

# Restoring Nature Through Market Innovation: Watergum & the Nature Repair Market

## Introduction

The Federal Government (DCCEEW) is expanding Natural Capital Markets through the **Nature Repair Market**. Under this scheme, landholders, First Nations peoples, community organisations, and conservation groups can apply for **Biodiversity Certificates** when they take action to protect or restore the environment. These certificates can be:

- Retained
- Sold to private buyers to generate income, or
- Deposited with the Clean Energy Regulator

Not-for-profit (NFP) organisations & environmental Community Groups can play a role in the further development, implementation and success of the Nature Repair Market

## Watergum’s Objective

Watergum is exploring practical pathways for NFPs and community groups to engage with the Nature Repair Market. Part of our investigation consists of a **nationwide survey** gaining insight from NFPs, varying in size and funding capacity, to identify different opportunities in how they can enter the market and discuss key challenges faced. Insights will inform an **Implementation Plan and Community Framework** with suggestions for government, including role mapping.

## How are NFP and Community groups defined?

Our initiative engages organisations across a structured spectrum of operational scale and capacity to ensure representation of the full community sector.

|         |                                                            |                                               |
|---------|------------------------------------------------------------|-----------------------------------------------|
| Level 1 | Grassroots, unincorporated entities with no paid employees | Annual revenue below \$250k                   |
| Level 2 | Small incorporated not-for-profit organisations            | Annual revenue below \$500k                   |
| Level 3 | Medium-sized incorporated charities                        | Annual revenue between \$500k and \$3 million |
| Level 4 | Large incorporated charities                               | Annual revenue exceeding \$3 million          |

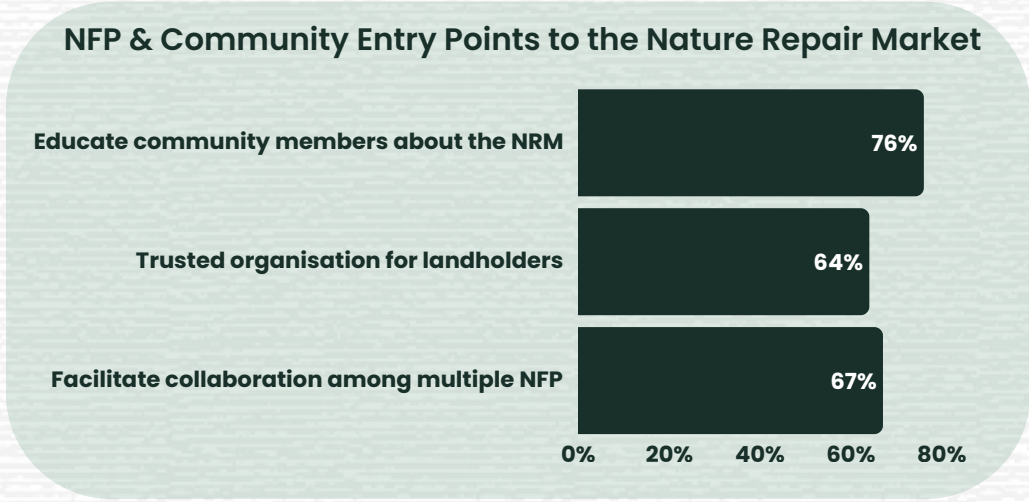
This stratified approach enables comparative analysis of how varying organisations could engage with the Nature Repair Market, including opportunities and constraints.

## Preliminary Results

Early results (based on 40 responses to date) have highlighted where NFPs see their biggest **opportunities** in the Nature Repair Market, as well as the **key barriers** to participation.

## Preliminary Survey respondents see themselves as:

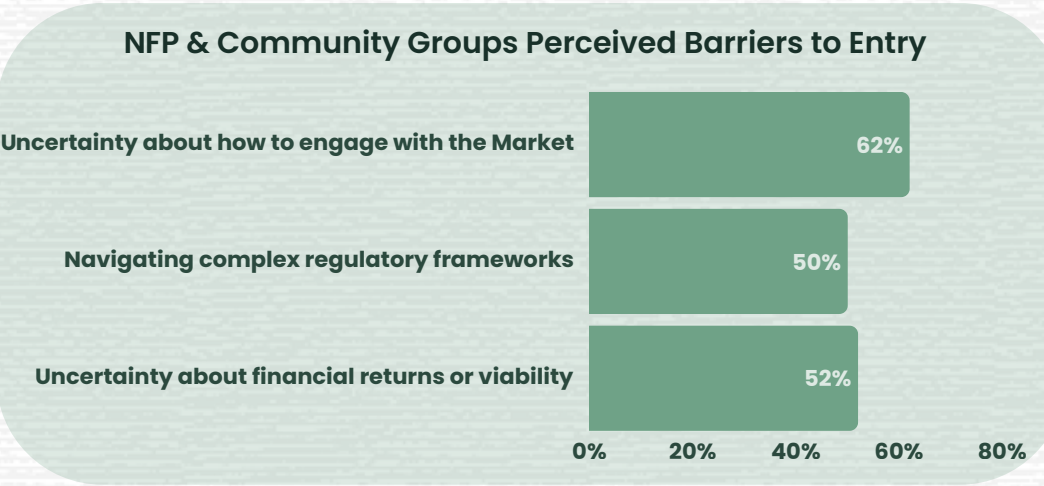
- Educators on the Nature Repair Market (76%)
- Trusted intermediaries between landholders, government, and the market (64%)
- Facilitators of cross-sector collaboration (67%)



## Preliminary Results

### NFP Barriers to Participation

The preliminary survey results are showing that many NFP are unsure how to engage with the market (62%), find the regulatory complexity daunting (50%), & face significant financial uncertainty within the market (52%) –pointing to an urgent need for clear, plain-language resources, streamlined processes, & early-stage funding or co-investment to support involvement. **Additional barriers:** slow uptake by landholders, limited investment, small NFP capacity, volunteer reliance, competing land management beliefs, long-term monitoring.



## Preliminary Survey Insight

### Suggested Activities for NFP in the Nature Repair Market:

- Education & awareness, community planting events, cultural engagement with Traditional Owners
- Project design, implementation, and assessment, including producing materials that will help the department develop future Nature Repair Market methods
- Citizen science monitoring and benchmark biodiversity data
- Participation dependent on **training, funding and alignment with community interests.**

Your Input Matters!

The survey is still open. Help us design practical pathways for NFP participation:

- How could your organisation take part in the market?
- What might stop your organisation from participating

## Acknowledgements



Scan the QR code & have your say today!

