What do Land Use Lawyers Do?

**Buy**
1. Purchase contract
   - Negotiate terms, warrants
   - Obtain approvals
2. Financing
3. Due Diligence
   - Environmental
   - Entitlements
   - Title/Encumbrances
   - Survey
4. Close

**Develop**
1. Planning
   - Gov't comprehensive plans
   - Gov't infrastructure plans
   - Private concept plans
   - Private infrastructure plans
2. Entitlements
   - Zoning: use and intensity
   - General Development Plan (GDP)
   - Site Plan
   - Subdivision
   - Development Agreement
   - Vested rights
3. Infrastructure
   - Transportation
   - 'Wet' utilities
   - 'Dry' utilities
   - Parks/Open space
   - Schools
   - Environmental
   - Exactions
   - Financing: public, private
4. Construction
   - Development codes/permits
   - Environmental
   - Construction contacts

**Operate**
1. Sale/Lease to users
2. Owners' Associations
3. Operations/maintenance
4. Gov't regulatory compliance
5. Replace/Redevelop

**Sell**
1. Sales Contract
   - Negotiate terms, warranties
   - Obtain approvals
2. Due Diligence
   - Address Buyer issues
3. Close