



Entitlement

Entitlement used to be very straight forward. You walked into the City or County Planning Agency and showed them your plans. Most likely you were greeted by a planner and a simple list would propel the owner toward submission and eventually approval.

Today, the planners list has grown long, special interest and environmentalists have slipped into the equation, communities are overcrowded and more 'no-growth' neighbors show up against your project. It seems that everyone wants in your pocket when it comes to getting a site approved.

Entitlement is a lot of work. You need an experienced team that knows the rules, knows how to set a plan and handle daily issues and can perform to get a project permitted. We at Sky West have done a number of successful entitlement projects and know first-hand the 'pit falls' and 'land mines' that line the road to success.

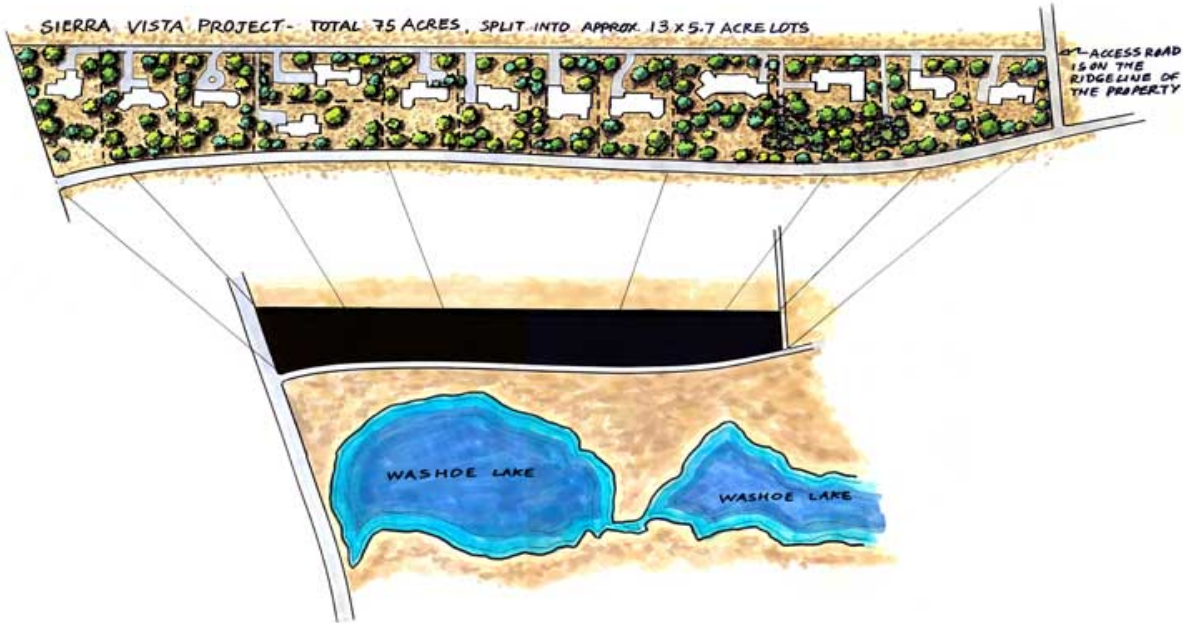
In 2003 we took a 6.5 acre raw sandy site in La Quinta, CA and turned it into a 57,000 square foot neighborhood retail center, which is in-line with Home Depot and is part of what is considered a Power Center. It took more than 3 years to get the property entitled, built and stabilized and this was supposed to be in a friendly "Pro Growth" community.



Needless to say there were many unforeseen issues, which is normal in development. You need to know if you are in a developer friendly community and what issues could slow the project. Time is money, you cannot afford to buy a property without knowing entitlement and timelines for approval.

In 2005 Sierra Vista Ranches at Washoe Lake, L.P. acquired approximately 70 acres South of RENO, NV. The property was zone General Rural "GR" which allowed 1 house per 40 acres. Sky West was

successful to get the property down-zoned to 1 house per 5 acres, but it took a lot of political pull, time in Community Activist Board (CAB) meetings and close work with the County. The entitlement work allowed the developer to move forward, record and sell lots.



These are just two entitlement examples listed above. Please visit www.SkyWestServices.com to learn more or contact us for a free consultation.

If you are looking to save money, time and get your project entitled you need to hire Sky West as your 'expeditor'. We deliver.

If we can help you please give us a call. We look forward to working with you.

Cordially

A handwritten signature in cursive script that reads "Lowden".

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