



FINAL PROGRAM

7th National Mitigation & Conservation Banking Conference

**PRACTICE AND POLICY &
NEW EMERGING MARKETS**

offering perspectives from bankers and regulators through interactive sessions ranging from hands-on how-to panels to presentations on emerging market opportunities, technical and scientific issues, and legislative updates.

March 3–5, 2004

Astor Crowne Plaza Hotel

New Orleans, Louisiana

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National Marine Fisheries Service, National Oceanic & Atmospheric Administration
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SCHOLARSHIP FUND

A special thanks to our sponsors of the scholarships that helped those who would not have otherwise been able to attend the 7th National Mitigation & Conservation Banking Conference.

SCHEDULE

Conference Sessions held on the Second Floor

Registration/Information Desk Second Floor



Tuesday, March 2	3–6 p.m.
Wednesday, March 3	7 a.m.–6:30 p.m.
Thursday, March 4	7 a.m.–6:30 p.m.
Friday, March 5	7:30 a.m.–5 p.m.

Exhibit & Poster Viewing Hours Grand Ballroom

Wednesday, March 3	5–6:30 p.m. (during reception)
Thursday, March 4	Breakfast, Breaks, Evening Reception
Friday, March 5	Breakfast & Breaks

HOTEL

The Astor Crowne Plaza
739 Canal @ Bourbon Street
New Orleans, LA 70130
Tel (888) 696-4806 ■ Fax (504) 962-0501
www.astorcrowneplaza.com

To contact a conference attendee during conference hours, ask for the Mitigation Banking Conference registration desk.

FIELD TRIP (optional)

Wednesday, March 3

Hosted by Riverside Coastal Mitigation Lands

Buses depart Canal Street Lobby Entrance of the Astor Crowne Plaza at 8 a.m. and return by 1 p.m. Box lunch served.

Please see page 7 for more detailed information on the field trip.

EXHIBITS

Exhibits will be displayed in the Grand Ballroom. Company representatives will be available throughout the conference. Official exhibit viewing times are Wednesday, 5 to 6:30 p.m. during the reception; Thursday and Friday during breakfast and breaks, and during the Thursday night reception.

America's WETLAND: Campaign to Save Coastal Louisiana

Booth 22

The display will feature the State of Louisiana's latest public awareness initiative: "America's WETLAND: Campaign to Save Coastal Louisiana." The three-year campaign will raise awareness of the impacts Louisiana's wetland losses have on the state, nation and world.

Contact: Steve Chustz, Coastal Resource Supervisor, Louisiana Department of Natural Resources, Coastal Management, P.O. Box 44487, Baton Rouge, LA, 70804; Phone (225) 342-7944; Fax: (225) 342-9439; stevec@dnr.state.la.us; www.americaswetland.com.

Applied Ecological Services

Booth 12

Applied Ecological Services, Inc. is a broad-based ecological consulting, contracting and restoration firm founded in 1978. Our experienced scientists and project managers are adept at tackling difficult and unique environmental problems on a variety of scales. AES has been the principal ecological consultant for more than 20 wetland mitigation banks.

Contact: Todd Polacek, Project Development Manager, Applied Ecological Services, 17921 Smith Road, Brodhead, WI 53520; Phone: (608) 897-8641; Fax: (608) 897-8486; toddp@appliedeco.com; www.appliedeco.com.

Arcadis G&M of North Carolina

Booth 2

Arcadis is a multi-national consulting firm that recognizes that wetlands are highly valued natural resources; we work with our clients to conduct wetlands delineations, wetlands mitigation, and mitigation banking consulting. We also provide a complete range of consulting services for stream restoration and enhancement.

Contact: Adam V. McIntyre, Biologist, Arcadis G&M of North Carolina, Inc., 801 Corporate Center Drive, Raleigh, NC 27607; Phone: (919) 854-1282; Fax: (919) 854-5448; amcintyre@arcadis-us.com.

Coastal Plain Conservancy

Booth 23

The Coastal Plain Conservancy is a nonprofit land trust whose mission is to acquire, preserve and protect lands of the coastal plain region for the conservation and stewardship of natural, historic, cultural and scenic resources for the education and enjoyment of present and future generations.

Contact: Cinnamon J. Baldwin, Executive Director, Coastal Plain Conservancy, 414 Pujo Street, Lake Charles, LA 70601; Phone: (337) 436-9401, x 214; Fax: (337) 436-5266; cbaldwin@structurex.net; www.coastalplain.net.

Coir Logs and Geotextiles/Eco Fabriks

Booth 9

Eco Fabriks is devoted exclusively to the development of earth friendly biodegradable soil stabilizing products. We manufacture and distribute coir logs and coir geotextiles used for wetland restoration and soil erosion. Coir's moisture retention characteristics and eco-friendly biodegradability give it a unique advantage over synthetics.

Contact: Stanley Job, General Manager, Eco Fabriks, LLC, P.O. Box 8402, Gaithersburg, MD 20898; Phone (301) 540-2098; Fax: (301) 947-9361; info@ecofabriks.com; www.ecofabriks.com.

Compass Environmental**Booth 3**

Compass Environmental, Inc. is a general contractor providing wetlands mitigation and stream restoration services nationwide. Specialties include both hazardous contamination and functionally degraded wetlands. Major Projects 2003: Napa River Flood Control Project (Napa, Calif.); Woodrow Wilson Bridge Mitigation Project (Washington, D.C.).

Contact: Stephen McCann, Compass Environmental, Inc., 6521 Waterview Lane, Mineral, VA 23117;
Phone: (540) 854-7840; Fax: (540) 854-7283; smcann@compassenvironmental.com;
www.compassenvironmental.com.

EarthMark Companies**Booth 5**

EarthMark Companies is an environmental development company that sponsored Big Cypress Mitigation Bank and Treasure Coast Mitigation Bank in South Florida. Recently, EarthMark expanded its operations with an additional office in North Carolina servicing the mid-Atlantic region.

Contact: Lynn Zenczak, Marketing Manager, EarthMark Companies, 12800 University Drive, Suite 400, Fort Myers, FL 33907; Phone: (239) 415-6206; Fax: (239) 415-6211; lynnzenczak@earthmark.us; www.earthmark.us.

FLIR Systems, Inc. [Loafer Creek Technology Partner]**Booth 14**

FLIR is the world leader in the design and manufacture of infrared cameras used in a wide variety of commercial, military and environmental applications. These high sensitivity airborne infrared cameras detect very subtle temperature differences and can be linked to moving map systems for ground force coordination.

Contact: Allen Frechette, Director of Sales, Airborne Law Enforcement Products, FLIR Systems, 16 Esquire Road, North Billerica, MA 01862; Phone (503) 372 6345; Cell: (503) 970 9438; Fax: (503) 684 3207; allen.frechette@flir.com; www.flir.com/flirale/index.aspx.

Forrest Keeling Nursery, Inc. – Root Production Method (RPM)**Booth 11**

Forrest Keeling Nursery has developed a new tree growing technology called Root Production Method. RPM increases tree survivability (85%) and transplantability, and accelerates tree growth, with earlier mast production and increased carbon sequestration tonnage. Trees typically reach 4 to 6 feet tall in the first growing season.

Contact: Mike Thompson, Consultant, Forrest Keeling Nursery, Inc., P.O. Box 135, Elsberry, MO 63343; Phone (573) 898-5571; Fax (573) 898-5803; falcon15@netwitz.net; www.fknursery.com.

ITRES Research Limited, Tabi, Casi [Loafer Creek Technology Partner]**Booth 15**

ITRES provides a wide variety of digital airborne hyperspectral sensor technologies and environmental airborne mapping services across the United States and worldwide for local, state and federal government agencies and private companies. Calibrated sensor products' uses range from accurately delineating wetlands to detecting landmines.

Contact: Steve Mah, Vice President, Commercial Application, ITRES Research Limited, #110, 3553-31st Street, NW, Calgary, Alberta, Canada T2L 2K7; Phone:(403) 250-9944, x240; Fax: (403) 250-9916; smah@itres.com; www.itres.com.

Jordan, Jones & Goulding, Inc.**Booth 4**

Jordan, Jones & Goulding, Inc. is an environmental and engineering firm with offices throughout the Southeast, including New Orleans. For over 40 years, JJG has helped clients protect and improve the environment. Our successes include habitat restoration and award-winning mitigation projects.

Contact: Mark Ballard, Ecology/NEPA Manager, Jordan, Jones & Goulding, Inc., 6801 Governors Lake Parkway, Building 200, Norcross, GA 30071; Phone: (678) 333-0445; Fax: (770) 451-7391; mballard@jjg.com; www.jjg.com.

Leica Geosystems GIS & Mapping, ERDAS Imagine Software Solutions [Loafer Creek Technology Partner]

Booth 19

Geographic imaging professionals process vast amounts of imagery every day — often using software designed for other purposes and add-on applications that create almost as many problems as they solve. Can you save time and money, and improve your image analysis capabilities with just one software? Yes, you can! Try ERDAS Imagine.

Contact: Shawn Slade, Pacific Territory Sales Representative, Leica Geosystems GIS & Mapping, LLC, 61 Inverness Drive East, Suite 200, Englewood, CO 80112; Phone: (303) 799-9453, x18; Fax: (303) 799-4809; shawn.slade@gis.leica-geosystems.com; www.gis.leica-geosystems.com.

Leica Geosystems GIS & Mapping, Airborne & Ground Sensors [Loafer Creek Technology Partner]

Booth 18

The Leica ALS50 Airborne Laser Scanner is a compact laser-based system designed to acquire topographical and return signal intensity data from a variety of airborne platforms. The Leica ADS40 Airborne Digital Sensor produces an all-digital data path, with no chemical film processing or scanning, yet with the swath width and area coverage of a film camera.

Contact: David Hull, Sales Representative—Airborne Digital Sensors, Leica Geosystems GIS & Mapping, Inc., 61 Inverness Drive East, Suite 200, Englewood, CO 80112; Phone: (303) 799-9453; Fax: (303) 799-4809; dave.hull@gis.leica-geosystems.com; www.gis.leica-geosystems.com.

Loafer Creek, LLC — Land Acquisitions, Mitigation Banking, & Innovative Technology

Booth 16

Presents state-of-the-art technologies and skills Loafer Creek is using in planning and monitoring its mitigation bank model. Loafer Creek is committed to sustainability, transparency and accountability, and uses land acquisition strategies that tie short-term (e.g., land price) with long-term (e.g., monitoring) objectives.

Contact: Angi Orlandella, Technology & Land Coordinator, Loafer Creek, LLC, 8014 Highway 99, Oroville, CA 95965; Phone: 530-566-1137; Fax: (530) 566-1881; aorlandella@loafercreek.com; www.loafercreek.com.

Marsh Resources, Inc.

Booth 20

Marsh Resources, Inc., one of The Williams Companies, Inc., Houston, Texas, has banks operating and under construction in New Jersey, North Carolina, Virginia and Alabama. The service area of MRI's intertidal marsh Meadowlands Bank, the largest bank in northern New Jersey, has recently been extended to include the Arthur Kill Watershed.

Contact: Daniel L. Merz, Project Director, Marsh Resources, Inc., 2800 Post Oak Boulevard, Level 10, Houston, TX 77056; Phone: (713) 215-2427; Fax: (713) 215-4551; daniel.l.merz@williams.com; www.marshresources.twc.com.

National Mitigation Banking Association

Booth 6

The National Mitigation Banking Association brings together leaders committed to a unique concept for restoring and conserving America's natural resources — a concept that unites sound economic and environmental practices. This commitment is fulfilled through research, education and outreach programs available exclusively to its members.

Contact: Sheri Ford Lewin, Committee Chair, NMBA, 12800 University Drive, Suite 400, Fort Myers, FL 33907, Phone: (888) 272-NMBA; sheri@mitigationmarketing.com; www.mitigationbanking.org.

Natural Resources Conservation Service, USDA — Golden Meadow Plant Materials Center

Booth 24

NRCS' Golden Meadow Plant Materials Center in Galliano, La. selects conservation plants and develops innovative planting technology for marsh and coastal restoration. The display will include live plants used in this effort. The booth will also highlight 45 Coastal Wetlands Planning, Protection, and Restoration Act projects for which NRCS in Louisiana is the lead agency.

Contact: Scott Edwards, Plant Materials Specialist, USDA NRCS, 3737 Government Street, Alexandria, LA 71302; Phone: (318) 473-7761; Fax: (318) 473-7771; scott.edwards@la.usda.gov.

Parsons Brinckerhoff, Inc.

Booth 7

Parsons Brinckerhoff's capabilities in coastal rehabilitation and restoration planning and engineering services include modeling and design and implementation for wetland and stream restoration banking projects, coastal and waterway engineering and hydraulic analysis, dredge material reuse, and hydrologic-sediment transport.

Contact: Yan Wah Chong, E.I., Project Engineer, Parsons Brinckerhoff, Inc., 3801 Canal Street, Suite 225, New Orleans, LA 70119; Phone: (504) 488-1158; Fax: (504) 488-3202; chong@pbworld.com; www.pbworld.com.

Pinelands Nursery & Supply

Booth 21

Pinelands Nursery is a major supplier of native plants for mitigation banking projects. Allow our scientists and horticulturalists to custom propagate genetically adapted trees, shrubs, herbs, sedges and grasses to make your next mitigation bank a success. Pinelands Nursery has three locations — Toana, Va., Columbus, N.J., and Gloversville, N.Y.

Contact: Donald Knezick, President, Pinelands Nursery & Supply, 323 Island Road, Columbus, NJ 08022; Phone: (800) 667-2729; Fax: (609) 298-8939; don@pinelandsnursery.com; www.pinelandsnursery.com.

Remote Data Systems

Booth 1

Manufacturer of wetland hydrology monitoring instruments and environmental monitoring equipment.

Contact: Robert George, Sales & Marketing Manager, Remote Data Systems, Inc., 163 Brunswick Electric Road, Whiteville, NC 28472; Phone: (910)640-3349; Fax: (910) 640-3828; robertg@rdsys.com; www.rdsys.com.

U.S. Environmental Protection Agency — Wetlands Program

Booth 8

U.S. EPA's Wetlands Program works through the Clean Water Act with other federal agencies, and state, tribal and local governments to protect and restore the nation's aquatic resources, and to improve their overall quality and achieve no net loss through partnerships, education, and sound science-based decision-making.

Contact: Jordan M. Palmeri, Environmental Scientist, U.S. Environmental Protection Agency, 1200 Pennsylvania, Avenue, NW, MC 4502T, Washington, DC 20460; Phone: (202) 566-2047; Fax: (202) 566-1349; palmeri.jordan@epa.gov; www.epa.gov.

Wetlandsbank, Inc.

Booth 10

The Wetlandsbank group of companies is one of the nation's most respected and successful mitigation bankers. Wetlandsbank now works through its affiliate, Mitigation Credit Sales, Inc., to sell credits for banks; and seeks opportunities to partner with public or private entities to design, permit, develop, market and operate mitigation banks.

Contact: Desmond Duke, Vice President, Business Development, Wetlandsbank, Inc., 3215 Northwest 10th Terrace, Suite 209, Fort Lauderdale, FL 33309; (954) 462-1707; Fax: (954) 462-4131; dduke@wetlandsbank.com; www.wetlandsbank.com.

YSI Water Quality Sensor Technology [Loafer Creek Technology Partner]

Booth 17

YSI is the industry leader in water quality sensor technology. We offer a complete line of instruments to measure DO, pH, conductivity, temperature, chlorophyll, turbidity, rhodamine, and water depth, level and flow.

Contact: David Lee, Western Region Manager, YSI Environmental, 4500 Mykonos Way, Elk Grove, CA 95758; Phone: (800) 765-9744, x 612; Fax: (916)421-5199; dlee@ysi.com.

POSTERS

Posters will be displayed by the Exhibit area in the Grand Ballroom, and will follow the same viewing times as the exhibits.

A Hierarchical Approach for Prioritizing Wetland and Stream Mitigation Sites in West Virginia

Poster 1

Authors: Dr. Ronald Fortney, Dr. James Anderson, Joseph Osbourne, Scott Copen, Michael Strager, West Virginia University; and Norse Angus and Neal Carte, West Virginia Department of Highways

Because West Virginia's mountainous topography makes it difficult to find suitable mitigation sites, we developed a planning program to identify potential sites for both wetlands and streams. The framework progressed from coarse selection criteria to more specific measures, using GIS and remote sensing to help focus field reconnaissance. A ranking model integrated evaluation criteria and spatial data to create a list of suitable sites. Field visits then provided more details. The poster will focus on this field-tested methodology as an efficient, scientific, and reliable approach to identify banking sites.

Contact: Michael Strager, Research Coordinator, Division of Resource Management, West Virginia University, 2006 Ag Sci Building, Morgantown, West Virginia, 26506; Phone: (304) 293-6253, x4453; Fax: (304) 293-3752; mstrager@wvu.edu.

Calculating Credits in a Conservation Bank to Minimize the Effects of Habitat Loss and Fragmentation on Endangered Metapopulations

Poster 2

Authors: Mike Jones, Frank Lupi, Kim Scribner, and Doug Bruggeman, Department of Fisheries and Wildlife, Michigan State University

Recent federal guidance stipulates that locating a conservation bank should minimize the effects of habitat loss and fragmentation on an endangered metapopulation (a population made up of small subpopulations that interact through migration and gene flow). Developing habitat for an endangered subpopulation will affect patterns of migration and gene flow, and therefore can put the entire metapopulation at risk. This poster describes a method to calculate the number of credits available from a proposed conservation bank to determine where to site the bank to reduce changes in migration and gene flow. The approach is called Landscape Equivalency Analysis.

Contact: Doug Bruggeman, Department of Fisheries & Wildlife, Michigan State University, 13 Natural Resources Building, East Lansing, MI 48824; Phone: (517) 974-3277; Fax: (517) 432-1699; bruggem3@msu.edu.

Good Advice to Follow: U.S. Footsteps Toward Effective & Compensatory Mitigation?

Poster 3

Author: Sonja Macke, University of Bonn, Institute for Agricultural Policy, Market Research and Economic Sociology, Resource and Environmental Economics, Bonn, Germany

The objective of this Ph.D. project is to analyze and evaluate different compensatory mitigation mechanisms and to find out whether a market-oriented approach is more efficient. The project attempts to answer this question by applying New Economics of Institutions and transferring this theory to the environmental context. The project focuses on a comparison between U.S. experience in commercial private wetland mitigation banking and German mitigation practice regulation. The poster will offer international insights in mitigation practice.

Contact: Sonja Macke, University of Bonn, Institute for Agricultural Policy, Market Research and Economic Sociology, Resource and Environmental Economics, Nussallee 21, 53115 Bonn, Germany; Phone: (228) 73-2325; Fax: (228) 73-5923; mack@agp.uni-bonn.de.

Learning About the Nation's Mitigation Banks

Poster 4

Authors: Michael D. Kaplowitz and Deb L. Bailey, Michigan State University, Department of Resource Development

This poster will present findings on the range and character of wetland mitigation banking programs in the United States, based on data collected in 2003 from about 140 wetland bank managers responsible for almost half of the nation's mitigation banks. This analysis produced a rich picture of wetland banking programs, including insights into clientele, failures, funding and interaction with regulators.

Contact: Deb Bailey, Graduate Assistant, Michigan State University, Department of Resource Development, 101 1/2 East Michigan Avenue, Apt. 2, Marshall, MI, 49068; Phone (269) 781-4364; pcvdebb@hotmail.com.

Restoration of the Wormsloe Plantation Salt Marsh in Savannah, Georgia

Poster 5

Authors: Dan Rice, Jordan Jones & Goulding, Inc.; Susan Knudson, Georgia Department of Transportation

The Diamond Causeway was constructed across the Isle of Hope in 1972 to provide road access from Savannah to Skidaway Island. The road was built on a salt marsh immediately south of Wormsloe Plantation (a State Historic Site), using dredge materials. Plans to widen the Causeway have presented an opportunity to restore the salt marsh and the tidal channel. Restoration will generate both stream and wetland mitigation credits. The poster will include pre-construction monitoring of tidal data and vegetation and restoration plans, including grading, planting, and proposed culvert profiles and locations.

Contact: Mark Ballard, Ecological Services Manager, Jordan, Jones & Goulding, Inc., 6801 Governors Lake Parkway, Building 200, Norcross, GA 30071; Phone: (678) 333-0445; Fax: (770) 451-7391; mballard@jjg.com; www.jjg.com.

Understanding the Landscape

Poster 6

Natural Resources Conservation Service, U.S. Department of Agriculture

The course "Understanding the Landscape" is designed to help conservationists and land managers understand the connectivity of ecological processes in order to apply resource management principles on managed lands in a more holistic and sustainable manner. Through a series of 3 DVDs — 12 lectures and 5 case studies — students are introduced to land management at a landscape scale. Two of the 5 case studies received Telly awards, the most recognized non-broadcast award for training, education, and marketing. Course content includes key elements of ecological processes, such as energy flow, hydrologic processes, disturbance ecology and soil quality. The course also examines elements of society and culture that affect land management, and new management technologies that are essential for sound conservation planning and practice. NRCS state offices have the course on video.

Contact: Pete Heard, Director, Wildlife Habitat Management Institute, Natural Resources Conservation Service, U.S. Department of Agriculture, 100 Webster Circle, Suite 3, Madison, Mississippi 39110; Phone (601) 607-3131; Fax (601) 607-3139; pete.heard@ms.usda.gov; www.whmi.nrcs.usda.gov.



Please remember to fill out your Evaluation Forms and drop off at Registration Desk or send in to JT&A, inc.

STEERING COMMITTEE

Les Alderman, EarthMark Companies
Ken Bailey, Tetra Tech FW, Inc.
Fred Bank, Federal Highway Administration
Robert Brumbaugh, U.S. Army Corps of Engineers
Al Cerna, USDA Natural Resources Conservation Service
Jason Coccia, The Conservation Fund
Craig Denisoff, Wildlands, Inc.
Jeanette Gallihugh, U.S. Fish and Wildlife Service
H. William Hochheiser, U.S. Department of Energy
Palmer Hough, U.S. Environmental Protection Agency
George Howard, Restoration Systems, LLC
Robert Kessler, CH2M Hill
Dan Kohrtdt, Loafer Creek, LLC
Lew Lautin, The Lautin Company
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Larry Selzer, The Conservation Fund
Robert Sokolove, Environmental Restoration, LLC
Susan-Marie Stedman, NOAA National Fisheries Marine Service
Mark Sudol, U.S. Army Corps of Engineers
Judy Taggart, JT&A, inc.
Ben Tuggle, U.S. Fish and Wildlife Service
Herb Tyson, International Council of Shopping Centers
Floyd Wood, USDA Natural Resources Conservation Service
Gary Wooten, USDA Natural Resources Conservation Service

Field Trip on Wednesday, March 3 (Optional)

FIELD TRIP COST: \$75

Hosted by Riverside Coastal Mitigation Lands

8 a.m. — Buses depart lobby of The Astor Crowne Plaza Hotel and return by 1 p.m. A box lunch will be served.

Join us for a half-day field trip to Riverside Coastal Mitigation Lands Bank.

Riverside became a mitigation bank in August 1999. Riverside is located in St. Charles Parish, La., approximately 20 miles from New Orleans. The purpose of Riverside was to reestablish a productive coastal, forested wetland ecosystem on approximately 361.16 acres of prior converted agricultural land within a 403-acre site. Riverside is comprised of two different mitigation habitat types: bottomland hardwoods and bald cypress-tupelo swamp. Riverside is part of a larger 2,500-acre tract that supports approximately 1,000 acres of sugar cane production and 1,500 acres of forested wetlands. This land is also within the Louisiana Coastal Zone and is bordered on the south by forested wetlands and fresh marsh. Following the reestablishment, mitigation credits have been generated for sale as compensatory mitigation required in association with the granting of federal and state permits.

CONFERENCE AGENDA



WEDNESDAY, March 3, 2004



- 7 a.m.–6 p.m. Registration Open *Second Floor*
- 8 a.m.–1 p.m. **Half-Day Field Trip to Riverside Coastal Mitigation Bank.**
Buses depart Canal Street Lobby Entrance of The Astor Crowne Plaza at 8 a.m. Box lunch provided.
- Noon–4 p.m. Exhibitor Set-up *Grand Ballroom*
- 3–5 p.m. **Regulators' Forum** *Toulouse A*
Facilitated by Robert W. Brumbaugh, Senior Policy Analyst, U.S. Army Corps of Engineers, Alexandria, Va.
A gathering of regulators involved in mitigation and conservation banking throughout the United States in an effort to share their experiences and address regulatory concerns. Written questions will be developed to be presented to the McGeorge Group during Friday's lunch. *Session Not Recorded*
- 3–5 p.m. **National Mitigation Banking Association Meeting and Bankers' Forum** *Astor Ballroom III*
Facilitated by Richard K. Mogensen, President, NMBA
The National Mitigation Banking Association will hold its annual meeting, with the last part of the meeting devoted to identification of questions to be presented to the McGeorge Group on Friday during lunch. *Session Not Recorded.*
- 5–6:30 p.m. **Welcome Reception in Exhibit Area** *Grand Ballroom*



THURSDAY, March 4, 2004



- 7 a.m.–6:30 p.m. Registration Open *Second Floor*
- 7:15–7:50 a.m. **Continental Breakfast in Exhibit Area** *Grand Ballroom*
- 8–9:30 a.m. **OPENING GENERAL SESSION** *Astor Ballroom*
Welcome – Judith F. Taggart, Chairman, JT&A, inc., Chantilly, Va.
America's Wetland — Louisiana's Vanishing Coastal Zone
The Honorable Jack C. Caldwell, Past Secretary of Natural Resources, Louisiana
Keynote Address
The Honorable George Dunlop, Deputy Assistant Secretary of the Army for Policy and Legislation, Washington, D.C.
A National Perspective
Bill Leary, Associate Director for Natural Resources, White House Council on Environmental Quality, Washington, D.C.
- 9:30–10 a.m. Break in Exhibit Area *Grand Ballroom*

10–11:30 a.m. **CONCURRENT SESSIONS****SESSION 1.****Primer 101 — History & Basics of Banking***Astor Ballroom II*

CHAIR: Robert W. Brumbaugh, Senior Policy Analyst, Institute for Water Resources, U.S. Army Corps of Engineers, Alexandria, Va.

Concepts, Types and History of Mitigation Banking

→ Robert W. Brumbaugh, Senior Policy Analyst, Institute for Water Resources, U.S. Army Corps of Engineers, Alexandria, Va.

Wetland mitigation banking when properly planned and executed provides an effective means to mitigate unavoidable loss of wetlands, essentially by providing a practicable mitigation alternative. Many different types of institutional arrangements have been developed with varying financial and ecological objectives. This presentation will introduce the concept of mitigation banking, describe the different types that have emerged, review the contribution of the Federal Mitigation Banking Guidance issued in 1995, and discuss the current status of wetland mitigation banking.

Roles & Responsibilities of Mitigation Banking

→ Lew J. Lutin, President & CEO, The Lutin Company, Fort Lauderdale, Fla.

This presentation will cover Mitigation Banking 101 from a mitigation banker's perspective, including site determination, permitting, pro forma, credit determination, construction, maintenance, monitoring, trust funds and sales and marketing.

How Conservation Banking Works

→ Craig Denisoff, Vice President, Government Affairs & New Business Development, Wildlands, Inc., Citrus Heights, Calif.

Conservation banks provide for the protection of important habitats and linkages between key habitats. They offer an environmentally beneficial alternative to the practice of requiring piecemeal mitigation for individual project impacts. The state of California established policy in 1995 to promote effective regional resource conservation by encouraging a "second generation" of mitigation banks called conservation banks. This presentation will describe the concept of conservation banks, review how they differ from wetland mitigation banks and discuss the current status of conservation banking.

SESSION 2.**Primer 102 — Economics & Marketing***Astor Ballroom III*

CHAIR: Dave D. Green, Senior Economist, CH2M Hill, Deerfield Beach, Fla.

The Matrix: How to Box the Risk and Assess Prospective Mitigation Bank Sites for Profit Potential

→ George Platt, General Counsel, Wetlandsbank, Fort Lauderdale, Fla.

How to utilize a matrix developed by Wetlandsbank, Inc., to evaluate those factors that impact a potential mitigation bank's profitability. Adapting the matrix to your needs can save you and site owners time and money and help ensure more effective wetlands restoration and more money to your bottom line.

Financial Risks Associated with Mitigation Banking

→ Jonathan Weiss, Project Manager, Loxahatchee Mitigation Bank, Tetra Tech FW, Stuart, Fla.

Tetra Tech FW was selected in 1997 (under its former name, Foster Wheeler Environmental Corporation) by the South Florida Water Management District to establish the Loxahatchee Mitigation Bank as a public-private partnership under which Tetra Tech FW accepted all banker responsibilities associated with restoring a District-owned 1,256-acre severely degraded wetland in Palm Beach County. Upon completion, the project along with its trust fund will be turned over to the District for long-term management. Through this project, we have developed a keen appreciation for the challenges a banker confronts as a mitigation bank proceeds through permitting, engineering, construction, maintenance and monitoring phases. The ultimate success of a mitigation bank depends on the banker's ability to respond to events that test the risk management approach, and to maintain an enthusiastic appetite for success that can withstand repeated challenges.

Sales & Marketing Strategies for Mitigation Banks

→ Sheri Ford Lewin, Vice President, Mitigation Marketing, LLC, Orlando, Fla.

The development and implementation of a successful marketing strategy is critical to ensuring economic success. Learn how to develop a program to suit your situation and acquire specific "tips of the trade" from marketing professionals working in the two most active banking states in the country. Topics include Market Evaluations at the Due Diligence Phase, Developing a Pricing and Sales Strategy, Identifying Key Targets, Taking the Show on the Road — Educate, Educate, Educate, Cultivating Relationships, How to Track Your Accomplishments / Measure Success, How Much Should You Expect to Spend on Marketing, Common Mistakes Often Made in the Development and Implementation Phase, Dealing with Competition and Maintaining Momentum.

11:30 a.m.–1:45 p.m.

LUNCHEON — PANEL*Grand Ballroom***Federal Update on Conservation Banking and the National Wetlands Mitigation Action Plan**

CHAIR: Howard Bleichfeld, Member, Van Ness Feldman, Washington, D.C.

- **What's New in Conservation Banking.** Michelle Morgan, National HCP Coordinator, Endangered Species Program, U.S. Fish & Wildlife Service, Arlington, Va.
- **Status & Update on the National Wetlands Mitigation Action Plan.** Palmer Hough, Environmental Scientist, U.S. Environmental Protection Agency, Washington, D.C.
- **Vision for Beyond the National Wetlands Mitigation Action Plan.** Dr. Mark Sudol, Chief, Regulatory Branch, U.S. Army Corps of Engineers, Washington, D.C.

2–3:30 p.m.

CONCURRENT SESSIONS

SESSION 3.

Emerging and Multiple Markets I*Astor Ballroom II*

CHAIR: Al Cerna, Natural Resources Manager, Natural Resources Conservation Service, U.S. Department of Agriculture, Washington, D.C.

Air: Carbon Sequestration through Habitat Restoration

→ Jason Coccia, Mitigation Manager, The Conservation Fund, Arlington, Va.

Since 2000 The Conservation Fund has created environmentally beneficial carbon sinks through the restoration of degraded lands. In Louisiana, the Fund has completed four projects, each of which required reforestation of marginal agricultural lands to return them to productive bottomland forest. In addition to providing wildlife habitat and improving water quality, these projects generate carbon credits for private sector partners who retain them to mitigate carbon emissions and thus address climate change concerns. In addition to case examples, current U.S. policy on climate change will be briefly outlined to highlight the underlying forces driving this new market for carbon credits and emissions trading.

Water Quality Trading: Restoration Methods at Banks to Enhance Water Quality Benefits

→ Mark Kieser, Senior Scientist, Kieser & Associates, Kalamazoo, Mich.

Pollutant reductions, temperature mitigation, flood storage and water rights are pressing environmental needs that have common solutions tied to wetland and habitat restoration. Air trading opportunities relate to carbon sequestration and greenhouse gas reductions in a global market. Water quality trading opportunities may arise for nutrients, sediment or other pollutants (e.g., pesticides) in relation to the some 44,000 watershed-based TMDLs (total maximum daily loads) that will be developed over the next decade to address water quality. We will discuss environmental credits that can be generated in various settings, water quality market supply and demand issues, considerations for project valuations and market assessments, site design and baseline monitoring — all in the context of developing mitigation and conservation banks.

Opportunities for Stormwater Mitigation Banking

→ Steven I. Apfelbaum, President, Applied Ecological Services, Inc., Brodhead, Wis.

Wetland restorations, including mitigation banks, with appropriate design criteria can provide several types of salable environmental credits. Although in most areas wetland mitigation and stormwater management are neither practical nor routinely permitted through regulatory procedures, with careful design strategies both may be accomplished in the same site. We will describe the specific design criteria that appear to be most desirable to combine such projects. The example is in an urban watershed where both stormwater peak flow attenuation and water quality improvements were desirable. Both, plus the addition of a wetland mitigation bank, are project outcomes.

SESSION 4.

Conservation Banking: ESA & Other Opportunities*Astor Ballroom III*

CHAIR: Susan-Marie Stedman, Wetland Team Leader, Office of Habitat Conservation, National Oceanic and Atmospheric Administration, Silver Spring, Md.

California's Eight-year Experience with Conservation Banking

→ Greg DeYoung, Vice President, Planning Director, Wildlands, Inc., Citrus Heights, Calif.

California has had conservation banking regulations and banks since 1995. The state began with broad guidelines that allowed flexibility in creating and establishing banks. Since those beginnings more governmental policies and regulations have been established to improve banking. But have they? I have written and negotiated more than seven conservation banking agreements ranging from salmonids, snakes and frogs to even insects. Come learn from Wildlands' experience and hear what really happens in the trenches of conservation banking and what lessons can be learned from California's eight-year experience with conservation banking.

ESA Conservation Banking & Wetland Mitigation Banking: A Successful Marriage

→ Deblyn Mead, Biologist, U.S. Fish & Wildlife Service, Arlington, Va.

Conservation banking is similar to wetland banking, whose purpose is to restore, enhance, or create (and sometimes preserve) wetlands or other aquatic habitat to meet wetlands regulations; the purpose of conservation banking is to preserve habitats and restore, enhance, and/or create habitats to conserve species listed as endangered or threatened under the Endangered Species Act. Projects likely to adversely affect endangered or threatened species that depend on aquatic habitats are often subject to regulation by the Service and other federal and/or state or local agencies. Establishing conservation/mitigation banks for these species provides regulatory consistency and a streamlined permitting process, conservation benefits for listed species and wetlands, reduction of costs in the long term, and certainty for landowners, banks and project applicants. We use two examples to illustrate these benefits, and discuss crediting, service areas, joint banking agreements and documents, and monitoring and management.

A Case Study: The Palmetto Peartree Preserve Conservation Bank, Tyrell County, N.C.

→ Dr. J. Carter, Vice President & Owner, Dr. J.H. Carter & Associates, Southern Pines, N.C.

In 1995, a private timber company purchased approximately 9,700 forested acres in Tyrell County, North Carolina. Intensive timbering on the property was subsequently restricted by the presence of the federally listed red-cockaded woodpecker. Eighteen such clusters containing 15 breeding groups were found on the property, making it the largest known private lands population in North Carolina. Following consultations with the U.S. Fish & Wildlife Service, a conservation buyer was sought for the tract, and in 1999, The Conservation Fund acquired it, establishing the Palmetto-Peartree Preserve. North Carolina Department of Transportation then purchased a conservation easement on the Preserve from The Fund, which entered into a MOA with Fish & Wildlife and DOT to allow use of mitigation credits from the Preserve for DOT projects that would not jeopardize species recovery. To date, DOT has not used any credits, and the species has grown to 26 active clusters with 26 potential breeding groups.

3:30–4 p.m. Break in Exhibit Area

*Grand Ballroom*4–5:30 p.m. **CONCURRENT SESSIONS****SESSION 5.*****Emerging Markets II****Astor Ballroom II*

CHAIR: Gary Wooten, Midwest Regional Technology Specialist, Natural Resources Conservation Service, U.S. Department of Agriculture, Des Moines, Iowa

The Challenges and Costs Involved in Securing a Site for a Stream Mitigation Bank — or How in the World Do You Get the Farmer to Give You the Stream?

→ Cynthia Robinson, President, Robinsong Ecological Services, Huntsville, Ala.

Stream mitigation banking is emerging as a new market for seasoned wetlands mitigation bankers if the profound differences in site selection are recognized early in the process. The bank sponsor need not own the site chosen for the development of a stream mitigation bank, but, though helpful, this brings on all new challenges. The prospect of approaching the landowner, often a rural cattle farmer, and asking for a 100-foot wide swath of creek frontage through his property to be put in a perpetual conservation easement is daunting unless you understand all the processes involved. We offer insight and strategies as to how best approach the situation and complete a cost analysis to determine if a site is economically feasible to develop. We include the analysis of two stream segments [each 2+ miles] and the resulting loss of one site and development of the other.

The First Private, For-profit Agricultural Bank Using Functional Assessment

→ Rick Robinson, Director of Environmental Affairs, Iowa Farm Bureau Federation, West Des Moines, Iowa

Since passage of the 1985 "swampbuster" farm bill, farmers have been required to replace (and maintain in perpetuity) jurisdictional wetlands they want to drain or alter to improve their land. Farmers have two choices for mitigating these lost wetlands: on-site or off-site. On-site mitigation may take desirable land out of production, but farmers may be unwilling to locate, develop and manage a wetland at a remote off-site location. Wetland mitigation banking offers an attractive third option. Working with the Iowa Department of Natural Resources and USDA's Natural Resources Conservation Service, the Iowa Farm Bureau has opened Iowa Wetland Mitigation Bank, Inc., Iowa's first wetland mitigation bank, and the nation's first bank using functional assessment for agricultural customers. This arrangement has made mitigation economically viable for farmers while also accelerating the public's wetland restoration efforts.

SESSION 6.**Innovative Tools***Astor Ballroom III*

CHAIR: John Ettinger, Environmental Protection Specialist, U.S. Environmental Protection Agency, Region 6, New Orleans, La.

Economic & Spatial Analytical Tools to Enhance Wetlands Management

→ Karl Kim, Professor of Urban and Regional Planning, University of Hawaii at Manoa, Honolulu, Hawaii

Using comprehensive input-output data on 131 different industrial sectors of the state of Hawaii, a planning-analytic-management tool for identifying, categorizing, and monitoring wetlands and the various economic and social forces associated with their degradation and destruction are identified. Data from the U.S. Bureau of the Census and various local, state, and national sources are used to develop a framework for measuring the impact of economic change on the physical environment, focusing on interactions between the economy, development and wetlands. This research is part of a larger research project on sustainable development in which we estimated the environmental impacts associated with various tourism growth scenarios. In addition to researchers and planners, the audience includes environmentalists, developers, and others involved in the preservation and management of wetlands.

Goose Pond Wetland Mitigation Bank — MBI Development, Application of HGM to Determine Credit Yield in a Cooperative Interagency Initiative

→ Joe Pfeiffer, Jr., Southeast Environmental Manager, KCI Technologies, Inc., Raleigh, N.C.

The Indiana Department of Transportation is proposing the development of a wetland mitigation bank based on increases to the spatial extent and function of the "Wilder WRP Wetland Restoration Initiative" (Goose Pond) project in Greene County, Ind. The 5,945-acre site will be restored by removing artificially enhanced and mechanical drainage features, installing water control structures, developing macrotopography, and managing to allow natural revegetation. The sponsor will also improve two roads that bisect the site, yielding a minimum 638 acres of credit. The net credit yield will be based on increases in the spatial extent and ecological function of the wetland as determined through modeling of the site's functional improvements using the Army Corps of Engineers HydroGeoMorphic classification. The bank will be for the sole use of the sponsor within its geographic service area. This presentation will focus on the challenges of developing the mitigation banking instrument using functional approaches.

Use of State-of-the-Art Technologies in Planning & Monitoring of Mitigation Banks

→ Michael K. Ohm, Environmental Counsel to Loafer Creek, Oroville, Calif.

The Loafer Creek mitigation bank model that is presently in the implementation phase is committed to the principles of sustainability, transparency and accountability. The banking model includes land acquisition strategies that at the outset tie short-term objectives (e.g., land value/price, resource design and construction) to long-term objectives (e.g., viable maintenance, monitoring, regulatory agency access and recordkeeping). How Loafer Creek is using a range of state-of-the-art technologies and skill sets to underpin the banking model will be presented.

5:30–7:30 p.m. **Reception in Exhibit Area** *Grand Ballroom*
Hosted by Loafer Creek, LLC, Oroville, Calif.

7:30–11:30 p.m. **Carriage Ride & Tour of the French Quarter** *Hotel Entrance*
Hosted by Loafer Creek, LLC, Oroville, Calif.

Loafer Creek is providing mule-driven carriages following the reception. For those who have signed up (seating is limited), you can choose to experience a 45-minute tour and/or taxi service up until it's time to come home! There is no cost, but seating is limited and reservations are on a first-come, first-serve basis.



FRIDAY, March 5, 2004



7 a.m.–5 p.m. Registration Open *Second Floor*

8–8:30 a.m. **Continental Breakfast in Exhibit Area** *Grand Ballroom*

8:30–10 a.m. **CONCURRENT SESSIONS**

SESSION 7.

***Ensuring Perpetuity — The Coming Challenge
(Endowment Accounts and Other Issues)***

Astor Ballroom II

CHAIR: Craig Denisoff, Vice President, Government Affairs & New Project Development, Wildlands, Inc., Citrus Heights, Calif.

- **Banker:** John Ryan, President, Land & Water Resources, Inc., Rosemont, Ill.
- **Nonprofit:** Sherry Teresa, Executive Director, Center for Natural Lands Management, Fallbrook, Calif.
- **Regulator:** Michelle Morgan, National HCP Coordinator, U.S. Fish and Wildlife Service, Arlington, Va.

SESSION 8.

Experiences in The Deep South

Astor Ballroom III

CHAIR: Tom Bruechert, Environmental Coordinator, Federal Highway Administration, Austin, Tex.

Old Fort Bayou Mitigation Bank, Restoration of Floodplain Hardwoods

◆ George Ramseur, Jr., Director of Restoration and Management, The Nature Conservancy, Mississippi Chapter, Ocean Springs, Miss.

In June 1997 The Nature Conservancy opened the Old Fort Bayou Mitigation Bank, the first bank established in Mississippi using the 1995 Federal Guidance. The initial project of 1,830 acres of wet pine savanna restoration was expanded in 2001 to include the 3,273-acre Deaton bottomland hardwood project on the upper Pascagoula River. Restoration activities include intensive site preparation using fire, all-terrain cutters and work crews followed by planting hardwood seedlings. Site-wide activities include removal of numerous drainage obstructions and establishment of a comprehensive invasive grass and tree control program. Upland areas totaling 519 acres are being restored to improve gopher tortoise habitat. Subsequent purchases have increased buffering and habitat value for the project by linking it to roughly 60,000 acres of protected Pascagoula River corridor and nearly 500,000 acres in the DeSoto National Forest.

Regulatory Obstacles Inhibiting a Privately-Funded Coastal Conservation Project

→ Scott Nesbit, Director of the Ecological Group, C-K Associates, Baton Rouge, La.

The Forty Acre Corporation, a conservation organization, owns and manages approximately 2,000 acres of coastal wetlands in the Louisiana Coastal Zone. This property supports continually threatened ancient forested ridge systems. In 1964 the property was bisected by the Houma Navigation Canal, significantly altering surface hydrology and coastal wetlands. For 17 years, Forty Acre has used a very basic water management program to protect its property from these impacts. Now, Forty Acre has developed a privately funded, conservation-based, land-use plan to fund the property's long-term preservation. This includes establishing a wetlands mitigation bank, a nonprofit ecological center and wetlands nursery, and limited low impact waterfront development. But Forty Acre has faced unexpected regulatory obstacles: (1) the MBRT hesitates to approve banks requiring water management; and (2) land appraisals are based exclusively on commercial or residential development.

Streamlining the MBRT Process in the Mobile District

→ Michael Moxey, MBRT Chair, U.S. Army Corps of Engineers Mobile District, Mobile, Ala.

It is said, "to run a successful business you need to know your customers' needs, your suppliers' needs, and your own needs." In the 404 regulatory program, the applicant needs practical alternatives, bankers need predictable and expeditious guidance, and the MBRT needs mitigation banks that result in self-sustaining, fully functioning wetland ecosystems with high ecological integrity. In 1999 the Mobile District MBRT approved its first wetland mitigation bank, and in 2001, its first stream mitigation bank. Then, the average time to obtain MBRT approval of a mitigation banking instrument was 2 years. Today, it's about half that time, because the MBRT realized the need to standardize and increase the efficiency of the mitigation banking review and approval process. In 2002 the MBRT partnered with consultants and academics to develop standard, habitat-specific performance standards, success criteria and credit release schedules based on achieving measurable ecological criteria.

10–10:30 a.m. Break in Exhibit Area

Grand Ballroom

10:30–Noon **CONCURRENT SESSIONS**

SESSION 9.

Redevelopment & Protection of Public & Industrial Lands

Astor Ballroom II

CHAIR: H. William Hochheiser, Manager, Oil & Gas Environmental Research, U.S. Department of Energy, Washington, D.C.

Utilization of Contaminated Sites for Mitigation Banking

→ Robert D. Sokolove, President, Environmental Restoration, LLC, Bethesda, Md.

The utilization of contaminated sites for mitigation banking produces both tremendous opportunities and risks. As more "stigmatized" sites are being considered for mitigation and banking purposes, this presentation will explore the various economic and regulatory issues related to this emerging opportunity.

The Little Pine Island Wetland Restoration & Mitigation Bank Public/Private Success Story

→ Raymond A. Pavelka, President, Little Pine Island Wetland Mitigation Bank, Fort Myers, Fla.

The Little Pine Island Mitigation Bank is a 4,700+-acre wetland restoration project by Mariner Properties Development, Inc., in partnership with the Florida Department of Environmental Protection. Originally a productive ecosystem with large freshwater and tidal marshes and native Florida slash pine surrounded by mangroves, the state-owned island became badly infested with exotic plants following the drainage of its wetlands in the 1960s. In the mid-90s Mariner Properties entered into a public/private partnership with the state of Florida to fully restore Little Pine Island at a total cost of \$10 to \$12 million, with no public/taxpayer dollars involved. Seven percent of the total revenue from mitigation credit sales is used to acquire and restore more wetland habitat. An additional 5 percent is designated to perpetually maintain and monitor the island. Over 100 projects (of a potential 500+) have been permitted using Bank credits; and mitigation credit prices have risen 55 percent since 1997.

SESSION 10.

Case Studies: The First Decade

Astor Ballroom III

CHAIR: Ken Bailey, Project Manager/Sales & Marketing Specialist, Tetra Tech FW, Stuart, Fla.

Florida: A Comprehensive Perspective 10 Years After Enacting Mitigation Bank Legislation

→ Vicki Tauxe, Environmental Manager, Florida Department of Environmental Protection, Tallahassee, Fla.

This presentation will address many topics of interest to conference participants: MBRT interaction between state and federal regulators; standardization (the state has just completed a two-year effort that will standardize mitigation assessment); tracking; successes; lessons learned; and more. FDEP has developed an extensive mitigation bank tracking database that includes both basic bank information and data on credits released. Florida DEP's web site also provides basic information about Florida's mitigation banks, service areas, and contacts.

Regional Offsite Mitigation Areas — A Good Alternative to Mitigation Banks

→ Sandra L. Mann, Senior Environmental Analyst, Palm Beach County Department of Environmental Resources Management, West Palm Beach, Fla.

A Regional Offsite Mitigation Area (ROMA) can be a good way to acquire, restore, preserve and manage Environmentally Sensitive Areas and/or wildlife corridors. Many times wetlands and wetland-upland mosaics that provide habitat for native species have been subdivided into small tracts of land with multiple ownerships; and thus, do not lend themselves to the creation of a mitigation bank. But they may be good candidates for a ROMA, especially if the potential service area is outside that of an existing mitigation bank and a public/not-for-profit entity is willing to ensure that the area's environmental benefits are acquired, restored, preserved and maintained in perpetuity. Using the real-life example of a ROMA — Palm Beach County's Unit II Regional Offsite Mitigation Area — we will describe when a ROMA would be an acceptable, and sometimes preferred, option to a mitigation bank. Unit II involved the acquisition of 1,303 tracts originally owned by about 900 different owners, and posed many obstacles to overcome.

Mitigation Banking in North Carolina: Dead, Dying or Murdered?

→ George Howard, President, Restoration Systems, LLC, Raleigh, N.C.

Private sales of banked mitigation credits in North Carolina are effectively non-existent; meanwhile, the nation's most ambitious statewide in-lieu fee program is entering a newly robust phase as the "Ecosystem Enhancement Program." Why? And what are the consequences for the environment and former bankers? Newly minted as "Full-Delivery Providers," bankers in N.C. now compete for EEP sponsored contracts to identify, purchase, build, maintain and monitor restoration sites for riparian buffer, rosgen stream, wetland, and soon, nitrogen mitigation. Preservation purchases have been outsourced to Land Trusts, but state "in-house" restoration projects still account for the vast majority of mitigation in North Carolina. This session will examine the unique laboratory of the nation's most comprehensively regulated state — the volatile mix of people, players and priorities that drive it — and the consequences for the rest of you.

Noon–1:45 p.m. **LUNCHEON**

Grand Ballroom

PANEL

The "McGeorge Group" — Regulators & Bankers Face Off!

The panel will address questions developed by the diverse members of the steering committee, conference attendees, and participants in the Regulators and Bankers Forums held earlier on Wednesday. Designed to be fast-moving with direct answers and comment.

McGeorge: George Howard, President, Restoration Systems, Raleigh, N.C.

- **Agency:** Molly Martindale, Regulatory Project Manager, U.S. Army Corps of Engineers, San Francisco District, Calif.
- **Banker:** George Kelly, Managing Director, Environmental Banc & Exchange, Owings Mills, Md.
- **Environmental:** Julie Sibbing, Wetlands Policy Specialist, National Wildlife Federation, Washington, D.C.
- **Academician/Legal:** Royal C. Gardner, Associate Dean and Professor of Law, Stetson University College of Law, Gulfport, Fla.

2-3:30 p.m.

CONCURRENT SESSIONS

SESSION 11.***Buying or Selling a Bank****Astor Ballroom II*

CHAIR: Fred Bank, Ecologist/Team Leader, Office of Natural and Human Environment, Federal Highway Administration, Washington, D.C.

So You Want to Buy a Mitigation Bank? Study The Unknowns Prior to Initiating Decisions! (or you just might end up feeling like this acronym)

→ Richard K. Mogensen, Director, Mitigation Banking, EarthMark, Mid-Atlantic Division, Concord, N.C.

Now that the mitigation banking industry has grown and many banks are coming online, a logical next step is speculative purchase of existing banks for investment, future sale and profit. This can prove to be either financially rewarding or the biggest white elephant you can imagine. Recently, EarthMark Companies investigated the purchase of a mid-size mitigation bank in the northeastern U.S. A thorough due diligence study was necessary to determine the pros and cons of the purchase. Issues such as credit market, current ecological success and potential long-term success, credit value and sales schedule are all obvious topics, but many more can make or break a mitigation bank purchase. Issues such as prior agreements with landowners, liability from previous construction activities, scope and costs of remedial work, tax base, agency opinions and much more must be included in the due diligence report. The process for reviewing a mitigation bank buyout can be complicated and will be comprehensively discussed.

How to Finance the Purchase

→ Robert D. Sokolove, President, Environmental Restoration, LLC, Bethesda, Md.

There are many ways to obtain the land for a bank — or even purchase an ongoing banking operation. This presentation will explore the various financing options and discuss the advantages and disadvantages of each. The discussion will include ecological as well as economic considerations to be taken into account when making these very important decisions.

The Appraisal

→ Richard K. Mogensen, Director, Mitigation Banking, EarthMark, Mid-Atlantic Division, Concord, N.C. and Robert D. Sokolove, President, Environmental Restoration, LLC, Bethesda, Md.

Two experienced bankers share their perspectives on appraisals of mitigation banks. Their experiences in the appraisal process will help you evaluate the value of the appraisals, and the role appraisals play — or don't play — in establishing a mitigation bank.

SESSION 12.**Tools & Tracking***Astor Ballroom III*

CHAIR: Palmer F. Hough, Environmental Scientist, U.S. Environmental Protection Agency, Washington, D.C.

Glaise Creek Mitigation Bank Site — Using a Functional Assessment (HGM & Charleston Method) to Determine Wetland Mitigation Credits

→ Henry W. Langston, Ph.D., Arkansas Highway & Transportation Department, White County, Ark.

The Arkansas Highway and Transportation Department recently purchased an 845-acre farm in northeast Arkansas for a regional wetland mitigation bank. The geographic service area for this bank is the Delta Wetland Planning Region of Arkansas, covering all or part of 21 counties and six wetland planning areas. Wet areas on the site fit into two classes described by the Hydrogeomorphic Model for the Delta Region: flat and riverine; and, into two subclasses — non-alkali flat and low gradient riverine; and two community types — hardwood flat (historically) and backwater riverine. The mitigation plan includes a mixture of restoration, rehabilitation, re-establishment, wetland creation, protection management and non-wetland reforestation. Mitigation credits for the site were calculated using the 2002 Charleston District Corps of Engineers Standard Operating Procedure. Total credits for the bank are 2,726. At this time, the draft banking instrument for the site is being reviewed by the Mitigation Banking Review Team.

Taking RIBITS to the Nation

→ Kelly Burks-Copes, Ecologist, U.S. Army Corps of Engineers, Engineering Research and Development Center, Environmental Laboratory, Vicksburg, Miss.

In 2002, in cooperation with EPA and U.S. FWS, the U.S. Army Engineer Research and Development Center's Environmental Laboratory developed the Regional Internet Bank Information Tracking System (RIBITS) to assist the Mobile District in tracking the status of mitigation banks, monitoring credits and debits incurred by permitting actions, viewing compliance reports, and automatically emailing requests for information and upcoming deadlines. RIBITS helps the District manage its mitigation banks, supports a multi-agency MBRT, and serves as technology transfer for prospective mitigation bank developers and customers. In 2003, the RIBITS template was deployed at Sacramento and Norfolk, and "localized" for each. This presentation summarizes these modifications and discusses current research and development of critical system enhancements: (1) a national database; (2) linkage to District GIS and ORM systems; and (3) tracking all mitigation, including in-lieu fee and onsite.

OMBIL Regulatory Module (ORM) — the U.S Army Corps of Engineers' New Permit and Mitigation Database

→ David B. Olson, ORM Specialist, Regulatory Branch, Operations Division, U.S. Army Corps of Engineers, Washington, D.C.

The OMBIL Regulatory Module (ORM) will be the new automated information system for the Corps Regulatory Program, replacing the Regulatory Analysis and Management System (RAMS) and other regulatory databases currently used by Corps districts. ORM

will consist of a central, standard database that will be used in all Corps districts, and will help the Regulatory Program improve its data collection and monitor its achievement of performance measures. ORM was designed to follow the Corps Regulatory process, and will help Regulatory personnel manage their workload. ORM will enhance the Corps' ability to collect data on aquatic resource impacts and mitigation. ORM will also be used to track the mitigation banking process, including the review and approval of mitigation banks and the counting of debits and credits.

3:30–5 p.m.

GENERAL SESSION*Grand Ballroom***PANEL****Ask the Experts Plenary**

CHAIR: Robert Kessler, Director of Mitigation Banking, CH2M Hill, West Palm Beach, Fla.

- **Conservation Banker:** Craig Denisoff, Vice President, Government Affairs & New Project Development, Wildlands, Inc., Citrus Heights, Calif.
- **Mitigation Banker:** George I. Platt, Principal, Wetlandsbank, Inc., Fort Lauderdale, Fla.
- **Nonprofit:** Jason Coccia, Mitigation Manager, The Conservation Fund, Arlington, Va.
- **U.S. Army Corps of Engineers:** Brian Breaux, Environmental Resources Specialist, U.S. Army Corps of Engineers New Orleans District, New Orleans, La.
- **U.S. Department of Agriculture:** Gary Wooten, Natural Resources Conservation Service, U.S. Department of Agriculture, Des Moines, Iowa
- **U.S. Environmental Protection Agency:** Palmer F. Hough, Environmental Scientist, U.S. Environmental Protection Agency, Washington, D.C.
- **U.S. Fish & Wildlife Service:** Benjamin N. Tuggle, Chief, Division of Federal Program Activities, U.S. Fish & Wildlife Service, Arlington, Va.



Saturday, March 6, 2004



9 a.m.–4 p.m.

Planning Sustainable Conservation Projects

Every parcel preserved for the benefit of biological resources requires some level of stewardship. Learn how to determine the level and funding that is appropriate to the parcel and fair to all the parties involved using the Property Analysis Record (PAR) software. See www.cnlm.org under "Property Analysis."

**This workshop is offered separately by the
Center for Natural Lands Management.**

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Conservation Banking Conference

AGENDA-AT-A-GLANCE

7th National Mitigation & Conservation Banking Conference ➤ March 3–5, 2004 ➤ New Orleans, La.

THURSDAY, March 4	SESSIONS 1,3,5,7,9, 11: Astor Ballroom II		SESSIONS 2,4,6,8,10,12: Astor Ballroom III	
7:15–7:50 a.m.	Continental Breakfast in Exhibit Area ♦ GRAND BALLROOM			
8–9:30 a.m.	<p style="text-align: center;">OPENING GENERAL SESSION ♦ ASTOR BALLROOM</p> <p style="text-align: center;"><i>America's Wetland—Louisiana's Vanishing Coastal Zone: The Honorable Jack Caldwell, Past Secretary of Natural Resources, Louisiana</i> <i>Keynote Address: The Honorable George Dunlop, Deputy Assistant Secretary of the Army for Policy and Legislation</i> <i>A National Perspective: Bill Leary, Associate Director for Natural Resources, White House Council on Environmental Quality</i></p>			
9:30–10 a.m.	Break in Exhibit Area ♦ GRAND BALLROOM			
10–11:30 a.m.	Session 1. Primer 101 — History & Basics of Banking	Session 2. Primer 102 — Economics & Marketing		
11:30 a.m.–1:45 p.m.	<p style="text-align: center;">LUNCHEON ♦ GRAND BALLROOM</p> <p style="text-align: center;"><i>Panel: Federal Update on Conservation Banking and the National Wetlands Mitigation Action Plan</i> <i>(Representatives from U.S. Fish & Wildlife Service, U.S. EPA, U.S. Army Corps of Engineers)</i></p>			
2–3:30 p.m.	Session 3. Emerging and Multiple Markets I	Session 4. Conservation Banking: ESA & Other Opportunities		
3:30–4 p.m.	Break in Exhibit Area ♦ GRAND BALLROOM			
4–5:30 p.m.	Session 5. Emerging Markets II	Session 6. Innovative Tools		
5:30–7:30 p.m.	Reception in Exhibit Area ♦ GRAND BALLROOM			
7:30–11:30 p.m.	Carriage Ride & Tour of the French Quarter ♦ HOTEL ENTRANCE			
FRIDAY, March 5	SESSIONS 1,3,5,7,9, 11: Astor Ballroom II		SESSIONS 2,4,6,8,10,12: Astor Ballroom III	
8–8:30 a.m.	Continental Breakfast in Exhibit Area ♦ GRAND BALLROOM			
8:30–10 a.m.	Session 7. Ensuring Perpetuity — The Coming Challenge (Endowment Accounts and Other Issues)	Session 8. Experiences in the Deep South		
10–10:30 a.m.	Break in Exhibit Area ♦ GRAND BALLROOM			
10:30 a.m.–Noon	Session 9. Redevelopment and Protection of Public & Industrial Lands	Session 10. Case Studies: The First Decade		
Noon–1:45 p.m.	LUNCHEON — PANEL: The "McGeorge Group" – Regulators & Bankers Face Off! ♦ GRAND BALLROOM			
2–3:30 p.m.	Session 11. Buying or Selling a Bank	Session 12. Tools & Trackling		
3:30–5 p.m.	<i>Panel: Ask the Experts: Interactive Plenary ♦ ASTOR BALLROOM II</i>			
5 p.m.	ADJOURN – please remember to fill out your Evaluation Forms and drop off at Registration Desk or send in to JT&A, inc.			