



IN THE QUEUE

LLC

Get in the QUEUE!



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In The Queue LLC: Land and Resource Management Consultants

- We provide seasoned landmen for client company needs
- We are proudly engaged in multiple gigawatts worth of Solar, Wind, and Battery Storage projects throughout the country
- Our background is in oil and gas, real estate, and construction with over 75 years of combined experience

75
Combined
Years of
Experience

2.8 GW
Site
Control

Meet Our Executive Team

Experienced leadership team of consultants, real estate, oil, gas, construction and sustainability experts



Sylvester
"Rusty" Robinson
Member

- Dynamic professional with a proven track record in the energy sector with over 27 years of experience.
- With Renewable Energy Land Services, adept at navigating diverse aspects of the renewable energy sector.
- Experienced in land acquisitions, networking, and business development for renewables.
- Comprehensive expertise in oil and gas, project funding, acquisitions, and project administration. Proven success in driving renewable energy initiatives forward.



Aidan
O'Leary
Director of Operations

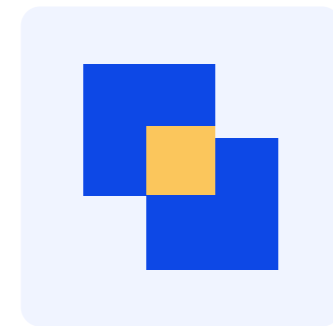
- Professional in land-related endeavors, fostering lasting connections with stakeholders and exhibiting a keen enthusiasm for the field.
- Proficient in driving swift expansion and seamless collaboration within teams, particularly evident in his latest role at In The Queue. Demonstrates expertise in land management and client communications, prioritizing optimal outcomes.
- Experienced in wind, solar, and battery storage projects prior to ITQ's inception, highlighting his expertise. Furthermore, Aidan possesses acquisition skills and PPA negotiation experience, in addition to having worked as a commercial real estate consultant for three years.



Carla
Robinson
VP Business Development

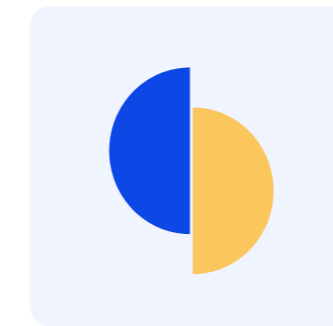
- Experienced in leveraging skills to drive growth and establish strategic partnerships, particularly within the renewable energy sector.
- Dedicated to the renewable energy sector, her commitment aligns professional endeavors with a broader purpose of contributing to a positive impact on the planet.
- Holding a Master's degree from the University of Southern Indiana and a Bachelor's degree from the University of Louisville, Carla brings a well-rounded educational background to her role.

Problem Statement



Complexity of Project Acquisition and Development

The process of acquiring and developing renewable energy projects, while navigating multifaceted challenges can be daunting. The success of land acquisition efforts hinge squarely on the creation of strong relationships with landowners and clients alike. A lack of understanding these dynamics will lead to delays and resource constraints which create disadvantages to project advancement and profitability.



Risk of Missing Future Market Opportunities

The impending closures of viable project opportunities and intensifying competition, put companies at risk of missing out on future market prospects for renewable energy development. Thus, potentially impeding growth and limiting the company's ability to meet renewable energy targets and sustainability goals.

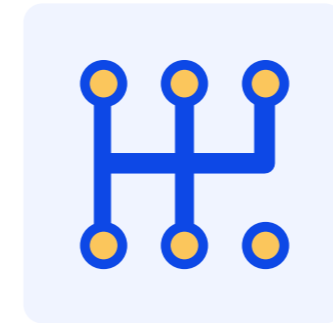
What do we offer?



Project Mapping

Identifying the Ideal Land for Your Project

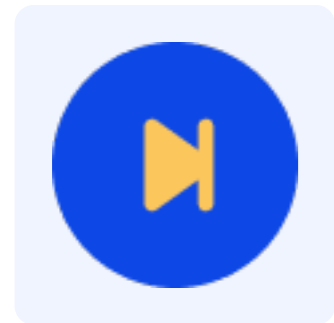
To streamline the process, it's essential to determine the most suitable land before contacting the landowner. This way, we will be well-prepared when we reach out to the landowner.



Manual Outreach

Finding the Best Mode of Communication for Your Project

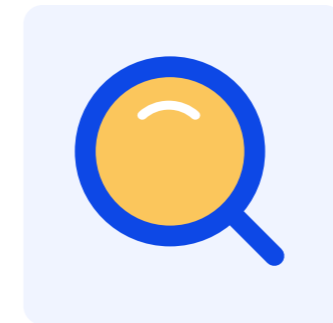
We have found that our conversational methods work best when done in-person. However, depending on the project's scope, we may resort to manual phone calls.



Mailer Skip Tracing

Proven Language to Elicit a Response from Property Owners,
Powered by Cutting-Edge Technology

Our advanced technology guarantees dependable data, and we employ tried-and-true terminology to effectively engage property owners



Research

Becoming Familiar with the County: Courthouse and Tenant
Interests

To better understand the interests of landowners, it is important to have knowledge of the county, courthouse, and its inner workings.

What do we offer?



Negotiation

Encouraging Landowners to Secure Legal Representation

After reaching general agreement we strongly advise landowners to obtain the necessary legal representation following the establishment of general terms.



Redlines

Working Side-By-Side with the Landowner and Legal Representatives

Ongoing discussions with both parties (landowner's and developer's side) are taking place to secure necessary changes and approvals, so that we can get ink.

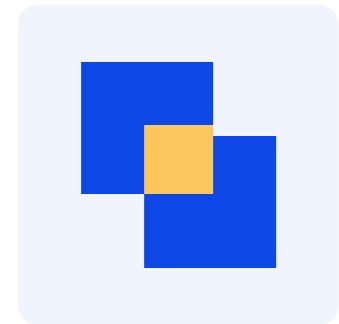


Get Ink

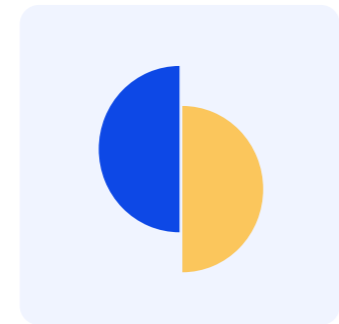
Achievement in Every Project

Although every project is not perfect, we have gotten ink on every project we have worked, "boots on ground."

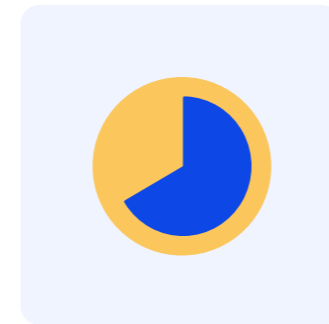
What Sets us Aside



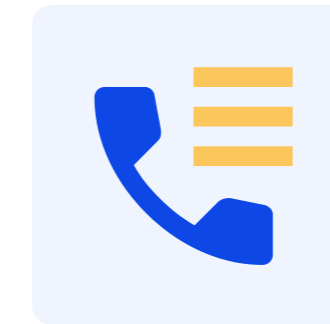
We offer cloud systems and support to all of our contracted land professionals to promote efficiency and simplicity in the field.



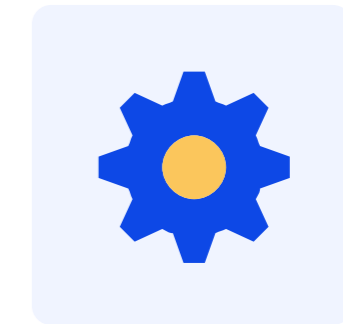
We have a unique approach to the landowner negotiation process that works and is taught to everyone in our organization.



We notice our competitors need to run ads and collect resumes to build their teams. Sometimes they call us and ask for help with their staffing needs. ITQ has a database full of land agents with a proven track record ready at all times!



ITQ's office is cloud based with much less overhead. This allows us to pay higher rates to field agents. We also strive to put agents closer to home, which is not important to our competitors.



We also utilize Prism and provide in depth analysis and field support. Our GIS team is ready at any time to help with a new project.

Our TOP Projects

Solar Site



⚡ 200 MW

💰 Confidential

📍 Illinois

Solar Site



⚡ 100 MW

💰 Confidential

📍 Indiana

Standalone Energy Storage Facility



⚡ 200 MW

💰 Confidential

📍 Texas

Solar Photovoltaic (PV) Project



⚡ 300 MW

💰 Confidential

📍 Texas

Wind Farm

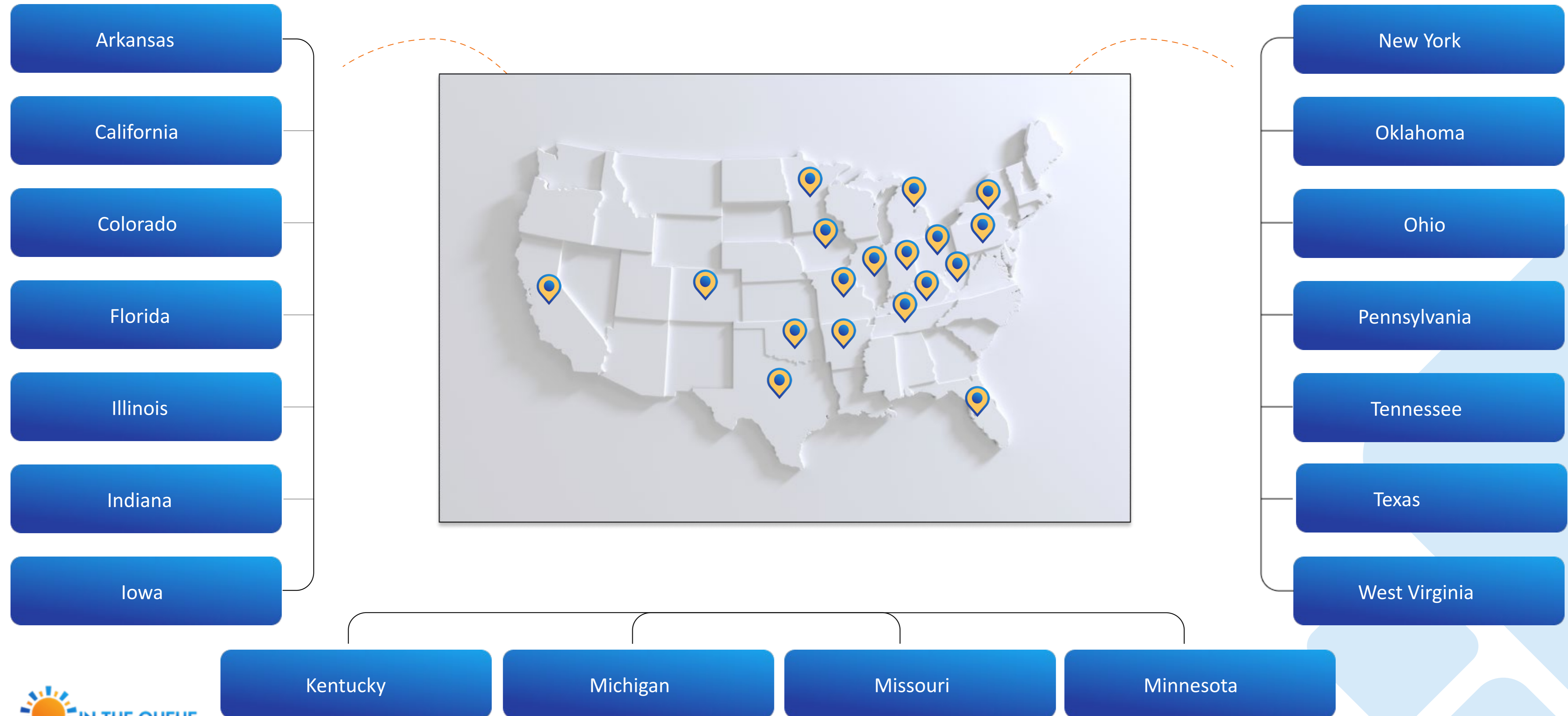


⚡ 300 MW

💰 Confidential

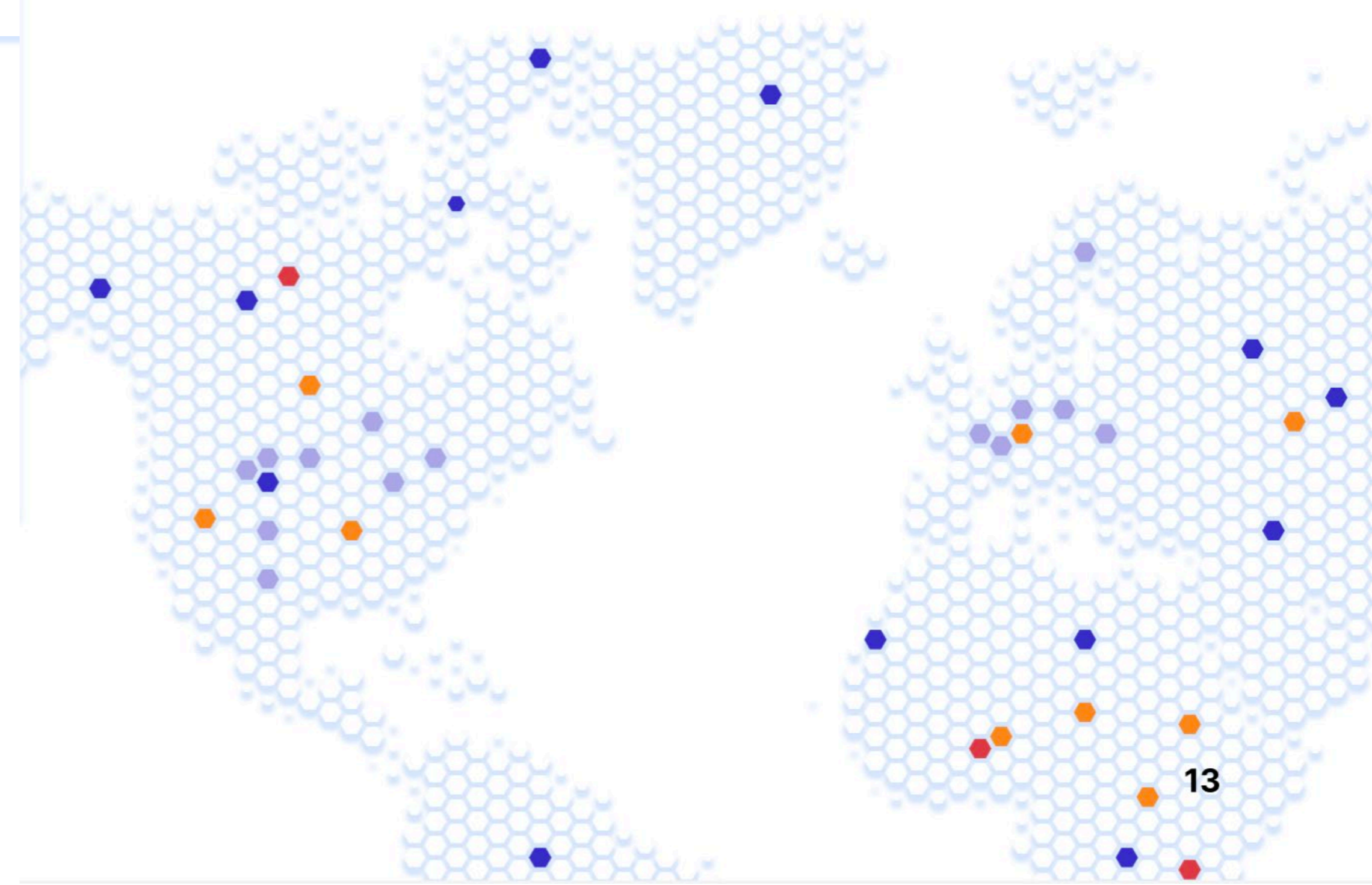
📍 Illinois

Current Landmen Locations



Our Collaborative Network of **Developers**

We have formed strategic partnerships and integrations with industry-leading developers, enhancing our services and delivering high-quality solutions for our partners.



Our Collaborative Network of **Farmers/Landowners**



We understand landowners are the backbone of America and we treat them with the utmost respect. Knowing development groups will be working with them for thirty plus years, it is important to establish trust and respect.



We have worked with landowners for a very long time and understand how they operate and their pain-points.



Through our decades of experience with landowners in the energy sector, we have pre-existing relationships with landowners across the United States.

At In The Queue LLC, we are committed to collaborating closely with landowners to directly enhance our projects.





Get In Touch:

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