Leveraging the Approval Process to Get the Development You Want
New Partners for Smart Growth Conference 2016
Why Do You Care

- Attracting and Maintaining Investments in a Global Economy
- Achieving the Goals and Objectives of the Community
- Revenue
- Jobs
- Housing Affordability
- Competing on a Global Scale
Key Concepts

- Risk/Reward Calculation
  - Financial Risk
  - Political Risk
  - Market Risk
  - Entitlement Risk
  - Standing Risk
  - Management Risk
  - Monetizing Uncertainty

- Time Value of Money
- Opportunity Costs
- Globalization
- ROI/ROA/ROE vs. Profit
- Equity vs. Leverage
Do we Have a Problem/Decision

- Competitive Analysis
- Housing Affordability
- Job Growth
- Income Growth
- Revenue Growth
- Business Perception
- Community Battles
Montgomery County Maryland

- Changes to the Quadrant Model of Economic Growth
- Federal Budget Changes and Sequestration
- The Great Recession
- Regional Competition
- Financial Analysis – Cash Flow Proforma
- Leadership
- Third Party Analysis
- Measures
Streamlining Task Force
Zoning Rewrite
Approval Time Limit Standards
Staff Changes
Permit Fee Analysis and Reductions
Higher than Budgeted Revenues
Periodic Review
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