



Connecting society's needs to sustainable, cost competitive energy.

SOLAR? ON MY LAND?

In recent years, innovation in technology has made it possible for solar projects to provide energy customers with cost-competitive electricity with the added benefit of long-term price assurance. As demand for this resource has increased, solar developers such as SolUnesco have turned to land such as yours as potential hosts for large solar sites. Owners find selling or leasing their land for solar development to be an attractive option for a multitude of reasons, including:

- Upfront revenue for you during the development phase before the land is even used.
- If leased, long-term revenue (generally 35-plus years) that greatly exceeds most other uses of rural land.
- If sold, a sales price that greatly exceeds the value of the land.
- Professional maintenance of the land and vegetation for the life of the project.
- Guarantees that land will be reclaimed to its original condition at the end of the project.
- Solar is a quiet neighbor with no emissions or byproducts. Projects are visually screened with vegetation or natural landscape and, once operational, they do not impact the surrounding community.
- Solar projects can benefit the local workforce, suppliers, and other retailers both during construction and operations.
- Solar projects contribute to economic growth for your local community through increased tax revenue, paid by the project.



HOW CONTRACTING WORKS

Option to Lease or Purchase

SolUnesco offers either long-term lease or purchase options, depending on your preference. Rates for both generally far exceed potential revenues from alternative uses of rural land. We start by entering an *Option to Purchase* or an *Option to Lease* which provides a period for SolUnesco to ensure the feasibility of the project prior to executing the lease or purchase and beginning construction.

Option Period

During the option period, SolUnesco assumes all costs and risks associated with developing your land opportunity into a viable solar project. This includes zoning compliance, environmental survey and permitting, confirmation that the project can be connected to the electricity grid, design and financing of the project, and securing a buyer who will use the energy generated. There will be little, if any, impact on the land during the option period and you may generally use the land as you wish during this time. SolUnesco will also pay an



annual option premium to keep the option active during these early-stage development activities. This money is yours to keep, even if the solar project does not get built.

Execution of Purchase or Lease

Once the project is ready for construction, we will provide due notice of its intention to move to the construction phase, and pay the purchase or lease price agreed to in the option prior to beginning our use of the land for construction and operations.

WHY SOLUNESCO?

We know you have a choice of companies to work with when considering selling or leasing your land for utility-scale solar. SolUnesco is a talented, nimble team that has accomplished huge things in the utility-scale solar market. Our smaller size allows us to focus on individual projects, not a vast portfolio. And we have found success through dedication to our five core principles:

Trust, Passion Creativity, Community and Expertise.

We have decades of experience, with company highlights and milestones that demonstrate a deep knowledge of market conditions, the agility and resources to make strategic and early moves, capacity and expertise in developing and monetizing projects, and our creative and committed approaches to overcoming roadblocks.

Most importantly, SolUnesco sets itself apart from other developers by prioritizing trusted relationships with our landowners and broader communities through extensive physical on-the-ground presence. SolUnesco puts in the effort to consider the needs of our stakeholders and do what is best for all involved.



ABOUT SOLUNESCO

SolUnesco develops clean, renewable energy projects and also spearheads state and local policy development. We strive to connect rural landowners with new revenue opportunities through sustainable, cost competitive energy generation. We work with the community to ensure responsible development from early planning until the project is brought online.

We invite you to read more about our experience and business philosophy on our website: www.SolUnesco.com.

