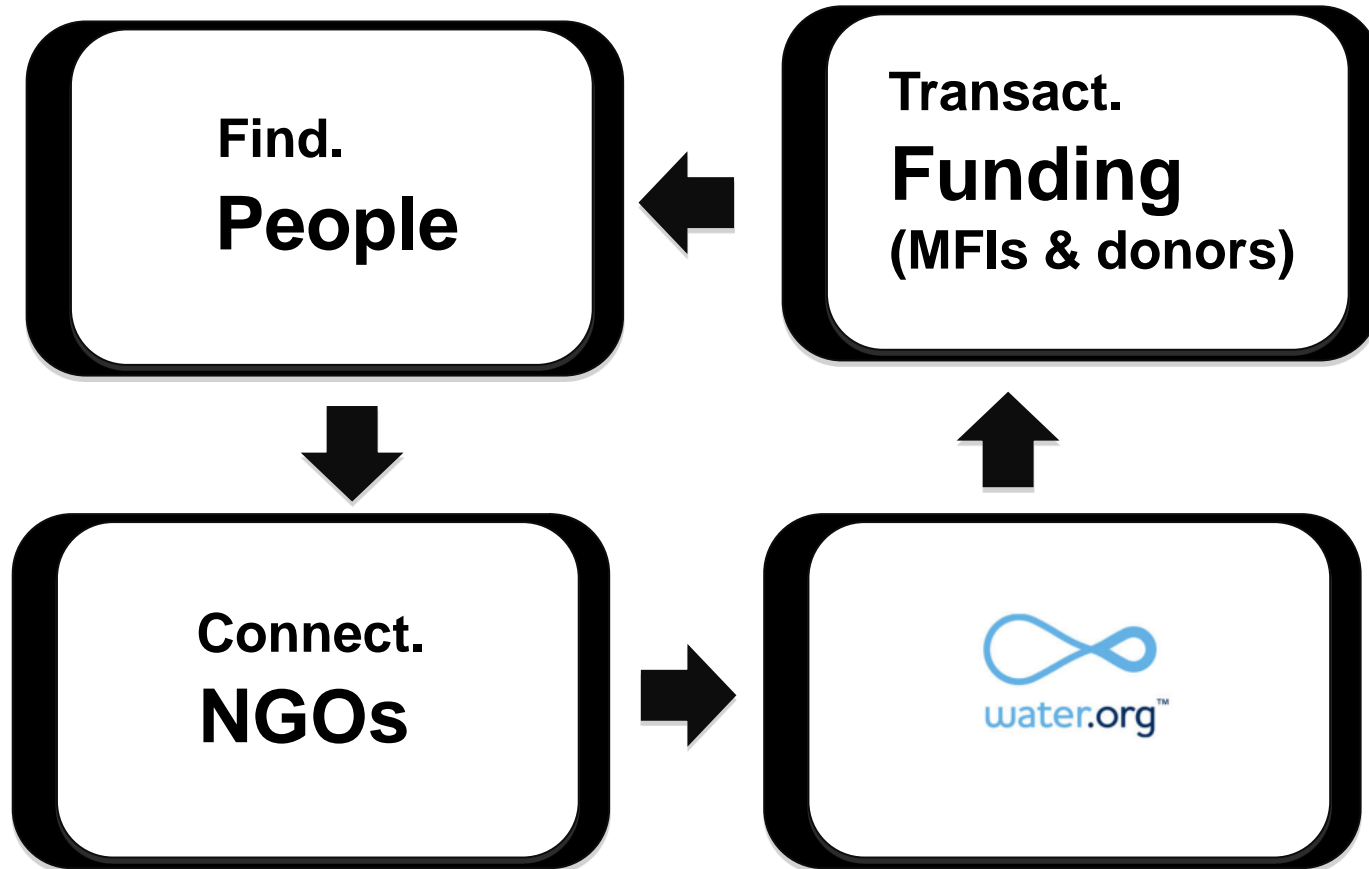


Water.org Impact Challenge

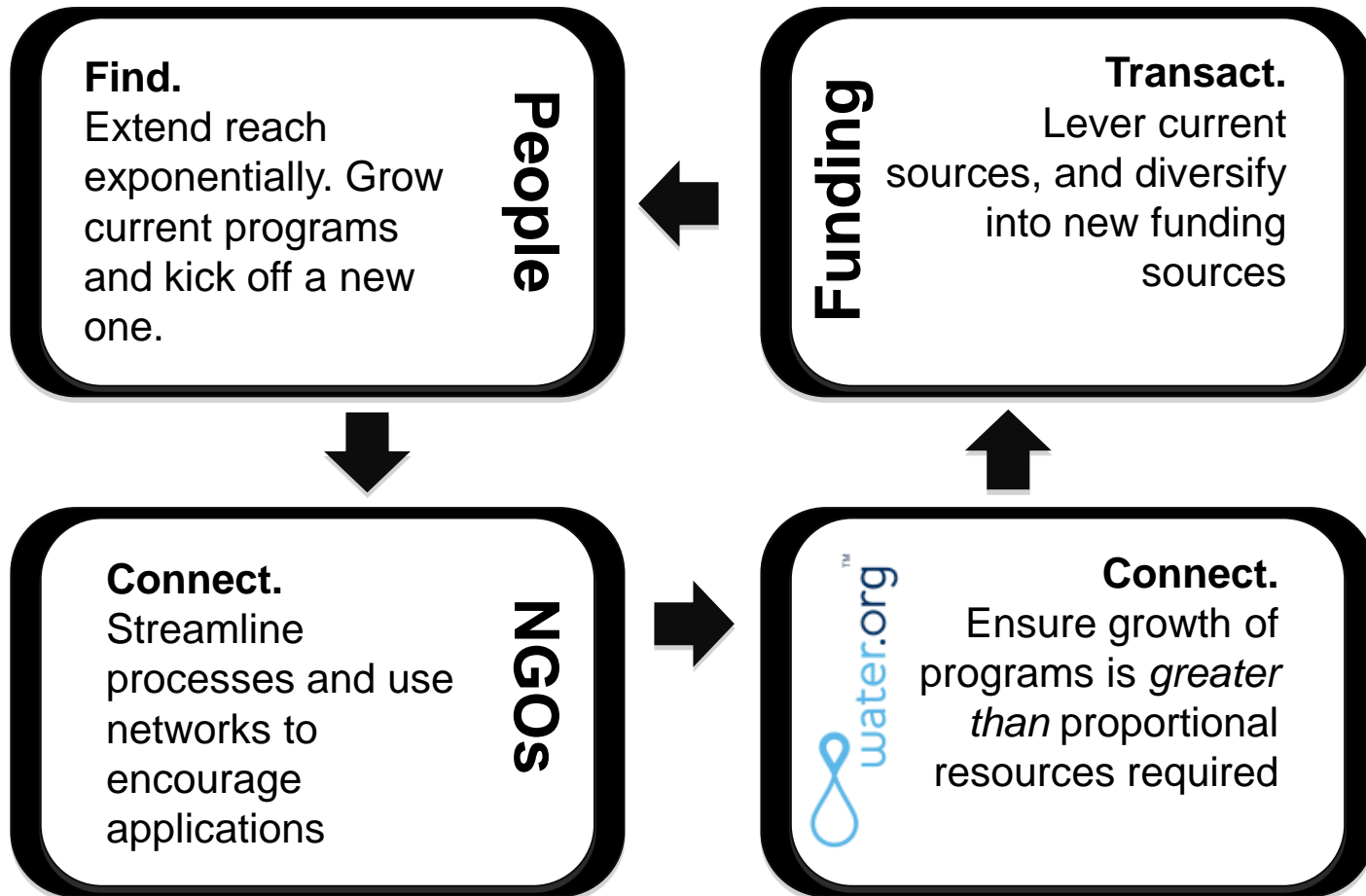


CAGR must increase from 49% to 178% in order to reach goal.

Value Chain



Levering Value Chain



Maximize Reach. Minimize Resources.

People.

Encourage more demand through education by accessing a new market through free enterprise.

Networks.

Source best practices and share resources.

Funding.

Access new funding to meet new demand.



**Expanding into free enterprise.
Harnessing entrepreneurial spirit.
Business in a box.**

Aquapreneur



Set framework, allow for local solutions

Provide a framework while still allowing for local solutions

Business in a box

Options for aquapreneurs

Mobile Mechanics

Distribution

Filtration

Sanitation

Business Basics + Repertoire of Ideas


Mobile mechanics
Filtration
Distribution
Sanitation
Description

Service and maintain existing infrastructure

Treatment of water that is accessible but not clean

Develop processes for distribution of water to remote locations in a timely fashion

Turning latrines into a business using best practices

Loan Size

\$100

\$100-200 (small)
\$5000 (large)

\$100-300(small)
\$300-500(large)

\$50-100(small)
\$200-300(large)

Business Model

Maintenance fees charged at \$50/pump/year

Use modular and mobile technology to filter unclean water sources

Distribution of packaged water through creative transportation solutions

Building individual or communal latrines

Reach (2012)

340,000 people

70,000 people

8,250 people

55,000 people

Ideal Location

Rural Africa or Peri-Urban India

Rural (small)
Urban (large)

Outlying areas(small)
Rural (large)

Any

Best Practice

Water For People

CAWST

Water For People

World Toilet Organization



Business in a box

Collaborate with partners for best practices and leverage new ideas to help develop Business in a box program

water.org

Create repertoire of options for various aquapreneurs (individuals or groups)

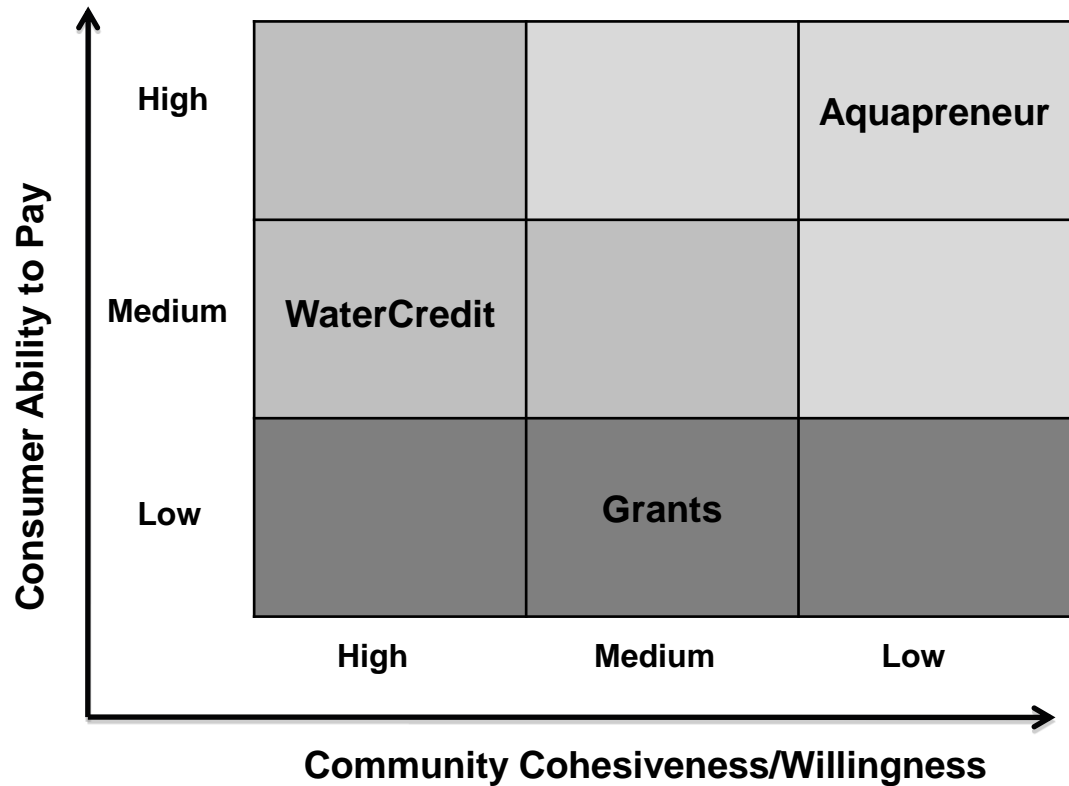
Crowd sourcing

Partnerships

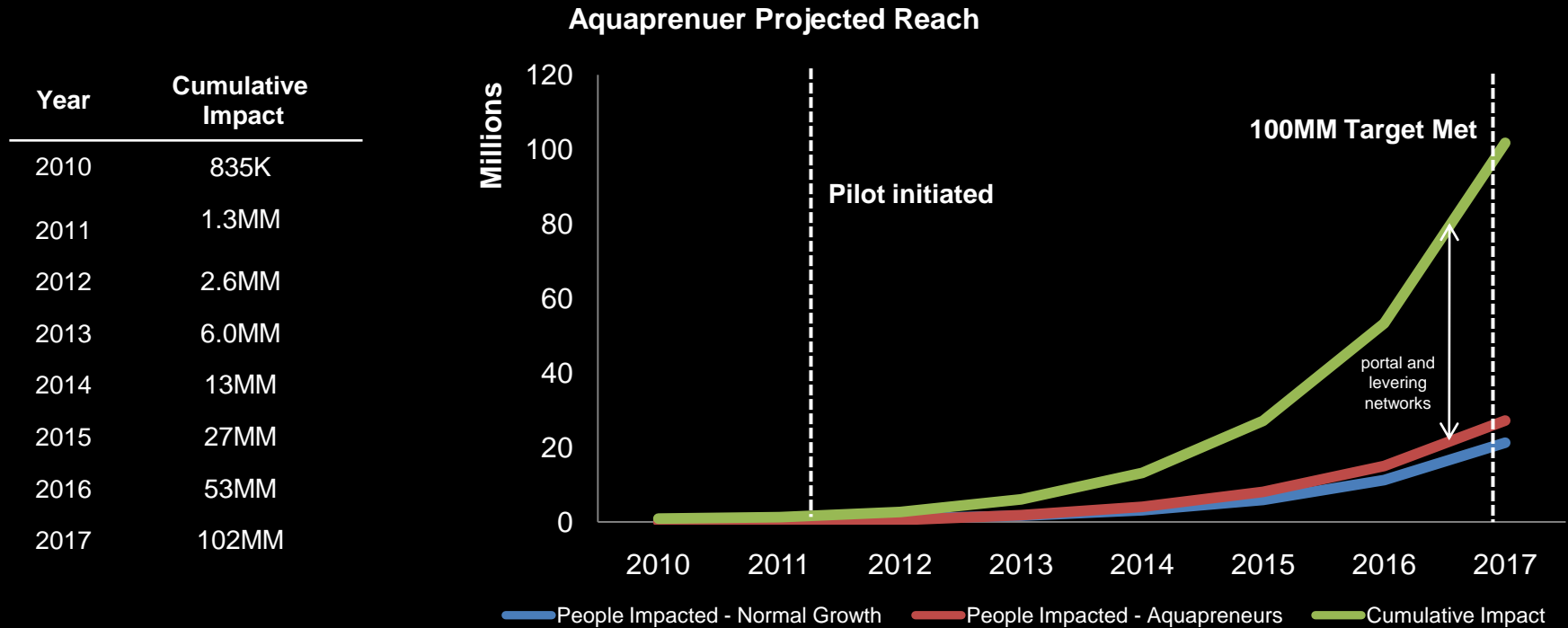
Applicability of Programs

Each program fills a unique target market.

- **Grants:** severely impoverished who cannot pay
- **WaterCredit:** communities/ individuals able to pay
- **Aquapreneur:** last 3 miles best served by free enterprise



Impact Summary



Development of a self-sustaining endowment will allow water.org to ensure ongoing growth and reach with the aquapreneur program

Leveraging Networks

**Core
education****Best practice****Fund
development**

- Working with partners in the field will ensure a grass roots approach to education on water and sanitation
- Educating and motivating new entrepreneurs in the field with the essential skills needed to run their businesses
- Capturing best practices and integrating these will ensure operations that work in the field
- Linking with NGOs to develop best practices will allow for increased efficiencies and collaboration
- Partnering with existing and future funding agencies to ensure long term funding
- Brainstorm with NGOs to understand how donations can provide more value for each dollar raised

Core Education

48,000+ students in 39 countries

Students In Free Enterprise can educate communities about business skills

Ensures sustainability of the Business in a box program



50,000+ students in 107 countries

AIESEC can provide student resources to implement and educate

Reaches communities through innovative education programs



CAWST uses innovative watsan training programs through field NGOs

Target of 20MM people by 2020



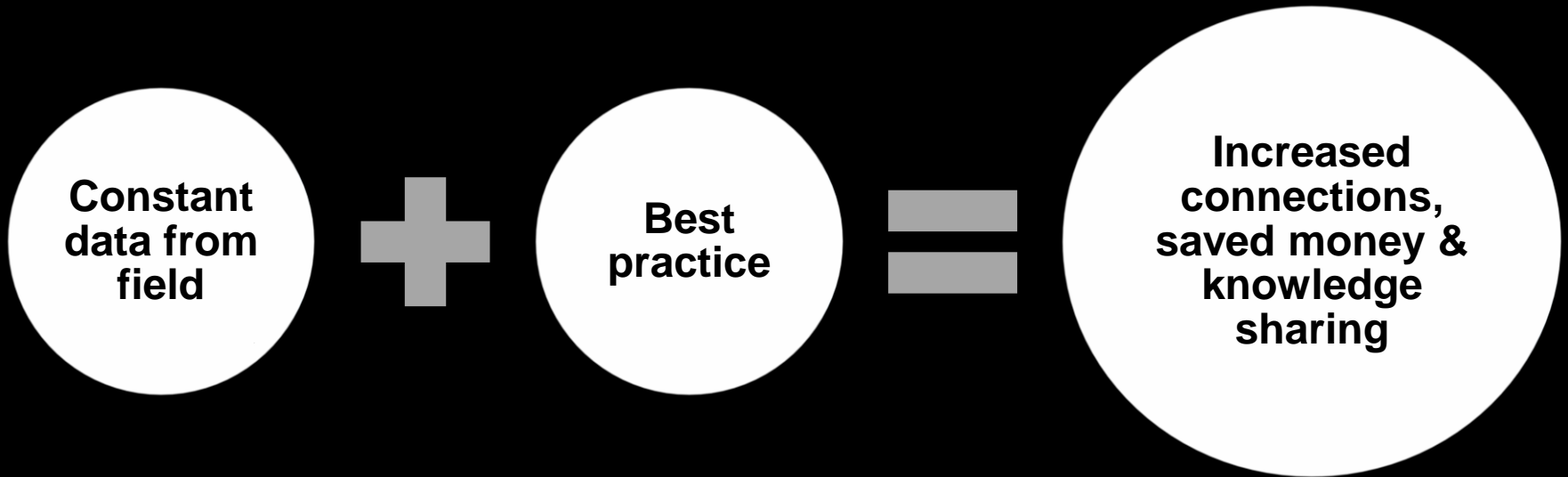
Pratham develops youth education programs which water.org can leverage

Ensures 'customers' are educated about water and sanitation

**Network of 300 organizations
3.6MM people in 66 countries**

450,000+ children reached

Watsan Portal



Watsan Incentive Program

what is in it for the partnering organizations?

<p>Future success</p>	<ul style="list-style-type: none"> • Track data on successes and failures to identify best practices and lessons learned
<p>Increased networks</p>	<ul style="list-style-type: none"> • Ability to identify nearby projects and create partnerships or consolidate efforts • Access to otherwise unavailable resources
<p>Funding & support</p>	<ul style="list-style-type: none"> • With larger networks come larger pools of capital to help fund projects in the field • Financial incentives for involvement - pool of capital tied to commitment and involvement

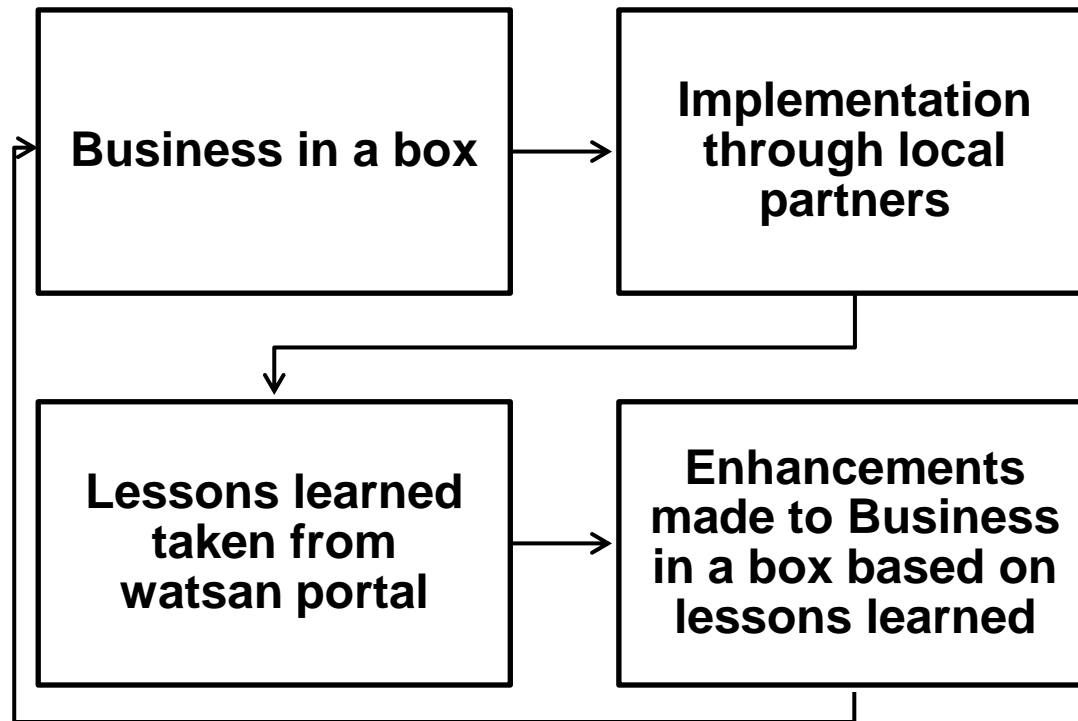
Develop field networks

Collaboration on specific field projects

Reduce overhead %

Reduce costs per person

Program Connection



Ensure circular learning by taking lessons learned from the field and enhancing Business in a box to guarantee that the program is demand driven from water.org's 'customers'

Funding Installment Example

overall loan - \$1,000

broken down into quarterly installments

Installment	Value	Aggregate	Requirement
1 st	\$250	\$250	<ul style="list-style-type: none"> • Must fill out loan application for Business in a box/aquapreneur plan • If approved, first loan installment is given and project information is upload to watsan portal
2 nd	\$250	\$500	<ul style="list-style-type: none"> • Fund recipient is to provide information to the funding organization, which will then be use to update the watsan portal with the status of the project • Upon updating the watsan portal and abiding by all terms setout in the loan they receive their next loan installment
3 rd	\$250	\$750	
4 th	\$250	\$1,000	<ul style="list-style-type: none"> • Fund recipient is to provide information to the funding organization, which will then be used to update the watsan portal on the successes and failures of the project. If this is not done the fund recipient will not be given funding if they apply for another loan

Leveraging Funding Sources

Current funding

Administering microfinancing is a core competency for water.org. Expand the network!

- MFIs: Opportunity International, Grameen Bank

Corporate & in-kind

Leverage corporate connections through water.org to connect experts in the supply chain with local projects.

- Signatories of the CEO Water Mandate

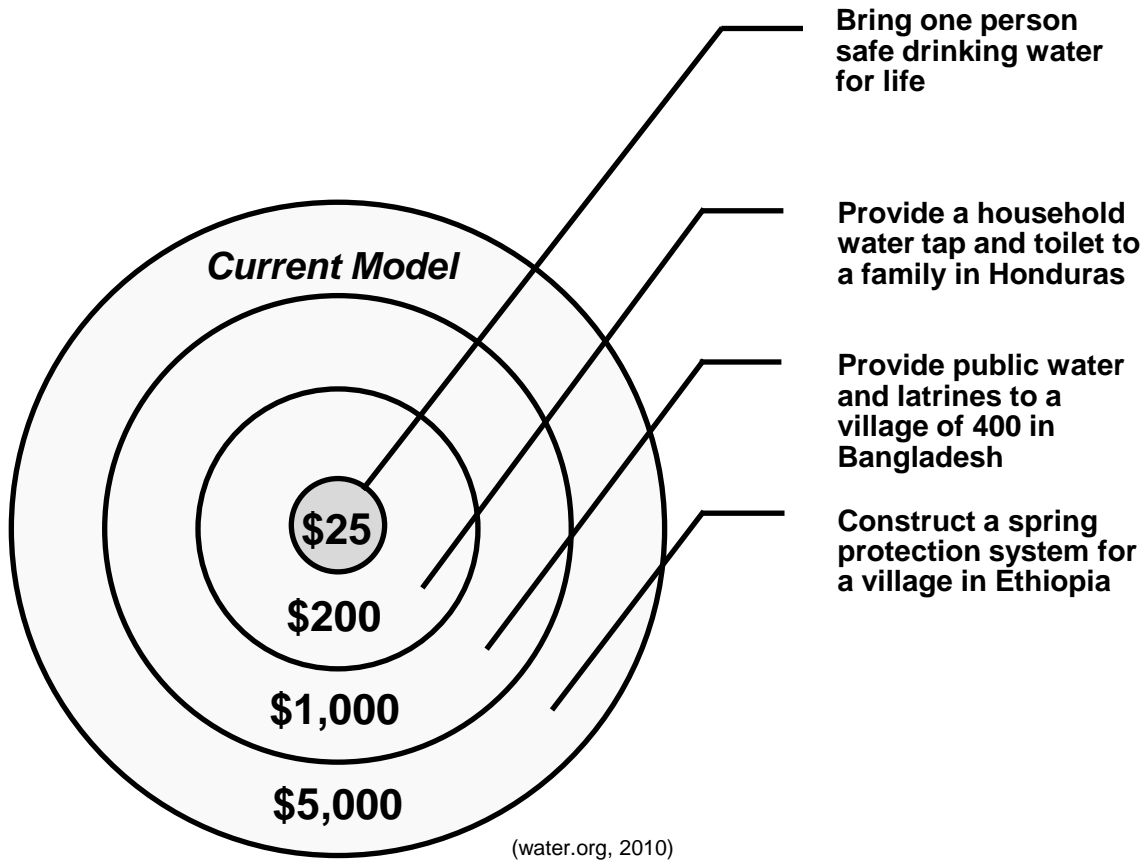
Foundations & agencies

Organizations with a global reach and impact to expand funding sources.

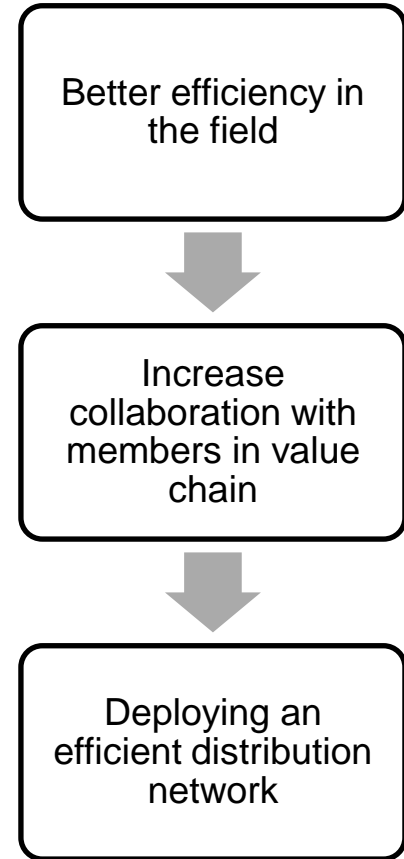
- WHO, UNICEF, USAID, Kiva



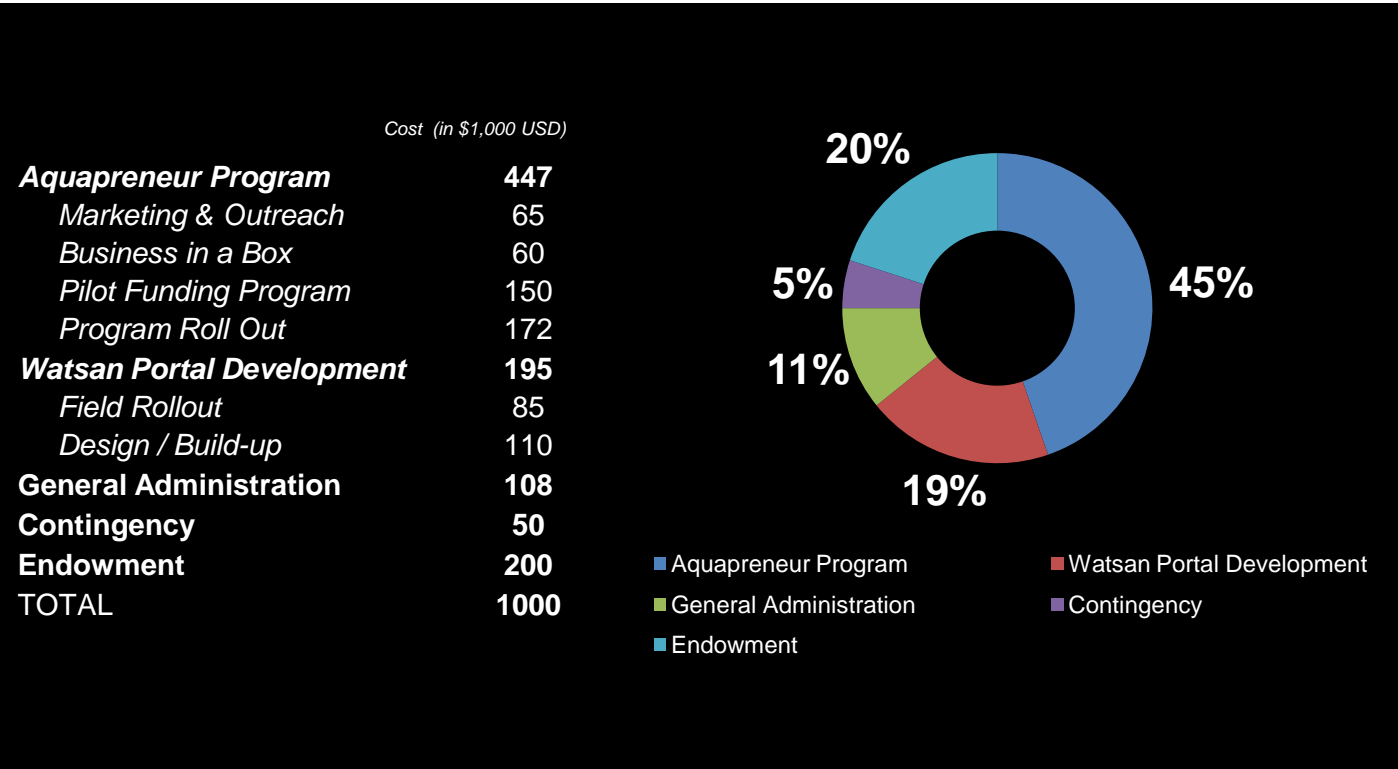
Stretching donor dollars



Bringing down the cost of impact



Project budget



Significant opportunity to leverage in-kind donors to help offset some of the expenditures including the watsan portal

Cornerstones

WORLD

year 5

- World watsan applications for MFIs, world scale NGOs
- Continue leveraging networks for long term funding

REGIONAL

year 4

- Regional roll out of Business in a box
- Regional applications of watsan portal for NGOs
- Lever more funding and support

FIELD

year 3

- Field roll out of Business in a box through MFI/NGO training
- Continue scaling of watsan portal

HQ & FIELD

year 2

- Field pilots for Business in a box
- Scaling of watsan portal

HQ

year 0-1

- Develop/test watsan portal
- Develop/test Business in a box
- Capture best practices

Implementation

 (day 1 – month 6)

Program & technical development

- Initiate content development for Business in a box
- Develop needs assessment for watsan portal

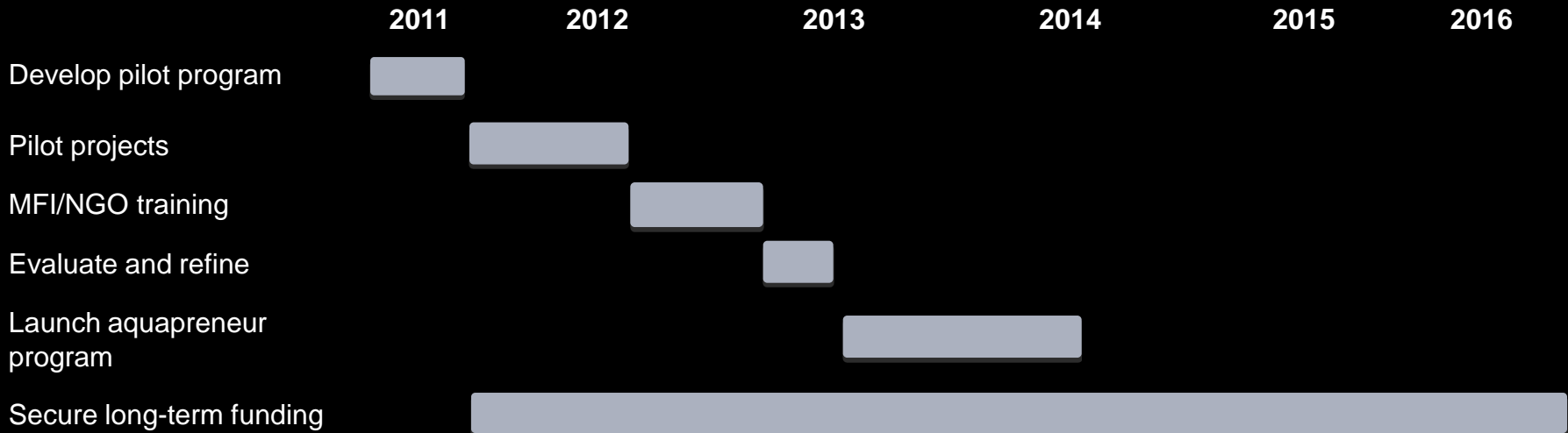
Marketing & communications

- Initiate branding / communications development for aquaprenuers
- Continue crowd sourcing and relationship initiating

Fundraising & microfinance

- Extend relationships to MFI network to introduce aquaprenuer program
- Develop financial structure / instrument for aquaprenuers program

Implementation (key milestones)



Critical Success Factors

Engagement of local university students	Taking field data to develop business in a box concepts	Effectively piloting the projects before full program roll-out	Leverage partners to ensure long-term funding for programs
---	---	--	--

Implementation Team



2nd Place – San Francisco Regional Competition

Develop

Test

Pilot

Scale-Up

Develop: working with locals and agencies in the field to understand necessary requirements for the program

Test: test our ideas with collaborating organizations to get feedback in ensuring materials could have viability in the field

Pilot: work with water.org to pilot the first project in Q1 2013 and officially launch the watsan portal

Scale-up: once initial piloting has been completed we plan on working with water.org in developing a long term roll out strategy

Our team is ready to work with water.org and partnering organizations to leverage ongoing efforts to implement and develop our plan

* See Appendix for Team Member CV's

Measuring Success



- ✓ Sustainability and scalability of projects
- ✓ Increased adoption by women / children
- ✓ Lowering cost of flow-through philanthropy
- ✓ Broadening network and leveraging supply chain
- ✓ Ensuring best practices and circular learning

≡ increased ability to reach **100MM** people in **5 years**

APPENDIX



March 16th, 2011

To: Hult Global Case Challenge and water.org

The FigTree Foundation was started 5 years ago, based on a vision of networking the many separate Calgary-based NGOs doing international aid or development work. The concept is to share best practices, to share networks, and eventually to collaborate on specific projects in the field. The desired result is to reduce overheads, duplication of efforts and encourage an environment of collaboration all geared towards providing a better and more efficient deliverable to the "end user".

At present, the FigTree Roundtable includes more than 40 Calgary organizations, including the Centre for Affordable Water and Sanitation (CAWST), Opportunity International Canada, Hydrogeologists Without Borders, Education Beyond Borders, and Engineers Without Borders. Further, I am well-acquainted with Steve Rickard's work with Rotary microcredit, as well as other Calgary-based NGOs who are not members of the FigTree Roundtable.

To the best of my knowledge, the Fig Tree Foundation is unique with regard to organized local networking of NGOs. We certainly are willing to share our learnings about NGO networks with other cities and with NGOs such as water.org.

Recently, I had the opportunity to meet with the Haskayne students on the water/org case challenge and was impressed with their creative ideas. Further, the FigTree Foundation would be pleased to share our one-stop network with water.org and/or the Haskayne students, so as facilitate development, pilots, and scaling of their ideas, hopefully in conjunction with water.org.

Sincerely,

Paul Gomes,
Executive director and founder,
Fig Tree Charitable Foundation

RE: Letter of support for University of Calgary, Haskayne Students

Dear Hult Global Case Challenge and water.org,

As Director International Services for CAWST, I congratulate the University of Calgary, Haskayne students for their second place finish in the Western Region of Hult Global Case Challenge. On behalf of CAWST, I also want to extend our support to exploring a potential collaboration between CAWST and water.org.

CAWST, the Centre for Affordable Water and Sanitation Technology, is a Canadian charity that provides water and sanitation training, consulting and expertise to organizations serving the poor in developing countries.

CAWST trains and “walks beside” over 300 organizations in 66 countries as they develop their capacities to deliver water and sanitation programs. These public, private and community-based organizations, in turn, train others using CAWST’s innovative training methods. Through this viral approach to capacity building, 3.6 million people in 66 countries have already received clean water and sanitation, and CAWST expects to reach 20 million people with clean water and sanitation by 2020. Our current annual budget is \$2.3 million.

As demand for CAWST’s services grew and confirmed the tremendous gap for our services, CAWST began replicating its model. In 2005, CAWST partnered with three organizations and in the last year expanded this to eleven to develop local Water Expertise and Training (WET) Centres.

CAWST was recently recognized as one of Canada’s top 20 best managed charities and by SUEZ ENVIRONNEMENT as innovative in the following ways:

- CAWST’s organizational structure is unique. CAWST is a hybrid organization that marries a clear humanitarian purpose with a disciplined business approach focused on maximizing impact. CAWST measures its success by the number of people reached with safe water and sanitation.
- CAWST focuses on developing human capacity to implement solutions. CAWST’s training and consultation services are designed to actively engage and motivate clients to take action with the knowledge and skills they've acquired. CAWST recognizes that learning and development are incremental and cumulative, and so provides clients with continuous support services after training. By establishing lasting relationships, CAWST can assist clients as needed at each stage. This ensures that learning occurs at a pace where it can be retained and shared by clients.

- CAWST's interventions are both proactive and lasting. CAWST actively directs its services to reach those most in need, and trains on a variety of low-cost, effective technology solutions for implementers and end-users to select the most appropriate option for their local context.
- CAWST's scalable, viral model is specifically designed to achieve widespread impact: for every one person CAWST trains, approximately 700 people benefit from improved water and sanitation.

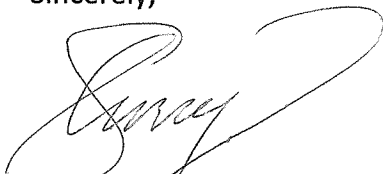
CAWST is familiar with water.org and we see the following two key opportunity to leverage our organizational mandates:

- CAWST's niche is in capacity building, and may be able to provide this for water.org's partners.
- water.org's niche is development of sustainable funding models, and may be able to provide this service to CAWST's global network of clients.

In addition, by coming together with Haskayne students on our common goal, we can learn from each other and our respective networks. For CAWST's part, our client segments include local and international NGOs, UN Agencies, government and corporations. Our collaborators and funders include universities, individuals, corporations, foundations, government and community groups including multiple Rotary clubs.

CAWST offers its supports to the Haskayne students and looks forward to exploring potential collaboration with water.org—and to our vision of a world where everyone has the opportunity to succeed because their basic water and sanitation needs have been met.

Sincerely,



Shauna Curry, P.Eng
Director, International Services
CAWST, Centre for Affordable Water and Sanitation Technology

EDUCATION / AWARDS

- 2006 – Present **Bachelor of Commerce, Energy Management**, University of Calgary (2011)
- Achieved a cumulative GPA of 3.2/4.0
 - Received seven scholarships totalling \$26,500 and numerous awards for leadership and service, including:
 - Inaugural Future Alumni Award – University of Calgary (2009)
 - Canada's Top 20 Under 20 Award – Youth in Motion (2008)
 - Outstanding Non-Graduating Student Award – Haskayne School of Business (2007 & 2009)
 - Caldwell Partners CEO of the Year Futures Fund Scholar (2007)
 - Action Award – Haskayne School of Business (2006 & 2010)
 - Competitor on the UofC Business Policy Team for the Intercollegiate Business Case Competition
 - Received special instruction on the preparation and presentation of solutions to business strategy case problems in time-constrained situations
 - Nominated by industry leaders to represent Canadian youth at the 20th World Energy Congress in Italy, the 19th World Petroleum Congress in Spain and the World Future Energy Summit in UAE
 - Teaching Assistant, Energy and Environmental Engineering 355 – Introduction to Energy and Environment

WORK EXPERIENCE

- 2009 – 2010 **Business Analyst, Power Generation Business Development, Enbridge Inc.** *Calgary, AB*
- Supported the internal investment recommendations process, valuation and transaction project management and due diligence on the \$400 million acquisition of the world's largest commercial ground-mounted solar facility
 - Screened and analyzed \$3 billion of acquisition opportunities in renewable energy and gas fired power generation that led to Enbridge completing \$1.1 billion in acquisitions
- Summer 2008 **Research Analyst, Ludlow Energy Ventures** *New York, NY*
- Made recommendations and tracked energy stocks for inclusion within the Ludlow Energy Ventures Small Cap/Large Cap Index for use in the formulation of investment policies and firm recommendations
- Summer 2007 **Portfolio Administrative Assistant, Mawer Investment Management Inc.** *Calgary, AB*
- Assisted portfolio managers as part of a team dedicated to managing a group of client accounts which included client and custodian communication, cash management and report preparation

LEADERSHIP EXPERIENCE

- 2010 – Present **Chairman, World Petroleum Council Youth Committee (Canada)**
- Develop a global youth strategy for the World Petroleum Council and program development for the 20th WPC Congress in Doha, Qatar
 - Cooperate with the Canadian National Committee and member companies, in developing a youth outreach campaign to offer a forum for learning and education on the Canadian oil and gas sector
- 2007 – 2010 **Project Chair, US Department of Energy's Solar Decathlon – Team Alberta**
- Led a team of 110 students and faculty from Calgary's four post-secondary institutions, that finished 6th place, in a global competition to design, build and operate a fully functioning solar-powered home
 - Successfully led the \$1.5 million fundraising campaign and helped to manage the overall budget and schedule while maintaining stakeholder relationships through outreach efforts
 - Recognized as an Emerald Award and Calgary Award recipient, from the City of Calgary and Emerald Foundation, for the team's leadership and commitment to the environment
- 2006 – 2010 **Founder / President, Institute for Sustainable Energy, Environment and Economy Students' Association**
- Initiated a student organization involving over 150 student volunteers at the UofC that developed a strategic focus for expanded undergraduate research and experiential learning on issues related to energy and the environment
- 2006 – 2010 **Founder / Partnership Lead, International Student Energy Summit**
- Founded the organizing group and assisted in fundraising over \$500,000 for a conference that brought over 400 students from around the world to collaborate in developing a student-driven framework for the future of energy

PERSONAL

- Competitive golf & hockey player
- Director Energy Conservation – Scenic Acres Community Association Board of Directors
- Avid chef and coffee enthusiast

EDUCATION

- 2005 - Present **Bachelor of Commerce, Energy Management** *University of Calgary (2011)*
Bachelor of Arts, Economics *University of Calgary (2011)*
- Recipient of Haskayne School of Business Award for outstanding extracurricular involvement (2009, 2008, 2007)
 - Recipient of \$5,000 in scholarships from the Shell Experiential Energy Learning Fund
- 2008 - Present **Case Competitions & Conferences**
- *Hult Global Case Challenge* – 2nd place regional winner with water.org (March 2011)
 - *JDCWest Business Competition* – Corporate Entrepreneurship Team competitor (January 2011)
 - *Environmental Challenge International Case Competition* – 2nd place global winner with Air & Waste Management Association (August 2010)
 - *RSM Richter Real World Challenge* – 2nd place winner in solving a mock business advisory case
 - *GLOBE Conference 2010* – Chosen by Young Environmental Professional to attend as Emerging Environmental Leader (March 2010)
 - *MIT Energy Conference* – ISEEE Students' Association representative within the Collegiate Energy Association

WORK EXPERIENCE

- Summer 2010 **Business Development and Environmental Services Summer Student, TransAlta** *Calgary, AB Corp.*
- Responsible for the maintenance and update of various economic indicators for market analysis and forecast for use internally within the company
 - Studied the effects of weather patterns on wind production to as an aid for Operations division
 - Worked with the Environmental Services Development team to create a content and communications management system
 - Aided in successfully applying for Renewable Energy Certificate sales into the California market
- Fall 2009 **Intern, Energy and Environment Section – Foreign Affairs and International Trade** *Washington, DC*
- Conducted policy analysis on United States energy and environmental legislation and its potential effects on Canadian energy industry
 - Reported to Ottawa headquarters on global conferences addressing the United States position on environmental issues
 - Attended and analyzed House of Representative and Senate hearings to document the unfolding of climate change legislation
- 2007-2008 **Research Assistant, Alberta Securities Commission and University of Calgary** *Calgary, AB*
- Collected data on confidential exemption filings made in Canadian private equity financings
 - Studied investment behaviour of agents acting within this market

LEADERSHIP AND VOLUNTEER EXPERIENCE

- 2008-2010 **Sponsorship Manager – Team Alberta, US Department of Energy's Solar Decathlon**
- Responsible for coordinating sponsorship and fundraising goals to support \$1.5 million budget
 - Recognized as an Emerald Award and Calgary Award recipient, from the City of Calgary
- 2007-2010 **Vice President Events/Academic, Institute for Sustainable Energy, Environment, and Economy Students' Association**
- Founded and executed the Energy, Environment and Economy Development Program to provide students with access to professional speakers, mentors and improve their knowledge of renewable energy, carbon markets, ecosystem markets and many other topics
 - Planned and carried out a 400 person networking dinner with corporate and students attendees during a formal event on the topic of 'Clean Technology Revolution'
 - Participant in the Emerging Forum for Environmental Leaders at the 2010 GLOBE Conference
 - ISEEE Students' Association representative at Massachusetts Institute of Technology Annual Collegiate Energy Association Conference

PERSONAL

- General
- Have lived in Austria, Canada and the United States
 - Fluent in English, German and conversational in French
 - Interests include running, bikram yoga, cooking and travelling

Yisha Pang

163 MacEwan Drive NW, Calgary, AB, T3K 3Z8
Email: yishap@gmail.com , Cell: 403-969-0072

EDUCATION

2007-present

University of Calgary, Haskayne School of Business

Bachelors of Commerce, Class of 2011, Cumulative GPA of 3.46/4.0

- Received scholarships and awards totaling \$42,000 including:
 - University of Calgary Chancellor's Club Scholarship
 - Canadian Millennium Foundation Local Laureate
 - Miller Thomson Foundation National Scholarship
 - Haskayne School of Business Student Action Service Award

Sep. 2009–

University of Economics, Prague

Dec. 2009

- Central and Eastern European Studies Program

2004-2007

Western Canada High School

- International Baccalaureate Diploma Program, Lifetime Honours Society, 95% average

WORK EXPERIENCE

Summer 2009

Ernst & Young Calgary LLP, Summer Intern

Summer 2010

- Performed 120 hours of SOX walkthroughs documenting and testing 20+ processes
- Analyzed M&A activity and profiled potential buy/sell side clients
- Drafted transaction memos profiling chemicals and oil & gas industries
- Researched and structured oil sands reserve analysis on junior oil & gas companies
- Conducted database and Bloomberg research for Valuations & Business Modelling unit
- Acted as project coordinator and seized files for the Restructuring unit

July 2007 –

Youth Volunteer Corps, Team Leader/Office Coordinator

present

- Coordinate and recruit youth for volunteer projects contributing more than 50,000 volunteer hours back to the Calgary community annually

VOLUNTEER EXPERIENCE

Sep. 2008 –

SIFE Calgary (Students In Free Enterprise),

present

Co-President, VP Competitions, VP Member Development

- Create strategic direction for the club, and individual projects creating over \$400,000 economic opportunity annually
- Develop operational processes for interaction between executive and project managers
- Coordinate events for 95 members and 13 project teams
- Coached and presented on National Exhibition team (4th out of 43 teams in 2009, semi-finalist 2010), Financial Literacy team (2nd place Western Regionals, 2010)

Sep. 2007-

Project Manager, Bowden Small Town Revitalization Project

Sep. 2008

- Created an economic impact of \$180,000 over 2 years
- Consulted with 11% of the population to identify top 3 action areas for economic plan
- Researched and developed timeline for a 7 year strategic action plan

Dec. 2008 -

Intercollegiate Business Competition Calgary Team Debate, Business Ethics

present

- Silver medals, Debate 2008 and 2009
- Over 100 hours of case based analysis and preparation for Business Ethics team

May 2008-

Director Corporate Relations, Commerce Undergraduate Society

May 2009

- Manage the corporate relations portfolio, totaling \$100,000 in contributions
- Act as the primary point of contact for 3 corporate partners, whose involvement spans 6 initiatives with contributions totaling \$20,500

May 2008 –

University of Calgary Debate Society, Treasurer

May 2009

- Developed financial policies, bookkeeping systems for cash flows of \$32,000 annually

INTERESTS/SKILLS

Languages: Fluent English, proficient in Mandarin Chinese, Intermediate French, Basic Czech

Interests: Model UN, running, travelling, NFL football, autobiographical reading, social development

Lauren Rooney

103 Bedwood Crescent N.E.
Calgary, AB T3K 2G8
403.874.5678 | laurenr@telus.net

EDUCATION

- 2006-Present Bachelor of Commerce**
Haskayne School of Business, University of Calgary (2012)
- Cumulative GPA: 3.7/4.0
 - Corporate Social Responsibility in Sustainable Development Certificate
- 2008-Present Case Competitions and Conferences**
- 2nd place regional winner in the Hult Global Case Challenge with water.org (March, 2011)
 - Competitor on the U of C Ethics Team for the Intercollegiate Business Case Competition (ICBC)
 - 2nd place in the Environmental Challenge International Case Competition at the Air & Waste Management Association's Conference & Exhibition (June, 2010)
 - Canadian youth representative at the 3rd World Petroleum Congress (WPC) Youth Forum in New Delhi, India (November, 2010) and 19th WPC in Madrid, Spain (July, 2008)

EMPLOYMENT EXPERIENCE

- 2010-Present Business Development Analyst, Business Development, Kinder Morgan Canada Terminals**
- Led various types of research on commodity markets and transportation in support of due diligence investigations on a \$250 MM acquisition effort, on a joint US/Canadian team
 - Analyzed and researched business development opportunities in the US, creating initial business proposals and developed recommendations for presentation to senior management
- 2008-2009 Sustainable Development Reporting, Corporate Sustainable Development, Suncor Energy Inc.**
- Managed the collection and measurement of scope three emissions for Suncor Energy operations
 - Collaborated with various Suncor departments and the Pembina Institute in the creation, implementation and presentation of the *Sustainability at Suncor, Training Program*
 - Collected, organized and cataloged data for the: 2009 Suncor Energy Report on Sustainability, Carbon Disclosure Project, Dow Jones Sustainability Index & Canadian Association of Petroleum Producers Report

LEADERSHIP / VOLUNTEER EXPERIENCE

- 2010-Present President, Institute for Sustainable Energy, Environment and Economy Students' Association (ISEEESA)**
- Lead 150 member student organization, focused on creating experiential learning opportunities on issues related to energy, the environment and the economy
 - Co-created and manage the inaugural ISEEESA Advisory Board, made-up of leaders in industry
 - Developed a funding strategy which enabled the external team to secure \$90,000 in sponsorship
- 2009-2010 Director External Relations, ISEEESA**
- Secured \$80,000 for student-oriented educational events
- 2009-2010 Committee Chair, Haskayne Student Levy Committee**
- Managed an endowment fund of \$500,000, allocating \$40,000 in funds to student organizations
- 2009-2010 Code of Ethics Project Manager, Students In Free Enterprise (SIFE)**
- Competed on the U of C SIFE Regional's Environmental Team
 - Organized the development of a sustainable code of ethics with 25 junior high and high school students
- 2008-2009 Logistics Coordinator, US Department of Energy's Solar Decathlon – Team Alberta**
- Coordinated team logistics for a group of 50 people from U of C, SAIT, Mount Royal and ACAD
 - Developed strong relationships with fund development offices to raise over \$1.5 MM for the solar house
- 2007-2009 Core Leadership Team, International Student Energy Summit (ISES)**
- Assisted organization of a four-day international conference, which brought together 350 students from around the world to discuss how sustainable energy and resource management will define the future of energy and global development
- 2003-2007 Team Leader, Child and Youth Friendly Calgary (CYFC)**
- Promoted to supervisor position where I recruited, supervised and trained up to 12 youth at a time, on a range of community volunteer projects

Kali Taylor

#3417, 608-9th St SW
Calgary AB
T2P 2B3

Phone : +1(403)921-8307
E-mail:
kali.d.taylor@gmail.com

Education

Bachelor of Commerce, Energy Management *Haskayne School of Business, University of Calgary* **2010**

- Outstanding Graduate Award, Queen Elizabeth II Citizenship Medal; Inter-Collegiate Business Case Competition
- Exchange: University of Limerick

High School Diploma *J.C. Charyk School, Hanna AB* **2006**

- Premier Citizenship Award; Millennium Excellence National Award ; Academic Excellence

Experience

Integrated CO₂ Network ICO₂N, Carbon Capture and Storage (CCS) Analyst **09/2010-present**

- Works to advance the deployment of large-scale CCS projects on behalf of 14 member companies (major energy and electricity companies) by providing business support for work in advocacy & economics, technical, and communications.

TransCanada Pipelines, Project Analyst, Major Projects, Oil and Gas Development Projects **10/2009-09/2010**

- Provided structure and business support for major projects focused on crude oil and natural gas infrastructure (pipeline and terminals) in Canada and the USA. This includes project management, cost control and estimation, risk assessment, and regulatory support.

Husky Energy, Business Analyst, Midstream Assets & New Ventures **07/2007- 10/2009**

- Business Development and strategic planning in the following areas: alternative energies, carbon strategy, power management, risk management, US downstream and pipelines and terminals.

Not-For-Profit Experience

International Student Energy Summit *Chair* **04/2008-Present**

- Chaired the planning of the International Student Energy Summit (ISES), a world-class inaugural event in Calgary Alberta. ISES attracted 350 multidisciplinary students from 30 countries and 50 expert speakers.
- Motivated, managed and led a team of 45 students in developing the mission, vision and program requirements, acquiring sponsorship totaling \$500K and international marketing.

Skills

- Computer Proficiency - Microsoft Word, Excel, Publisher, Access, Visio, SAP
- Leadership and Teamwork - formally trained in leadership development & coaching techniques
- Communication- advanced written & verbal communication; extensive presentation experience
- Organization - Superb organizational skills and ability to multi-task, as demonstrated through ability to work, attend university and be involved in extra curricular activities simultaneously.

Extra Curricular Activities

Young Environmental Professionals of Calgary, Events Manager	06/2010 – Present
Institute for Sustainable Energy, Environment & Economy Student Asc., VP Events	09/2009 - Present
Business Day Conference, Director of Sponsorship	06/2007 - 05/2008
Advancing Canadian Entrepreneurship, Corporate Relations	06/2007 - 06/2008
Hanna Youth Council, Founder and VP of Corporate Services	05/2003 - 06/2006
Stage Hanna Youth, Founder and Director	11/2004 – 10/2005
Hanna Economic Development Committee, Youth Representative	05/2003 - 05/2004

Personal Interests

- Musical Theatre, Travel, Public Speaking, Energy and Sustainability