



Florida incentive regulations can encourage preservation of open space without imposing loss to property owners. Credit: American Planning.

flexible development options or density transfer principles. These mechanisms allow full property rights to be realized and even added to where substantial land is set aside as open space.

Other cities sometimes find their downtowns booming with office construction while investment bypasses their neighborhoods. Years ago some cities tried "fringe" annexations in an effort to encourage development to benefit the neighborhoods. For this city we instead recommended Neighborhood Development Reviews that gave downtown developers extra allowable floor space if they voluntarily made investments outside of downtown.

Creating Winners

The difficulties municipal officials often experience with respect to timing decisions on development proposals can often be traced back to how their cities' regulations were written years ago.

The impetus for adoption of many of these regulations was often a threat to parcel self-interest—thus rapid development, say, or a particular "nuisance" land use. But reacting to threats can involve a win-lose approach that can backfire in the long run. Because nobody likes to lose.

Win-Win Regulation says communities can win without making their residents, businesses, property owners, or developers into losers. For municipal officials, creating winners is a better community relations, good politics and good government. ■

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