

# Interviewing a Project Developer: Topics to Consider

While it's important to do background research on carbon project developers, interviews are the best way to determine which developer is suited to your project. The project development field for forest carbon offsets is fairly small, but there are differences to consider in each developer's approach, expertise, and costs.

Here are suggested topics for research and discussion with project developers:

## Experience

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- How many years of experience do they have in the forest carbon offset market?
- How many forest offset projects do they have registered or in the pipeline in New England?
- What is the success rate of projects?
- Have they ever worked with a municipal government?
- Do they have experience working on aggregated projects (with multiple landowner groups)

## Markets

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- Which carbon markets or registries do they connect with? If multiple, with which do they have the most experience? How does this align with your town's values on additionality?

## Protocols

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- Which protocols do they have experience with in New England, and how many projects have they registered for each protocol?

## Time frame

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- What is the average or projected timeline for a project to be developed and credits sold?

## Costs

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- Do they provide a free project feasibility study?
- What does their funding model entail?

## Project management and technical support

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- Does the length (years) and scope (expertise) of project management support match what the town or city needs?
  - ▶ Example: Does the project developer help find buyers for credits? Will the developer arrange to sell credits at a fixed price ahead of time, or will credits will be sold for the highest negotiable price after they are registered on the market?
  - ▶ Example: Is there support (technical and/or financial) for required monitoring throughout project lifetime (i.e. 100 years)? To support mandated long-term reporting, will the developer share the original data and documents generated during project development with the municipality?
- Selling credits: Does the project developer register and sell offsets per project or do they aggregate projects and perform one big sell? How does this align with your town's timeline for sales?