

# TWO SERIES TOPIC ON THE SOLAR INDUSTRY

## VIRTUAL SEMINAR – Series I

Thursday, September 16, 2021 | Noon to 1:15 PM

SERIES II WILL BE PRESENTED ON NOVEMBER 18<sup>TH</sup> @ THE GRAND LONG BEACH

[LINK](#)

### SPEAKER:



**Phillip A. Guerra, JD, CPL**

Land Manager-East Coast

ForeFront Power, a wholly owned subsidiary of Mitsui & Co., Ltd.

### SERIES I TOPIC: “Oil & Gas vs Solar – A Land Overview”

This webinar will focus on the basics of what an oil & gas land professional needs to know about solar from a land perspective. You will learn about the different types of solar energy projects (e.g., ground mount, parking canopy, rooftop). You will walk through an example ground mount site for a potential community solar project in New York. Additionally, this webinar will discuss the similarities and differences between acquiring acreage in oil & gas versus solar, including key lease terms and pricing.

### MEET OUR SPEAKER!

ForeFront Power develops solar projects – behind-the-meter, community solar, and wholesale solutions – across the United States and Mexico.

After graduating from law school in 2013, Phillip began his career in the upstream oil and gas sector as a contractor for Antero Resources, where he ran title (surface, mineral, HBP, heirship) and completed pre-drilling and post-drilling ownership reports on behalf of his client in southeast Ohio. In early 2019, Phillip transitioned out of oil and gas and into solar. He accepted an in-house position at ForeFront Power, where he currently oversees land acquisition for community solar on the east coast. In his first two years at the San Francisco based company, he successfully closed 70+ deals across six different states, totaling over 370 megawatts of potential projects.

Phillip currently sits on the AAPL’s Educational Committee and the NAPE Operators Committee. He completed his undergraduate studies at The University of Cincinnati in real estate and marketing. Phillip completed his graduate studies at Florida A&M University’s College of Law where he obtained his Juris Doctorate.