Stages in PV Solar Power Installation Development:
The Development Pathway Viewed from an Industrial Landowners' Perspective.
...or...*What's in the Deal for the Industrial Landowner?*

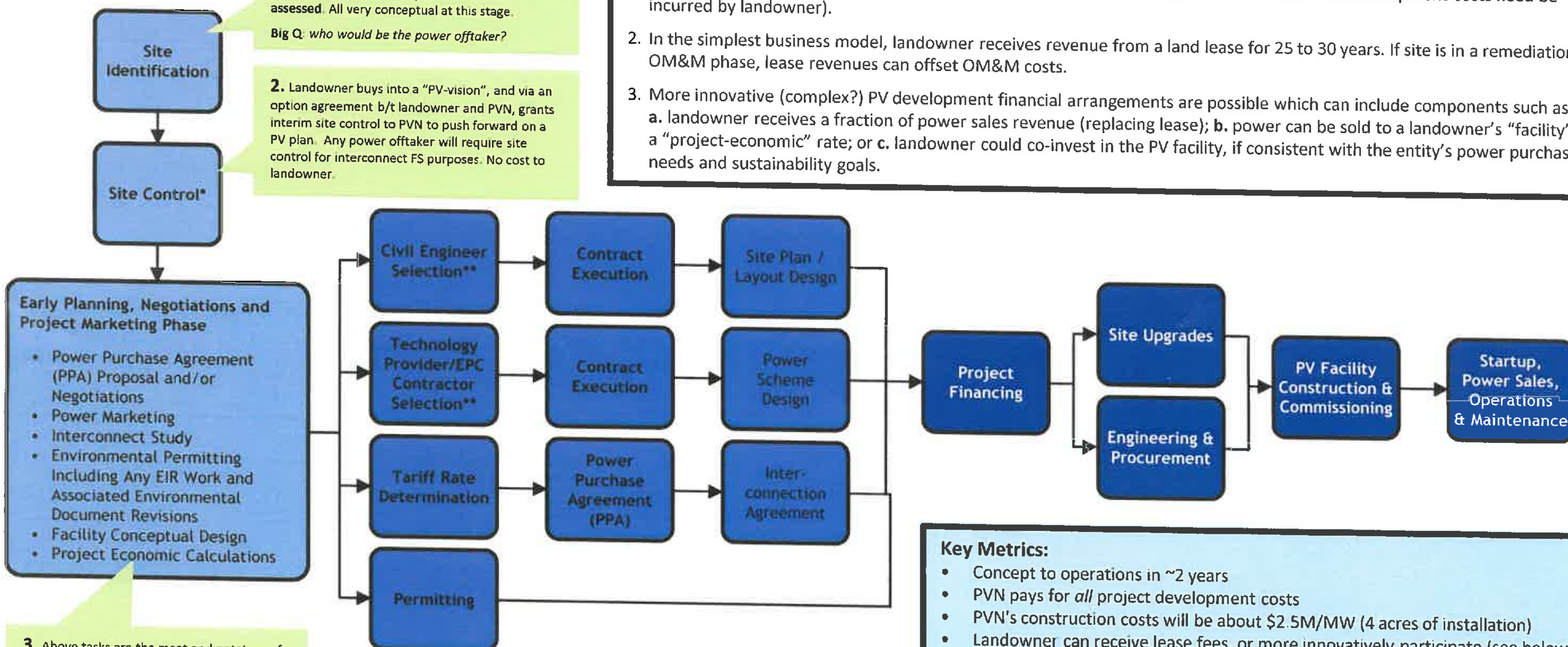
1. Should be performed in a consulting, "bed-side manner" with landowners, where **PV project feasibility(FS) is generally discussed and assessed**. All very conceptual at this stage.

Big Q: *who would be the power offtaker?*

2. Landowner buys into a "PV-vision", and via an option agreement b/t landowner and PVN, grants interim site control to PVN to push forward on a PV plan. Any power offtaker will require site control for interconnect FS purposes. No cost to landowner.

Overview: Where Project Cash Flow Occurs and How an Industrial Landowner Can Participate

1. *All* project development fees are paid by PVN (from feasibility to design to construction. No development costs need be incurred by landowner).
2. In the simplest business model, landowner receives revenue from a land lease for 25 to 30 years. If site is in a remediation OM&M phase, lease revenues can offset OM&M costs.
3. More innovative (complex?) PV development financial arrangements are possible which can include components such as: **a.** landowner receives a fraction of power sales revenue (replacing lease); **b.** power can be sold to a landowner's "facility" at a "project-economic" rate; or **c.** landowner could co-invest in the PV facility, if consistent with the entity's power purchase needs and sustainability goals.



3. Above tasks are the meat and potatoes of PVN's PV planning and project feasibility studies. Interaction at this stage occurs with power purchaser, and environmental and permitting agencies. All work is performed by PVN at PVN's cost in role of developer.

4. The above tasks move the job from concept and proven economic feasibility through detailed engineering, procurement and PV installation construction, into final start up and power sales (under the terms of the early negotiated PPA). All the above work is performed by PVN (and selected) EPC resources at PVN's cost.

Key Metrics:

- Concept to operations in ~2 years
- PVN pays for *all* project development costs
- PVN's construction costs will be about \$2.5M/MW (4 acres of installation)
- Landowner can receive lease fees, or more innovatively participate (see below[1])
- PV facility lifetime is 25 to 30 years
- PVN remotely monitors the facility, augmented by monthly onsite inspections
- [1]PPA with power offtaker sets power sales rates, and escalator
- Landowner sustainable project credit
- PVN's evolution from the landfill EPC services world insures that PV installation will be "cap-compatible"

* *Can be in form of an "option agreement" between landowner and PVNavigator, LLC, or a longer term land lease. Option would convert to a land lease once the scope and economics of the proposed project are better defined, such as at the execution of a PPA. PVN can supply a model option agreement, on request.*

** *Civil engineer and EPC contractor can be the one company.*

www.PVNavigator.com | Contact: Robert.Fritz@pvnavigator.com or (714)388-1813

PROJECT NAVIGATOR, LTD.® PV NAVIGATOR solar + landfills ▸ power