

QUARTERLY MEMBER MEETING

May 12, 2016



THE WATER COUNCIL

HOST WELCOME



Be The Difference.

Mike Lovell
President, Marquette University &
The Water Council Board Member



LOCAL STUDENTS HIGHLIGHT THEIR WATER PROJECTS

Elizabeth Thelen
Director of Entrepreneurship & Talent



THE WATER COUNCIL

CO-CHAIRS TALENT CAMPAIGN



Associate at GRAEF

- Organize mid-marine water quality collective
- Project Manager for MMSD's Kinnickinnic Project
- Major sponsor for Sweet Water Trust
- Association of Public land Grant Universities advisory team
- Vice President of Ken Keltner Chapter of the Society for American Baseball Research (SABR).



Your Title

- Advisory Board for....
- Your bio..
- Volunteers at..
- Sponsor of..
- Organizer of..



THE WATER COUNCIL

INTERNSHIPS



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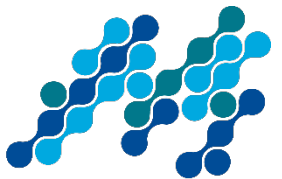
PARTNER: LEAD TO SUCCEED

- Program Director: Justin Kierzek
- Students:
 - Alexia Edwards
 - Andrea Redmond
 - Kendal Mastin-Miles
- What is your project?
- What have you learned about the water industry?



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PROJECT: LIVING WALL



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DON'T MISS THE (EVENT) BOAT

Meghan Jensen
Director of Marketing & Membership



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ESTABLISHING A WATER RESILIENT CITY

**ECONOMICS
REVOLUTION**



WATER
SUMMIT
2016

**HEALTH
INFRASTRUCTURE**

4 CRITICAL CONVERSATIONS

- Imagining a new era of purity for a new era of pollutants.
- "Smart water" needs "smart finance."
- Building security beyond the pipes.
- Innovative disruptors making change happen.



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SPECIAL GUESTS



**Lt. Governor Rebecca
Kleefisch**
State of Wisconsin



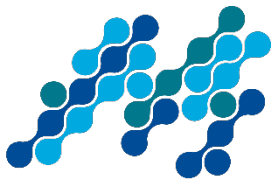
Mayor Tom Barrett
City of Milwaukee



Dr. Ger Bergkamp
*Executive Director
International Water Association*



Charles Fishman
*Author & Fast Company Reporter
Summit Moderator*



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WATER SUMMIT SPEAKERS

George Hawkins

*District of Columbia Water &
Sewer Authority*

Carter H. Strickland, Jr.

*HDR, Previously Commissioner
of NYC Department of
Environmental Protection*

David Sedlak

*University of California—
Berkeley*

Roger Ervin

*International Relief &
Development, Inc. / Blumont*

Magda Peck

*MP3 Health Group, Previously
founding Dean of UW-
Milwaukee School of Public
Health*

Joel Beauvais

*Environmental Protection
Agency (EPA)*

Katsu Yamada

*Nagaoka International
Corporation*

Kevin Shafer

*US Water Alliance, Water
Environment Reuse Foundation,
National Association of Clean
Water Agencies & Milwaukee
Metropolitan Sewerage District*

Patrick Schultz

Veolia



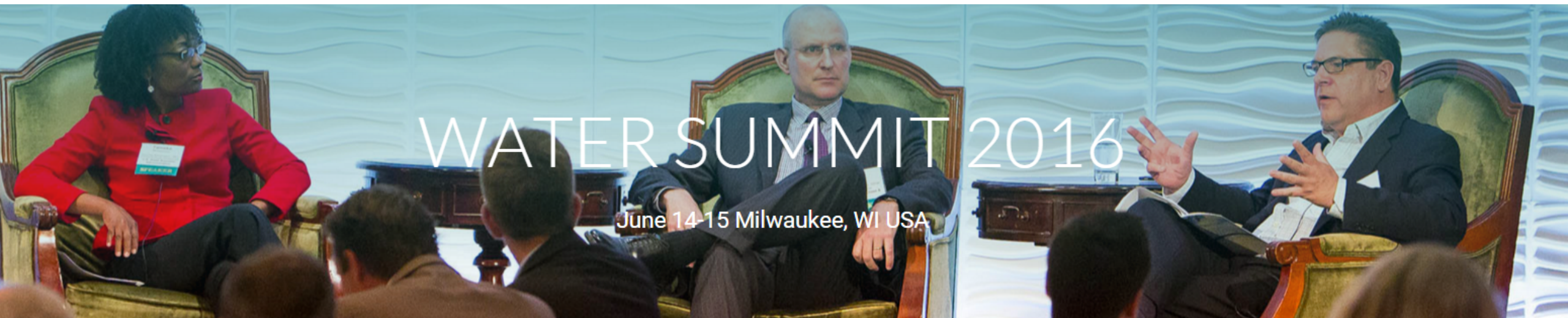
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BOAT LOADS OF NEW FOR 2016

- CONVERSATIONS WITH CHARLES FISHMAN
- H2O INNOVATION SHOWCASES
- WATERSIDE CHATS
- EXHIBITION GAME
- ONE ROOM. ONE MODERATOR. ONE WATER.



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WATER SUMMIT 2016

June 14-15 Milwaukee, WI USA

General Online Registration
Closes June 10

TWC Member \$375

Non-Member \$475

Startup \$175

Student \$125

Onsite Registration
Limited space, Two-day registration only

TWC Member \$425

Non-Member \$525

Not available

Not available

thewatersummit.com





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2016

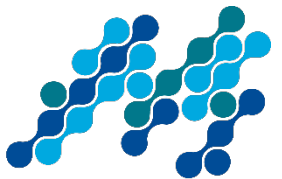
DON'T MISS OUT

REGISTRATION CLOSES JUNE 10

WATER SUMMIT 2016 | JUNE 14-15 | MILWAUKEE, WI USA

IFAT 2016

- May 30 – June 3, 2016
- Messe München
- 135,000 Visitors
- 3,000 Exhibitors
- Full range of professions in the water, sewage, waste and raw materials industry



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IWA WORLD WATER CONGRESS & EXHIBITION 2016

- October 9-14, 2016
- Brisbane, Queensland, Australia
- 5,000+ Visitors
- Key target audience: congress delegates, water professionals from across the full water cycle from over 100 countries worldwide.



AWWA - ACE 2016

- June 19-22, 2016
- Chicago, Illinois
- 12,000 Visitors
- ACE16 exhibitors and sponsors will have direct access to thousands of water utility decision makers from around the globe.



WEFTEC 2016

- September 24-29, 2016
- Chicago, Illinois
- 25,000+ Visitors
- 1,000+ Exhibitors
- Largest conference of its kind in North America
- Water quality professionals from around the world



PROFESSIONAL SALES PROGRAM

- Certified Wilson Learning Facilitator from Strategic Enhancement Group
- Informational Session
 - June 29 at 9:00am
 - Global Water Center
- Program Dates
 - August 17, 18, and 19

Are you looking for higher margins,
greater sales productivity,
increased ability to stave off
competitive threats?



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2015 REVIEW - VENTURE FUNDING IN WATER TECH

Scott Mosley, Director of Investment Strategies



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2015 – A GOOD YEAR FOR WATER

- California
- Flint
- Paris



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2015 – MOVING TO MAINSTREAM

- CDP queries 1,073 of the world's largest public companies
- 405 responded
- 27% indicated that water risk had manifest itself as a detrimental impact in 2015



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2015 – VENTURE HIT NEW HIGHS

- According to Mattermark \$57 billion in venture capital was deployed in 2015
- Average A round was \$10.4 million
- Cleantech Group track 430 clean tech deals with over \$2 billion deployed



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2015 – WHAT ABOUT WATER?

- 39 water start-up/early stage VC deals
- \$44.17 million deployed
- Accelerator/Incubator - 12
- Angel – 15
- Seed – 3
- Early stage VC – 9



NEW MEMBERS

- Waave Stream, Inc. (Houston, TX)
- Nano Gas Technologies (Deerfield, IL)
- Rock the Green (Milwaukee, WI)
- Optimal Design (Arlington Heights, IL)
- Acceleration Advisors (Milwaukee, WI)
- ODYSSEE Environment (Requeil, NA France)
- IntroAfrica (Warrenville, IL)
- Great Lakes Power Vac (Waukesha, WI)
- P&A Technologies (Milwaukee, WI)
- MSK Advertising (Milwaukee, WI)



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MemberDROPS



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THANK YOU!

Join us for our next quarterly meeting on
September 8!



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THANK YOU TO OUR HOST



MARQUETTE
UNIVERSITY

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