

CASE STUDY



Know When to Walk Away

How early research protected a client from a challenging political environment.

Our Client's Issue

Our Raleigh, NC -based client was negotiating for a property to develop in coastal South Carolina. Unfamiliar with the area, they retained a local attorney and a real estate agent for the first time, but were not comfortable with their recommendations.

Land Use Strategies was brought in to review the politics, the process, and the local risks before the client committed serious money. Our firm had successfully completed several projects for the client in the past.

The Result

With no clarity on what would happen after the moratorium expired, our client followed our advice and walked away from the negotiated agreement, saving the company \$100,000.

\$100,000 WAS ABOUT TO BE INVESTED IN A PROJECT THAT COULD NOT MOVE FORWARD.

What We Uncovered

Our team identified recently passed city legislation that the client's local team had missed, a major red flag because it imposed a two-year moratorium on zoning changes.



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