

NEGOTIATING SOLAR LEASES – ISSUES FOR DEVELOPERS AND LANDOWNERS

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DEVELOPING A RELATIONSHIP WITH LANDOWNERS

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FIRST THINGS FIRST—LEASE OR OPTION TO LEASE; LEASE AND EASEMENT; EASEMENT ONLY

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THE MONEY—RENT AND ROYALTIES

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THE LAND—DEFINING THE AREA TO BE LEASED

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USE OF THE LAND—DEFINING PERMITTED USES

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