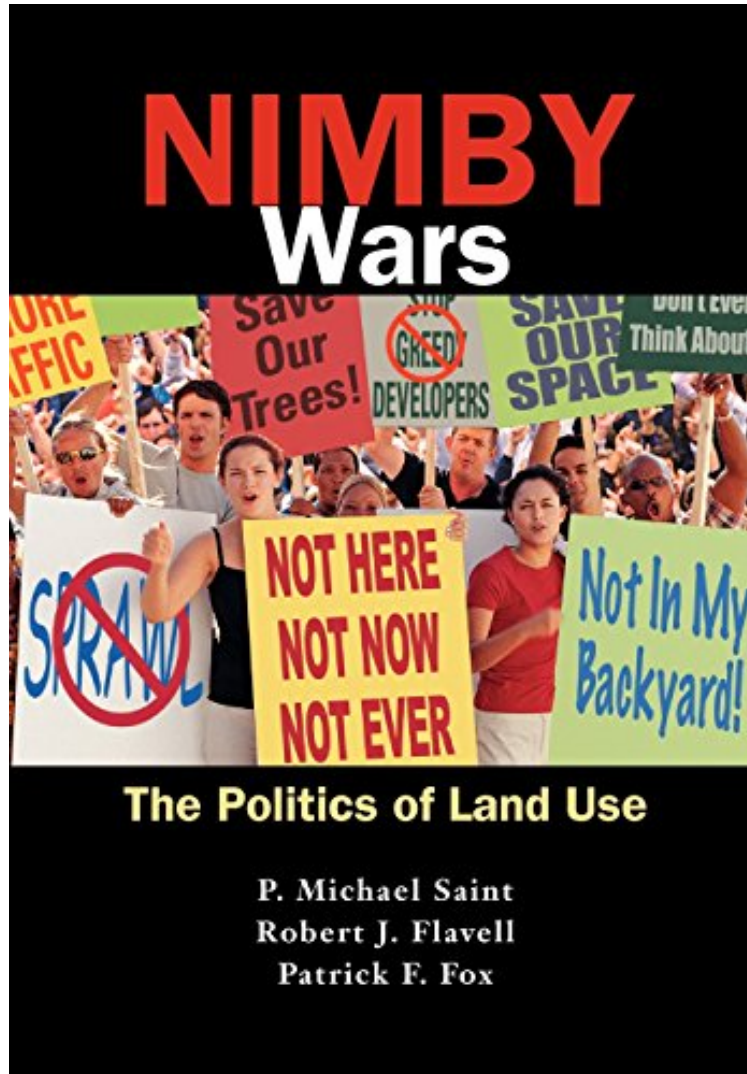


NIMBY Wars. The Politics of Land Use

P. Michael Saint, Robert J. Flavell, Patrick F. Fox
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P. Michael Saint, Robert J. Flavell, Patrick F. Fox : NIMBY Wars. The Politics of Land Use before purchasing it in order to gauge whether or not it would be worth my time, and all praised NIMBY Wars. The Politics of Land Use:

7 of 7 people found the following review helpful. Take mystery out of 'surprise attacks' By John Hardisty There are many "ah-ha moments" in "Nimby Wars." Whether you are a developer trying to push a controversial project through the permitting and construction process, or neighbors trying to stop it, "Nimby Wars" provides invaluable insights and strategies. And for the regulators caught in the middle, the book is a "must read" that takes some of the mystery out of

what seems to be the "surprise attacks." For more than three decades, I headed government planning agencies in California. I can recognize many of the controversies and scenarios the authors included in "Nimby Wars." It is a good, entertaining read. It also can serve as a "manual" for what is likely to occur as proponents and opponents bash each other with the environmental laws that "govern" most states', counties' and cities' land-use decisions. John Hardisty[...] Bakersfield 6 of 8 people found the following review helpful. Call Our Toll-Free Number-- Operators Are Standing By! By F. Knoll There is a lot of common sense stuff here that anybody who has ever done community outreach on a development project already knows (e.g., learn the political lay of the land first, build ostensibly legitimate citizens groups, etc.) but the real down and dirty tactics that these guys and other land use pros use will never see the light of day in print (nor should they). All land use is local and local developers have their go-to people already, so this book appears to be a marketing piece aimed at middle managers in large companies who are tasked with managing property development projects. By presenting them with a "resource" in some local market where they have none, this allows them to cross off one more thing on their to-do list. I'm not disparaging the author(s)-- the book is laid out well and is well-written, but they are not going to give away their real secrets for free (or for the cost of the book)-- you need to hire their firm for that! 3 of 5 people found the following review helpful. Great book, lots of good info. By Jim MTI work for a large company in their active real estate division and I really enjoyed this book. We face nimby opposition frequently and I thought I had seen a lot. Reading Nimby Wars gave me a good view behind the curtain how real estate projects are fought and approved. I found the case studies to be the heart of the book. The case studies provide practical strategies and solutions to confront and defeat Nimby opposition. I'd highly recommend this book, a must have if you are in the business of real estate development.

Not long ago, few places ever said no to new real estate development. Growth meant jobs, tax revenue and progress. Smoke a cigar with the building inspector, pick up your permit, and invite the mayor to the groundbreaking photo. Then came smart growth, anti sprawl, environmental movements, historic preservationists and NIMBYs (those who said not in my backyard). At the same time, savvy business operators realized that using land use regulations to keep competitors out could protect profits far better than cutting prices after a rival's new store opened. NIMBY Wars shows how the arena of local land use regulation has been politicized and describes in explicit detail what developers - and their opponents - must do to win. Land use politics is a completely new and different discipline from the old-fashioned 'local fixer' method or the press release approach to project approval. Its practitioners make no effort to peddle influence, or to waste time trying to educate; people who resolutely oppose a project. They do not treat the public as a market; to whom they sell; the project, and they do not harp on the developer's vision of the benefits that the project will bring the community. Instead, practitioners of land use politics practice politics - the process by which citizens decide who gets what. Land use politics is based on citizen advocacy, not professional lobbying or presentation. The difference is considerable, and the benefits of this approach are many. NIMBY Wars distills more than 25 years of experience in the trenches of land use battles, both for and against projects as varied as a hospital and an oil refinery. Readers will learn exactly what works and what doesn't work when it comes to influencing local decision-makers faced with a controversial development proposal. Even veterans of real estate development permitting will be surprised by the sophistication, cutting-edge tactics and effectiveness of the strategies described in NIMBY Wars.

The old ways may have been good enough before, but they don't work now. Set aside conventional wisdom and embrace land use politics the compelling approach these gifted consultants detail in this clearly written guidebook will give you the skill set you need to be a victor in land use battles. --Attorney, Dwight Merriam, Author of the Complete Guide to Zoning NIMBY wars and citizen engagement are here to stay. Politics, rational and irrational, often dramatically impact local land use decisions. This book outlines the strategies and details the tactics that are used by opponents and proponents of projects. Illustrated with examples and real life situations, the book offers the opportunity to plan ahead and gain support for good projects before they are overtaken by fear mongering and opponents. --Maureen McAvey, Executive Vice President, Urban Land Institute In every community be it suburban, rural or urban citizens are rising up to oppose new development. Developers need to know how to work with residents and how to deal with local politics if they are going to succeed. NIMBY WARS is essential reading for anyone trying to develop real estate today. --Governor Brereton Jones, Former Kentucky Governor From the Inside Flap Not long ago, few places ever said no to new real estate development. Growth meant jobs, tax revenue, and progress. Smoke a cigar with the building inspector, pick up your permit, and invite the mayor to the groundbreaking photo. Then came smart growth, the anti-sprawl and anti-environmental movements, historic preservationists, and NIMBYs (those who said "not in my backyard"). At the same time, savvy business operators realized that using land use regulations to keep competitors out could protect profits far better than cutting prices after a rival's new store opened. NIMBY Wars shows how the arena of local land use regulation has been politicized and describes in explicit detail what developers -- and their opponents -- must do to win. Land use politics is a completely new and different discipline from the old-fashioned "local fixer" method or the press release approach to project approval. Its practitioners make no

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About the AuthorThe Saint Consulting Group specializes in winning zoning and land use battles. Since 1983, as the climate for development has become increasingly fraught with opposition, the firm has worked successfully on more than 1,400 controversial real estate development projects in 48 U.S. states, Canada, and the United Kingdom. Saint Consulting pioneered the management consulting discipline of land use politics.