



**Martin O'Malley, Governor**  
**Anthony G. Brown, Lt. Governor**  
**John R. Griffin, Secretary**  
**Joseph P. Gill, Deputy Secretary**

Dear County and Municipal Planners,

I would like to introduce and endorse a new set of tools collectively called the Bay Bank. The Bay Bank is an online marketplace that serves as a centralized, regional platform facilitating landowner access to forest conservation banking and other environmental markets.

Bay Bank provides a number of tools that seek to increase participation in forest conservation banking under county Forest Conservation Act regulations, including:

- Educational resources for landowners to help them understand forest conservation banking, how they can engage in banking, and costs and benefits of the program;
- Linkages with MD Forest Service Qualified Professionals to facilitate the easy development of forest banks;
- Project design and credit calculation tools tiered to county regulations;
- A marketplace where they can post their credits for sale and facilitate contacts with credit buyers and;
- A registry that keeps track of credit sales

Bay Bank is also interested in working directly with counties to integrate its tools with the existing review and permitting process for forest banks. Bay Bank tools can make this process more efficient for all parties involved in forest conservation banking - program staff, buyers, and sellers. Bay Bank tools can also be used directly by counties to facilitate efficient utilization of forest conservation in-lieu fees. Maryland DNR Forest Service has directly supported the development of Bay Bank and its tools for the forest conservation market. These tools are an important step forward in improving participation, efficiency, accessibility, and outcomes of forest conservation banking. Please contact Eric Sprague at 443.837.5248 ([esprague@pinchot.org](mailto:esprague@pinchot.org)) to learn more about how counties can use these tools to streamline forest conservation programs and ease their administrative burden.

Sincerely,

Steven W. Koehn  
Director / State Forester

