



THE  
CONSERVATION FUND



The Nature  
Conservancy 

## Case Study

### Partnering to Conserve Wildlife and Restore Longleaf Pine on the Nottoway River

#### Client Challenge

A private landowner sought to conserve 1,600 ecologically significant acres situated along Virginia's Nottoway River while also realizing financial goals.

#### Opportunity

This privately owned land held promise for a project beyond a classic conservation easement, due to its status as a candidate for habitat conservation and restoration.

- Longleaf pine forests are among the world's most biologically diverse. A multi-decade restoration partnership in Virginia, including the Nottoway River area, is bringing the pines and the habitats they support back from near-extirpation.
- The Nottoway River is a designated state scenic river, featuring minimal development and abundant fishing opportunities.

#### First Earth|2030's Solution

The client chose First Earth|2030 for its professional reputation, ability to handle complexity, and comprehensive effort to see the project through to completion.

- First Earth|2030 approached The Conservation Fund to determine multiple sources of financing to make this conservation transaction a reality.
- The client conducted a bargain sale to convey the property to The Conservation Fund.
- The Conservation Fund has secured an offtake agreement with the Virginia Department of Wildlife Resources (DWR) to purchase the property in the near future.
- DWR will designate the land as one of over 40 Wildlife Management Areas in the Commonwealth, used for the benefit of all citizens for a variety of outdoor recreational opportunities.
- Additionally, DWR will work with The Nature Conservancy to host a longleaf pine restoration project.

#### Results

First Earth|2030 made the connections and provided the guidance that helped its client meet both financial and conservation goals in one transaction:

- Part-gift, part-sale structure allowed the client to convey the property while benefiting from federal tax deductions and state tax credits.
- Involvement of multiple highly respected partners will ensure public-access benefits as well as protection and restoration of the land's ecological assets.