



15 STEPS TO SUCCESS IN THE DEVELOPMENT OF RENEWABLE PROJECTS

EVERYBODY KNOWS....

...that the 15 steps in the flowchart below represent the path to success in the development of large renewable energy projects. Every wind and solar developer in the nation knows that commitment to best practices at each step along the way is the key to maximizing profit with projects built and put into operation on time.

BUT DID YOU KNOW.....

...that many developers make costly mistakes in this arena, leaving wasted fortunes and damaged reputations in their wake.

Over the past 10 years, many dozens of North America’s largest and most profitable development efforts have been guided by TerraPro Solutions.

Our staff, with its many years of experience, can outsource one, two, or all 15 of these steps for you.

Or, bring our expertise in-house and let us help you with training and coaching to get it right—the first time.



1 DEVELOPING A STRATEGY AND ESTABLISHING A BRAND

Projects are about personal relationships, but many developers embark upon projects without thinking through an overall strategy and establishing a “brand” around which to build these connects. How are you going to act upon your mission statement and approach the entire life-cycle of this project?

2 ENSURING STRATEGY IS CONSISTENT

Developers need to understand the short- and medium-term trends that affect their business arena: sunset dates for tax credits, changing RPSs, the growing number of environmentally progressive cities and corporations, cost curves that make power cheaper to generate than to buy, the changing regulations of our power utilities, and, ultimately, the integration of energy storage.

3 ASSESSMENT OF THE HIGH-LEVEL RISK FACTORS

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

4 HIGH-LEVEL TRANSMISSION ANALYSIS

Although very few sites are perfect, developers need to make key decisions at the onset of their projects based on the obvious go/no-go factors: a reasonable cost of establishing transmission/grid-tie, the capacity of existing transmission lines, the benefits of private vs. public property (e.g., stealth), the demand for incremental power, and an off-taker who needs to fill that demand.

5 SITE FEASIBILITY AND ANALYSIS

Are there any issues, e.g., environmental, that are going to make this particularly difficult? What about site feasibility analysis, road dedication, county requirements, bonding, unique jurisdictional issues? It’s extremely common for developers not to quantify the risk and expense of the feasibility and permitting process, and face unpleasant consequences as a result.

6 TITLE REVIEW AND SEARCH

It’s easy to waste money on title searches, but it’s even easier to gloss over or omit important details, e.g., those associated with grazing rights, as well as fractional mineral interest and mineral/fee separation, which can require expertise, and can entail enormous amounts of time to pin down.

7

SITE CONTROL

Effective negotiation strategies and tactics are important in this hyper-competitive environment; huge amounts of money can be left on the table in the absence of a disciplined, knowledge-based approach. Yet it's not about bullying land-owners.

8

NEGOTIATE CONSIDERING FUTURE PHASES

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

9

OFF-TAKER NEGOTIATIONS

Again, negotiation skills maximize profits, but there's much more to this, e.g., how does this contract affect the project time table, e.g., the time required for the off-taker to build the transmission line?

10

PERMITTING FEASIBILITY

Understand all aspects of the permitting process as they apply to this project. Are we dealing with government or private concerns? Which public agencies, e.g., water districts, are involved?

11

ASSEMBLING THE PROJECT

The effective assembling of a project means contemplating the timeline by which all elements, products and services, come together in orderly succession, ensuring that the critical path is never slowed by poor planning or events that were unforeseen but could have been prevented by more acute insight.

12

DUE DILIGENCE

This includes meticulous inspection of all aspects of real estate, title, transmission, environmental issues, permitting, and the PPA.

13

EPC NEGOTIATION

Great projects with minimized risk are extremely attractive to lenders and investors.

14

CONSTRUCTION MANAGEMENT

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

15

COD AND COMPLIANCE

Finally, we deal with post-construction requirements: conditional sign-offs, the transfer of all documents, including as-built engineering drawings--entire project life-cycle--to owner/operator; provide a streamlined, smooth and transparent transition required to operate the project.

**CLICK
HERE TO
CONTACT**

If you're interested in saving time and money on your next project, please hit the contact button and set up an introductory phone call. We look forward to hearing from you



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