Site Assessment & Control for Solar Development
Section 1: TLG Solar Company Overview

Section 2: Corporate Brokerage Services

Section 3: Utility Scale Solar Value Proposition
SECTION 1: TLG Solar Company Overview
Company Overview: TLG Solar

TLG Solar is a division of The Land Group focused on site analysis and acquisition for solar development in the United States. Since 2013 the company has worked on utility scale solar projects in the PJM market. Today, TLG Solar operates on a national level with a focus on providing GIS analytics and site acquisition services to developers, IPPs, and utilities.
Company Overview Leadership & Team

Ben Alder, Partner (Land Acquisition)

Since 1997, Ben’s career has focused around land use decisions relating to agriculture, forestry, natural resources and most recently renewable energy projects. Starting on Capitol Hill, his work focused around policy issues and garnering funding for natural resources. More than eight years were invested in the non-profit sector working on policy and watershed restoration in the Chesapeake Bay Region. While opening a private natural resource consulting firm, Ben entered the real estate brokerage industry in 2001. In 2013, The Land Group was formalized to work in Maryland, Delaware and Virginia. To date, The Land Group has closed over $170 Million in land through the transfer of more than 35,000 acres. Currently, The Land Group represents the largest portfolio of land available to purchase in Maryland, Delaware and Virginia of approximately 30,000 acres. Ben’s recent focus in land procurement for utility scale solar has led to the development of 150 MW of solar installation including the largest solar farm in the State of Maryland.

Nick Campanaro, Partner (Land Acquisition)

Graduated Magna Cum Laude from University of Maryland in 2011 with a Bachelors of Arts in Economics. He proceeded to work for Charles River Associates in Boston as an economic analyst specializing in mergers and acquisitions. Nick started with The Land group in 2013 as a junior advisor/analyst. In four years he was promoted to an equity partner. His background in economics combined with his analytical skills make him an asset to the team. Nick is also a self-taught GIS operator and handles all targeted outreach for The Land Group & TLG Solar. Currently Nick’s roles involve systems development and implementation, lead generation, GIS services, accounting, and agent support.

Stuart Hamilton, Partner (GIS Scientist)

Stuart Hamilton, Ph.D. is an Associate Professor of Geographic Information Systems (GIS) at Salisbury University, MS and the GIS Graduate Program Director. He was formerly owner of Gulf Coast GIS and founded the GIS center at the College of William and Mary, VA. He is a certified GIS professional (GISP) and a Fellow of the Royal Geographic Society (FRGS). He has published over twenty GIS-based peer-reviewed journal articles in top journals such as Nature Climate Change, Professional Geographer, and Computer, Environments, & Urban Systems. He has 20-years’ experience conducting Multi-Criteria Analysis (MCA) in GIS and building models to meet the needs of research and industry. He has recently returned from Africa where he completed an MCA for terrestrial and floating solar panels in-and-alongside Lake Victoria Africa.

Team

The Land Group Team has grown to a total of 5 active real estate advisors, a GIS Scientist, as well as two full time support employees. In addition, TLG has developed strategic partnerships with a wide variety of land professionals including land brokers, foresters, surveyors, land managers, and environmental consultants. The Land Group has access to millions of acres and thousands of landowners nationwide.
SECTION 2: TLG Solar Corporate Brokerage Services
Corporate Brokerage Services:
Greenfield Solar Clients

**Elemental Energy**
Assisted the solar developer (TUUSSO Energy) to identify and procure a PJM site in Wicomico County, Maryland for the development of a 17 MW solar farm. The project reached completion in 2015.

**Algonquin Power**
Identify and conduct land acquisition for Algonquin Power to secure fee simple purchases or leases of farmland for 150 megawatts of utility scale solar in the PJM / Delmarva Power service area. Phase I (75 MW) was completed in 2016 and Phase II (75MW) is underway.

**Sofos-Harbert Renewable Energy**
Identify and conduct land acquisition for 200 megawatts in the TVA Service Area of Tennessee and Alabama. Sofos Harbert has a joint venture partnership with X-Elio (Brookfield / KKR).

**Charity Plus Power**
Conducted a GIS site and bathymetric survey for a floating solar array on Lake Victoria, Africa. Charity + Power, a non-profit in active in Africa dealing with issues of renewable energy and local development.
Corporate Brokerage Services:
Timberland Clients

**The Lyme Timber Company**
Represented and sold over 2,000 acres of pine plantation timberland in Delaware for The Lyme Timber Company.

**The Forestland Group**
Currently representing The Forestland Group in the out sale of 20,000+ acres of high-quality timberland and recreational investment properties located on Maryland’s Eastern Shore.

**Glatfelter Holdings**
Currently representing Glatfelter in the out sale 12,000+ acres of high-quality timberland and recreational investment properties located on Delaware’s Eastern Shore.

**Forest X**
Currently representing acquisition for 1,000 to 20,000 hectares of prime timberland in New Zealand. Financial returns (IRR) are constructed through strong demand for wood supply, government mandated carbon market, and a ground-up approach to source and secure timber leases.
Corporate Brokerage Services:
Agriculture Clients

Allen Harim Land Leasing
Conducted bid process for productive agricultural land on more than 3,500 acres in Sussex County, Delaware. Generated bids from more than 40 farm operations in the region yielding successful leasing for agricultural and hunting rights.

Perdue Land Assets
Contracted and sold over 800 acres in Maryland consisting of timberland and productive agricultural land. Sales exceeded $4.2 Million.

Gladstone Land Acquisition
Hired to procure a portfolio 1,000+ acres of high quality agricultural land for Gladstone. The project is currently underway.
SECTION 3: Utility Scale Solar Value Proposition
Mission

TLG Solar seeks to serve clients as a single point of contact for land acquisition throughout the US with focus on greenfield solar development projects.

Organizational Advantage

Our clients experience significant organizational efficiencies through the implementation of our focused land acquisition process.

Technological Advantage

Our GIS platform allows us to filter land data and identify target sites suited for solar development. This targeted approach leads to efficiencies in outreach and site selection.

Economic Outcomes

The efficiencies created by having a single point of contact and a highly targeted approached for land acquisition results in superior site selection. This helps our clients submit more competitive proposals, win bids, and ultimately develop financially strong projects.
TLG Solar uses proprietary algorithms to build a customized GIS platform based on a target geography and site parameters provided by the Client.

Through the aggregation of specific datasets that are expressed as layers on a map, the GIS Platform allows us to filter land parcels in order to find ideal site conditions for solar development.

- **Parcels data**: Landowner information, Assessed Value, Land Use, Structures, Buildable Acres, Zoning
- **Wetlands and flood plains**
- **Solar Radiation**
- **Soils Data**
  - **Land Cover Data**: Tree cover, Agricultural land
  - USDA average land values
- **Opportunity Zones**
- **Digital elevation**: Slope, Aspect, LIDAR DATA
- **Power Grid Data**: Powerlines, Substations, Connection Points
Upon identifying specific geographies that are well suited for Solar Development, TLG Solar generates a list of target parcels with land owner information.

TLG Solar conducts outreach to targeted land owners through direct mail and cold calling campaigns.

In addition, TLG Solar connects with local land brokers to establish boots on the ground.
TLG Solar conducts preliminary land analyses on sites with interested land owners to verify site viability.

- GIS Analysis
- Solar Radiation Analysis
- Viewshed Analysis
- ROW Analysis
The client runs their financial model to determine the economic viability of the sites and their willingness to pay.

TLG Solar facilitates the Client in negotiating and contracting property rights in fee or via lease through Letters of Intent (LOIs).

TLG Solar assists the Client in the negotiation and execution of option agreements.
Our Process: Step 5
Due Diligence / Real Estate Closing

TLG Solar assists the client through the due diligence process to determine site viability.

- Right of Way negotiations
- Permitting support
- Connections to local legal counsel, title abstractor, environmental consultants, and other necessary service providers.
- Assistance with Real Estate Closings
- Other duties as assigned
Contact us for further information!

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