

The background of the entire page is a photograph of a wind farm. Several large, three-bladed wind turbines are visible, situated on rolling hills. The sky is filled with soft, wispy clouds, and the lighting suggests a sunrise or sunset, with a warm glow on the horizon. The hills are covered in low-lying vegetation, appearing in shades of green and brown.

THE LANDMAN'S ROLE IN RENEWABLE ENERGY

THE AMERICAN ASSOCIATION OF PROFESSIONAL LANDMEN

Founded in 1955, AAPL enhances the professional standing, skills and earning potential of its 11,000+ members through a wealth of member benefits. AAPL has evolved with the energy industry to provide educational offerings, networking events and vital advocacy relevant to renewable energy professionals. All AAPL members carry a positive reputation throughout all energy industry sectors for negotiating, researching and managing projects competently, ethically and efficiently.

THE ROLE OF A PROFESSIONAL LANDMAN

A landman is the public-facing side of energy production teams who interacts and negotiates directly with landowners to acquire leases to explore and develop energy sources.

The knowledge and expertise of landmen are crucial to the entire life cycle of energy projects, including:

- ▶ Wind Energy Lease Acquisition
- ▶ Battery Storage Projects
- ▶ Mineral Acquisition and/or Waivers
- ▶ Data Site Acquisition Services
- ▶ Solar Energy Lease Acquisition
- ▶ Carbon Capture & Sequestration
- ▶ Mineral and Surface Title Research
- ▶ Traditional Oil & Gas

Common titles that are often interchanged with “landman” include:

- ▶ Land Manager
- ▶ Land Expert
- ▶ Title Agent
- ▶ Energy Manager
- ▶ Land Agent
- ▶ Project Manager
- ▶ Real Estate Agent
- ▶ Energy Broker

No matter the exact title, if you perform landwork, AAPL considers you a landman!

“As renewable projects continue to grow, landmen’s roles are expanding to include navigating agreements for wind, solar, geothermal and other renewable energy projects. Their expertise in managing complex contracts and negotiations ensures that energy development can proceed smoothly, whether in traditional or renewable sectors, making them vital to the growth and transition of the energy industry.”

- ▶ **Matthew Peters, Director of Land Acqui at ENGIE North America Inc.**

AAPL BENEFITS & OFFERINGS

Continuing Education ▶ AAPL offers in-person and online education relevant to the entire energy industry and evolved offerings specific to the RE sector, including our Renewable Energy Certificate Program (see back for more details).

Membership Directory ▶ Easily locate and connect with professionals specializing in renewables across North America via our printed *Member Directory* or Online Member Search.

Advocacy ▶ AAPL actively engages with lawmakers and regulatory bodies to protect and promote the interests of all its members and renewable energy initiatives. The Texas Landman Bill, which extends protections for AAPL members working in renewables, is just one of our recent major advocacy wins.

Code of Ethics and Standards of Practice ▶ Members must demonstrate a commitment to integrity and high professional standing through adherence to AAPL's long-established ethical standards.

Professional Development Assistance Program ▶ Up to \$600 of professional development credit per year is available for all Active members looking to enhance their energy skills, which more than pays for the cost of membership!

Networking Opportunities ▶ Meet other professionals at regional and national events to expand your professional circle and share best practices. AAPL's Energy Institutes, Field Landman Seminars, Annual Meeting and NAPE events are among the industry's most renowned, can't-miss networking opportunities.

Publications ▶ Stay informed and ahead with our bimonthly *Landman* magazine, biweekly Governmental Affairs Reports and online LANDNEWS forum, which all regularly feature news, trends and insights specific to RE projects.

More Resources ▶ Know your worth with our updated Compensation Survey Report, which includes RE data. Find your next project or role with our new Career Center. AAPL Model Forms, which have been a standardized staple among those practicing landwork, now include our Solar Shared Use & Access Agreement.



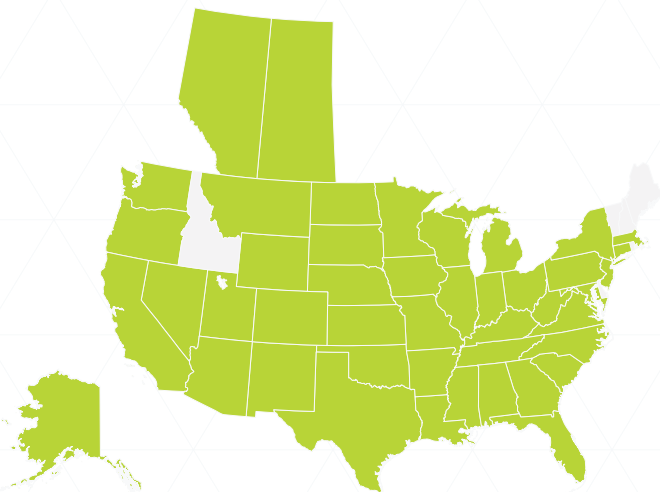
◀ Scan to learn more about member benefits and how to join AAPL.



AAPL'S RENEWABLE ENERGY CERTIFICATE PROGRAM

AAPL has assembled 15 renewable energy experts to help land professionals sharpen their skills in the expanding world of renewables. Courses include:

- ▶ Intro to RE Sources
- ▶ Ethics
- ▶ Accommodation Doctrine
- ▶ Solar Energy
- ▶ Wind Energy
- ▶ Carbon Capture
- ▶ Bitcoin Mining
- ▶ Case Law
- ▶ Facility Overview
- ▶ Tax Considerations for RE
- ▶ Prospecting & Preliminary Due Diligence
- ▶ Ancillary & Curative Documents in RE Projects
- ▶ The Role of Mining in the Renewable Industry
- ▶ Due Diligence/Acquisition Divestiture
- ▶ Regulation & Policy Considerations for RE



97% of certificate holders highly recommend the program.

◀ **44 STATES + PROVINCES** and counting have a certificate holder or enrollee.



◀ **SCAN** to learn more about AAPL's Renewable Energy Certificate Program.

"Having our entire team not only be AAPL members but also earn an AAPL Renewable Energy Certificate has been a worthwhile investment for our company that spans over several industries, including renewable energy, oil and gas, transmission, telecommunications and transportation. AAPL's education, networking events, model forms, magazine and member search, among others, have been excellent resources for my growing team, especially in our RE efforts."

▶ **Dave Holcomb, RPL, VP of Vanguard Real Estate Solutions**