

Negotiating for the Public Good

(Development Agreements and Dispute Resolution)

Reid Wilson
Grady Randle

2023 Land Use Conference
UTCLE
April 20-21, 2023

1

Understanding the Other Side

The landowner view of the world:

- Need it done NOW!
- Focus on maximizing \$\$\$
- Practical
- Everyone for themselves
- Push for the most.
- Focus on THIS deal
- RISK taker
- I'm the good guy

2

Understanding the Other Side

The local government view of the world:

- Better to delay and let there be more process
- Focus on Public Interest over \$\$\$
- CYA (cover your aspects)
- Don't take advantage of us
- Fairness
- Focus on Future Precedent
- ~~RISK~~ adverse.
- I'm the good guy.

3

Understanding the Other Side

Who has the moral high ground?

Who has the White/Black Hat?

Who is being difficult?

Different personality types!

Different viewpoints!

Successful negotiation is a challenge!

Two situations:

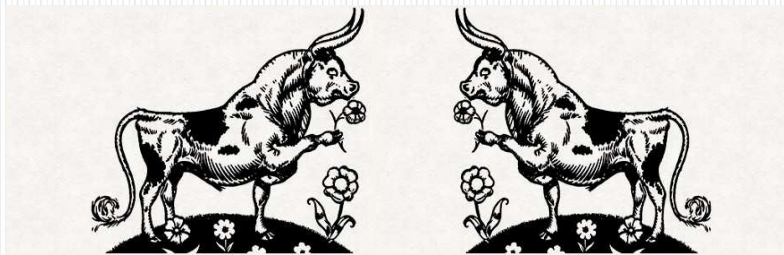
- Development Agreements
- Regulatory Disputes

4



5

*



6

Find the full text of this and thousands of other resources from leading experts in dozens of legal practice areas in the [UT Law CLE eLibrary \(utcle.org/elibrary\)](https://utcle.org/elibrary)

Title search: Negotiating for the Public Good

Also available as part of the eCourse

[2023 Land Use eConference](#)

First appeared as part of the conference materials for the

27th Annual Land Use Conference session

"Negotiating for the Public Good"