

Solar Offers to Landowners

April 1, 2021

Dear [Redacted],

We are a solar development company interested in long-term leasing part of your land to build a solar array. We have looked at your property, located at [Redacted] acres. Your parcel has [Redacted] acres.

We would like to lease at least 20 acres of your land to build a solar array. According to the Virginia solar incentive program, there is no limit on the size of the project per legal parcel. We are paying \$5,000 a MW, each MW takes up between 5-6 acres of land. For example, a 5 MW project would yield \$25,000 annually for 20 years.

Enclosed is a document listing the highlights of our program, and a third page showing an aerial view of your property and the tax ID written in red.

This is an opportunity to enjoy 20+ years of stable income. Time is of the essence given the limited capacity in the power grid.

Please contact me directly if this is of interest to you. If you do leave a voicemail or send an e-mail, please reference your tax ID (3rd page line 4).

Thank you for your time.

Sincerely,

Derek Pappalardo
Director of Acquisitions
(844) 966-7652
derek@omni-navitas.com

OMNI NAVITAS SOLAR ENERGY DEVELOPMENT

OMNI NAVITAS HOLDINGS, LLC
75 CENTRAL ST., 3RD FLOOR, BOSTON, MA 02109
WWW.OMNI-NAVITAS.COM

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"I'd put my money on the sun and solar energy. What a source of power!"
- Thomas Edison



(844) 966-7652
75 Central Street, Floor 3, Boston, MA 02109
www.omni-navitas.com

OMNI NAVITAS SOLAR ENERGY DEVELOPMENT

PARKING LOT CANOPIES



COMMERCIAL ROOFTOPS



GROUND-MOUNT ARRAYS





April 1, 2021

[Redacted]

Dear [Redacted]

We are a solar development company interested in long-term leasing part of your land to build a solar array. We have looked at your property, located at [Redacted]. Your parcel has [Redacted] acres.

We would like to lease at least 20 acres of your land to build a solar array. According to the Virginia solar incentive program, there is no limit on the size of the project per legal parcel. We are paying \$5,000 a MW, each MW takes up between 5-6 acres of land. For example, a 5 MW project would yield \$25,000 annually for 20 years.

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Sincerely,

Derek Papagianopoulos
Director of Acquisitions
(844) 966-7652
derek@omni-navitas.com



Highlights of Solar Ground-Mount Proposal for Owner (Virginia)

- ⊗ Omni Navitas will long-term lease Owner's property (20 years plus four 5-year options).
- ⊗ Annual rent is based on \$5,000 per megawatt AC, a megawatt usually takes up 5 or 6 acres.
- ⊗ Land must be cleared by Owner.
- ⊗ Omni Navitas will pay all of the approval costs and is responsible for all costs to construct the solar project, which will include a fence around project.
- ⊗ Omni Navitas will be responsible for the ongoing maintenance of the solar project over the life of the lease. This will include property and liability insurance, and all real estate taxes related to the solar project.
- ⊗ Omni Navitas will take all tax credits, benefits, and electricity generated by the solar project.
- ⊗ Upon expiration of the lease, Omni Navitas will either sign a new lease with the Owner or remove the solar project.

- Long-term 20-year lease plus four 5-year options
- \$5,000/megawatt AC = 5 or 6 acres
- Land cleared by owner
- ON pays all approval & construction costs (including fencing);
- Pays maintenance, liability and real estate taxes
- ON takes all tax credits, benefits and electricity
- Expiration: new lease or remove solar project

Solar Offers to Landowners

AMERESCO
Green • Clean • Sustainable

111 Speen Street Framingham, MA 01701

We Want Your Land!

- Ameresco, Inc. (NYSE: AMRC), a leading energy services company, is seeking real estate in Virginia to buy or lease for the development of solar power.
- You may be able to earn income by selling or leasing your land for a solar development project.
- In exchange for leasing your property and your permission to build a solar project, Ameresco is prepared to offer you attractive lease payments for 20 years or more.
- In exchange for selling your property, Ameresco is prepared to offer you a competitive market price.
- Contact us for more information!

Contact Info:

Call: (508) 598-3088

Email: thealy@ameresco.com

Visit: <https://info.ameresco.com/solar-land-lease>



February 15, 2021

Dear Landowner,

I am reaching out about leasing your property in Loudoun County, VA. We are a solar energy development company with relevant experience in developing over 50 solar farms in neighboring North Carolina. We specialize in the development, permitting, engineering, financing, and construction of solar farms across the U.S.

I am interested in leasing your land because of its proximity to a Dominion Energy substation and power distribution lines. I would like to speak with you about a long-term lease on your property. **Our lease rate starts at \$1,350.00 per acre per year with an annual escalator.** We build the solar farms with our own capital at no cost to you, we insure the property, we maintain the solar farm, and we pay any increase in the property taxes.

Solar farms create a long-term income for landowners. In this envelope, I have included two informational documents related to leasing your land:

- A Frequently Asked Questions (FAQ)
- Our Letter of Intent (LOI) to lease your land

I would be pleased to meet you at your property, adhere to social distancing, and wear a face mask if you would like, so that we can discuss how you can farm the sun! Feel free to give me a call on my cell at 412-874-4667 or you can email me at: ncouch@esa-solar.com

Best Regards,

Neil Couch
Project Developer
email: ncouch@esa-solar.com
phone: 412-874-4667