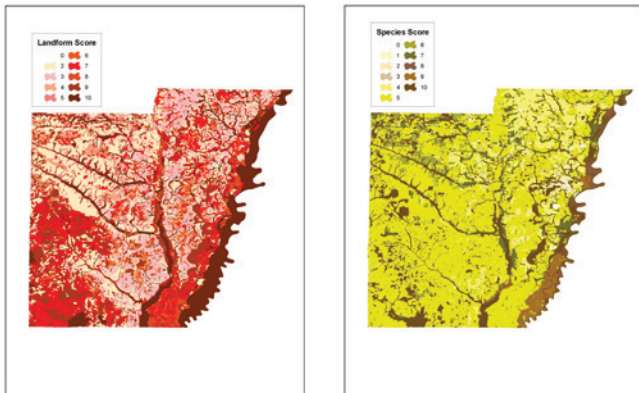


Opportunity

Non-core land assets often represent untapped revenue-generating opportunities for property owners and corporations. These opportunities have risen as agencies have turned to market incentives to protect and manage environmental resources using:

- Alternative Energy Development
- Wetland and Species Banking
- Natural Resource Damage (NRD) Credits
- Carbon Sequestration and Credits
- Brownfield Re-Development
- Conservation Community Development
- Conservation Easements and Land Sales

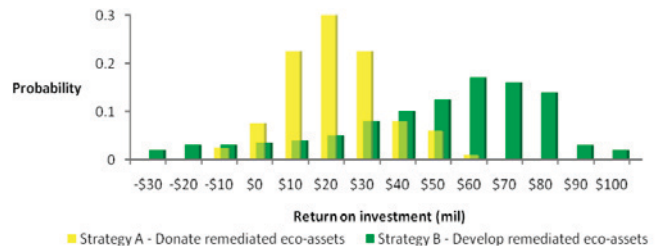
A well-designed strategy for evaluating these potential values can increase revenue, reduce remediation costs and future liabilities, improve the corporate balance sheet, enhance the company's reputation with key stakeholders, and advance sustainability objectives.



ENTRIX' scientists and economists are able to maximize the value of corporate and privately-held natural resource assets and minimize the costs of their natural resource liabilities using state-of-the-art tools and techniques. Our approach generates results by using cost-effective strategies for identifying and quantifying project opportunities, prioritizing which projects to optimize value from, and designing and implementing targeted projects. ENTRIX helps clients define and develop these assets in areas including:

- Develop strategic alternatives to maximize natural resource asset value
- Value natural resource assets with integrated field & GIS approaches
- Evaluate the impact of contamination on natural resource asset values
- Conduct financial and risk analyses

- Prepare economic analyses of local supply and demand conditions
- Manage relationships with natural resource asset bankers and brokers
- Enhance long-term natural resource value through continuing management



Experience

ENTRIX staff have conducted a wide variety of natural resource asset valuation projects, including:

30,000 Acre Privately Owned Ranch, Florida

ENTRIX conducted an analysis of wetlands and species banking, organic agriculture, rurally-sustainable conservation development, and biofuel production opportunities. The resulting analysis satisfied the client's desire to preserve the natural-lands stewardship of the property and address the potential for revenue generating opportunities that are consistent with sustainable land use. This analysis showed these opportunities could yield over \$60 million dollars.

500 acre Corporate Surplus Property

ENTRIX prepared a strategic analysis that reviewed alternative site disposition strategies on a non-core land asset that would generate revenue without increasing environmental liability for an industrial client. The existing strategy of maintaining ownership to minimize potential environmental liability at the site was compared to a variety of strategies from joint ventures with wetland and species mitigation bankers to sale or donation to an NGO. The analysis showed the potential ecological uplift on the site could be worth over \$1 million in the short term.

8,000 acre Rural Development Property

ENTRIX worked with client and consulting team in a charrette on the potential uses for this rural waterfront property. Scenarios addressed were traditional development, wetlands and species mitigation banking, conservation development, "Founder Community," and land sale. Based on the site characteristics, preliminary market analyses indicated that a combination of a Founder Community, conservation easement donation, and wetlands bank could yield in excess of \$200 million over time.