

EXPLAINING THE OPTION PERIOD

During the option period, SolUnesco makes an annual payment to you, the landowner, for the right to lease or purchase your property in the future. By doing so, SolUnesco is purchasing the rights to conduct necessary development activities, and then exercise the option, thereby leasing or purchasing the property to construct and operate the solar facility.

The development phase consists of due diligence activities such as:

- Evaluating the land to determine where to locate the solar facility
- Evaluating transmission interconnection costs
- Developing engineered drawings used for the construction and regulatory assessment of the facility
- Obtaining the required local, state, and federal permits



SolUnesco takes all responsibility and risks associated with the development activities; the landowner bears no risk or responsibility. If SolUnesco is successful in developing the project to the point where it is ready for construction, we will lease or purchase the land at a significant premium to its current value. SolUnesco will lease or purchase the property before the start of construction of the facility. If the project is successful in this arrangement, you will financially benefit but will not need to take risks to achieve this outcome.

FREQUENTLY ASKED QUESTIONS

When will I get paid for the lease or purchase?

While the land is under option, the landowner will receive modest option payments. Should the project be developed successfully to a point that it is ready for construction, the option will be exercised and agreed-to lease or purchase payments will begin.

What are my rights to my timber?

SolUnesco encourages you to harvest your timber subject to certain environmental and regulatory constraints. We will pay you the market value of any timber remaining on the site.

Will the solar panels be removed after the life of the solar facility?

Yes, as part of the “decommissioning” process all solar equipment to a depth of 36 inches will be removed from the entire property. Under a lease, we continue to pay the lease payments until the decommissioning is complete and the land is restored.

Can a landowner exclude areas of a parcel from the leased premises?

Yes, the landowner can exclude an area within the parcel as long as the excluded area is defined prior to the execution of the option.



Can I have a lawyer review?

Yes, SolUnesco encourages landowners to obtain an independent legal review of the option before signing.

How much will I be paid for my land?

You will be paid the agreed-to lease or purchase price per acre for the usable land, which is the land on which any component or feature of the project is placed and that has not been eliminated due to wetlands, slope, or other constraints.

What is the difference between the usable property in a lease and the usable property in a purchase?

The definitions are the same. Usable property in the lease term sheet will determine acreage leased at an agreed-to price per acre rate. In the purchase term sheet, usable property will determine the purchase price for the parcel.

How do I determine how many usable acres I have?

Once SolUnesco has conducted initial site due diligence, the landowner will be provided an estimate of the usable acres. SolUnesco will perform multiple rounds of site due diligence, and will continue to update the usable acreage throughout the development period up to the final engineering and site plan used to construct the project. In a lease, the leased premises' final boundaries will be defined before the lease's execution.

Since SolUnesco only pays for usable acres, do I retain ownership or use of the non-usable acres?

SolUnesco will work with you to determine whether excluding an area would make sense. In some cases, releasing a particular area(s) from either a lease or purchase option will make sense for both parties. The land utilized for the buffers or setbacks required by the local zoning permit will be included as leased or purchased property. Under a lease agreement, the landowner may use these buffers and setbacks if the uses comply with the local zoning permit and the lease.

Can I use a real estate broker?

The option agreement stipulates that there are no brokerage arrangements. SolUnesco includes this *no brokers* term in the agreement to ensure there are no hidden fees to be paid in the future. However, if a landowner requests the use of a real estate agent or broker, SolUnesco will incorporate the specific details of that arrangement into the option.

VISIT OUR WEBSITE

Visit our website at SolUnesco.com for more information and helpful resources.

