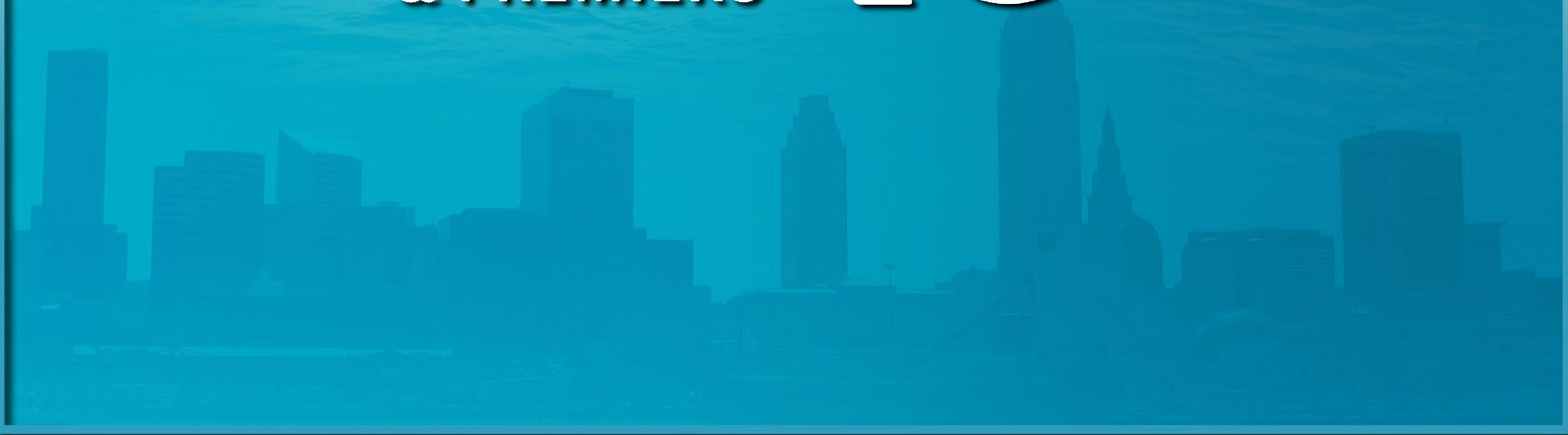


GREAT LAKES
ST. LAWRENCE
GOVERNORS
& PREMIERS





> Great Lakes Impact Investment Platform: Encouraging Environmental Sustainability Alongside Economic Growth

Sanjiv K. Sinha, Ph.D., P.E., Chief Sustainability Officer

September 2021



> Great Lakes Impact Investment Platform

Project Team



GREAT LAKES IMPACT
INVESTMENT PLATFORM



GREAT LAKES ST. LAWRENCE GOVERNORS & PREMIERS

ECT
> ectinc.com

M
SCHOOL FOR ENVIRONMENT AND SUSTAINABILITY
UNIVERSITY OF MICHIGAN

The Nature Conservancy

Smart Infrastructure
Finance



> The Challenge of Climate Change

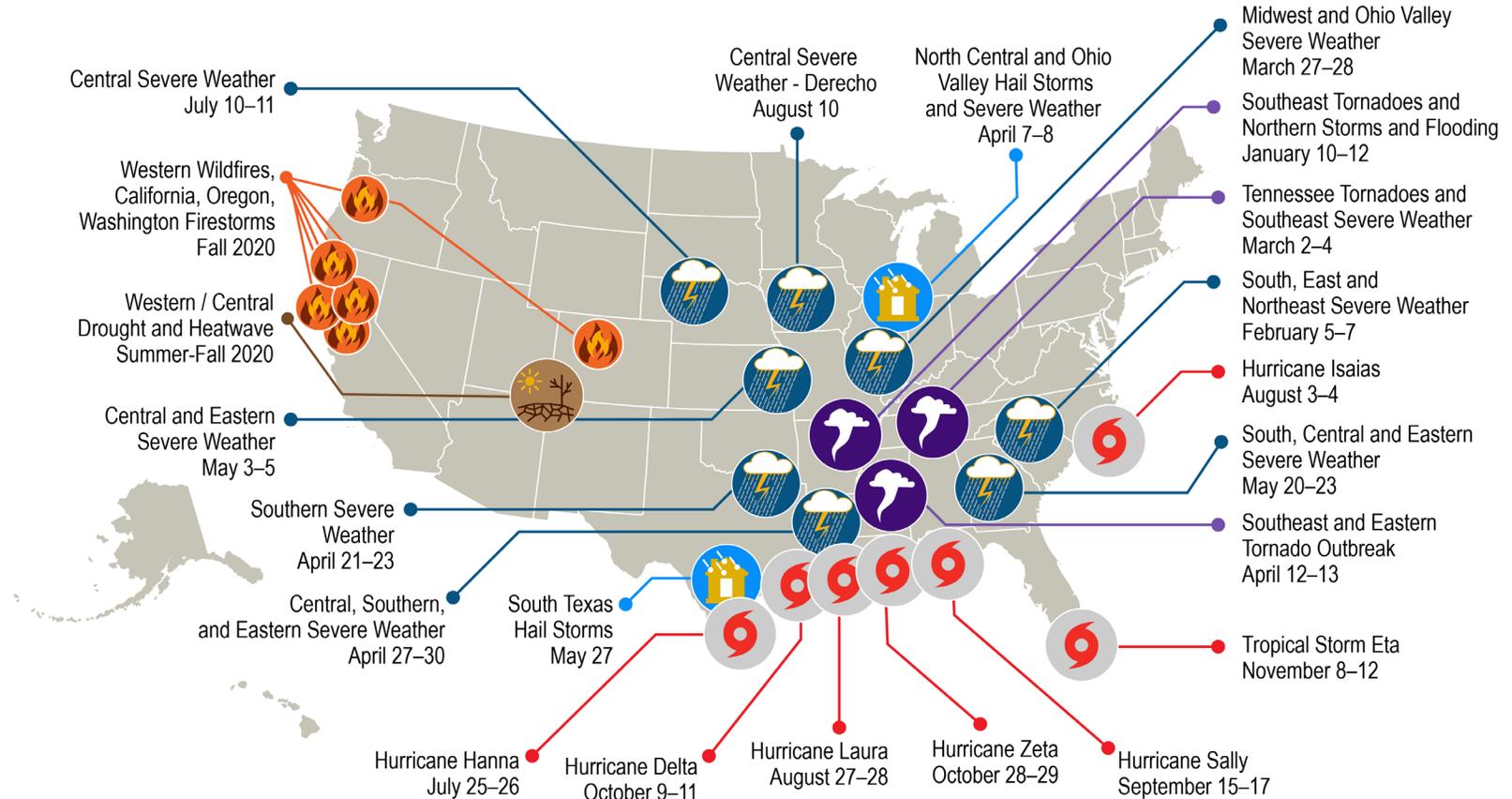
> Billion-Dollar Weather and Climate Disasters in 2020 in the U.S.

22

Number of \$Billion + Disaster Events in 2020

Shattering previous annual record of 16 events occurring in 2011 & 2017

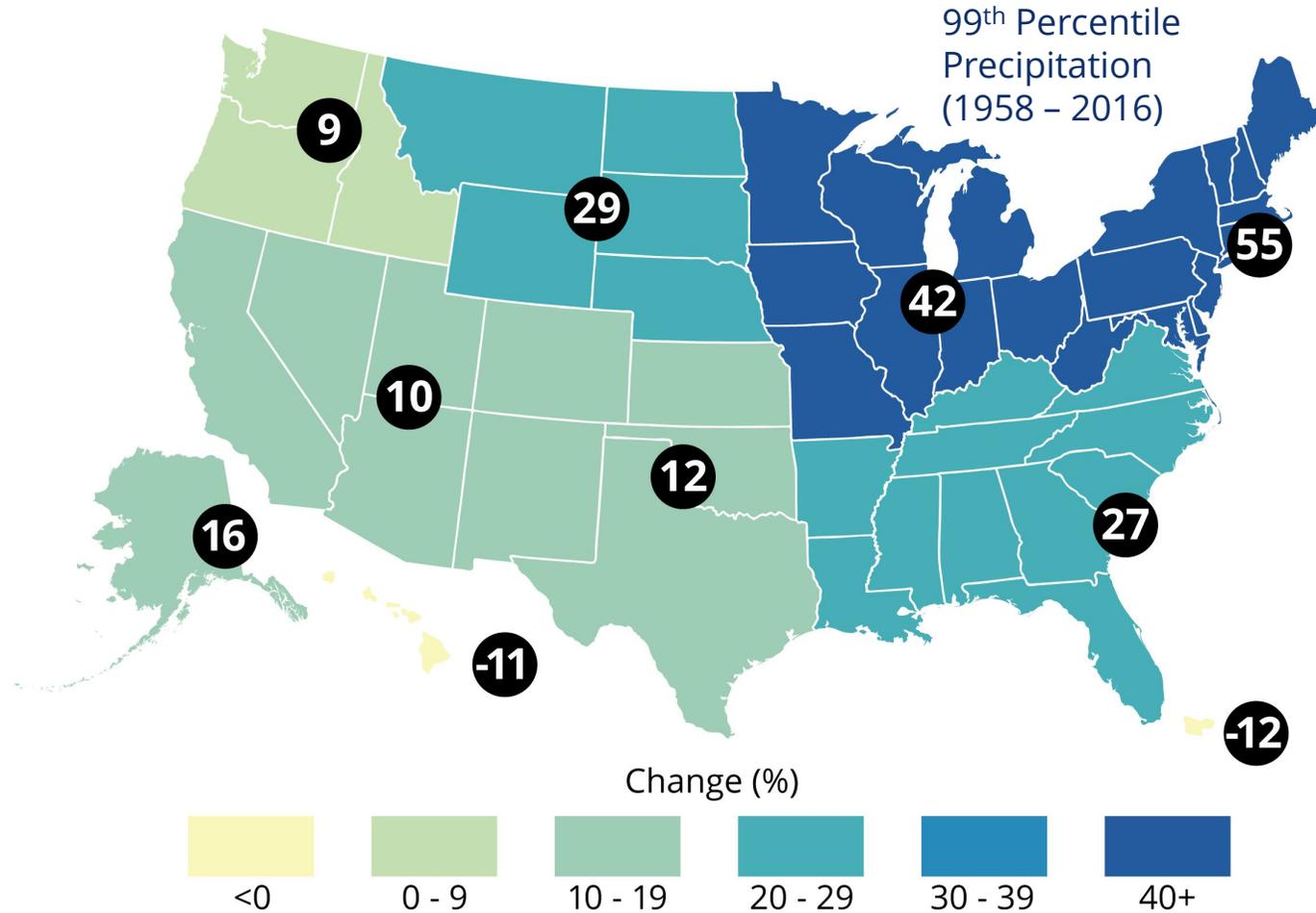
U.S. 2020 Billion-Dollar Weather and Climate Disasters



Source: NOAA - U.S. Billion Dollar Weather and Climate Disasters (2021)

> Climate Risks in Midwest

Shorter duration, more intense rainfall



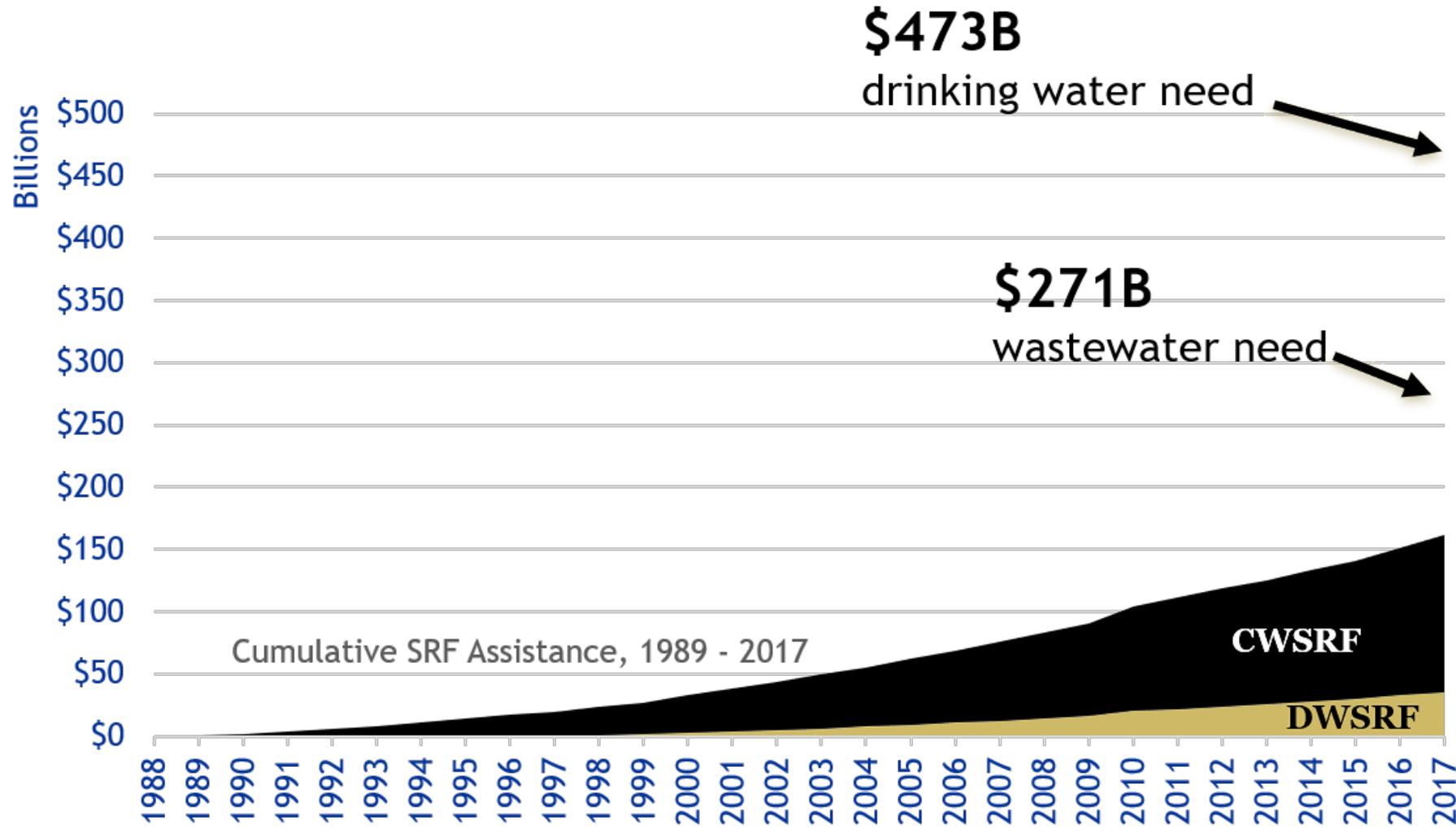
Recent release (2019) of NOAA's Bulletin 75 shows a **1 inch increase in 100-year rain** (from 7.5 inches to 8.5 inches) => 15 billion gallons

Source: American Geophysical Union

A background image showing a business meeting. Several people are seated around a table, looking at and writing on documents. The documents contain various financial charts, including pie charts and bar graphs. A smartphone is visible on the table. The overall scene is brightly lit, suggesting an office environment.

> Infrastructure Finance/Funding Gap

> Cumulative SRF Assistance Agreements

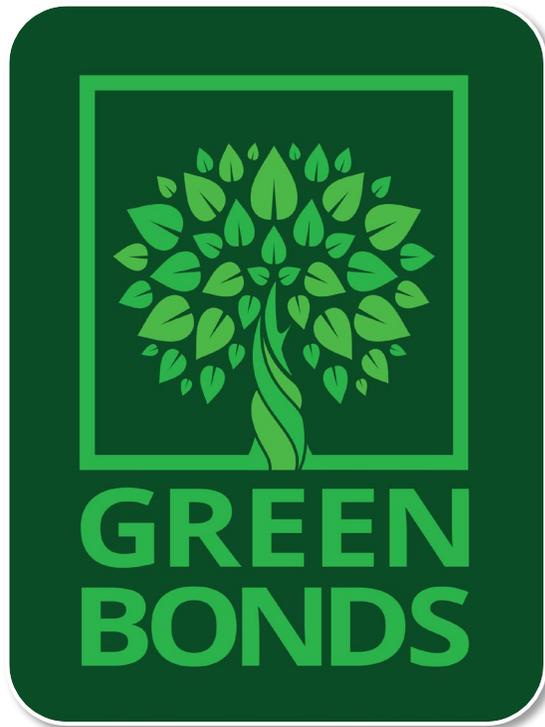


Source: Natural Resources Defense Council, 2018 Presentation at Great Lakes Adaption Forum



> Emergence of Green Bonds

> Value of Green Bonds Per Year



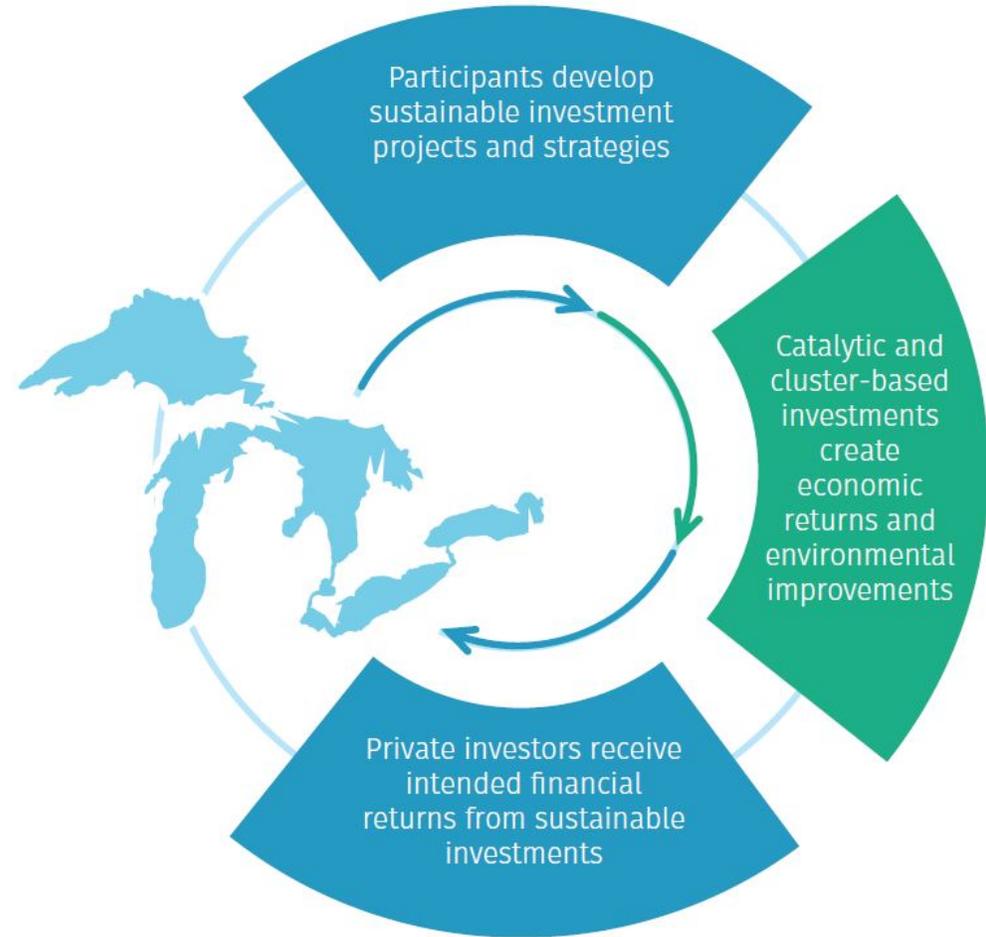
Year	Cumulative Issuances of Green Bonds (US \$1,000)
2021 (YTD)	317,688
2020	208,921
2019	203,797
2018	108,654
2017	98,337
2016	38,052
2015	14,693
2014	11,650
2013	944
2012	456
2011	7
2009	3
2008	3
TOTAL	\$1,003,204

> Great Lakes Impact Investment Platform

Harnessing impact investing to foster the long-term, sustainable management of our region's waters.

Projects and strategies intended to deliver:

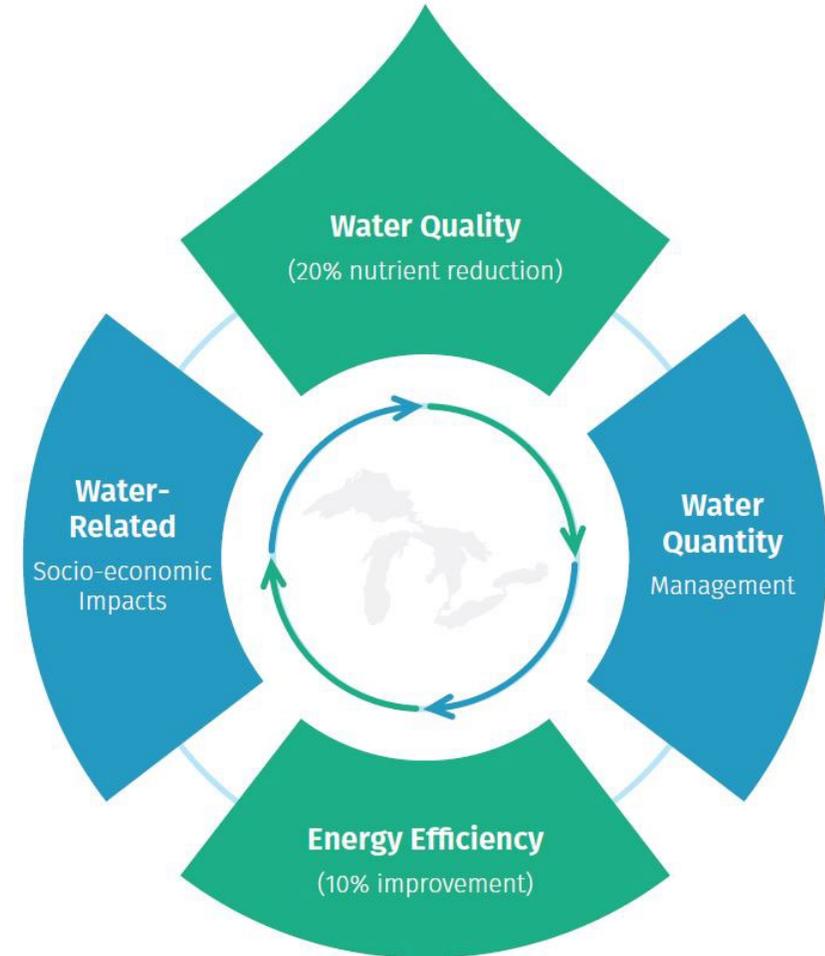
- Demonstrable impact and revitalize the region's waters;
- Aimed to generate competitive, market-based financial returns.



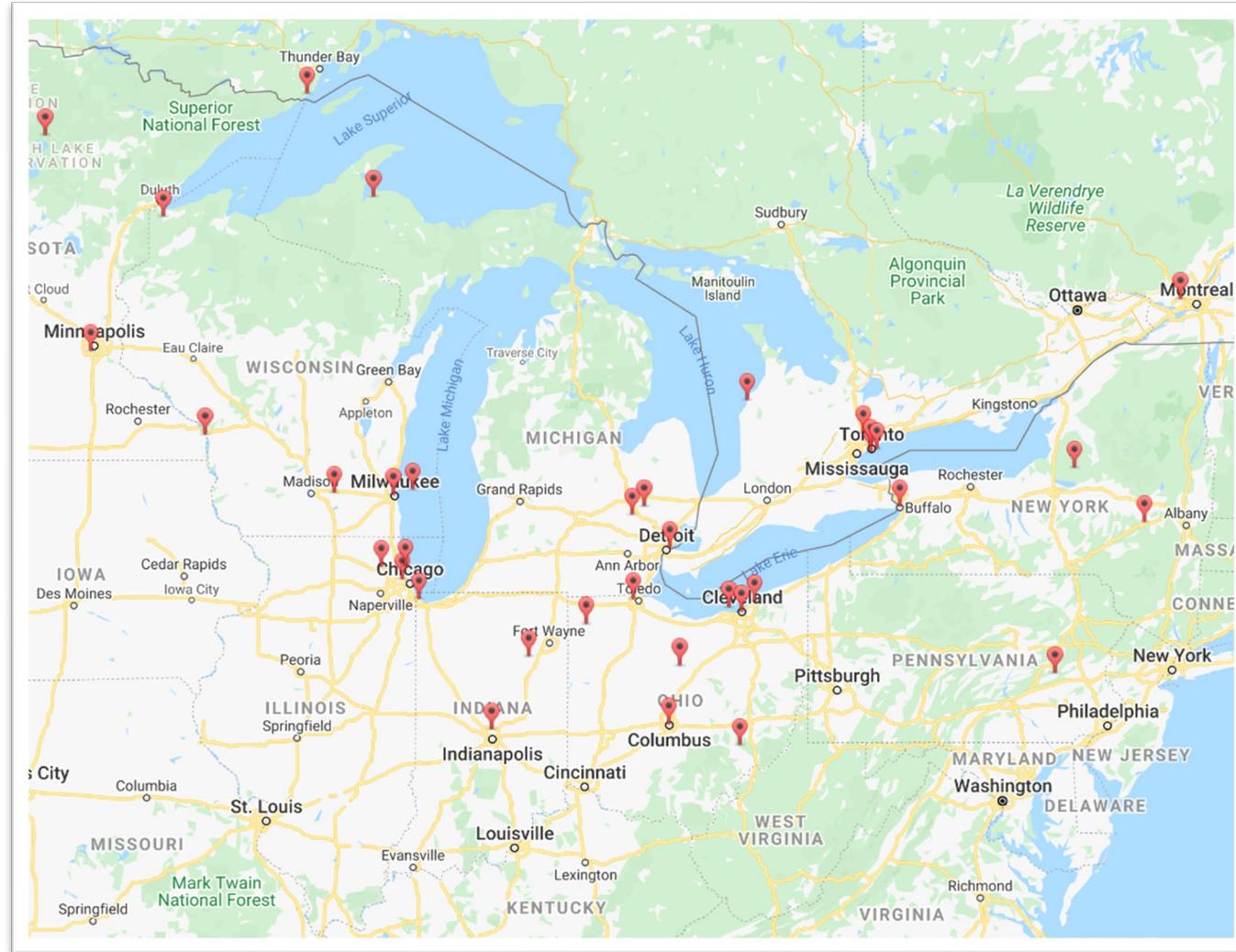
> Great Lakes Impact Investment Platform

Environmental, Social and Governance (ESG) Goals

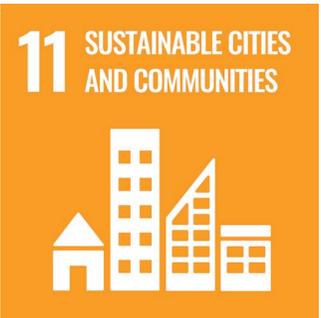
- **20% reduction** of nutrient inputs to sensitive watersheds
- **10% increase** in energy efficiency
- **10-15% reduction** in emissions resulting from less energy use, sustainable forestry and nutrient management



> Great Lakes Impact Investment Platform



> Great Lakes Impact Investment Platform



Platform Performance

 36 Projects	 \$3.9 Billion <small>total project value</small>	 10 UN SDGs <small>addressed</small>
 13,614,372 Kilowatts of Energy Saved	 1,918,191 Tons of Carbon Reduced and Stored	 44,995 Gallons of Water Saved
 4,170 Acres Certified	 2,100 Pounds of Nutrients Reduced	

> What is an Environmental Impact Bond (EIB)?

- An EIB operates like a traditional municipal bond, except it also includes a third-party evaluation of project outcomes that enhance impact reporting to investors, and may trigger terms or effective rates on the bond based on projects' success
- An EIB can offer advantages for high impact projects by:
 - Accessing a growing base of ESG and impact investors
 - Cost savings due to aggregation

> Buffalo Environmental Impact Bond (EIB):

The Largest Such Issuance in the Country

- Led by Buffalo Sewer Authority (BSA)
- \$54 M
- Newer sources of funding
- 1.87 times oversubscribed among ESG-centered buyers
- Multiple times in wider market
- Implementation of GI projects in NYSDEC-defined environmental justice areas
- **Cost of private finance can be offset by savings from aggregated volume related savings**



HOW TO CONTACT US

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Website

<https://greatlakesinvestmentplatform.org/>

LinkedIn

<https://www.linkedin.com/showcase/great-lakes-impact-investment-platform>





Ontario Financing Authority



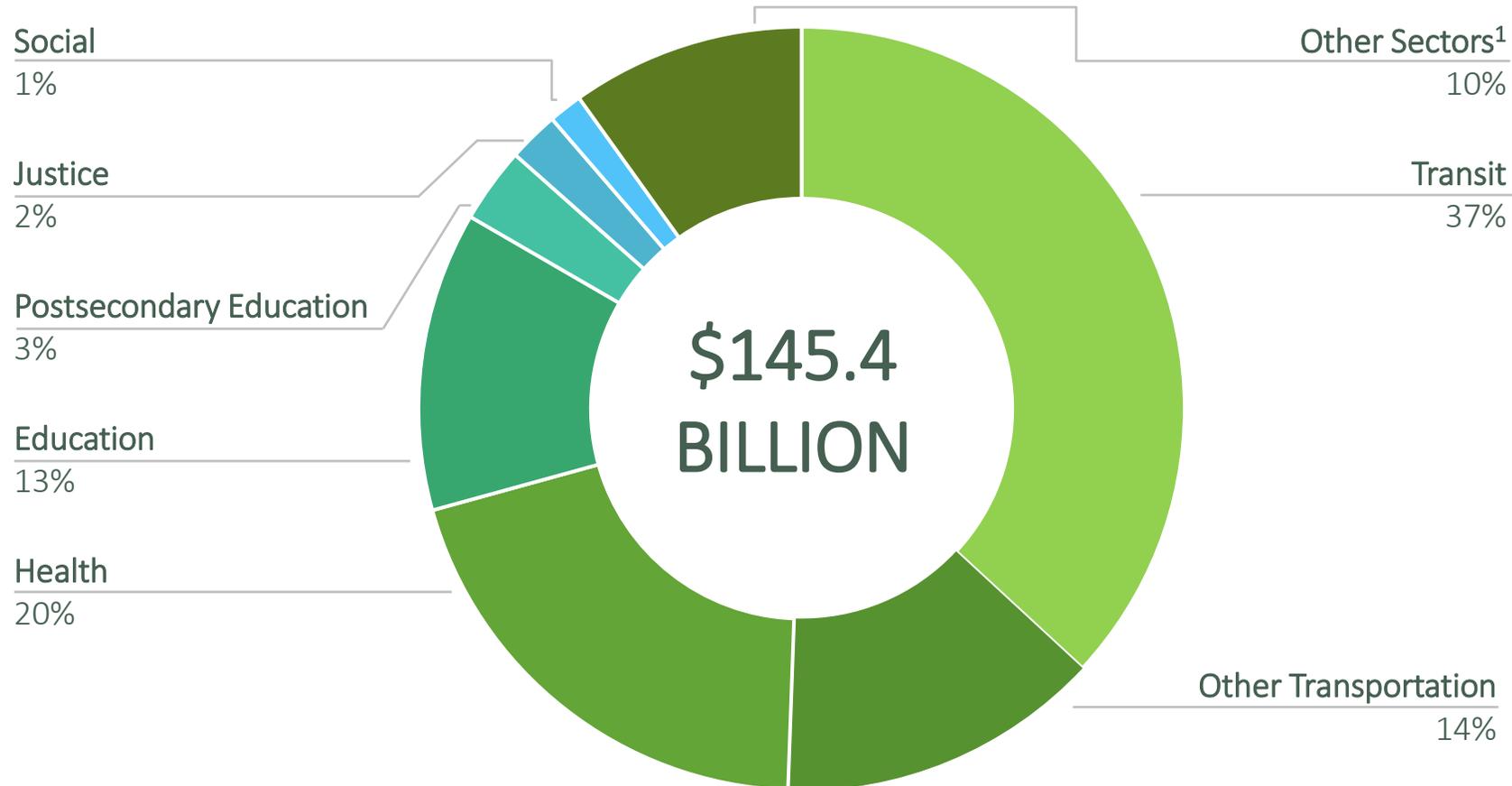
GREAT LAKES ST. LAWRENCE GOVERNORS AND PREMIERS LEADERSHIP SUMMIT



PROVINCE OF ONTARIO

- The Ontario Financing Authority is the agency of the Province of Ontario that manages the Province's debt, investments and borrowing program.
- Ontario is Canada's largest province and comprises about 40% of Canada's GDP and population.

10- YEAR ONTARIO INFRASTRUCTURE SPENDING PLAN



ONTARIO'S BORROWING PROGRAM

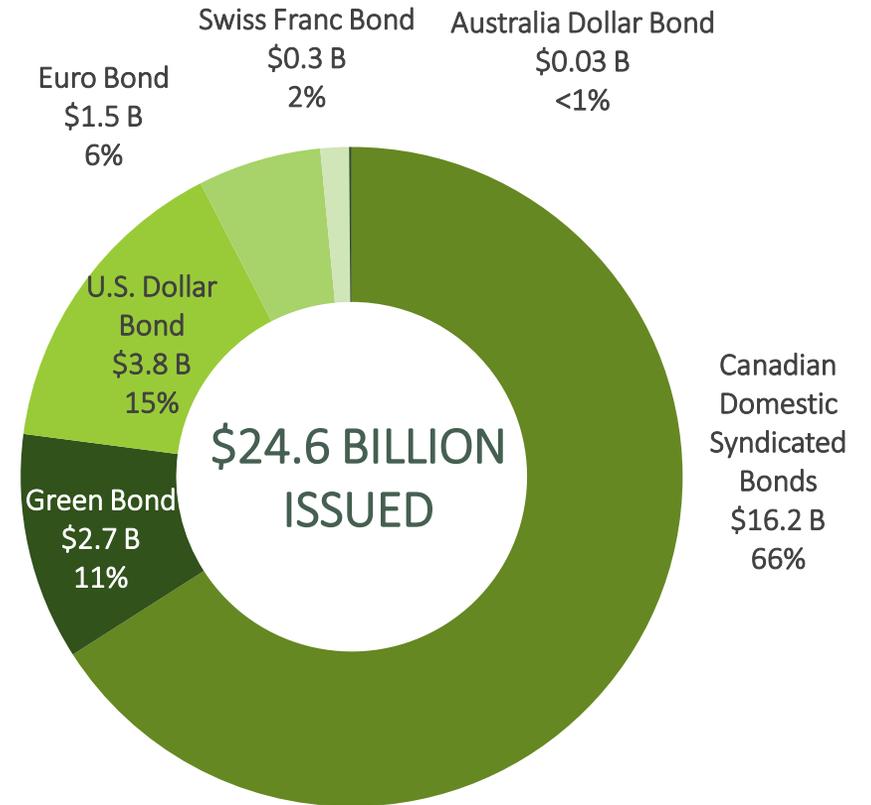
- Borrowing requirements are substantial and the borrowing program is highly diversified.

(\$ Billions)	2021–22 Current Outlook ¹
Deficit/(Surplus)	32.4
Investment in Capital Assets	11.8
Non-Cash Adjustments	(9.5)
Loans to Infrastructure Ontario	0.2
Other Net Loans/Investments	1.1
Debt Maturities/ Redemptions	25.0
Total Funding Requirement	61.1
Decrease/(Increase) in Short-Term Borrowing	(6.0)
Increase/(Decrease) in Cash and Cash Equivalents	4.0
Pre-borrowing for 2021–22	(6.1)
Total Long-Term Public Borrowing	53.0

¹The Current Outlook reflects additional pre-borrowing completed between the release of the 2021 Budget and fiscal year end.

Note: Numbers may not add due to rounding.

Source: Ontario Financing Authority.



2021–22 Borrowing Status	
Total Borrowing Requirement:	\$53.0 B
Borrowing Completed:	\$24.6 B (46%)
Domestic:	\$19.0 B (77%)
International:	\$5.6 B (23%)
Average Term:	14.0 years

ONTARIO'S GREEN BOND PROGRAM

- In 2014, Ontario was the first Province in Canada to issue a Green Bond.
- Ontario's Environment Plan¹, released in 2018, was updated in November 2020 and the Green Bond program continues to be included as an initiative to address Climate Change.
- Ontario is currently the largest and most frequent issuer of Canadian dollar Green Bonds:

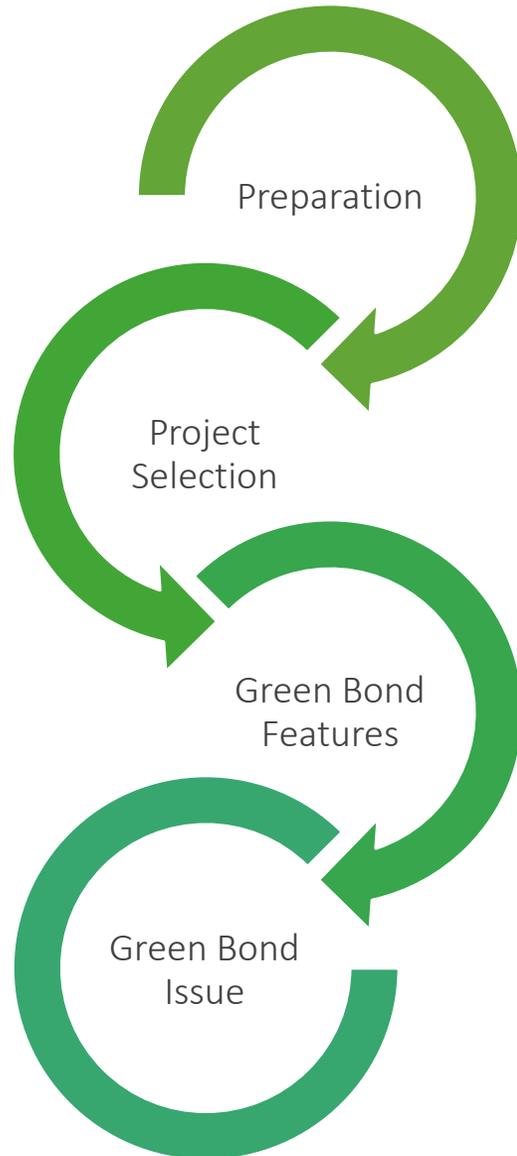


- Ontario remains committed to the Green Bond market. Subject to market conditions, Ontario plans to continue to issue multiple Green Bonds each fiscal year, including in 2021–22.

Note 1: Preserving and Protecting our Environment for Future Generations: A Made-in-Ontario Environment Plan (Ontario's Environment Plan).

WHY ONTARIO ISSUES GREEN BONDS

- Ontario has the scale and type of projects to support its Green Bond program
- Ontario's Green Bond Framework outlines the types of projects that can be used to finance Green Bonds with clean transportation, energy efficiency and conservation and climate adaptation and resilience being the project categories used so far
- The Green Bond program has allowed Ontario to access a relatively new and rapidly growing sector of the bond market. It also provides diversification of the borrowing program as often Green Bonds have a different demand profile relative to non-green bonds
- The Green Bond program provides access to new investors who did not previously buy Ontario bonds or Canadian dollar Ontario Bonds
- The Green Bond program generates cost savings relative to Ontario's regular domestic bonds, and showcases Ontario projects which have environmental benefits and Ontario environmental policies (more and more investors are interested in borrowers' ESG credentials)
- The Great Lakes Impact Investment Platform has kindly allowed us to profile three projects used for our last Green Bond:
 - Cortellucci Vaughan Hospital
 - New Toronto Courthouse
 - Portlands Flood Protection Project



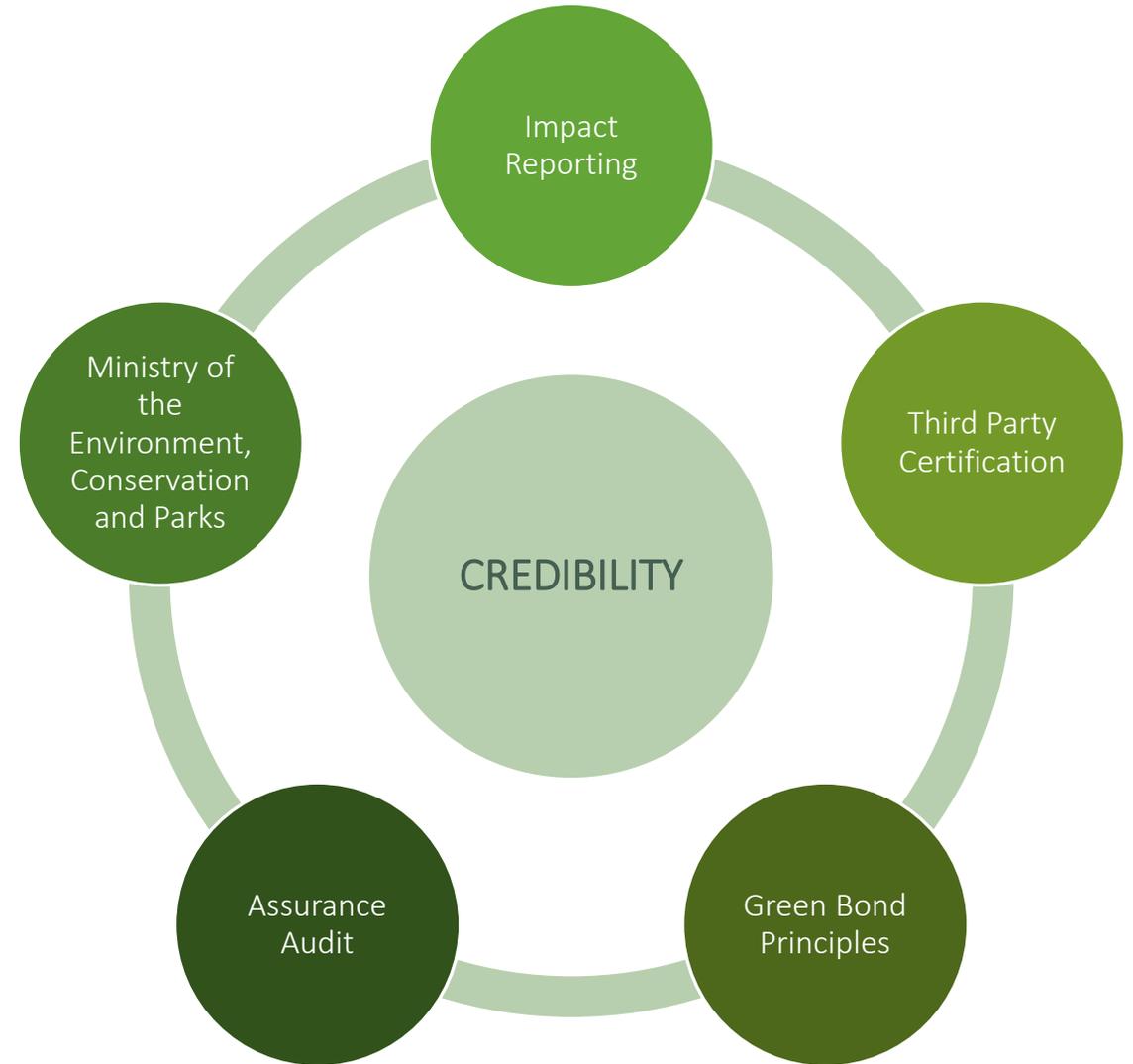
- Reach out to Ontario ministries and agencies on viable projects with environmental benefits
- Select projects with input from the Ministry of Environment, Conservation and Parks through the Green Bond Advisory Panel and obtain OFA approval
- Determine the features for the Green Bond issue such as:
 - Currency (so far Canadian dollars)
 - Tenor, Size aspirations (often give a minimum size)
 - Costing aspirations (usually in the context of the Ontario bond curve)
 - Syndicate Structure
- Once the timing is right, the Province moves to launch and price (generally takes longer than with a domestic bond as we allow more marketing time, especially for international investors)

CHALLENGES

- Green Bonds represent a small portion of Ontario's borrowing program, averaging around four per cent over the last few years. However, due to the need to meet the requirements of Ontario's Green Bond Framework and to adhere to the Green Bond Principles, the time and resources required to issue a Green Bond are much more intensive relative to Ontario's other bond issues.
- Additional reporting such as the tracking of funds allocated to projects (verified by assurance audit by Auditor General of Ontario) and impact reporting of environmental benefits of all the selected projects. Additional information on Ontario's reporting can be found in the annual [Green Bond Newsletter](#).
- Ongoing information requests from investors and media continue to grow as ESG investing becomes more popular.
- For oversubscribed bond issues, allocation to investors can be challenging as Ontario wants to encourage all investments in our Green Bonds while still acknowledging that some investors have greener credentials.

LESSONS LEARNED

- Although a smaller part of the overall borrowing program, green bonds have been beneficial as they provide both diversification and reputational benefits that go beyond their limited role as a financing instrument. They currently also provide cost savings relative to Ontario's other borrowings.
- Ontario is fortunate and unique in having a strong pipeline of large projects with environmental benefits to support its Green Bond program. This assures the long-term viability of the program.
- Following Green Bond best practices and staying abreast of market developments utilizes a lot of resources, and may require even more resources as ESG bonds become more popular going forward.
- ESG investing will likely continue to grow strongly going forward. Nearly all investors are incorporating ESG policies into their investment practices and which can be seen in the ever-increasing demand for Ontario green bonds.



APPENDIX

CORTELLUCCI VAUGHAN HOSPITAL

Project Description

- Cortellucci Vaughan Hospital is the first hospital to be built in the City of Vaughan, and the first net new hospital to be built in Ontario in more than 30 years.
- It is a 1.2 million square feet hospital including: a state-of-the-art emergency department, modern surgical services and operating rooms, advanced diagnostic imaging, and specialized ambulatory clinics.



Estimated Energy Savings (kWh / yr)	Estimated GHG Reductions (CO2 [or equivalent] tonnes / yr)	Equivalent Passenger Vehicles Off the Road (vehicles / yr)	Estimated Water Savings (litres / yr)	Equivalent Water Usage per Household (Ontario households / yr)	LEED Certification
46,000,558	6,027	1,402	9,359,131	49	Targeting LEED Silver Certification 10

NEW TORONTO COURTHOUSE



Project Description

- A new 17-storey, 780,000 square feet Toronto courthouse that will include 63 courtrooms, 10 conference settlement rooms, a fully barrier-free environment, extensive video conferencing for witnesses and in-custodies to appear from remote locations, closed-circuit television to enable vulnerable witnesses to appear before the court from a remote testimony suite, and courtroom video/audio systems to allow counsel to display digital and video evidence recorded in various formats.
- The project will also feature the first Indigenous Learning Centre in an Ontario courthouse and a 4-storey fully glazed Atrium visually opening up to the immediate Toronto community.
- In preparing the site for construction of the courthouse, Infrastructure Ontario undertook a complex archaeological excavation that uncovered thousands of artifacts from when the site was part of St. John's Ward, one of Toronto's earliest immigrant settlements.

Estimated Energy Savings (kWh / yr)	Estimated GHG Reductions (CO2 [or equivalent] tonnes / yr)	Equivalent Passenger Vehicles Off the Road (vehicles / yr)	Estimated Water Savings (litres / yr)	Equivalent Water Usage per Household (Ontario households / yr)	LEED Certification
4,615,567	475	111	3,968,717	21	Targeting LEED Silver Certification

PORT LANDS FLOOD PROTECTION

Project Description

- A \$1.25 billion project for flood protecting southeastern portions of downtown Toronto that are at risk of flooding under a provincially defined Regulatory Storm event. There are four major components to the project: parks, roads and municipal infrastructure, bridges, and earthworks/flood protection. Expected completion is in 2024.
- The project involves excavating a new river valley that has the capacity to handle large volumes of flood water and creating a naturalized mouth for the Don River in the Port Lands. The project also includes structures to control water flow and manage sediment and debris, transit infrastructure to support future development, new parks, and aquatic habitat.

Climate Adaptation and Resilience Benefits

- 240 hectares of land protected from flooding
- 11 hectares of new coastal wetland
- 5 hectares of terrestrial habitat to strengthen biodiversity and help clean water

Other Environmental Benefits

- 30 hectares of naturalized greenspace
- 11 hectares of parkland
- More than 1000 metres of a new river channel
- 1,000,000 plants installed



Investor Relations
Ontario Financing Authority
1 Dundas Street West, Suite 1200
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MAKING AN IMPACT THROUGH PUBLIC-PRIVATE PARTNERSHIP

Sustainability and Resiliency Finance through Property Tax Assessments



Michele Pitale, M.D.
Counterpointe Sustainable Real Estate



Commercial Property Assessed Clean Energy (C-PACE)

- C-PACE financing is enabled by state legislature
- Property owners can finance improvements through a voluntary property tax
- All PACE enabled states permit energy improvements
- Water conservation, resiliency, and other eligible improvements vary by state

AD VALOREM TAXES					
TAXING AUTHORITY	MILLAGE RATE	ASSESSED VALUE	EXEMPTION AMOUNT	TAXABLE AMOUNT	TAXES LEVIED
COUNTY	6.6165	3,089,785	0	3,089,785	20,443.56
PUBLIC SCHOOLS					
BY LOCAL BOARD	2.2100	3,111,134	0	3,111,134	6,875.61
BY STATE LAW	4.6660	3,111,134	0	3,111,134	14,516.55
PENSACOLA	4.2895	3,089,785	0	3,089,785	13,253.63
WATER MANAGEMENT	0.0366	3,089,785	0	3,089,785	113.09
M.S.T.U. LIBRARY	0.3590	3,089,785	0	3,089,785	1,109.23
TOTAL MILLAGE		18.1776			
			AD VALOREM TAXES		\$56,311.67
NON-AD VALOREM ASSESSMENTS					
LEVYING AUTHORITY				RATE	AMOUNT
CES PROPERTY ASSESSED CLEAN ENERGY					48,867.97
SW STORMWATER		850-433-1800			1,047.48
NON-AD VALOREM ASSESSMENTS					\$49,915.45

KEEP

PACE: Broad Array of Eligible Improvements

All States



RENEWABLE ENERGY
Solar, Wind,
Geothermal, Biomass

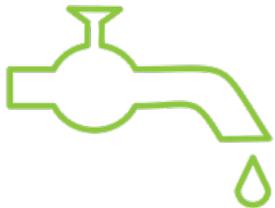


ENERGY EFFICIENCY
Lighting, HVAC, CHP, Elevators,
Controls, Equipment



BUILDING ENVELOPE
Doors, Windows, Cool
Roof, Green Roof

Limited



WATER CONSERVATION
Faucets, Showers, Astroturf,
Recycling, Equipment



RESILIENCY
Structure hardening: Seismic,
Flood, Fire, Wind; Stormwater



HEALTH, SAFETY AND SOCIAL BENEFIT
Asbestos, Lead, Wildlife Paths, Parking
Garages, Gas Lines

Using PACE Financing for Mandated Measures

PACE Financing can finance a variety of mandates concerning commercial properties

National

- Phaseout of HCFBs : R-22 compliance
- USP <797> and <800>
- Green Roofs

California

- Seismic Retrofits
- Title 24

Florida

- Emergency Environmental Control for Assisted Living Facilities and Nursing Homes



C-PACE Financing

► Advantages

► **100% Financing, Fixed Rate, Long Term**

- 5-30 years, limited by estimated useful life of financed equipment
- Finance all costs and all related work
 - Design, permits, inspections, financing costs, engineering, prepaid service contracts and commissioning
- No money out of pocket for owner or contractor

► **Self-amortizing, Off-balance Sheet, Pass-through**

No balloon payment and no acceleration clauses
May be considered an operating expense¹
May pass through to tenants under NNN or GML

► **Based on Property's Financials**

No credit impact and not dependent upon the owner's credit
No personal guarantees, non-recourse
No financial covenants
Transferrable –does not need to be prepaid upon sale



Net Cash Flow Positive from 1st Day

Project costs \$500,000 and estimated to save \$60,000/yr

	Capital outlay 1 st year	Est. Utility Savings	Net Cash Flow 1 st yr
Capital Expense	\$500,000	\$60,000	\$ -440,000
PACE 10 yr term	\$ 70,775	\$60,000	\$ -17,750
PACE 15 yr term	\$ 60,000	\$60,000	\$ 0
PACE 20 yr term	\$ 50,000	\$60,000	\$ 10,000
PACE 25 yr term	\$ 45,000	\$60,000	\$ 15,000

Term limited by EUL of equipment

The Challenge:

The Kirkbride Center was designed and constructed based on theories in which environment, light, and air circulation are crucial for a person's wellbeing. The HVAC systems for the six buildings were outdated and not providing the optimal healing conditions for Kirkbride's patients.

The Solution:

\$4.33 million C-PACE financing for the renovation of its HVAC Systems.

The Result:

Tenants of The Kirkbride Center benefitted from the improved environment resulting from the renovated HVAC system.

As par of the PACE financing, the owner created a Diversity and Inclusion plan to illustrate this project benefitted not just their property, but the Philadelphia community.



\$4,333,846

25 Years FIXED RATE

658.14 MT

Annual CO2 Reduction

The Challenge:

Staying within budget and installing the most efficient equipment in new construction 227-unit multifamily project in Edina, **Minnesota**.

The Solution:

The developer took advantage of \$5.5 million C-PACE to upgrade several measures to increase energy efficiency and to reduce future operating costs including building envelope (wall, roofing and window), LED lighting, high-efficiency HVAC, low flow fixtures and high-efficiency DHW.

The Result:

This PACE project is estimated to reduce annual electricity consumption by 3,150.07 MWhs, which is projected to save almost \$250,000 annually with annual reduction in GHG emissions of approximately 2,538.28 tCO₂e per year.

"The low-cost capital allows us to invest in infrastructure that will reduce our carbon footprint and, more tangibly, everyone's utility bills without a compromise to the luxury experience we are creating at Millennium Sixty Six."

- Lane Critchfield, Managing Director, Dakota Pacific Real Estate



\$5.5 million

GHG 2,538.28 tCO₂ annual reduction



Project: Deep Retrofit

Financing: PACE/HTC/Senior Debt/ Economic Dev. Loan

Transaction: \$247,829

Property: Mixed Use

Located in downtown **Lansing** just north of the Michigan State Capitol Building, the Orla Belen project is a deep retrofit of two historic two-story mixed use building to include retail, office and residential space. The initial capital stack includes historic tax credits, tax increment financing, a mortgage construction loan, and 20 year PACE financing.



\$4.6 Million C-PACE
\$13 Million projected savings

The Challenge:

Owner sought additional funds to leverage a NMTC loan to purchase a former and to convert a former manufacturing building into a multi-tenant commercial kitchen in Northwest Chicago. The commercial kitchen spaces required extensive HVAC equipment and owner sought to install highly efficient equipment.

The Solution:

The source loan was increased by the amount of PACE financing and provided the funds required to leverage NMTC to complete the project with highly efficient water fixtures, lighting and HVAC equipment.

The Result:

A multi-tenant commercial kitchen in an underserved neighborhood is creating jobs in energy efficient property.

Commongrounds Cooperative | Michigan

Sustainable New Construction

The Challenge:

Rural area in Northern Michigan with lack of affordable housing and a new developer seeking to find capital to build mixed use building sustainably while keeping costs down.

The Solution:

Construction financed through Brownfield TIF, additional TIF, CDFI loan, MEDC grant and a private construction loan of \$8MM enabled in part by a USDA guaranty and the PACE financing of \$1.85MM.

The Result:

This complex capital stack combining multiple economic development fund sources with private capital is creating construction jobs and providing housing with sustainable construction.

PACE financed upgrades include multiple high efficiency (HE) energy and water upgrades, a green roof an HE boiler system for snow melting, and a solar PV system.



\$1.85 Million

25 Year Fixed Rate

Green Roof, HE systems and Solar

The Challenge:

Detroit stormwater grant incentivized owner to explore installing a green roof on his building, but facility was undergoing major renovation which utilized allocated capital budget. The green roof would reduce operating costs but was more expensive than traditional roof replacement.

The Solution:

\$1MM in PACE financing to make this capital-intensive project immediately cash flow positive with no capital expenditure.

The Result:

Owner kept the incentives for the new roof and passed-through some of the annual installment cost to tenants.

The Benefits:

Tenants benefit from anticipated utility costs that are lower than their portion annual payment of the PACE assessment installment, thereby reducing their annual operating expenses.



First C-PACE financed green roof

The Challenge:

Energy procurement department of a global meat processing public company in **Illinois** sought a method to reduce energy costs by installing a solar farm without using CapEx

The Solution:

\$4.5 million of C-PACE financing for 2.63 MW solar farm with 7,200 solar panels estimated to generate 3,802,586 kWh

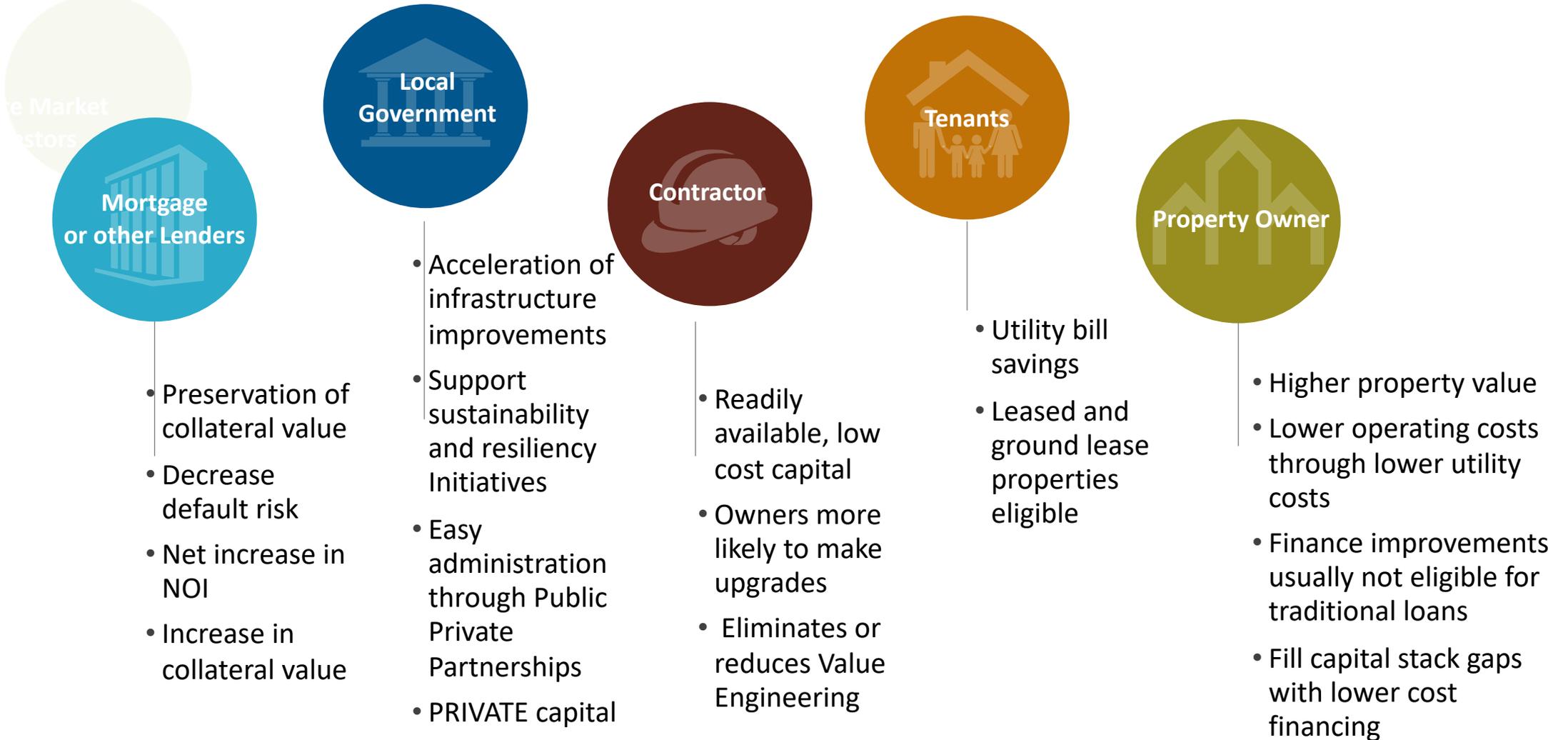
The Result:

- 2,555.41 tCO₂e anticipated reduction of greenhouse gas emissions for this facility
- Project financed without using owner capital or debt instrument
- Utility savings accrue for 6 months before 1st payment
- \$5.8 million in lifetime utility savings (25 year)
- Owner keeps all rebates and incentives, approximately \$5 million
 - SREC of \$2.3 million (Illinois)
 - ITC of 26% plus utility rebates and 100% federal depreciation



2.63 MW Solar Installation
\$4.5 million

PACE benefits all Stakeholders





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www.CounterpointeSRE.com
mlp@counterpointeSRE.com



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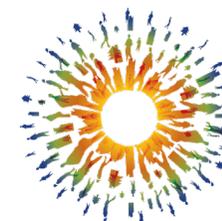
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Lake Michigan**

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The **Interlake**
Steamship Company



LAKE CARRIERS' ASSOCIATION



PORT  MONTRÉAL



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ONTARIO **POWER**
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