



## EASI Case Study

### Mitigation Credits Offer New Value for Reclaimed Mine Land

Central Valley, California

Compensatory mitigation credits offer new levels of value for reclaimed mine lands, boosting ecological productivity and generating measurable value for mining companies. This Case Study illustrates how improved mitigation credit market data and business-relevant methods motivated one company to pursue eco-uplift opportunities for a property in California's Central Valley.

#### Background

A gravel mining company successfully reclaimed a 60-acre property located in California's eastern Central Valley. Reclamation met all requirements of the State Mining and Reclamation Act (SMARA) and the property was released from bond.



The company considered additional ecological uplift at the property to earn wetland and conservation credits. Credits could be earned by protecting, enhancing, restoring or creating (PERCing) ecosystem services such as water storage & filtration, aquifer recharge as well as creation of habitat supporting federal- or state-listed species. Earned mitigation credits have significant market value. They may be used to offset future development impacts, or may be sold to buyers having similar environmental compliance obligations.

#### The Challenge

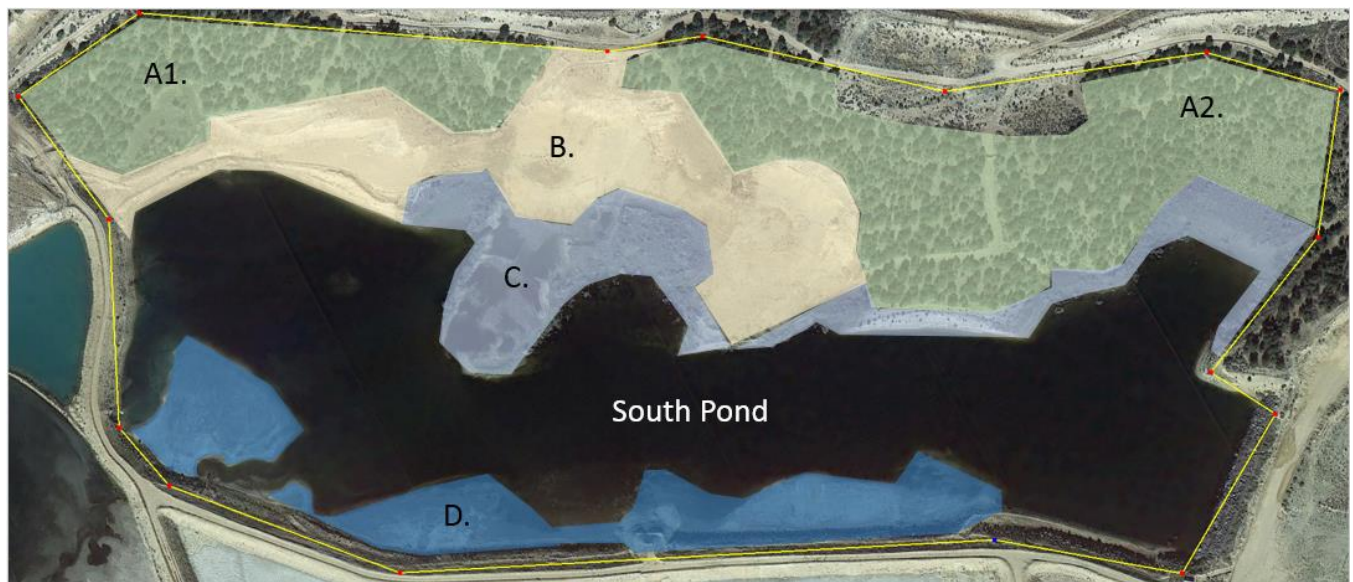
The business case for mitigation credit development is sometimes questioned, mostly due to lack of reliable revenue information. Development costs are typically well known, but information about mitigation credit sale prices has been lacking. Further, a comprehensive financial model comparing real costs-vs-benefits of mitigation credit development projects has been missing. Business certainty has needed to improve before business and industry would confidently invest in eco-uplift projects. This meant that collecting accurate price data in a reliable cost:benefit framework was necessary to lower business and optimize project gain.

A final challenge was negotiating the heretofore undeveloped policy pathway between a SMARA-released mitigation site and an agency-approved mitigation banking property. Cooperation was required between the California Department of Conservation (DOC) and the state and federal Interagency Review Team (IRT).



### The Solutions

EASI first gathered information from published reports and from available state and federal agency sources to determine the full ecological potential for the project site. This led to designation of parcels likely to have eco-uplift potential qualifying the property for credits. Mitigation credits for riparian upland habitat, marsh wetland habitat, California red-legged frog, Swainson's hawk, valley elderberry longhorn beetle (VELB) and vernal pool species were considered. Ancillary benefits would occur for songbirds, migratory raptors, river otter and beaver.



*Figure 1. Potential PERC zones are identified for the project site.*

Second, EASI drew on its own unique set of 750 price records gathered from across the U.S. describing the value of five mitigation credit types: wetlands & streams, species & habitats, and water quality or nutrient credits authorized by state and federal agencies under the Clean Water and Endangered Species Acts. Mitigation credit sale price or value records were developed from publically available information. Each record has been given a unique identification number and is supported by hardcopy citations to satisfy future tracking and auditing needs.

Third, EASI applied its own mitigation banking financial model to tease out project development costs vs. benefits. The model allows cost results to be compared against market value of similar mitigation credit transactions captured for the project area.

Finally, the project team developed a rationale describing the public interest conservation value stemming from new, collaborative policy designed to encourage next-level ecological value for successfully reclaimed mine sites. This rationale was presented to the IRT in the presence of Cal DOC representatives. IRT members questioned the DOC staff and soon thereafter invited DOCs formal participation in the IRT for future, similar project proposals.

### Project Results

Costs to develop 40 wetland and conservation credits (vernal pool, riparian upland, VELB, Swainson's hawk) were estimated to be \$2.4 M including the conservation easement endowment.

Benefits were derived from 15 mitigation credit transaction records in the project region (service area). The value of 40 wetland/conservation credits was calculated to be \$4.8 M based on market comparables once credits are released for sale. Return on investment is thus projected to be 2.0 for this project. Value will be realized either as avoided costs for future mitigation credits needed by the project sponsor, or as revenues from future sale of credits to other nearby buyers.

This solution has streamlined early-phase planning for the mitigation development project. In a low-cost, quick-turnaround timeframe, project proponents are able to understand mitigation credit costs vs. potential revenues. This led to a green light decision to discuss priority mitigation credit types, project requirements and development schedules with the project Interagency Review Team.

## EASI Products

The **EASI Mitigation Credit Price Report** (MCPR) is an Excel-based dataset showing 750+ mitigation credit values and transaction citations. The data represent value histories, markets patterns and trends for five mitigation credit types for most U.S. states. Price records may be organized by state and county, by geographic or agency-determined regions.

SAMPLE SPREADSHEET																			
Geo-Assets Solutions & Innovations LLC Mitigation Credit Pool Report - California 6/16/2024 Geo-Assets.com/geo-asset-solutions/geo-asset-solutions.com/Geo-Assets.com																			
ES&S Transaction Number or FIDUCIAL ID (if applicable)	State	County	City/Town	Transaction Year	Transaction Date	Credit Order/Order of Priority	Block Transaction or Escrow Transaction	Block of Record	Primary Credit Type	Credit Description	Amplify Order or Escrow Transaction Number	Amplify Order or Escrow Transaction Number	US Bank & VBA Letter of Offer or Escrow Transaction Number	Number of Credits Issued	Typical Credit Value (\$)	Price per Credit	Total Transaction Value	Prevalence	Transaction Chain ID#
556	CA	San Diego	San Diego	2008	11/26/2014	South County, CA Credit of 100,000	California High-Speed Rail Construction	San Diego County	subsidy	high speed rail			Credited	n/a	n/a	n/a	n/a	https://geo-asset-solutions.com/mitigation_credit_pool_report/	
559	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
560	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
561	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
562	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
563	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
564	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
565	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
566	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
567	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
568	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
569	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
570	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
571	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
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573	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
574	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
575	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
576	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
577	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
578	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
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597	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
598	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
599	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
600	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
601	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
602	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
603	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
604	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
605	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
606	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
607	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
608	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
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610	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
611	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
612	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
613	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
614	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
615	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
616	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
617	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
618	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
619	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
620	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
621	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
622	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
623	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit	San Diego County	verified	verified	San Francisco, Los Angeles		6/6/2012	6,000,000.00	6,000,000.00		https://geo-asset-solutions.com/mitigation_credit_pool_report/		
624	CA	San Diego	San Diego	2002	7/30/2012	North County Development Credit	North County Development Credit												

The **EASI Mitigation Credit Financial Model (MCFM)** is a set of Excel-based tables constructed to mirror the range of mitigation credit development prospects at a project site. The table represents a total number of potential, earned wetland and/or conservation credits suited to local ecological conditions. Credit-acres are examined across a range of 12 development cost parameters, including conservation easement endowment costs. Costs are compared against known market values for property-similar mitigation credit types. Total ROI is calculated as a sum of project development costs vs. future sale of agency-authorized mitigation credits.

Case Study – Grass mining client, eco-capital for a 150-acre developed property

Example Financial Credit's Value Analysis for Client Property

December 2020

(Note: for example only; credits for Property parcels are listed)

Property Parcel Name	Basic Credits***					Risk Factor****	Landed Credits****					Total Landed Credits	Credits +/- Value
	Prevalent	Green	Site Area	Spec	Hub Acres		Ver Acres	Stem 1st	Site Area	Spec	Hub Acres		
	Ratio	Ratio	Ratio	Ratio	Ratio		Ratio	Ratio	Ratio	Ratio	Ratio		
Parcel 1	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 2	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 3	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 4	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 5	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 6	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 7	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 8	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 9	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 10	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 11	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 12	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 13	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 14	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 15	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 16	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 17	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 18	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 19	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 20	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 21	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 22	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 23	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 24	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 25	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 26	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 27	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 28	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 29	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 30	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 31	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 32	1	1	1	1	1	0.5	0	0	0	0	0	0	0
Parcel 33	1	1	1	1	1	0.5	0	0	0	0	0	0	0

\*\*\*These credits include parcels A, which are part of the parcel grouping as a result of the "Risk Factor" column value being "increasing".

\*\*\*\*Credits are an addition to change the per-acre estimate and add value to the property.

\*\*\*\*\*"Mixed" land use and a value increase (due to the "Risk Factor" column value being "increasing").

\*\*\*\*\*The "Risk Factor" column value, legal, permitting, permitting, and other changes to the property.

Parcel #	Site Plan / Design / Construction	Site Area / Construction	Municipalities	Contingency	Contingency / Mark Up / Design	Landed Credits / PERCENT	Total Landed Credits / PERCENT	Risk Factor	Adjusted Credits	Construction / Reduction	Total Credits	Landed Credits / PERCENT	Parcel	Comparable	Net Expected																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																								





For more information about the EASI Mitigation Credit Price Report or the Mitigation Credit Financial Model, contact: [info@easillc.com](mailto:info@easillc.com) or dial 415-706-6154.