

## Negotiated Developer Fees

- **Ted Dutton**  
*School Facility Advisors*

## Negotiated Developer Fees

**There are three major players:**

- **School District**
- **City or County**
- **Developer or Builder**

**First, the School District ...  
... the 900 pound gorilla!**



**Second, the City or County ...**

- ◆ **Districts should develop a good rapport with the building and planning department.**
  
- ◆ **Who?**
  - **Superintendent/Asst. Supt.**
  - **Business Manager**
  - **Facility Planner or Director**

- ♦ **How?** - Services Clubs  
- Community Organizations
- ♦ **What?** - Joint Use  
- Timing
- ♦ **Why?** - Planning Departments are  
the first to know!

### **Third, the Builder or Developer ...**

- ♦ **What's the Difference?**
- ♦ **The Builder is not your enemy.**
- ♦ **How they can help.**

## **A Fourth Element ...**

- ◆ **Architect**
- ◆ **Project Manager**
- ◆ **Construction Manager**

## **Audience Participation**

- ◆ **Return of Developer Fees?**
- ◆ **State adjusts downward in 2010?**
- ◆ **New Fee Justification Study?**
- ◆ **Level II Fees no longer valid?**



**Working Together . . . . . The Team Works!**