



The Developer's Perspective

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August 25, 2006



The Developer's Perspective

- All developers are not the same
 - Who we are
 - Who they are
 - How do you tell the difference?
 - Due diligence




The Developer's Perspective

- Get involved early
 - Ask what they are doing
 - How many homes and where?
 - What provisions are being made for schools?
 - What about housing for our teachers?
 - How many participate in the community?




The Developer's Perspective

- Look at developer built schools
 - Does not save money
 - Does get a school when needed
 - Does get a school where needed
 - May be an enhanced school




The Developer's Perspective

- Maximizing developer mitigation fees:
 - **Always** get an early commitment for a site and establish a sales price for property
 - **Always** have an agreement in place for the early payment of design costs
 - **Always** utilize resources for value engineering of a school building
 - **Never** accept a site delivered as raw – get the developer to do as much work as possible.




The Developer's Perspective

- **Always** look at developer-built school opportunities.
- **Always** have a well defined scope of work from a developer-built school
- **Always** take advantage of joint-use opportunities
 - Parks
 - Gymnasium
 - Libraries
 - Civic uses
 - Community rooms
- **Never** compromise safety for joint-use opportunities



The Developer's Perspective

- Developer-School Mitigation Fees
 - Collect the proper amount



The Developer's Perspective

- Trade-off School District public support for the project for future school enhancements