

Reap what you sow:
Cultivating a mitigation site and delivering
it through project implementation.

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WILDLANDS
ENGINEERING

Wildlands Engineering, Inc.

Creating ecological solutions through innovative engineering

- **Founded in 2007 in Charlotte, North Carolina**
- **Specialize *exclusively* in mitigation, ecological restoration, watershed planning, and water quality management**
- **52 employees**
 - Engineers, Scientists, Real Estate Brokers, GIS specialists
 - Combined 452 years of natural resource experience



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Factors in Developing a Successful Mitigation Project

- Uplift Potential
- Competition
- Constraints
- Expectations



Willing to consider:

See site and decide if it's worth pursuing

- Need
- Opportunity
- Surmountable constraints?
- If so, begin negotiations.



Factors in Developing a Successful Mitigation Project: Competition for a particular site

- Competition raises land price and overall expectations
- Proposed approach and easement area
- Amenities offered and expected
- Trust and relationship may make the difference



Factors in Developing a Successful Mitigation Project: Constraints



Amazon Leadership Principle:

“Constraints breed resourcefulness, self-sufficiency, and invention.”

At the same time, they can be major hurdles.

Biggest Hurdles to Overcome:



- Remote well location

Biggest Hurdles to Overcome:



- DOT Encroachment

Biggest Hurdles to Overcome:



- Rocky pond site

Biggest Hurdles to Overcome:



- 5% < minimum buffer width

Biggest Hurdles to Overcome:



- Existing farmland preservation easement

Biggest Hurdles to Overcome:



- Existing solar generation easement
 - Drainage district jurisdiction

Factors in Developing a Successful Mitigation Project: Setting and Documenting Expectations

- Provide details for agreed-upon amenities.
- Cash instead of deliverables is preferred in some cases.
- How process works.
- Price per acre.



Not an auction:

What have you won?

Probably depends on what you sowed.

- 2-3 years later, are your and the landowner's expectations similar?
- How much work is required?
- All Projects Have Risks – how much of a hit can your project take?



Questions?

Try to leave at a good (decent?) experience for all parties.

