



ACQUIRING A CRITICAL EASEMENT FOR A SOLAR FIELD IN NEW YORK STATE

OBJECTIVE

- Successfully negotiate with the hostile landowner to acquire the essential easement.
- Facilitate the immediate exchange of funds to secure the easement.
- Enable the utility company to begin construction of the transmission lines without further delays.
- Ensure the project could continue to provide green energy to a large population in New York State.



Being a part of the ROW team at Halo Land Management is incredibly rewarding. The work we do is not only impactful for our landowners and clients, but it's also crucial for advancing sustainable energy solutions and infrastructure projects. Every day, we tackle complex challenges and find innovative ways to bridge gaps and build trust.

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Lead Land Tech, ROW

INTRODUCTION

Halo Land Management was approached by a major utility company with an urgent and challenging task: acquiring an easement to connect a new solar field in New York State. The project was in jeopardy due to a hostile and unresponsive landowner, despite the utility company and other service companies working on it for over a year without success. This easement was the final piece needed to connect the transmission line and provide green energy to a large population in New York State. Halo's expertise and strategic approach ultimately resolved the issue and enabled the project to proceed.

BACKGROUND

The utility company had invested significant time and resources into this solar field project, which promised to deliver green energy to a large population. However, progress was halted by the refusal of a key landowner to grant the necessary easement for the transmission line connection. The landowner's hostility and unresponsiveness had stymied internal efforts by the utility company and external attempts by other service companies, putting the entire project at risk of collapsing.

APPROACH

Assessment and Strategy

- Conducted a detailed assessment of the situation, including the history of interactions with the landowner and previous attempts by other companies.
- Developed a strategic approach tailored to address the landowner's concerns and motivations.

Engagement and Negotiation:

- **Personalized Communication:** Initiated contact with the landowner through personalized and respectful communication, aiming to build trust and understand their perspective.
- **In-Person Meetings:** Arranged in-person meetings to discuss the importance of the easement for the solar field project and the benefits it would bring to the community.
- **Mediation and Resolution:** Acted as a mediator to address the landowner's concerns, providing assurances and resolving any misconceptions.

Facilitating the Easement Acquisition:

- **Immediate Fund Exchange:** Coordinated the immediate exchange of funds on the spot to demonstrate commitment and facilitate the signing of the easement.
- **Legal and Documentation Support:** Ensured all legal documents were in order and provided support to both the landowner and the utility company to complete the transaction smoothly.



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RESULTS

- **Easement Acquired:** Halo successfully obtained the easement from the landowner, overcoming more than a year of prior failed attempts.
- **Immediate Construction:** The facilitated exchange of funds and prompt execution of the easement allowed the utility company to begin construction of the transmission lines immediately.
- **Project Continuation:** The solar field project was saved from potential collapse, ensuring the delivery of green energy to a large population in New York State.
- **Client Satisfaction:** The utility company expressed immense satisfaction with Halo's ability to resolve a critical issue efficiently and effectively.

CONCLUSION

Halo Land Management's successful acquisition of the easement for the solar field project underscores the company's exceptional negotiation skills and dedication to client success. By addressing the landowner's concerns through personalized engagement and strategic mediation, Halo turned a potential project failure into a triumph, enabling the continued provision of green energy to the community.

KEY TAKEAWAYS

- **Personalized Engagement:** Understanding and addressing individual landowner concerns is crucial in resolving contentious issues.
- **Strategic Mediation:** Acting as a mediator can help bridge gaps and build trust between parties.
- **Rapid Execution:** Facilitating immediate fund exchanges and ensuring legal readiness can expedite critical transactions.
- **Client Commitment:** Demonstrating commitment to client success through persistent and strategic efforts can overcome significant challenges.

FUTURE IMPLICATIONS

The successful handling of this easement acquisition showcases Halo Land Management's capability to tackle complex and high-stakes projects. This case reinforces Halo's position as a reliable and effective partner in the land services industry, capable of delivering innovative solutions and ensuring project success under challenging circumstances.