
This multi-stakeholder working conference convened Mandate companies along with a range of stakeholders from development agencies, civil society, investors, and governments to discuss innovations in the water stewardship space. The invite-only meeting allowed companies to work with other stakeholders to debate, learn, share, and work towards solutions to water challenges.

Convener
CEO Water Mandate

Audience
There were 120+ people in attendance, representing Mandate endorsing companies and potential endorsers, civil society, UN and government agencies, consultants, and others.

Overview
This year’s multi-stakeholder session explored the following related themes around sharing and scaling successful practices, with a focus on:

1) **Achieving local water security** – discussing methodologies and monitoring systems which bring together the work of the private and public sectors, including setting the right targets and valuing your organization’s contribution;
2) **Building a common understanding** – discussing a joint Mandate and WRI initiative to facilitate effective multi-stakeholder dialogues and action, by developing a simple common language for water which can be applied by all water users, in all water contexts, and at all scales; 

3) **Achieving global scale** – exploring lessons learned for scaling between the local and global; and opportunities to address the climate-water nexus.

**SEGMENT 1: ACHIEVING LOCAL WATER SECURITY**

Achieving water security will require greater integrated action by companies, governments, communities, and civil society. This first segment explored advances aimed at helping companies set meaningful water targets that contribute to positive local water outcomes aligned with public policy.

**Part 1A: Making Positive Contributions – Setting the Right Targets**

*Speakers*

Naabia Ofosu-Amaah, The Nature Conservancy  
Tara Varghese, PepsiCo  
Lisa Hook, Gap Inc.  
Erika Korosi, BHP  
Rivash Panday, Sasol

**Discussion Questions**

After a short scene-setting presentation, panel discussion focused on companies’ experiences with the site water target-setting pilots in Southern California, India, and South Africa:

- What was most useful about the pilots?  
- What were some of the challenges?  
- How does this experience complement other work being done on water stewardship and target-setting?  
- What’s needed to scale further practice?  
- Are there opportunities to align this with industry practice?

**Key Messages and Themes**

- How does implementation of site water target-setting change across different catchments with different maturity of water governance and data availability?  
- More companies are working towards the water stewardship approach, moving from actions inside their facilities to those outside of the fence line. [Site water targets](#) help address water challenges and drive performance that is aligned with the local context.  
- Companies can quantify the volumetric benefits of water stewardship activities using the [Volumetric Water Benefit Accounting document](#) which WRI launched in Stockholm.
The Alliance for Water Stewardship provides an overall water stewardship framework that includes the development of a water stewardship plan, which can incorporate target setting.

- The site water target setting process complements the AWS and other frameworks by providing more guidance on key elements to consider when setting targets.

The Science-Based Targets for Water initiative is currently in the early stages of development. It will aim to build on the site water targets work, focusing on the catchment limits of quantity.

CEO Water Mandate is pilot testing site water targets in four locations:

- **Santa Ana Watershed in Southern California:**
  - Pilot complete; published a case study.
  - **Companies involved:** Coca-Cola, Ecolab, Hilton, Nestle USA, Nestle Waters North America, PepsiCo, Target.

- **Noyyal-Bhavani catchment in southeast India:**
  - Completed the baseline and desired conditions and held a workshop with the facility managers and other stakeholders to verify the assessment, understand their priorities, and discuss target setting.
  - **Companies involved:** Gap, Levi’s, and PVH Corporation (owner of brands such as Tommy Hilfiger).

- **Western Cape/Upper Vaal Basin in South Africa:**
  - Completed the baseline assessment and desired conditions.
  - Finished collecting site level information.
  - Working to align the pilot with other water stewardship initiatives currently being undertaken.
  - **Companies for Western Cape:** Woolworth’s, Hilton, Unilever.
  - **Companies for Upper Vaal:** Sasol, Unilever.

- **Piracicaba, Capivari, and Judai (PCJ) and Tiete Basins of Brazil:**
  - Currently forming partnerships. If your company has a facility in these basins in Brazil and are interested in being involved, please contact us at ceowatermandate@unglobalcompact.org.

**Part 1B: Valuing Your Contribution – Frameworks and Opportunities**

_Speakers_
Cora Kammeyer, CEO Water Mandate / Pacific Institute
Paul Reig, World Resources Institute
Nicole Tanner, WWF
Ed Pinero, Alliance for Water Stewardship
Ulrike Sapiro, The Coca Cola Company
Rami Narte, Global Water Partnership
Discussion Questions
After two short presentations providing examples of frameworks for measuring impact, a panel
discussion focused on exploring how frameworks developed for the private sector to measure
the impacts of water stewardship initiatives can contribute to understanding the well-being
and health of local basins and achieving local water policy priorities.

Key Messages and Themes
• Though the ideal is to measure impacts, most metrics currently measure outcomes or
outputs. This is due to the complexity of determining and attributing true project impacts.
• Frameworks for measuring impact should align with public sector goals and indicators for
a healthy catchment, because ultimately that management falls on the public sector.
• Metrics must be relevant and practical (balancing scientific rigor and simplicity), so that
they can serve multiple stakeholders and the catchment and don’t act as a barrier to
action.
• Consider these frameworks and tools in the context of the water stewardship continuum –
all companies are on an ongoing journey. It’s not a linear process, it is iterative: reflect
before looking forward to the next “step.”

SEGMENT 2: BUILDING A COMMON UNDERSTANDING
While the first segment of the meeting focused on understanding systems and tools to
establish and measure company water stewardship practice as it relates to local water
conditions, this second segment focused on how we build a common language to facilitate
effective multi-stakeholders conversations on water founded in a common understanding. It
showcased a joint initiative by the CEO Water Mandate and the World Resources Institute (WRI)
to develop a simple common language for water which can be applied by all water users, in all
water contexts, and at all scales (the “water protocol” project).

Speakers
Amy Herod, CEO Water Mandate / Pacific Institute
Karina de Souza, CEO Water Mandate / Pacific Institute
Paul Reig, World Resource Institute
Colin Strong, World Resources Institute

Overview
After an introduction to the water protocol initiative, the room broke out into table discussions
about the potential benefits and viability of such an initiative. A poll was taken to capture
whether the meeting attendees (companies, NGOs, investors) broadly supported the concept of
a common water accounting framework as the precursor or foundation to the common
language for water.
Key Messages

• We urgently need effective multi-stakeholder collective action on water to address the global water crisis, but we have no common language to do this.

• We believe that the first step is to harmonize core water accounting metrics that bridge public and private sector needs, by developing a common water accounting framework for all water users, in all water contexts, at all scales.

• This has the potential to be a powerful enabler in catalyzing multi-stakeholder action and better harmonizing common metrics used across the water space – including current initiatives around measuring progress towards the SDGs, demonstrating water investment returns, climate scenario modelling, natural capital accounting and corporate disclosure.

• Our initial focus is to understand how we can build on existing water accounting frameworks, developed by actors within the public and private sectors for different purposes, to develop a common approach for all. This will likely focus on the four key elements of existing frameworks: 1) defining the objective; 2) setting the boundaries (e.g. geographical, organizational, product, service or project); 3) accounting inputs and outputs; and 4) categorizing and communicating water quality.

Discussion Insights

• Broad support for the initiative and outline approach proposed. However, for success, we must ensure that the framework to be developed is truly inclusive in terms of: a) uptake across public, private and civil society actors; and b) ability to apply across variable boundary types (e.g. spatial, organizational, product, services or project).

• To be credible, and promote broad uptake, the framework must be owned by all sectors and should be developed in partnership with the public and utilities sectors.

• Good value recognized in a common water accounting framework which can create consistency across different spatial and organizational boundaries, and at different scales. For example, by breaking supply chain water accounting metrics and catchment level water accounting into relatable building blocks that are common across different boundaries e.g. company – supplier, company – water utility, company – catchment water management authority.

• Greater harmonization of water metrics would be advantageous, however recommended focus on harmonization of current approaches rather than creation of something new – unless the value-add can be clearly articulated.

Get Involved

This initiative is currently forming a Stakeholder Advisory Group and Specialist Working Groups to advise this work – call for interested parties to get in touch via our webpage or contact Amy Herod aherod@pacinst.org or Karina de Souza kdesouza@pacinst.org.
SEGMENT 3: ACHIEVING GLOBAL SCALE

Companies are implementing water stewardship practices to address issues ranging from improving water access, sanitation, and hygiene, to restoring local ecosystems. There is an opportunity to learn from practices and explore ways to scale further action. This third segment explored tools and resources to do so and discussed what else is needed to significantly bring these activities to scale.

Part 3A: Scaling Between Local and Global – Lessons Learned and Opportunities
Short presentations framed table conversations. Each presentation covered relevant tools and resources to help address a theme that was explored at table discussions aimed at answering how to scale further practice.

Speakers
Peter Schulte, CEO Water Mandate / Pacific Institute
Scott McCready, Alliance for Water Stewardship
Ruth Romer, WaterAid
Andre Ramalho, Braskem
Eduardo Vasquez, Mexico City Water Fund
Naty Barak, Netafim

Key Messages and Themes
• Innovative solutions around the world all based on partnerships
• We have examples of successful corporate action on WASH that goes “beyond philanthropy.” What lessons can be learned from these to help scale further action?
• What are some of the barriers for companies in supply chains to adopt water stewardship practices, particularly in areas of strategic importance for those companies? What are the solutions that can help overcome these barriers?
• Examples of innovative circular water management practices (e.g., re-use of wastewater for irrigation in Israel and the Biogas project in Italy)
  o What aspect of these practices was critical for their success and could help scale further practice? (e.g., partnerships, innovative technology)

Part 3B: Scaling Smart Action – Opportunities in the Climate-Water Nexus
The water community is aware that climate impacts will play out primarily in water systems. However, there has not yet been a significant discussion by the water stewardship community as to how to tap into climate discussions to scale stewardship efforts. This last panel looked at opportunities to make those connections and show how water solutions can achieve mitigation and adaptation goals for tackling the climate crisis as an opportunity to scale stewardship practice.
Speakers
Jason Morrison, CEO Water Mandate
Byron Thayer, Levi’s
Martin Lok, Natural Capital Coalition
Librian Angraeni, Asia Pulp and Paper
John Matthews, Alliance for Global Water Adaptation
Jehanne Fabre, Danone
Paul Fleming, Microsoft
Johan Gely, Swiss Development Corporation

Key Messages and Themes
• Water and energy often go hand-in-hand but stakeholders must also be careful about trade-offs between the two issues.
  o Take water recycling for example – reverse osmosis is very energy intensive.
  o Another example is polyester vs cotton: polyester is less water intensive but has a bigger carbon footprint.
  o As companies are starting to think in a more integrated way across water and carbon, make sure you’re not trading one impact for another.
  o Start maximizing multi-benefits on water and carbon fronts as we begin to make basin investments.
• Natural capital quantification improves decision-making (starting to incorporate natural capital dependencies into risk assessments and life cycle assessments).
• “Non-financial” information has financial relevance to business because it’s linked to risk – natural capital will start getting integrated into financial disclosures.
• Connection between water, soil, forest management for forest fire prevention in the face of climate change.
  o Peat restoration is one example of this intersection – water levels affect rate of peat decomposition, which emits GHGs.
• Effects of climate change on water and species that depend on certain hydrologic and landscape patterns and functions are extremely complex and uncertain. How do we make sure the global/local policy frameworks enable effective action?
• Resilient water management is revolutionary – it marks a major shift in thinking that is just starting to emerge in different parts of the water community.
• Soil health = carbon + water → how to make the business case for this to farmers?
• Invest in nature-based solutions in watersheds from which you supply.
• Energy is the driver of climate change, and water is the victim.
• Trying to get water on equal footing with energy.
• Need to take a landscape approach to these problems – the imperative for collective action.
  o Need to make a business case for others to come along on these projects.
• Need to build in risk mitigation – uncertainty and flexibility.
  o But how do corporations practice flexibility?
Collective Action to the Last Mile / Kilometer

Conveners

Speakers
Carl Ganter, Circle of Blue
Mercedes Castro, Agualimpia Peru
Erika Korosi, BHP
Ayat Soliman, World Bank
Victor Lichtinger, CCA Mexico
Callie Stinson, World Economic Forum
Nate Matthews, Global Resilience Partnership

Overview
This session was dedicated to discussing how collective action approaches and multi-stakeholder platforms can ensure that all voices are considered. Speakers and participants examined the role of the private sector in triggering water resources transformation through collaboration with others. The discussion was framed around the following key questions:

• How can the reuse of treated wastewater across sectors foster collective action, particularly in overcoming legal, regulatory, and institutional barriers?
• What is needed to reform tariff structures, incorporating key aspects such as Polluter Pays principles and incentivizing a shift towards greater reuse?
• Which Institutions, Policies, Regulations (IPRs), from both within and outside of the water sector, can limit or incentivize markets for reuse and resource recovery?
• Is a circular economy approach an opportunity to enhance resilience of urban water systems?

Key Messages and Themes
• Good water governance depends on stakeholders coming together to promote transparency and accountability—key for implementation of SDGs.
• Collective action is hard. It requires coordination, collaboration, and resiliency.
• Adaptability is key; Diversity is also key. Women are often most adversely impacted in developing countries, so they need a seat at the table, but are often under-represented.
• Better education on the benefits of collective action projects is needed to bring stakeholders together. This is best done via a public institute that is accountable and appears neutral to inspire trust and is also able to access sustainable source of funding.
Nature-Based Solutions Side Meeting

Conveners
CEO Water Mandate, Pacific Institute, Danone, The Nature Conservancy, Gold Standard, Ramsar Convention on Wetlands

Speakers
Jason Morrison, CEO Water Mandate / Pacific Institute
Amy Herod, CEO Water Mandate / Pacific Institute
Naabia Ofosu-Amaah, The Nature Conservancy
Kari Vigerstol, The Nature Conservancy
Andrea Erickson-Quiroz, The Nature Conservancy

Expert Panel
Claudia Sadoff, Director General, IWMI
James Dalton, Director, Global Water Programme, IUCN
Dustin Garrick, Associate Professor, University of Oxford

Overview
This side meeting was a facilitated fishbowl-style conversation among invited stakeholders to share the concept on scaling and implementing nature-based solutions (NBS) for watersheds through a standardized approach to measure and value carbon, water, and wider-co-benefits.
**Key Messages**

- Water catchment health and ecosystems are increasingly degraded with decreasing capacity to sequester carbon, retain water, promote social well-being and sustain agricultural productivity.

- Scaled implementation of nature-based solutions to restore catchment and ecosystem health has the potential to disrupt and reverse this cycle – with many wider co-benefits, including climate mitigation, adaptation and resilience, biodiversity, and local livelihoods/economic development.

- However, scaled implementation requires scaled awareness and investment. This private-public initiative looks to scale awareness and investment by developing a standardized framework to demonstrate and value stacked water and carbon benefits, and map wider co-benefits, associated with nature-based solutions for watersheds – which is critical to demonstrating investment returns, mainstreaming innovative finance mechanisms, and supporting effective policy reform.

- Propose to adopt the “learn-by-doing” model to develop the standardized framework through application to select (corporate) case studies. Hence the work will build an early evidence base of key learnings during the development phase, which will also contribute to better understanding and scaling successful practice.

**Discussion Questions**

- How does this fit within the landscape?
- What do you see as the biggest challenges or barriers?
- Should the priority focus of the standardized framework should be to measure aligned benefits or demonstrate the wider business case?

**Key Insights**

- Valuable contribution to the NBS landscape and catalyzing action from the corporate sector – especially in dual goals of developing a standardized framework and compiling an initial evidence base of successful practices.

- Agreed that the ultimate goal should be to capture the value of investments – i.e. to build the wider business case which recognizes costs (hard and soft), risks and benefits. However, this is complex – hence considered wise for the initial step to focus on carbon and water benefit accounting and consistently identifying broader co-benefits. This can be extended, and the valuation piece added, as currently complementary initiatives on valuing water and externalities mature.
WASH4Work Partner and Steering Committee Meeting

Conveners
CEO Water Mandate

Speakers
Guy Hutton, UNICEF
Mai-Lan Ha, Pacific Institute & CEO Water Mandate
Ed Pinero and Scott McCready, AWS
Tom Williams, WBCSD
Cheryl Hick, Toilet Board Coalition

Overview
During this meeting the secretariat at the WASH4Work initiative and the workstream leads provided an overview of progress to date. Discussions focused on a few key areas: member recruitment, WASH standards, and planned activities for the remainder of 2019 and into 2020.

Discussion & Key Updates

- **Updated “Take Action” Section of W4W Website**: In the past few months, the Company Engagement workstream and the WASH4Work secretariat worked to update the content of the “Take Action” Section of W4W Website, which is designed to convey to visitors what activities they can take to support the outcomes of W4W and the benefits their company might incur if they were to join W4W and implement WASH in the workplace, supply chains and communities. As WASH4Work members,
companies will be invited to join discussions being held in the different workstreams, participate in events, and other networking opportunities.

- **Knowledge sharing and collaboration platform:** One of the identified needs for the collaboration was the development of a knowledge sharing platform (KSP), where members/participants/partners can interact with each other to share knowledge and contribute formal and informal information to the knowledge base. The knowledge sharing platform will allow members to connect with each other for close collaboration and unhindered flow of information about projects, case studies, events, technologies, tools and online trainings.

- **The AWS Standard 2.0:** The AWS Standard Version 2.0 was launched on World Water Day 2019 (Friday 22nd March). The key changes to Outcomes, Steps, Criteria and Indicators from Version 1.0 of the Alliance for Water Stewardship (AWS) to Version 2.0, include: Adding safe drinking water, effective sanitation and protective hygiene (WASH) as a fifth outcome. Through this process (the addition on the fifth outcome) we will be able to target companies that are very advanced in water stewardship and are going to integrate WASH in their strategy.

- **Adaptation of the WBCSD WASH Pledge for WASH4Work – UNICEF WASH indicators and ILO WASH@Work Toolkit:** As previously discussed, WBCSD is interested in having the WASH4Work network take up the WASH pledge in order to further scale the uptake of the pledge. This presents an opportunity for the WASH4Work partnership to align the guidance around WASH, taking into elements in the WASH Pledge, the ILO WASH@Work Toolkit, UNICEF’s WASH4Work indicators, as well as the work of the AWS Supplemental WASH guidance.

- **Workstream Update – Business Case:** WaterAid also provided an update on piloting the business case for WASH in a number of countries including Tanzania, Bangladesh, India, and Kenya.

- **Events for 2019:** Please find below more information related to the two biggest events scheduled for the second semester of 2019.
  - **World Toilet Summit** – WTS (November 18-19, Sao Paulo). For more information please click [here](#). If you want to know more about the event and the ways you can engage please contact Giuliana Moreira (gcmoreira@pacinst.org).
  - **Global Sanitation Economy Summit** (The Toilet Board Coalition) – (November 18-21, India). For more information please click [here](#). If you want to know more about the event and the ways you can engage please contact Cheryl Hicks (hicks@toiletboard.org).
Convener
CEO Water Mandate

Speakers
Peter Schulte, CEO Water Mandate / Pacific Institute
Faith Lawrence, GIZ South Africa
Emilio Tenuta, Ecolab
Paul Fleming, Microsoft

Overview
This side meeting entailed a summary of the Water Action Hub 3.0 update, and solicitation of feedback from users and other stakeholders in the room about how the platform can be made even more useful and how to encourage uptake.

Key Messages and Themes
• Number of projects, users, and site visits to the Hub have all increased over time
  o The number of projects has tripled since 2017. The Hub now features more than 900 projects around the world.
  o The last four months have all been record-breaking web traffic months
• New functionality in the 3.0 update includes:
  o Lessons learned
  o Ability to mark locations of strategic interest
  o Portals for a variety of communities of practice
  o Proactive matching
• There is now a full-time staff person working on the Hub
• The Hub now has formal KPIs for measuring success
• This 3.0 update marks a transition from cataloging to catalyzing water projects
• In-meeting poll showed that attendees thought the priorities for improving the Hub are:
  o More projects and organizations (top choice)
  o Raise awareness among prospective users (second most popular choice)
  o Foster engagement among existing users (third most popular choice)
• Other attendee feedback
  o Love the upgrade, like the indicators and open source tool
  o Suggestion for being able to email a colleague directly from the page they are viewing on the Hub
  o Suggestion for a trend analysis based on the lessons provided
  o Verification of this community of practice -- some quality control is needed (and already happening)
  o Are there other places where we can promote the Water Action Hub? Willingness of Mandate endorsers to promote and provide feedback on the Hub
  o Wrap into AWS projects?
  o Suggestion to set a quantitative ambition on number of projects in the Hub (use social media to get more people involved, like a challenge before a certain prominent water event)
  o Suggestion for a Hub webinar series
  o Is there anyway to be reminded that the projects are outdated?
  o Possible to password protect/anonymize? (not currently; concerns about starting)

Announcements
Explore the new Water Action Hub 3.0 at: www.wateractionhub.org.
Setting Contextual Water Targets: Concept and Application

Conveners
CEO Water Mandate, Cargill, CDP The Nature Conservancy, UN Environment, World Resources Institute, WWF

Speakers
Ulrike Sapiro, The Coca Cola Company
Tien Shiao, CEO Water Mandate / Pacific Institute
Paul Reig, World Resources Institute
Truke Smoor, Cargill
Christina Copeland, CDP
Kari Vigerstol, The Nature Conservancy
Alexis Morgan, WWF
Peter Koefoed Bjornsen, UNEP-DHI

Overview
This World Water Week showcase session shared new approaches for companies to set water targets that consider the local catchment conditions. Participants learned about different avenues for implementation and the strengths and weaknesses of both site and enterprise-level applications by learning firsthand from Cargill’s application.
Key Themes and Insights

- Water challenges are primarily local—each catchment has unique hydrologic, environmental, social, cultural, regulatory, and economic characteristics.
- Given that each catchment has a different set of challenges, companies must set water targets, at individual sites, enterprise-wide, and across the value chain, that respond to catchment conditions to reduce business risk, realize opportunities, and contribute to water security and sustainability for all.
- Don’t need to have perfect scientific understanding of the watershed. The key is to have a good enough sense of the priority challenges to enable a site / company to take meaningful action that will have a positive impact on the catchment they are in.
- This work is by no means completed – project team wants feedback, engagement, pilot testing. This is an active learning exercise for all of us.
- This is not just another tool or approach; this is a fundamental mindset shift.
  - Moving from offsetting or reducing one’s own impact to working together to improve catchment conditions collectively.
- Rely on data when you can, but also rely on common sense.
- Shared goals, need participatory approach, can’t be done behind closed doors with consultants. Need to engage stakeholders, be transparent, embrace ambiguity and unanswered questions and evolution.
- Feedback from audience:
  - Issues around metrics -- incentives to quantify and have hard numbers, doesn’t necessarily incentivize process-based approaches for enterprise-level target setting.
  - Guidance and elements streamlined the process for how to set meaningful targets - - super useful especially if you are early on the water stewardship journey.
  - How is this different from AWS approach?
    - Not a certification, but rather elements of a good approach.
  - How can we get everyone outside of our bubble to care about this?
    - Social impact, policy. Policy is the shared space where public and private come together.
  - More work to do to connect enterprise and site level approaches
  - Zone in on material issues in your supply chain - can home in on very specific targets at a local level that don’t necessarily need to be reported / roll up to enterprise level.
  - Everything is underpinned by need for collective action.
  - How does this apply to SMEs? Everyone needs to be brought along
    - If a large company has the resources to do a catchment diagnostic, make that open source and share it with other companies in the same catchment.
  - Importance of stakeholder engagement throughout the whole process -- from understanding challenges to taking action.
- Build these relationships starting with engaging people on understanding context.
  - Success of implementation relies on engaging other stakeholders, particularly government / regulator / manager responsible for water.

Announcements
The new guidance for setting site water targets informed by catchment context can be found at: www.ceowatermandate.org/site-water-targets.
The CEO Water Mandate’s six core elements

Direct Operations
Mandate endorsers measure and reduce their water use and wastewater discharge and develop strategies for eliminating their impacts on communities and ecosystems.

Supply Chain and Watershed Management
Mandate endorsers seek avenues through which to encourage improved water management among their suppliers and public water managers alike.

Collective Action
Mandate endorsers look to participate in collective efforts with civil society, intergovernmental organizations, affected communities, and other businesses to advance water sustainability.

Public Policy
Mandate endorsers seek ways to facilitate the development and implementation of sustainable, equitable, and coherent water policy and regulatory frameworks.

Community Engagement
Mandate endorsers seek ways to improve community water efficiency, protect watersheds, and increase access to water services as a way of promoting sustainable water management and reducing risks.

Transparency
Mandate endorsers are committed to transparency and disclosure in order to hold themselves accountable and meet the expectations of their stakeholders.

ceowatermandate.org