

NEGOTIATING SOLAR LEASES – ISSUES FOR DEVELOPERS AND LANDOWNERS

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MODERATOR:

SCOTT D. DEATHERAGE, S DEATHERAGE LAW, PLLC - DALLAS, TX

PANELISTS:

KIRSTIN LINDSTROM, SPOWER - SALT LAKE CITY, UT

TYRONE THOMAS, INVENERGY LLC - CHICAGO, IL

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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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