

# CIFA SRF WORKSHOP

## Engage Exchange Excel

### Cash Flow Modeling

Monday, November 13 • 10:45 am – Noon • Oklahoma Station 8

#### **Do You Have a Fear of Commitment?**

---

Learn the various ways SRFs are using their homegrown cash flow models to manage money, maximize lending and make the most of every dollar revolving in their program. Hear how Delaware, Massachusetts and North Carolina developed customized predictive cash management tools to meet the specific nuances and needs of their programs, such as ensuring cash is available for disbursements when needed, responding to changes in demand and real-time reporting on the state of finances. Find out how developing a state-specific analytical forecasting tool can help you make commitments, keep commitments and expand your pipeline of projects, especially with the potential of smaller capitalization grants in the future.

**Moderator:** Lisa Bechini, Northbridge Environmental

**Presenters:**

- Shadi Eskaf, North Carolina Department of Environmental Quality
- Nate Keenan, Massachusetts Clean Water Trust
- Laura Robbins, Delaware Department of Natural Resources and Environmental Control

#### **Meet the Moderator**

---

**Lisa Bechini, Northbridge Environment**

Lisa Bechini is a Senior Manager at Northbridge Environmental Management Consultants. She has 19 years of experience supporting the State Revolving Fund program and other environmental financing and management programs for U.S. EPA, state governments, watershed organizations, and national associations. She has worked extensively with states on elevating their SRF programs to address key water quality and public health priorities, while ensuring compliance with federal requirements and adequate oversight. She has an MBA and a Masters of Environmental Management from Yale University.

#### **Meet the Presenters**

---

**Shadi Eskaf, North Carolina Department of Environmental Quality**

Shadi Eskaf is the Director of the Division of Water Infrastructure at the North Carolina Department of Environmental Quality. The Division administers state and federal funding programs for drinking water, wastewater, and stormwater infrastructure projects in North Carolina. The funding programs include the Drinking Water State Revolving Fund, the Clean Water State Revolving Fund, the Community Development Block Grant-Infrastructure program, State Reserve loans and grants, the Viable Utilities Reserve, and the Local Assistance for

Stormwater Infrastructure Investments. Shadi also serves as chair of the State Water Infrastructure Authority.

**Nathan Keenan, Massachusetts Clean Water Trust**

Nate Keenan is Deputy Director of the Massachusetts Clean Water Trust where he has worked since 2011. During that time, he has worked to execute over \$1 billion in bond issuances, drafted the Trust's first Green Bond disclosure language, and developed a lead and copper pipe testing program for schools in Massachusetts. Nate graduated with a Bachelor's Degree from Saint Michael's College and a Master's Degree from Suffolk University.

**Laura Robbins, Delaware Department of Natural Resources and Environmental Control**

Laura Robbins is the Chief of Administration for Delaware's Department of Natural Resources and Environmental Control (DNREC)'s Environmental Finance. She oversees all financial aspects of Delaware's Clean Water and Drinking Water State Revolving Funds (SRFs), including loan closings, cash flow analysis, financial reporting, loan underwriting, loan servicing, and fiscal policy administration. She previously was the Fiscal Management Analyst for both the Clean Water and Drinking Water SRFs since she began with the State in 2017. Before beginning her career with the State, Laura was a Commercial Loan Underwriter for WSFS Bank and Assistant Vice President of First National Bank of Wyoming. She received her Bachelor's Degree in Accounting from Wilmington University in 2012.