# Wisconsin Builders Association®

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January 31, 2011

Mark McDermid
Director, Bureau of Cooperative Environmental Assistance
Wisconsin Department of Natural Resources
P.O. Box 7921
Madison, WI 53707-7921

**RE:** 2010 Annual Report for Environmental Compliance Corporation for Development and Economic Vitality (ECCo-DEV)

Dear Mark:

I am submitting Annual Report in regarding to the 2010 activities of the ECCo-DEV's participation in the Green Tier Program. ECCo-DEV is a corporation affiliated with the Wisconsin Builders Association (WBA). This Charter Agreement is specifically targeted towards developers.

As you know, ECCo-DEV and the DNR entered into one of the first Green Tier charter agreements on October 3, 2005 pursuant to § 299.83 of the Wisconsin Statutes, which is commonly referred to as the "Green Tier Law." We have greatly appreciated the opportunity to work with the Wisconsin Department of Natural Resources (DNR) on this important matter.

The first applicant under the ECCo-DEV Charter Agreement, Casaloma Development Corporation, was accepted into the program in 2007. As was the case in 2009, we had no other entities pursuing entry in to the Green Tier Program in 2010. We attribute that current level of participation directly to the devastating effects the recent economic conditions have had on the development industry.

To put this in context, some statistics regarding new residential lot approvals from the Wisconsin Department of Administration may be helpful. In 2004, 24,234 new lots were approved. In comparison, in 2009, 2169 new lots were approved, and in 2010, the number of lot approvals dropped even further to 1356. These numbers suggest that new residential has largely come to a standstill, as the industry struggles to reduce its existing residential lot inventory.

While participation has been slow as developers struggle to survive financially, we anticipate that as the economy rebounds there will be significantly more interest in participating in Green Tier through ECCo-DEV. Consequently, **we remain committed to the Green Tier Program and ECCo-DEV.** As the economy improves, we look forward to working with the Department to help new ECCo-DEV participants achieve superior environmental performance through participation in the Green Tier Program.

Please contact me if you have any questions regarding this Report.

Thank you.

Sincerely,

Jerry Deschane
WBA Executive Vice President