Graduate Student Internship

Water Marketing and Water Investments

**Graduate Summer Internship**

WestWater is seeking graduate students for the summer internship program. The program is an ideal opportunity for those who are seeking professional experience in water rights marketing, water asset valuation, and water resource investments. WestWater has a strong tradition of hiring interns upon graduation and is actively seeking early stage professional interested in developing a career with the company.

Interns will spend approximately three months at WestWater’s Boise office, developing a detailed water rights market analysis with the objective of identifying water resource investment opportunities. Interns will collaborate with WestWater staff and work under the supervision of a senior manager. Interns are required to present two workshops to outline and report the findings of their analysis. A professional quality business plan or market report is the expected result and deliverable of the internship.

**2013 Project Description**

The intern will be responsible for developing a detailed market and business analysis for water right trading within a defined market region of the United States. The selection of the market region will be done in cooperation with WestWater senior staff. Specifically, the market analysis will include a review and assessment of trading activity through collection of baseline transaction information. This will be done by collecting price and transaction information through contacting and interviewing active participants in the market. Market and price data will be adjusted to account for attributes and variations in the transactions, so attention to detail is imperative. Once the transaction dataset is compiled the intern will analyze the information to identify market trends, key pricing metrics, and prepare the detailed market report. The market analysis will assess the size of the market, trading volume, price levels and volatility, characteristics of buyers and sellers, as well as prospective future supply and demand conditions. The analysis will be incorporated into and guide an overall water right acquisition and investment strategy in the region.

Essential skills include writing ability, database management experience and Excel proficiency.

The intern may also assist with water investment due diligence functions including the development of market demand studies, alternative supply studies, site visits, comparable sales research and financial modeling. Additionally, the intern may assist in developing Power Point presentations and investment summaries to communicate information to investors.

The internship will be based in Boise, Idaho. There is a potential for this position to turn into additional part time work through the intern’s second year of graduate school.
Qualifications

- Required: Bachelor’s Degree in Natural Resource Economics, Economics, Finance, Business, Natural Resource Management or related field.
- Preferred: Working towards graduate degree or a recent graduate in Economics, Finance, MBA or related field.
- Interest in water markets and water investments.
- Independent worker.
- Self-starter.
- Expertise with Microsoft Office computer programs including Excel, Power Point, Word, and Outlook.
- Database management experience.

Application Procedure

The internship is a competitive process and will be based on a person’s qualifications and ability to communicate information and concepts. To assist in our evaluation we ask that applicants submit the following information:

1. A resume and cover letter.
2. One writing sample. This can be a recent paper prepared for a class or other related work that demonstrates your ability to summarize and communicate business information.
3. Create a short PowerPoint presentation describing the influence and relationship between agricultural commodities prices, farmland values, and water right prices within the United States.

Please submit your complete application package in pdf format to natalyak@waterexchange.com.

Compensation:

- The opportunity to spend three months with leading experts in water marketing, water asset valuation, and water resource investments;
- Office space and staff support for completing a research project that could lead to ongoing research and full time employment with the company following graduation;
- A monthly stipend of $1,800 to $2,500 per month depending on qualifications.
- Eligibility for post-internship scholarship to support second year graduate studies research in water marketing.

WestWater Research Background

WestWater Research is the leading economic consulting firm specializing in the water rights market. Since its inception in 2001, WWR has advised clients throughout the United States on water asset transactions and water development projects. WestWater has become the leading advisory firm to investment funds that are actively deploying capital into the water rights market. WWR has advised on more than $600 million in water transactions and has been the key architect of “breakthrough” water right deals for the investment sector.

With offices in four states (ID, AZ, WA, CO), the WestWater team is composed of economists, MBAs, legal analysts, and geospatial information systems (GIS) analysts, with over fifty years combined experience in the water rights industry. Our services include transaction advisory services, water asset valuations,
marketing services, water resource economics, and water investment due diligence. The team has broad experience in water marketing, regulatory policy, water valuation techniques, financial investments, commodity trading, resource economics and planning, and GIS technology. Principals at WestWater Research conducted some of the first in-depth water trading analyses and water right appraisals in the United States. The WestWater Research team played a lead role in the design and implementation of water trading laws throughout the western United States and has advised private equity firms, corporations, governments, and individuals on water transactions and valuations at a national and international level. WestWater brings a unique perspective to water projects, and we continue to be proven market leaders in the industry.