



GUIDE

The Developer's Playbook

15 Steps to **Success** in Renewable Project Development

The disciplined path from strategy to commercial operation — refined over 35+ years of utility-scale project delivery.

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Everybody Knows...

...that the 15 steps ahead represent the path to success success in developing renewable energy projects. projects.

Every renewable developer knows that commitment to best practices — at each step along the process — is the key to maximizing success and getting into operation on time.

But Did You Know...

...that many developers make costly mistakes here — leaving wasted capital and damaged reputations in their wake.

Over the past 35+ years, many of the largest and most profitable renewable energy development efforts in North America have been guided by the team at **TerraPro Solutions**.

The 15 Steps at a Glance

Phase 1 · Foundation

01

Strategy & Brand

Define mission and lifecycle approach.

02

Consistent Strategy

Track trends: RPS, credits, storage.

03

Risk Assessment

Manage high-level project risk factors.

04

Transmission Analysis

Grid-tie feasibility & capacity.

Phase 2 · Land & Rights

05

Site Feasibility

Environmental, permitting, jurisdiction.

06

Title Review & Search

Minerals, easements, grazing rights.

07

Site Control

Disciplined landowner negotiation.

08

Future-Phase Terms

Pre-approvals while leverage lasts.

Phase 3 · Structuring

09

Off-Taker Negotiations

PPA structure & transmission timing.

10

Permitting Feasibility

Map every agency & jurisdiction.

11

Assembling the Project

Sequence elements on critical path.

12

Due Diligence

Meticulous review, front to back.

Phase 4 · Delivery

13

EPC Negotiation

Choose partners who deliver on time.

14

Construction Management

Scope, budget, quality — actively managed.

15

COD & Compliance

Streamlined handoff to owner/operator.

01 Develop a Strategy & Establish a Brand

Projects are about personal relationships — yet many developers embark without thinking through an overall strategy or the “brand” around which these connections form.

Ask early: **how will you act on the mission across the entire project lifecycle?**

Phase 1 · Foundation

STEP 02 / 15

02

Ensure Strategy Stays Consistent

Understand the short- and medium-term forces that shape the business: sunset dates for tax credits, changing RPSs, environmentally progressive corporations, and the integration of energy storage.

Tax credits · RPS · Cost curves · Utility regulation · Storage

03 Assess High-Level Risk Factors

There is no such thing as a risk-free project — and every project is unique. Yet the risk in each one can be managed, and every project can be optimized by close adherence to best practices.

Rule of thumb: unique projects, universal discipline.



Foundation Layer

High-Level Transmission Analysis

Few sites are perfect. Developers must make key decisions at the onset based on obvious go/no-go factors: cost of grid-tie, capacity of existing lines, private vs. public property trade-offs, and an off-taker who needs the power.

Grid-tie cost · Line capacity · Off-taker demand · Public vs. private

05

Site Feasibility & Analysis

Environmental issues, road dedication, county requirements, bonding, unique jurisdictional issues — it's extremely common for developers to under-quantify the feasibility and permitting cost, then face unpleasant consequences.

Quantify feasibility and permitting cost before you commit capital.

Title Review & Search

It's easy to waste money on title searches — and even easier to gloss over details around grazing rights, fractional mineral interest, and mineral/fee separation. These require expertise and can consume enormous time.

Minerals · Easements · Grazing rights · Fractional interests

07

Site Control

Effective negotiation is critical in a hyper-competitive environment. Huge sums can be left on the table without a disciplined, knowledge-based approach.

And yet — it's never about bullying landowners. Long-term projects require long-term relationships.

Discipline over pressure — relationships outlast the deal.





08

Negotiate for Future Phases

Make reasonable provisions for future phases. Secure pre-approvals while you still have leverage — facilitating future project phases is much easier now than it will be later.

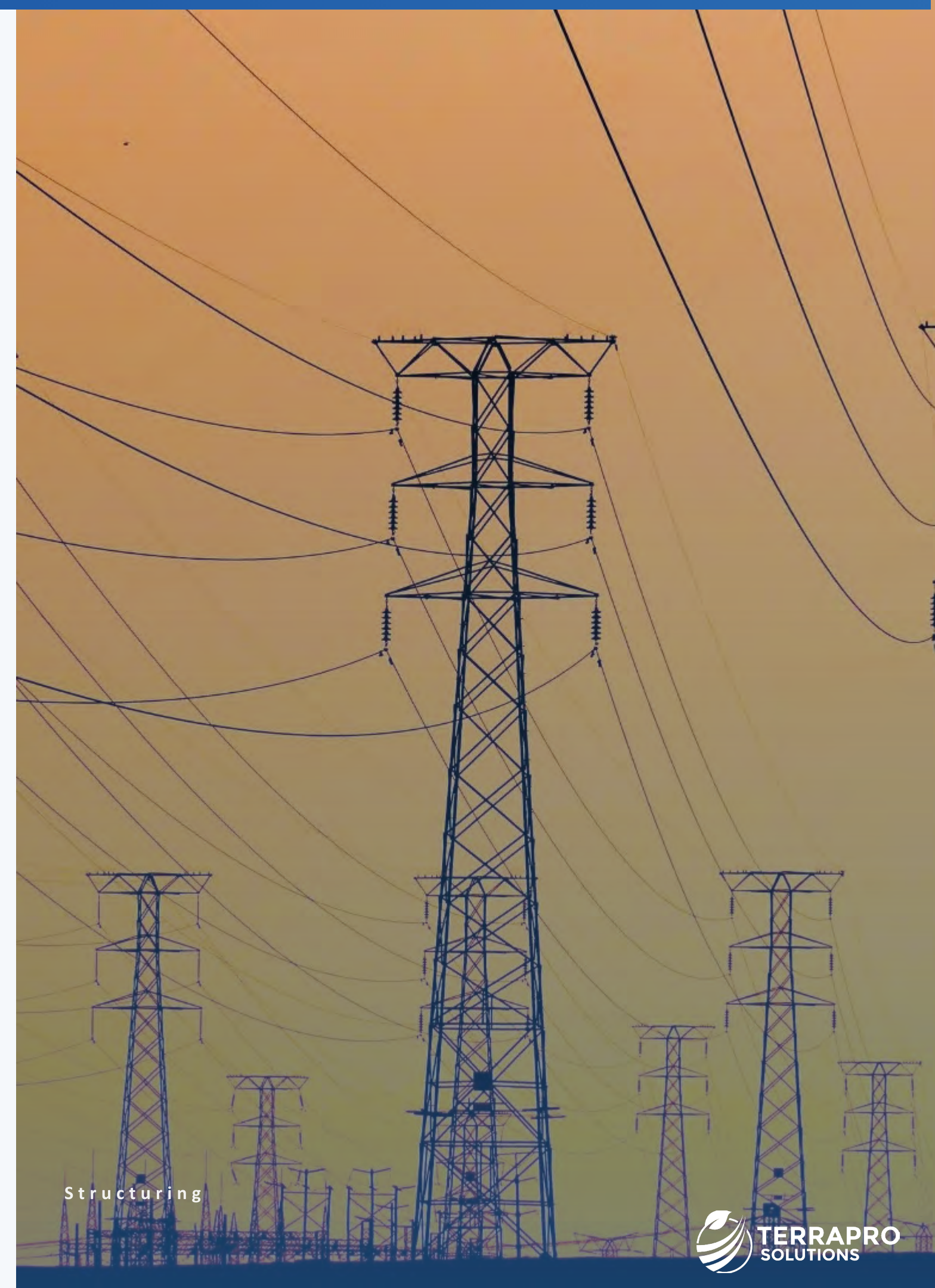
Leverage decays. Lock the future terms in today.

09

Off-Taker Negotiations

Negotiation skills maximize profits — but there's more. How does the contract affect the project timetable? How long will the off-taker need to build the transmission line to reach you?

Price is one variable. Timing is the other.



Permitting Feasibility

Understand every aspect of the permitting process as it applies to this project. Are you dealing with government or private concerns? Which public agencies — water districts and beyond — are involved?

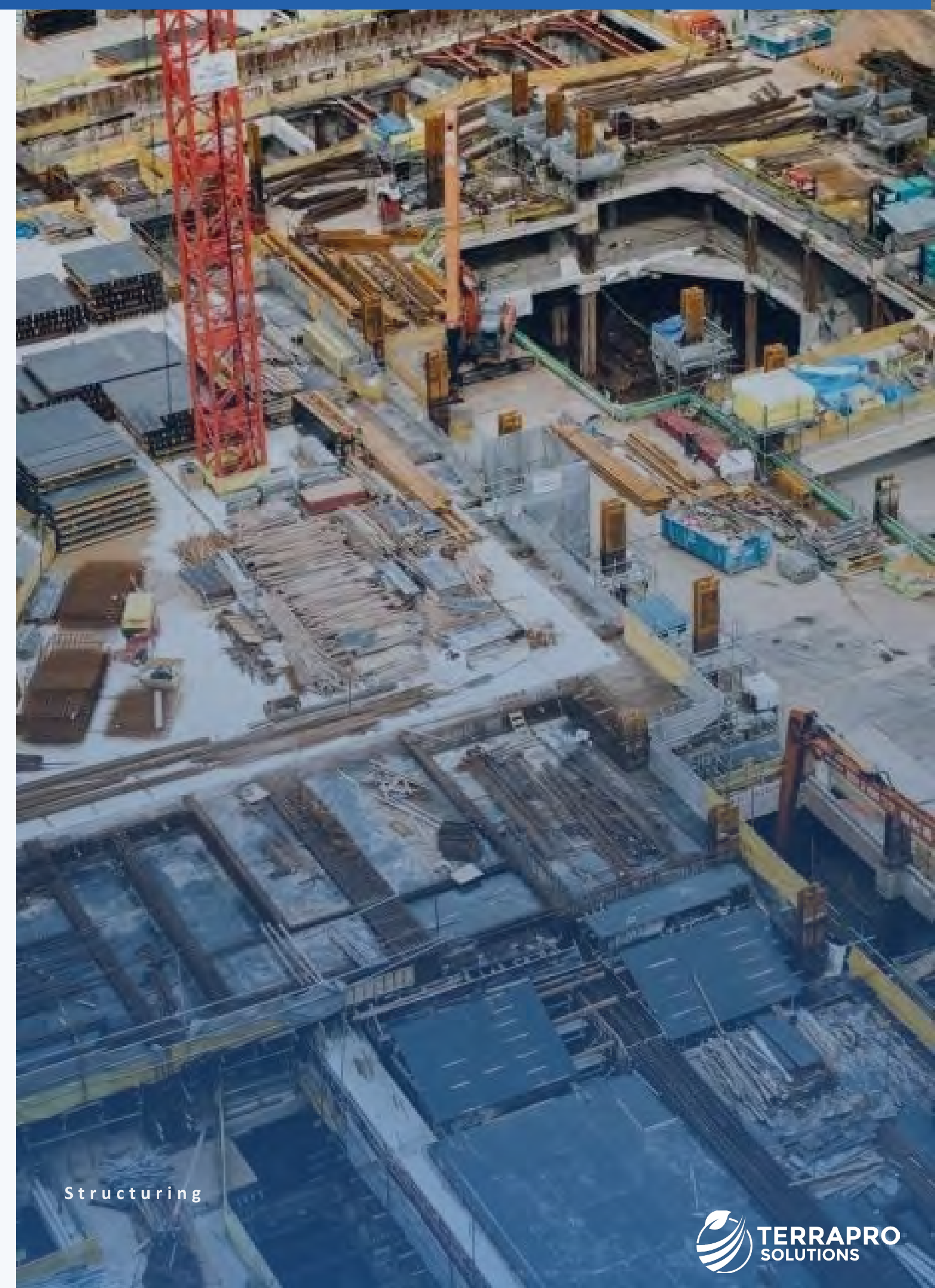
Map every agency and jurisdiction. Then map them again.

11

Assembling the Project

Effective assembling means contemplating the timeline by which all elements, products, and services come together in orderly succession — ensuring the critical path is never slowed by poor planning or events that could have been foreseen.

The critical path is a plan, not a hope.



Structuring

Due Diligence

Meticulous inspection of every aspect — real estate, title, transmission, environmental issues, permitting, and the PPA. This is where fatal flaws surface — or don't. If they surface later, they cost far more.

◆ Real Estate ◆ Title ◆ Transmission ◆ Environmental ◆ Permitting ◆ PPA

13 EPC Negotiation

A construction partner with the demonstrated ability to execute and deliver within project timeframes is key — both to minimize risk and to make the project attractive to lenders and investors.

Lenders back **execution track records**, not promises.

Phase 4 · Delivery

STEP 14 / 15

Construction Management

Effective companies have a firm grasp on evaluation of scope and budget, ongoing risk management, measurement of project results, capacity to manage costs, and ability to deliver quality. Well-defined project management practices are critical to success.

Scope · Budget · Risk · Quality — measured continuously.

COD & Compliance

Finally, post-construction: conditional sign-offs, transfer of all documents — including as-built engineering drawings and entire project lifecycle records — to the owner/operator.

Provide the streamlined, smooth, transparent transition required to operate the project.

The finish line is where **operations begin** — deliver a clean handoff.



Let's Talk

Save time and money on your next project.

If you're interested in walking these 15 steps with the team that's guided some of North America's largest renewable developments — let's set up an introductory call.

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