

THE LAND GROUP

The background of the entire page is a photograph of two men in silhouette, wearing baseball caps and aprons, looking at a clipboard together. The scene is set against a bright, low sun, creating a warm, golden glow and lens flare effects. The background also features faint, light-colored contour lines, suggesting a topographic map or a natural landscape. The overall mood is professional and focused on land management.

LAND & ADVISORY SERVICES

It All Begins with the Land

**We Sell
Dirt.®**

THE COMMON THREAD

Through our vision and intention, we have identified a common thread and relationship between the land and agribusiness in the Chesapeake region. It's simple. A business must work to sustain its natural capital critical to its work and long-term sustainability. While economic theory of the "commons" suggests the waterman might catch the last crab and the farmer may plant the last crop in the old back field. This tragedy does not translate in black and white on the land. Farmers, watermen and foresters each see the cause and effect impact of putting resources in and getting resources out of the land. They regularly internalize "sustainability" even if they don't use such a word. Every producer wants to be in business next year, so it is a conservative thought process to adopt. To do so, they must pivot and adapt to maintain, manage and grow the resources they have.

The conversation around best practices and sustainability is not a new one, nor is the conversation complete; it is one that will continue forever and from a hopeful perspective, these practices on land use and resource conservation will improve.

James Michener wrote in his novel *Chesapeake*, "This is still the world's most enchanting inland water."

The Land Group's common thread in building its vision, intention and mission is underwritten by sustaining life in the Chesapeake Region for its economic future, culture and natural assets.

OUR MISSION

A common thread of sustainability is woven through the rural based economies of the Chesapeake Bay Region. The Land Group is committed to providing services in support of the Chesapeake's agricultural economy and for conserving the cherished quality of life the region's natural assets provide.

TRACK RECORD OF SUCCESS

WHAT WE CAN DO TOGETHER:

Land Brokerage

Buyer & Seller Representation

Specialties Include:

- Poultry & Agribusiness
 - Conservation & Ecosystem Markets
 - Renewable Energy Land Deal Sourcing
 - Corporate & Nonprofit Services
-

GIS Land Planning & Data Analysis

Land Attribute Mapping

Land & Habitat Management Planning with Strategic Partners

Financial Services - 1031 Tax Exchange DST

TLG

BY THE NUMBERS

**100K
ACRES**

In January of 2025, The Land Group reached and exceeded 100,000 acres in land trades.

**\$1.26
BILLION**

Since 2000, The Land Group has transacted in over \$1.26B in land transactions.

**\$200M
LISTINGS**

Today, The Land Group's listing database houses nearly 2,000 proposals, \$2,000,000 of which is off-market land inventory. 50% of the land market occurs off public market. A strong percentage of TLG's transactional work is done confidentially.

**4,000
ACRES**

Collectively, The Land Group team has assisted hundreds of landowners with land conservation throughout the Chesapeake region. Today, TLG is working to protect over 4,000 acres on 14 farms within the Chesapeake Bay region.

NATIONAL EXPOSURE

The Land Group has worked with practically every land company in the United States, and through this experience, has developed a strong network with land brokers in every state. Our team also maintains relationships with capital market clients in the United States and internationally.

PROPERTY PROMOTION

All public listings are entered in the Multiple List Service (MLS) and syndicated to nearly 100 real estate websites, including the top three land brokerage websites: LandWatch, Land and Farm and Lands of America.

INLAND

LandWatch

 Lands of America™

LandAndFarm

 landsearch

land 

DIGITAL MARKETING

TLG maintains a strong social media presence and reaches potential clients through Google Ads and our custom website. We also have an email database comprised of top notch prospects and buyers.



WSJ



52,000

unique website
visitors in 2024



18,500

people reached on
Instagram in 2024



566,000

people reached on
Facebook in 2024



11

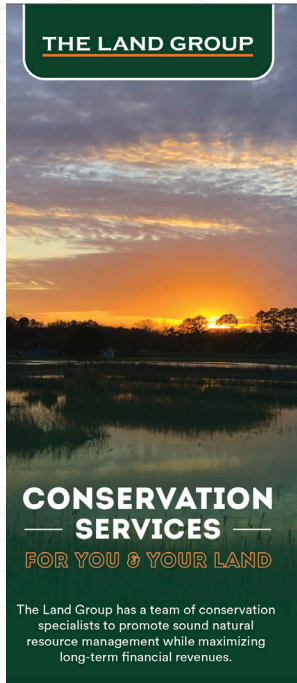
Industry events
attended in 2024



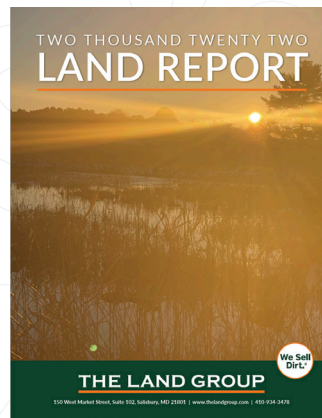
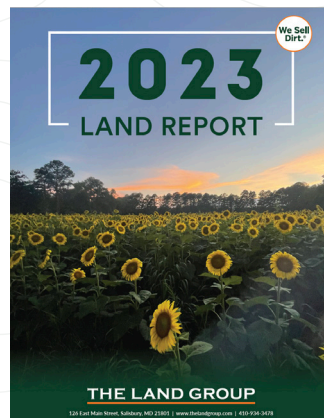
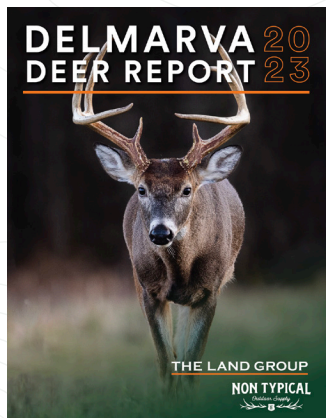
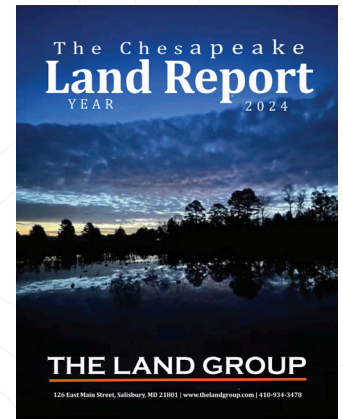
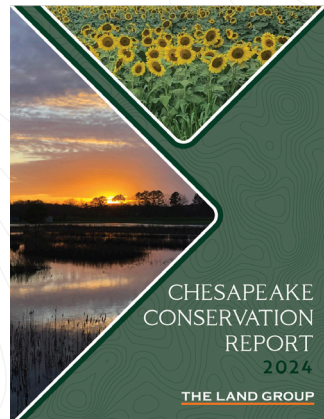
41,734

Marketing emails
opened in 2024

DIRECT MAIL



PUBLICATIONS



OUR PRESENCE

Local matters most in land. Nearly all land transactions occur with buyers within 100 miles of the subject farm. Local knowledge is paramount, and our team has boots on the ground throughout the Chesapeake Region.

OUR NETWORK



FARM CREDIT

Salisbury, MD



BluAcres·LLC

Williamsburg, PA

ORION

LAND & WILDLIFE MANAGEMENT

Quantico, MD



Annapolis, MD



Memphis, TN



Washington, D.C.



Chesapeake Bay Office



Annapolis, MD



VIRGINIA DEPARTMENT
OF AGRICULTURE AND
CONSUMER SERVICES

Richmond, VA



DELAWARE DEPARTMENT OF
AGRICULTURE

Dover, DE

CHESAPEAKE DIRT PODCAST



In 2024, we launched our podcast: *Chesapeake Dirt*. Co-hosts Ben Alder, Will Fehrenbacher and Jesse Highling interview guests and talk all things land, historic properties, conservation and more. Scan the QR code to listen to our latest episode!



EP. 1: Welcome to Chesapeake Dirt

EP. 2: Riverside Lodge

EP. 3: Andy Holloway of Quantico Creek Sod Farms

EP. 4: The Beginnings with Nick Campanaro

EP. 5: "It's for the Ducks" with Jake McPherson

EP. 6: Fowl Creations with Billy Hardesty

EP. 7: Todd Burbage of Blue Water Development

EP. 8: Land Education - First Time Land Purchases

EP. 9: "The Lumber One" with Beth Hill

EP. 10: Spencer Waller of Orion Land

OUR SERVICES

BROKERAGE SERVICES

The Land Group provides advisory services to landowners and land buyers in the acquisition and disposition of land and agricultural assets. Our advisors work with clients that have land goals ranging from a 10-acre wooded lot to a 200-acre irrigated farm.

TLG has many specialties in the industry such as poultry farms and sod production. Production agriculture in the Chesapeake Bay region is highly competitive in its demand for farmland, and The Land Group works successfully with producers to find land for growing your agricultural operations.

While agricultural land use and agribusiness is a primary driver of the economics of the Chesapeake Bay, the region's natural assets—forests, wetlands, and waterways—make it a unique location for sporting and wildlife properties.

Today, The Land Group's land brokerage services along the Eastern Shore and Mid-Atlantic region cater to a variety of land uses and investment needs, backed by a team with deep industry experience and local expertise.



POULTRY FARMS & AGRIBUSINESS

Agriculture is the economic driver of the Chesapeake Bay economy. The Land Group's commitment to provide value and services to the region's most important industry rests largely in our expertise in the poultry farm market.

TLG provides services in the buying and selling of poultry farms as well as supporting land acquisition for the development and construction of new farms. Our team led by Nick Campanaro will evaluate the farm and guide the owner in the pricing of the farm and positioning in the market.

Transferring poultry farm ownership is one of the more complicated transactions conducted in the real estate market. This is due to the critical relationship between financial institutions and poultry integrators, who issue letters of intent for production.

Understanding the nature of this relationship and the process helps clients successfully navigate these intricacies.



CONSERVATION AND ECOSYSTEM MARKET SERVICES

Our mission is rooted in the belief that the long-term success of the Chesapeake Bay's agricultural economy is reliant on sound land management and conservation.

The primary role of an advisor at The Land Group is to provide technical service, guidance, and consultation for conservation measures taken on their land. This includes navigating a wide range of voluntary, incentive-based programs—such as conservation easements, Farm Bill initiatives, and private non-governmental programs—tailored to meet each landowner's specific goals.

Collectively, the team at The Land Group has nearly 100 years of combined experience, bringing the diligence, creativity, and expertise needed to guide landowners through complex federal, state, and private conservation opportunities.



DEAL SOURCING FOR SOLAR & RENEWABLES

TLG's land acquisition assignments and solar siting services have encompassed projects throughout the Mid-Atlantic Region and the US South. Our advisors have successfully represented clients in securing land interests for purchase and lease on behalf of corporate, institutional, family office, and private investors. TLG has experience working through representation, partnership, and joint venture structures for clients based on the complexity of the assignment.

The Land Group has been engaged in solar siting services or greenfield development since 2013. For more than a decade, TLG has worked on utility-scale, community solar, and energy storage projects, primarily in the Mid-Atlantic or PJM market. Assignments outside of the region include New York, Tennessee, and Alabama.

Through this work, TLG has worked with thousands of landowners to develop efficient strategies for sourcing land and finding common ground for agreements between landowners and solar companies. While each deal is unique, The Land Group's common sense measures, deep knowledge of land markets, and genuine integrity have served our clients well.

Today, TLG advisors work with solar developers throughout the region. Our deal sourcing assignments range from monthly fee-based consulting agreements, to long-term contracts for the full project lifecycle—from initial landowner outreach through Notice to Proceed.



CORPORATE & NON-PROFIT SERVICES

As The Land Group has grown to be a leader in the land and agricultural sector, we have naturally developed opportunities to work with corporate and non-profit organizations that require real estate services. Ben Alder, founder of TLG, has been at the center of non-profit & corporate services over the years as the Senior Advisor for a wide array of corporate clients.

Assignments for business clients have included land and real estate evaluation tasks, deal sourcing, land acquisition, and disposition. These projects have taken TLG as far west as the Mississippi River Valley, New York, Alabama, North Carolina, Georgia, and even New Zealand.

The Land Group has worked to service corporate clients with the same data-driven multidisciplinary approach to natural assets and land that they have crafted on the private land ownership level. This includes working with corporations with a lens of simplicity and efficiency to provide measurable value and timely outcomes.

TLG understands the importance of a single point of contact and successful coordination with corporate or non-profit clients. Our expertise in this area has been the foundation of success for The Land Group's business growth.



Algonquin

ANEW



CATCHMARK

CHESAPEAKE
RENEWABLE
ENERGY



INNOVATIVE TOOLS



BUYER PLATFORM

We match buyers and sellers by distributing daily leads to Advisors. Our current network has thousands of buyers looking for land.



INLAND

INLAND is a tool used to track TLG listings and data. The platform is the only working database of its kind in the land industry.



LAND REPORT

The Land Report is an annual publication distributed to thousands of land owners, providing data about the land market.

MARKETING



SOCIAL MEDIA

Our social media manager posts regularly, promoting Advisors, their listings and deals, and more. We reach nearly 600,000 users per year.



DRONE FOOTAGE

We connect Advisors with vendors to produce high quality aerial imagery, video footage, and property marketing videos.



COLLATERAL

Our graphic design vendor is available to create custom brochures, postcards, flyers, ads, signage, email templates and more.

TRADE SHOWS & EVENTS

- Delaware Agricultural Week: Harrington, DE
- Delmarva Chicken Association Grower Expo: Princess Anne, MD
- Delmarva Chicken Association Booster BBQ: Harrington, DE
- Delmarva Chicken Association National Meeting: Ocean City, MD
- Ducks Unlimited Event: OH
- Eastern Shore Outdoor Show: Salisbury, MD
- Global AgInvesting Conference: New York, NY
- Great American Outdoor Show: Harrisburg, PA
- Keystone Farm Show: York, PA
- Waterfowl Festival: Easton, MD
- World Forestry Conference: Portland OR



LOCAL PARTNER NETWORK

Our office is centrally located in Salisbury, Maryland and provides work space for Advisors along with a conference room. We can connect Advisors with a wide range of resources, including marketing, GIS, financial, 1031, taxes and legal assistance.

LENDING PARTNERS



FINANCIAL SERVICES



LEGAL & TITLE SERVICES





TLG
