

Land Lines

Newsletter of the Lincoln Institute of Land Policy

Smart Growth for the Bluegrass Region

Jean Scott and Peter Pollock

Like many fast-growing areas across the country, the Bluegrass region of central Kentucky is dealing with two complementary growth management issues:

- How to manage growth that takes place within the 40-year-old urban growth boundary around Lexington and in the smaller cities and towns of the surrounding counties;
- How to best preserve the unique rural character of the countryside beyond urban growth areas.

Civic leadership for this critical planning process is provided by Bluegrass Tomorrow, a non-profit, community-based organization formed in 1989 to ensure that the region's extraordinary resources—physical, natural and fiscal—are soundly managed for the future. Bluegrass Tomorrow works within the seven-county area for solutions that build a strong and efficient economy, a protected environment and livable communities. The organization accomplishes its goals by promoting regional dialogue and collaborative goal-setting among diverse interests, facilitating public, private and corporate sector cooperation,

and developing innovative planning solutions to growth and conservation concerns.

The guiding framework for Bluegrass Tomorrow is the Bluegrass Regional Vision that was developed in 1993 through a broad-based regional planning process. In seeking to maintain a clear definition between town and country, this Vision reflects the region's legacy of a large urban center (Lexington) surrounded by smaller, distinct cities and towns. These communities are separated and yet connected by a beautiful greenbelt of agricultural land and areas rich in environmental and historic resources.

Smart Growth Choices

Continuing a partnership established in the early 1990s, the Lincoln Institute and Bluegrass Tomorrow cosponsored a conference in October that focused on smart growth choices for the region. The conference was designed to bring together public officials, business interests and concerned citizens to revisit the Regional Vision, discuss why that Vision remains important for good business, good cities and a good environment, and to explore how it is being unraveled by current development pressures. Through a combination of keynote addresses, plenary sessions and interactive workshops, participants learned about smart growth principles and evaluated the appropriateness of various approaches and models to their region.

William Hudnut, senior resident fellow at the Urban Land Institute in Washington, D.C., discussed the characteristics of smart growth, which are also the goals of the Bluegrass Regional Vision:

- Begin with the end in mind and work back from there to plan in advance.
- Use incentives to guide development to areas that make sense.

- Think, plan and act as a region and work out issues through collaboration and teamwork.
- Make the commitment to preserve farmland and open space.
- Demonstrate environmental sensitivity, recognizing that “we borrow the land from our children.”
- Value compact, mixed-use development that supports alternative choices of transportation.
- Provide certainty for developers with less contention.
- Reuse older areas of cities and towns including abandoned lands and obsolete buildings.
- Preserve and reinvest in traditional downtowns and neighborhoods. “You can't be a suburb of nothing.”
- Create a sense of place and community.

The conference program highlighted three smart growth themes, offered illustrative case studies from other regions in the U.S., and provided opportunities for participant feedback on promising directions and possible obstacles.

Planning and Paying for Infrastructure

The Bluegrass region's ability to create incentives to promote smart growth practices is often limited because local governments are always in the business of playing “catch up.” This creates a problem because of the need for local government to be able

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to use public infrastructure to promote development in areas appropriate for growth, away from rural conservation areas, and to help in the purchase of development rights to protect the Bluegrass farmland.

Paul Tischler, a fiscal, economic and planning consultant from Bethesda, Maryland, advocated that government use a capital improvement plan to address this problem. This planning tool allows governments to create a comprehensive approach to current and future needs in one integrated program. It establishes goals for what projects are needed and how and when to pay for them. Peter Pollock of the Boulder, Colorado, Planning Department presented a case study of how his city has implemented a capital improvement program that addresses capital facilities planning and budgeting, equity concerns and linkage of service availability to development approval.

Infill Development

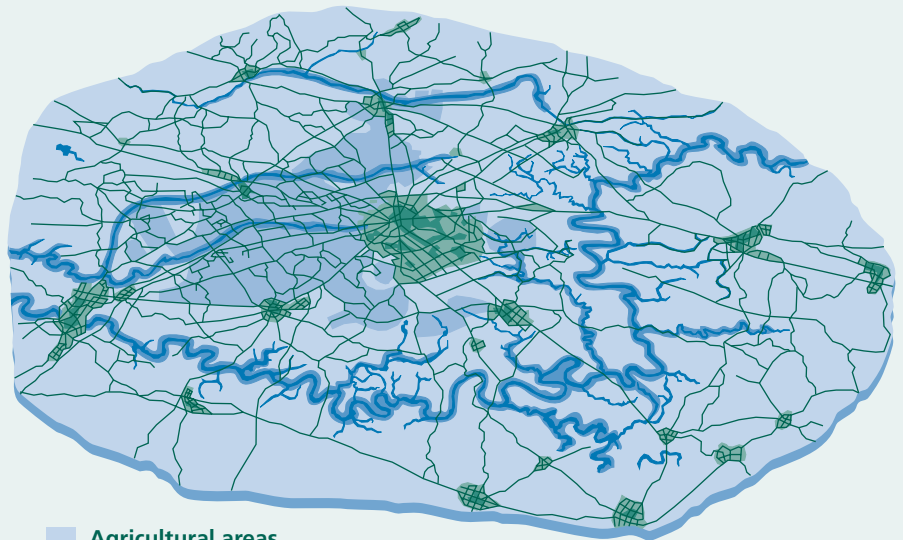
Promotion of more intense development and redevelopment within established cities and towns in the Bluegrass is a critical smart growth issue. It encourages more efficient use of the region's highly valued Bluegrass farmland and makes better use of existing infrastructure. Too often, however, developers are required to reduce the

RFP Deadline Is March 1

Through its annual Request for Proposal process, the Lincoln Institute selects and funds contracted research projects, case studies, courses and conferences, and fellowships for Ph.D. students and visiting scholars who are working on land use and taxation policies.

March 1, 1999, is the deadline for proposals to be funded during the 2000 fiscal year (starting July 1, 1999). If you would like a copy of the Request for Proposal guidelines, you can download the document from the Institute's Web page (www.lincolninst.edu) or request a copy by email (help@lincolninst.edu).

The Bluegrass Region, 1993



- Agricultural areas**
- River and stream corridors**
- Concentrations of horse farms**
- Low density suburban development**
- Urban areas and town centers**

Source: Adapted from "A Vision for the Future of the Bluegrass Region," *Bluegrass Tomorrow*, 1993.

density of development to respond to neighborhood concerns about incompatibility with the existing community character. As a result, land within urban areas is being used less efficiently, which increases the pressure to convert farmland on the edge of developed areas into future home sites.

To address this problem, Nore Winter, an urban design review consultant in Boulder, Colorado, discussed how communities can make sure that infill and redevelopment enhance the community and the quality of life in the surrounding neighborhood. He explained how to avoid "generics" by defining community character and using design guidelines to improve new developments with visual examples that demonstrate the type of development that is preferred. David Rice, executive director of the Norfolk, Virginia, Redevelopment and Housing Authority, shared examples of infill development projects in that city, which has successfully created quality neighborhoods, encouraged community participation and addressed difficult zoning, design and permitting concerns.

Regional Cooperation

The seven central Bluegrass counties constitute a highly integrated region in terms of land use, economy, and natural and cultural resources. Decisions in one county can have a long-term impact on

another county. Although Bluegrass Tomorrow has drawn the region together to work on these issues, the current rate of change requires more intensive planning and coordination.

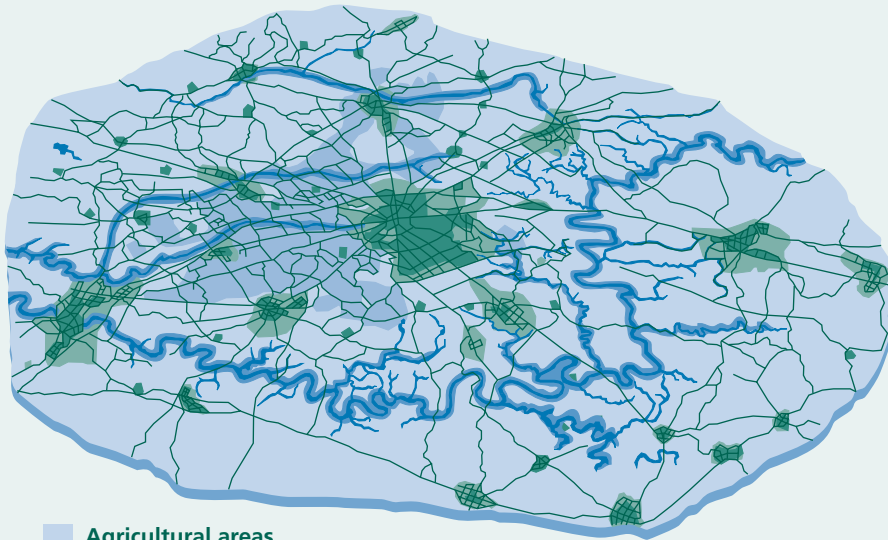
Curtis Johnson, president and chairman of the Metropolitan Council of the Twin Cities area in Minnesota, explored with conference participants many examples of additional steps that can be taken to promote regional cooperation. The good news for the Bluegrass, Johnson noted in his opening observations, is that unlike some regions of the U.S., the Bluegrass is still able to make important choices. He cautioned, though, that any region has only a few opportunities to get it right, and that there is no magic solution. He also offered several succinct ideas about regionalism: "setting a bigger table, including those who disagree," "it's never over," and "no one is excused."

Next Steps

Conference participants and local community and political leaders who held a follow-up meeting concluded that the region needs to explore seven action steps to build on the ideas generated by the conference speakers and discussion sessions.

1. Encourage communities to put in place a well-communicated and clearly explained capital improvement plan to

A Balanced Vision for the Future



- Agricultural areas
- River and stream corridors
- Concentrations of horse farms
- Low density suburban development
- Urban areas and town centers

Source: Adapted from "A Vision for the Future of the Bluegrass Region," *Bluegrass Tomorrow*, 1993.

International Tax Conference

The Fifth International Conference on Local Government Taxation, cosponsored by the Institute of Revenues, Ratings and Valuation (IRRV) and the Lincoln Institute, will be held in Cambridge, Massachusetts, in late May.

IRRV has been a leading organization in the United Kingdom since 1882 for those in the public and private sectors working in local taxation and valuation. This is the first conference in IRRV's biennial series established in 1991 to be held outside of Europe, and it will use the full resources of both cosponsors: the practical knowledge of IRRV revenues and valuation practitioners and the research-based insights and scholarship of the Lincoln Institute.

Plenary sessions focus on eight themes:

- Decentralization and the redefining of government roles across the globe, including the balance between the private and public sectors.
- Political and economic unions and alliances, including the creation of the single European currency and the enlargement of the European Union.
- Use of tax instruments to recover for community benefit some portion of the increase in land value following public investment and growth.
- Property valuation in a turbulent economic environment, as in Asia.
- Use of land and building taxes as a means of infrastructure finance.
- Environmental awareness and the tax tools available to encourage better use of natural resources and to reclaim contaminated land.
- Tax collection procedures and best practices.
- Valuation of utilities, such as electricity, gas, rail and communication lines, in increasingly privatized economies.

Presentations and discussions will cover the latest valuation and appraisal practices, technological support and policy implementation, with an emphasis on both analysis of policy options and detailed practical information and advice. For more information or to register for the conference, contact IRRV at 41 Doughty Street, London, England WC1N 2LF, or email to enquiries@irrv.org.uk.

help build community confidence that government can meet and pay for the needs of local communities and the region as a whole. The plan should match services to regional growth and build consensus among diverse interest groups about which areas are to be designated as urban and which will remain rural.

2. Promote infill development by using a redevelopment authority to build downtown housing, redevelop old strip centers and explore new projects in overlooked urbanized areas.

3. Develop design guidelines for infill and redevelopment projects that work as a friend, not a foe. The guidelines should be developed in partnership with the neighbors to build confidence in the process, remove fear of the unknown, and set a design framework rather than dictate a particular design style.

4. Use Bluegrass farmland as the niche or "brand identity" when marketing the Bluegrass as a location.

5. Educate the business community, especially the lending community, about the reasons for and benefits of smart growth.

6. Address concerns over economic winners and losers in the region, and undertake economic planning accordingly.

7. Build on collaborative regional efforts now in place and the common sense of place in the Bluegrass to strength-

en regional planning efforts. This involves taking care to maximize alliances among groups and to balance strategic long-term planning with specific actions.

What will become of these ideas?

If the past is any measure, over the next several months the leaders and citizens of the Bluegrass region will sort out which of these ideas will work best, and they will form the coalitions necessary to make them work. *Bluegrass Tomorrow* will continue to provide a unique model of private sector leadership on smart growth issues in collaboration with the region's public officials and community residents. **L**

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Globalization, Structural Change and Urban Land Management

David E. Dowall

Cities in Latin America, Asia, and Central and Eastern Europe are being virtually transformed by inflows of capital in ways that urban land use planners never thought possible. These cities desperately need to develop and implement urban land management systems to maximize the social as well as private benefits of globalization. This article looks at globalization trends, identifies urban land management issues and opportunities, and discusses how Buenos Aires, as a case example, could strengthen its urban land management systems to better accommodate globalization-induced economic growth.

Globalization Trends

Over the past 20 years the world economy has become more and more integrated. International trade and investment have increased and the spatial distribution of industrial activities has become more diffused. Advances in communications, computer technology and logistics have revolutionized how business is conducted and how financial capital is invested. Many cities and regions that were once off the beaten track are now on the world's main street, and those that once dominated certain markets, such as Glasgow in shipbuilding, Birmingham in textiles and Pittsburgh in steel, have lost ground.

Globalization, that is the international integration of product, service and financial markets, poses enormous opportunities and challenges. In the best of circumstances, globalization can lead to significant increases in non-agricultural employment, increasing wages, improved living conditions and better environmental quality. In other cases it may mean plant closures, unemployment, declining incomes and worsened living conditions.

Because globalization requires foreign direct investment in plants and facilities, the internationalization of industrial activities is profoundly altering the world's urban economic landscape. Over the past two decades, cities benefiting from global structuring have grown rapidly, while less economically competitive cities have

stagnated. Given their plentiful supplies of cheap labor and permissive regulatory environments, cities in developing countries have become important actors in global manufacturing.

Multinational manufacturing corporations have been the principal driving force of globalization. These firms have increasingly shifted production from developed to developing countries to exploit the advantages of inexpensive labor. As they restructure their networks of production, they invest in plants and equipment in the host countries and generate significant increases in employment. According to the World Bank, five of the eight million jobs created by multinationals between 1985 and 1992 were generated in developing countries. The total number of jobs created by multinationals in developing countries stands at 12 million, but when subcontracting is included the true total is likely to be 24 million jobs. Multinationals account for more than 20 percent of the total manufacturing employment in such countries as Argentina, Barbados, Indonesia, Malaysia, Mexico, the Philippines, Singapore and Sri Lanka.

Urban Land Management Issues and Opportunities

As cities strive to become centers of global production, trade and development, they are increasingly concerned with improving their attractiveness for foreign direct investment and employment generation. For example, cities must have efficient spatial structures, adequate infrastructure and urban services, affordable housing and healthy environments. Effective urban land management is required to promote urban regeneration and development of new industrial and commercial districts, investments to upgrade and expand critical infrastructure systems, programs to enhance and protect the environment, and initiatives to upgrade social overhead capital (housing, education, healthcare).

To implement these initiatives globalizing cities need to develop urban land management strategies to provide land for industrial and commercial development, to facilitate the formation of public-private partnerships, and to finance the provision

of infrastructure and social overhead capital investments. Unfortunately, in many cities around the world such strategies do not exist and foreign investment is either stifled or, if it does take place, causes significant adverse side effects. Several examples highlight the consequences of poor urban land management.

In Ho Chi Minh City, planners have not carefully assessed the land use and transportation impacts of foreign investment. The city administration has approved dozens of high-rise office projects in the Central District but they have not adequately assessed the traffic and infrastructure impacts of these projects. As a result traffic congestion and infrastructure problems with the water supply and sewerage treatment are mounting. To make matters worse, planners have approved the development of Saigon South, a massive 3,000-hectare commercial, industrial and residential project, without assessing its impacts on the city's transportation system.

Getting access to land for factories and commercial facilities is problematic, particularly in the transition economies of Eastern Europe and the former Soviet Union. Decades of inefficient allocation of land for industrial uses have literally blighted inner-city areas in Warsaw, Moscow and St. Petersburg. Derelict industrial belts that desperately need regeneration surround these cities. Unfortunately, a lack of clarity over land rights, corruption and bureaucratic inertia are impeding redevelopment. To compound matters, land use plans in many transition economy cities have not been adjusted to reflect the new land use requirements necessary to support post-industrial development.

The globalization of economic activity is literally transforming the urban landscapes of developing countries. To effectively exploit the benefits of inward investment flows and to insure that social and environmental goals are met, the public sector needs to take the lead in planning and formulating urban land management strategies to promote sustainable urban economic development.

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Globalization

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The Case of Buenos Aires

A recent Lincoln Institute seminar in Buenos Aires offered some ideas on what actions are needed to more effectively manage the challenges of globalization-induced investment and urban economic development in that city. Participants agreed that Buenos Aires needs to strengthen its land management and economic development capabilities. The city should foster the formation of agglomeration economies and define and strengthen its comparative advantage in the global marketplace. The public sector should also foster the formation of social overhead capital and facilitate the development of critical infrastructure, social services and other investments that cannot be provided by the private sector.

Government needs to remove market imperfections and internalize externalities so that the social benefits of urban development are maximized and social costs minimized. This requires having in place sound and appropriate land use and environmental planning controls and regulations. Government should also provide

information about the city's demographic and economic projections and its land and property market so that developers and investors are well informed about urban development trends. This effort includes developing an inventory and assessment of public land holdings that can be used to foster strategic planning objectives.

At the same time, government should work with community and business leaders to improve social equity in real estate market transactions by increasing the supply of affordable housing and seeing that infrastructure and urban services are provided to all neighborhoods regardless of social or economic status. This may include preparing a capital budget for critical infrastructure and real estate development projects, as well as strategies for financing these investments.

The private sector is challenged with developing the city by providing businesses and residents with shops, offices, factories and housing. To the fullest extent possible, the government should enable the private sector to develop real estate to match the changing requirements of households and businesses. In some cases, such activities require partnerships between the public and private sector. For its part, the private

sector needs to be more cautious and systematic about the formation and promotion of real estate projects by paying more attention to land market research on occupancy demand and supply for offices, retail, industrial and residential sectors.

To facilitate the implementation of these actions, the seminar participants encouraged Buenos Aires officials to build awareness about the linkages between globalization, urban land management and economic development. One important step would be to form a partnership with the private sector to develop a land market database of real estate transactions in the city. In addition, the participants identified the need for training courses on such topics as strategic planning; public-private partnerships; financing urban development and infrastructure; developing affordable housing; linking urban land management with economic development; and promoting urban revitalization and regeneration. **L**

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Vacant Land in Latin American Cities

Nora Clichevsky

Vacant land and its integration into the urban land market are topics rarely investigated in Latin America. The existing literature tends to focus only on descriptive aspects (i.e., number and size of lots). In the current context of profound economic and social transformations and changing supply and demand patterns of land in cities, the perception of vacant land is beginning to change from being a problem to offering an opportunity.

A comparative study of vacant land in six Latin American cities (Buenos Aires, Argentina; Lima, Peru; Quito, Ecuador; Rio de Janeiro, Brazil; San Salvador, El Salvador; and Santiago, Chile) was recently completed as part of an ongoing Lincoln Institute-sponsored research project. The participating researchers examined different categories of vacant land, the problems they generate and their potential uses, as well as the changing roles of both private

and public agents, including governments, in the management of vacant land. They concluded that vacant land is an integral element of the complex land markets in these cities, affecting fiscal policies on land and housing. Thus, vacant land has great potential for large-scale developments that could result in improved conditions for urban areas, as well as reduced social polarization and greater equity for their populations.

The six cities in the study vary in size but share the common attributes of rapid population growth and territorial expansion. They also have comparable social indicators (high rates of poverty, unemployment and underemployment), significant deficits in housing and provision of services, and high levels of geographical social stratification and segregation. The land markets in each of the cities also have similar characteristics, although they exhibit their own dynamics in each sub-market.

Characteristics of Vacant Land

The four primary characteristics of vacant land considered in this research project are ownership, quantity, location and length of vacancy. In general, vacant land in Latin America is held by one or more of the following agents, each with their respective policies: real estate developers or sub-dividers (both legal and illegal); low-income people who have acquired land, but cannot afford to develop it; real estate speculators; farmers; state enterprises; and other institutions such as the church, the military, social security, etc.

Determining how much vacant land exists in each city depends on the definition given to the term in the respective country (see *Figure 1*). Quantifying vacant land is further complicated by the numerous obstacles that exist to obtaining accurate information, thus limiting the possibility of comparing data and percentages across metropolitan areas. Finally, in several of these cities (San Salvador, Santi-

ago and Buenos Aires) there are significant “latent” vacant areas. These are unused or marginally used buildings, often previously occupied by former state-owned companies, waiting for new investments in order to be demolished or redeveloped.

In these six cities, the percentage of vacant land ranges from under 5 percent in San Salvador to nearly 44 percent in Rio de Janeiro. If all of San Salvador’s “latent” vacant areas were included, the percentage of vacant land could increase to 40 percent of the total metropolitan area. On the whole, vacant land in the cities accounts for a significant percentage of serviced areas that could potentially house considerable numbers of people who currently have no access to serviced urban land.

The location of vacant land is relatively uniform throughout the region. Whereas in the United States vacant land tends to be centrally located (such as abandoned areas or industrial brownfield sites), in Latin America the majority of vacant sites lie in the outskirts of the cities. These areas are frequently associated with speculation and retention strategies for occupation based on the provision of services. In contrast, the length of time land has been vacant differs considerably: in Lima and Quito, vacant urban lots are relatively “new,” whereas in Buenos Aires some urban lots have remained vacant for several decades.

Policy Issues and Development Potential

An evaluation of the urban-environmental conditions of vacant land concludes that a significant number of sites could tolerate residential or productive activities. These areas currently constitute an underutilized resource and should be considered for investments in urban infrastructure to improve land use efficiency. An equally significant segment, however, has important risk factors: inadequate basic infrastructure; water polluted by industrial waste; risk of flood, erosion or earthquake; and poor accessibility. Such land is inappropriate for occupation unless significant investments are made to safeguard against these environmental problems. Some land in this category could have great potential for

¹ The 1994 Regulatory Plan for the Santiago metropolitan area defined a goal of elevating the city’s average density by 50 percent, while 1995 reforms to the Ley de Rentas introduced a fee on non-edified land and a disincentive to land speculation.

environmental protection, although consciousness about land conservation remains a low priority in Latin America.

The study asserts that, in general, the urban poor have little access to vacant land due to high land values, despite the fact that values do vary according to sub-market. Prices are high in areas of dynamic urban expansion that offer better accessibility and services. A large amount of vacant land in several of the cities studied is not on the market and will likely remain vacant for an indefinite period of time. It is in these areas, the researchers contend, that policies should be implemented to reduce the price of serviced vacant land to make it more accessible to the poor.

The majority of Latin American cities have no explicit policies or legal framework regarding vacant land. In those cities where some legislation does exist, such as Rio de Janeiro, it is basically limited to recommendations and lacks real initiatives. In Santiago, recent legislation has promoted increased density in urban areas, yet it is too soon to know the implications of these measures.¹ References to the environment are also generally lacking in “urban” legislation. Vacant land could play an important role in urban sustainability. However, reaching this potential would depend on better articulation between environmental and planning actions, especially at the local level.

Another characteristic common to the areas studied, with the exception of Santiago, is that urban development policy and specific land market policies have been disconnected from tax policy. Even in those cities where there is a distinction in taxation on vacant versus built land—such as Buenos Aires or Quito—it has not translated into any real changes. Sanctions and higher taxes on vacant areas have largely been avoided through a series of loopholes and “exceptions.”

Proposals and Criteria for Implementation

Arguing for an increased government role in land markets in combination with institution-building and capacity-building among other involved actors, the study formulates a number of proposals for the use and reuse of vacant land in Latin America. An overriding proposal is that vacant land should be incorporated into the city’s overall policy framework, taking into account the diversity of vacant land situations. Land use policies to increase the number of green areas, build low-income housing and provide needed infrastructure should be implemented as part of a framework of urban planning objectives. Furthermore, vacant land should be used to promote “urban rationality” by stimulating the occupation of vacant lots in areas with existing infrastructure and repressing

Figure 1: Vacant Land Comparisons

For the purpose of comparing data in this six-city study, the participants used the following working definition for vacant land: currently unused land located within the urban limits and excluding parks, plazas or ecologically protected areas destined for public use. Statistics are from various years between 1987 and 1996, and some distinctive characteristics of vacant land in each city are noted.

City	Vacant Land (in hectares)	% Metropolitan Area	Special Characteristics
Buenos Aires	43,300.0	32.0 %	Includes traditionally unserviced areas; new legislation determines that vacant land must be serviced.
Lima	21,283.0	7.6 %	Includes only serviced areas with water & sewerage systems.
Quito	4,080.2	21.7 %	
Río de Janeiro	54,880.0	44.0 %	Includes areas of environmental risk.
San Salvador	10.5	4.6 %	Includes only the historic center.
Santiago	5,637.4	11.4 %	

urban growth in areas without appropriate infrastructure.

Urban policy objectives on vacant land should also be pursued through tax policy. Some suggestions formulated in this regard are the broadening of the tax base and tax instruments; incorporating mechanisms for value capture in urban public investment; application of a progressive property tax policy (to discourage land retention by high-income owners); and greater flexibility in the municipal tax apparatus.

These policies should be linked to other mechanisms designed to deter the expansion of vacant land and the dynamic of geographical social stratification and segregation. Such related mechanisms might include the granting of low-interest credits or subsidies for the purchase of building materials; technical assistance for construction of housing; provision of infrastructure networks to reduce costs; and credits or grace periods for payment of closing costs, taxes and service fees on property.

Other proposals address the development of pilot programs for land transfers using public-private partnerships to build on government-owned land in order to promote social housing at affordable rates; reuse of some land for agricultural production; and greater attention to environmental issues, with the goal of assuring urban sustainability in the future. **L**

Nora Clichevsky is a researcher with CONICET, the National Council for Scientific and Technical Research in Buenos Aires, Argentina. She is the coordinator of the six-city study of vacant land in Latin America, which met to discuss these findings in August 1998. Laura Mullahy, a research assistant with the Lincoln Institute's Latin American Program, contributed to this article.

Other members of the research team are Julio Calderón of Lima, Peru; Diego Carrión and Andrea Carrión of CIUDAD in Quito, Ecuador; Fernanda Furtado and Fabrizio Leal de Oliveira of the University of Rio de Janeiro, Brazil; Mario Lungo and Francisco Oporto of the Central American University in El Salvador; and Patricio Larrain of the Chilean Ministry of Housing and Urbanism.

In the next phase of this project, the Lincoln Institute will sponsor a seminar on vacant land this spring in Rio de Janeiro, with the participation of the original researchers as well as other experts from each of the cities involved. Contact: noraclie@satlink.com

New Guidebook on Negotiating Land Use Disputes

Land use issues are becoming more and more complex, and it is difficult for public officials to find ways to balance the contending forces of environmental protection, economic development and local autonomy. Polarization over land use disputes all too often leads to litigation, and the courts are not interested in reconciling legitimate differences in perspective. A recently published guidebook is designed to help public officials address these concerns and offers step-by-step advice on assisted negotiation based on actual case studies.

Using Assisted Negotiation to Settle Land Use Disputes was prepared with Lincoln Institute support by the Consensus Building Institute (CBI), a not-for-profit organization headed by Lawrence Susskind. Widely recognized as a leading scholar on the design, implementation and evaluation of dispute resolution practices, Susskind is professor of urban and environmental planning at Massachusetts Institute of Technology and senior fellow at the Program on Negotiation at Harvard Law School.

Susskind and CBI initiated a survey in 1997 to evaluate the use of assisted negotiation in local land use disputes in 100 communities across the United States. Each case took place between 1985 and 1997 at a local or regional level and involved the use of a neutral party to resolve the dispute. The findings and recommendations presented in this guidebook are based on the experiences of approximately 400 participants in the 100 cases. Eight cases were selected for intensive on-site investigation by the CBI's research partner, Marshall Kaplan, executive director of the Institute for Policy Research and Implementation at the University of Colorado at Denver. Four of the cases are summarized in this guidebook, along with an additional case.

Most survey participants had a positive view of assisted negotiation, and two-thirds of the disputes were settled. Even in the unsettled cases, the majority of participants who viewed their dispute as unresolved thought that the face-to-face assisted negotiation process had helped the parties make significant progress and was

an important supplement to the traditional administrative, political and legal tools typically used to resolve land use disputes. With the use of assisted negotiation, it is possible to:

- write new comprehensive plans that can gain community-wide support;
- find consensus even in the face of serious conflict;
- balance environmental and economic concerns; and
- improve relationships with neighboring communities.

The guidebook answers frequently asked questions about why and how to use assisted negotiation, the risks and kinds of preparations that are involved, and issues to be addressed in hiring a professional mediator or facilitator to handle the dispute resolution. It also outlines some of the obstacles that are likely to arise, such as distrust among the parties, difficult personalities and conflicts in values, and suggests strategies to overcome these difficulties.

The case studies illustrate particular steps in the negotiation process: undertaking a conflict assessment, selecting and training stakeholders to participate in the negotiation, and establishing an advisory committee to handle future disagreements. Resource information at the end of the publication includes an annotated bibliography and lists of organizations and state agencies that offer dispute resolution services. **L**

Using Assisted Negotiation to Settle Land Use Disputes: A Guidebook for Public Officials, 24 pages, \$12.00 plus shipping and handling. Product code: 134-4. Please use the order form in this newsletter or call the Lincoln Institute at 800/LAND-USE (526-3873) to order the publication.

Lawrence Susskind will present a one-and-a-half-day workshop on mediating land use disputes at the Lincoln Institute later this year. Send email to help@lincolninst.edu to be placed on a special mailing list to receive information about this workshop.

Calendar

Contact: Lincoln Institute, 800/LAND-USE (526-3873) or help@lincolninst.edu, unless otherwise noted.

Founder's Day Lecture Local Property Taxation: An Assessment

JANUARY 21
Cambridge, Massachusetts

Farmland Preservation Audio Conference Training Series cosponsored with American Planning Association (APA)

FEBRUARY 10
Contact: Carolyn Torma, APA,
312/431-9100

Valuing Land Affected by Conservation Easements

FEBRUARY 12
Atlanta, Athens and other sites
in Georgia, via the interactive
satellite distance learning
system of the University of
Georgia Center for Continuing
Education
Contact: Georgia Center for
Continuing Education, 706/542-
6645, simpsonm@gactr.uga.edu

Urban Development Options for California's Great Central Valley

FEBRUARY 25-26
Modesto, California

State Planning in the Northeast

MARCH 4-5
New Jersey
Contact: Thomas K. Wright,
Regional Plan Association/NJ,
973/623-1133

Program in Latin America

Land Taxation and Urban Development

JANUARY 18-19
San Salvador, El Salvador
Contact: Planning Office of the
Metropolitan Area of San
Salvador, aye@salnet.net

On the Web

www.lincolninst.edu

Check out "What's New" on the Web to download a few selected working papers, a three-part debate on tax base sharing, and the RFP guidelines, all for free!

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The Lincoln Institute of Land Policy is a nonprofit educational institution established in 1974 to study and teach land policy and taxation. By supporting multi-disciplinary research, educational and publications programs, the Institute brings together diverse viewpoints to expand the body of useful knowledge in three program areas: taxation of land and buildings; land use and regulation; and land values, property rights and ownership. Our goal is to make that knowledge comprehensible and accessible to citizens, policymakers and scholars, to improve public and private decisionmaking. The Lincoln Institute is an equal opportunity institution in employment and admissions.

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Lincoln Institute of Land Policy Publications

Lincoln Institute publications are designed in several formats for a diverse audience that includes elected and appointed officials, practitioners, citizens, students and scholars involved in land use and land-related taxation issues.



Policy Focus Reports

This series was established in 1994 to produce succinct and timely studies of land use and taxation issues facing policymakers and their communities. Each illustrated report summarizes recent research and political experiences on a major policy issue, and incorporates case studies and diverse points of view from scholars, public officials and practitioners.

Books

The Lincoln Institute has been publishing books since the 1970s, and in 1992 began copublishing selected titles with the Brookings Institution Press, and occasionally with other publishers, such as Island Press and Edward Elgar Publishing, Ltd.

Working Papers

Working papers report new research by Lincoln Institute fellows and faculty associates investigating a wide range of land use and taxation issues. Most papers are of article length, and many are later published in professional or scholarly journals.

Current Lincoln Institute publications are listed below by the most relevant Program Area, although in many cases the contents span more than one subject area.

Program in the Taxation of Land and Buildings

BOOKS

Land Value Taxation: Can It and Will It Work Today?

Dick Netzer, editor

Decades before Henry George made a passionate case for the "single tax" in *Progress and Poverty* (1879), the classical economists had recognized that, in theory, the land value tax was almost the perfect tax. Today, many scholars and practitioners question whether land value taxation is a serious contender as an important revenue source. But, whatever its political potential may be, economists continue to find the theoretical case for a land tax compelling. This collection of eight scholarly papers and ten commentaries is derived from a conference sponsored by the Lincoln Institute in January 1998 to explore and debate the applications of the land value tax in contemporary societies.

1998, 284 pages, paperback, \$25.00. 133-6

Local Government Tax and Land Use Policies in the United States

Helen F. Ladd, with Ben Chinitz and Dick Netzer

This accessible, non-technical book evaluates the most recent economic thinking on the nexus between local land use and tax policies. Ladd summarizes the extensive literature debating the theoretical controversies on fiscal policy, and other contributors present new research on issues such as impact fees, land value taxation and metropolitan tax base sharing. Copublished with Edward Elgar Publishing Ltd.

1998, 272 pages, hardcover, \$80.00. 657-5

Legal Issues in Property Valuation and Taxation: Cases and Materials

Joan M. Youngman

A comprehensive guide to basic concepts in valuation and tax policy as seen by the courts, this book provides an overview of the current structure and function of real property taxation in the U.S. Published by the International Association of Assessing Officers.

1994, 300 pages, paperback, \$37.95. 153-3



To order any of these publications, please use the Request Form or call 800/LAND-USE (526-3873).



An International Survey of Taxes on Land and Buildings

Joan M. Youngman and Jane H. Malme

This study summarizes and compares property taxation and administration in 14 nations, including several countries that have undergone recent reforms. Copublished with Kluwer Law and Taxation Publishers.

1994, 225 pages, paperback, \$32.95. 793-8

A Look at State and Local Tax Policies: Past Trends and Future Prospects

Frederick D. Stocker, editor

In reviewing the major economic and political changes in state and local tax systems during the 1980s, the author predicts changes for the 1990s that are proving to be neither easy nor politically safe.

1991, 77 pages, paperback, \$7.00. 118-2

Proposition 13: A Ten-year Retrospective

Frederick D. Stocker, editor

How have California's local governments coped with the severe revenue restrictions of Prop 13? What effects has the property tax revolution had on urban growth patterns in the state? Has the act produced viable and lasting reform, or was it a tragic mistake? The experts' analyses in this ten-year review still have relevance today.

1991, 201 pages, paperback, \$17.50. 108-5

Economics and Tax Policy

Karl E. Case

This clear and concise explanation of the basic principles of microeconomic theory shows the implications of property tax policy for the behavior of individual enterprises.

1986, 151 pages, hardcover, \$14.00. 209-X

WORKING PAPERS

John E. Anderson

"Measuring Use-Value Assessment Tax Expenditures"

1998, 30 pages, \$9.00. WP98JA1

Pamela J. Brown and Charles J. Fausold

"A Methodology for Valuing Town Conservation Land"

1998, 24 pages, \$9.00. WP98PB1

Jeffrey I. Chapman

"The Continuing Redistribution of Fiscal Stress: The Long-run Consequences of Proposition 13"

1998, 118 pages, \$18.00. WP98JC1

William A. Fischel

"Do Growth Controls Matter? A Review of Empirical Evidence on the Effectiveness and Efficiency of Local Government Land Use Regulations"

1990, 68 pages, \$14.00. WP87-9

William A. Fischel

"School Finance Litigation and Property Tax Revolts: How Undermining Local Control Turns Voters Away From Public Education"

1998, 78 pages, \$14.00. WP98WF1

Gerald Korngold

"Private Land Use Controls: Private Initiative and the Public Interest in the Homeowners Association Context"

1995, 20 pages, \$9.00. WP95GK1

Alven H.S. Lam and Steve Wei-cho Tsui

"Policies and Mechanisms on Land Value Capture: Taiwan Case Study"

1998, 42 pages, \$9.00. WP98AL1

Nathaniel Lichfield and Owen Connellan

"Land Value Taxation in Britain for the Benefit of the Community: History, Achievements and Prospects"

1997, 80 pages, \$14.00. WP98NL1

Jane H. Malme

"Preferential Property Tax Treatment of Land" (farms, forests and open space)

1993, 52 pages, \$14.00. WP93JM1

Koichi Mera

"The Failed Land Policy: A Story from Japan"

1996, 36 pages, \$9.00. WP96KM1

Attiat F. Ott

"Land Taxation and Tax Reform in the Republic of Estonia"

1997, 53 pages, \$14.00. WP97AO3

Attiat F. Ott

"Land Use, Population Structure and Farm Wealth in Pre-Soviet Estonia"

1997, 40 pages, \$9.00. WP97AO1

Attiat F. Ott and Kamal Desai

"Land Reform: Restitution and Valuation in the Republic of Estonia,"

1997, 62 pages, \$14.00. WP97AO2

Donald J. Reeb

"The Adoption and Repeal of the Two Rate Property Tax in Amsterdam, New York"

1998, 42 pages, \$9.00. WP98DR1

Koleman S. Strumpf

"Infrequent Assessments Distort Property Taxes: Theory and Evidence"

1998, 48 pages, \$9.00. WP98KS1

Nicolaus Tideman

"Taxing Land is Better than Neutral: Land Taxes, Land Speculation and the Timing of Development"

1995, 25 pages, \$9.00. WP95NT1



Program in Land Use and Regulation

POLICY FOCUS REPORTS

Open Space Conservation: Investing in Your Community's Economic Health

John Tibbetts

This report describes several techniques of delineating the economic value of open space, explaining their strengths and limitations. The report also analyzes the effectiveness, practicality and fairness of numerous tools used to finance open space conservation, such as impact fees, dedications of land, transfer fees, conservation easements and floodplain zoning. With this information, planners, developers, government officials, land trust representatives, homeowners, and citizens can think more strategically about preservation opportunities in their communities.

1998, 36 pages, paperback, \$14.00. PF007

Risks and Rewards of Brownfield Redevelopment

James G. Wright

Brownfields are abandoned, idled or under-used industrial and commercial facilities where expansion or redevelopment is complicated by real or perceived environmental contamination. The definition is broad and can cover an entire industrial zone or a single abandoned building. By some estimates, there are as many as 450,000 brownfields scattered nationwide. Some sites do present direct public health hazards, but in most cases the more serious threat is to the economic health of the host city due to lost jobs, abandoned industrial sites and the expansion of blighted neighborhoods. Ultimately, the private real estate market will determine how brownfields are reused, but it is necessary for government to act to protect the public interest.

1997, 32 pages, paperback, \$14.00. PF006

The New Urbanism: Hope or Hype for American Communities?

William Fulton

Since the early 1980s, a group of planners, architects and developers have been rebelling against "conventional" suburban development as practiced in the United States since the end of World War II. Once mostly theoretical, the New Urbanism movement is beginning to yield tangible results, as communities based on New Urbanist principles are being built all over the country. But, can these "designer" communities successfully compete in the complex financial and socioeconomic marketplace of the 1990s, and can they truly solve the problems of auto-oriented sprawl as the proponents claim?

1996, 32 pages, paperback, \$14.00. PF005

Alternatives to Sprawl

Dwight Young

As metropolitan areas across America absorb new residents and haphazardly planned business and retail development, the result is often the kind of sprawl associated with auto-dependent growth: traffic congestion, featureless low-density housing tracts, congested retail centers that lack aesthetic distinction, and the draining of vital resources from older city neighborhoods. These problems stem from the complex interaction of public policies and individual market-related decisions. Proposed alternative forms of growth that promote clustered housing and transit-oriented development offer promise, but still face stringent tests in the economic and political marketplaces.

1995, 32 pages, paperback, \$14.00. PF004

On Borrowed Land: Public Policies for Floodplains

Scott Faber

Flooding is a natural hydrologic occurrence, but flood-related damage to property and the risks to human life are exacerbated by urban growth and other intensive development in floodplains. The conventional response has been to construct ever-larger flood control systems, but floodplains are not fixed and they defy simply structural solutions. The report considers ecological, economic and legal issues of land use in floodplains through case studies of local responses to the disastrous 1993 floods in the Midwest, as well as other river basin management programs around the country. It suggests alternatives to making floodplains safe for development through locally based planning and flood hazard management in cooperation with regional, state and federal levels of government.

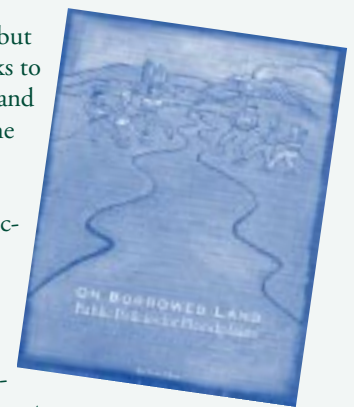
1996, 32 pages, paperback, \$14.00. PF003

Managing Land as Ecosystem and Economy

Alice E. Ingerson, editor

Environmentalists and resource users have banded together behind the common goal, or at least the common slogan, of "sustainable development." What are the economic, political and social costs of existing systems for conserving endangered species and wetlands? How would reform proposals for broad-scale habitat planning and mitigation reduce these costs? The report examines the fundamental questions of fairness and property rights, the "value" or relative benefits of natural systems and economic development, and balancing public participation with science to set policy priorities.

1995, 36 pages, paperback, \$14.00. PF001



Land Policy and Boom-Bust Real Estate Markets

Jonathan D. Cheney, editor



Land and real estate markets went on a roller coaster ride in the United States in the 1980s and early 1990s. The volatile combination of economic growth, demographic change, and federal tax and banking policies that stimulated this boom-bust cycle has affected regional economic performance, the affordability of housing and local governments' fiscal health. This report discusses whether and how local government should attempt to mitigate the effects of such cycles and examines a range of available land and tax policy tools.

1994, 32 pages, paperback, \$14.00. PF002

BOOKS

Using Assisted Negotiation to Settle Land Use Disputes: A Guidebook for Public Officials

Lawrence Susskind and the Consensus Building Institute

As land use issues become more complex, it is difficult for public officials to find ways to balance the contending forces of environmental protection, economic development and local autonomy. This Guidebook reports on a survey of 100 community efforts to resolve land use disputes through face-to-face negotiation assisted by a neutral party—either a facilitator or a mediator. The results of interviews with more than 400 people involved in these disputes are supplemented with five short case studies that illustrate how assisted negotiation has been used successfully in different community contexts. The Guidebook also answers frequently asked questions about the advantages and risks of using assisted negotiation and offers guidelines for selecting and working with a qualified facilitator or mediator.

1999, 24 pages, paperback, \$12.00. 134-4

Fortress America: Gated Communities in the United States

Edward J. Blakely and Mary Gail Snyder



Across the nation, Americans are “forting up”—retreating from their neighbors by locking themselves behind security-controlled walls, gates and barriers. This book studies the development and social impact of this rapidly growing phenomenon by exploring various types of gated communities and the reasons for their popularity. The authors examine the social, political and governance dilemmas posed when millions of Americans opt out of the local governance system by privatizing their environment. Copublished with Brookings Institution Press.

1997, 192 pages, hardcover, \$24.95. 1002-X

Metropolitics: A Regional Agenda for Community and Stability

Myron Orfield

Metropolitan communities across the country face similar problems: the concentration of poverty in central cities; declining older suburbs and vulnerable developing suburbs; and costly sprawl, with upper-middle-class residents and new jobs moving further and further out to a favored quarter. Exacerbating this polarization, the federal government has largely abandoned urban policy. This book tells the story of how demographic research, state-of-the-art mapping and pragmatic politics in the Twin Cities region of Minnesota built a powerful alliance that led to the creation of the area's widely recognized regional government and the enactment of land use, fair housing and tax-equity reform legislation. The author's analysis has important implications for metropolitan regions in other parts of the U.S. Copublished with Brookings Institution Press.

1997, 224 pages, hardcover, \$28.95. 6440-8

Land Use in America

Henry L. Diamond and Patrick F. Noonan

Since World War II and accelerating over the past 25 years, rapid population and economic growth has transformed the American landscape. Efforts to improve our approach to how land is used have not kept pace with improvements on other environmental fronts, such as air and water quality and the recovery of certain endangered species. The authors analyze the issues and present a ten-point agenda to help America's communities accommodate future growth in more environmentally sound and fiscally responsible ways. Also included are papers contributed by 12 leading figures in government, business, academia and the nongovernmental arena. Copublished with Island Press.

1996, 368 pages, paperback, \$26.95. 464-2

New Visions for Metropolitan America

Anthony Downs

Americans' preference for low-density development has generated severe traffic and pollution problems for central cities and has driven both urban and suburban housing prices beyond affordable levels. Downs offers thoughtful insights on the social and political problems facing metropolitan areas across the U.S. He proposes three alternative visions that reverse the trend to sprawl by emphasizing a regional sense of community rather than one oriented to a single jurisdiction. Copublished with the Brookings Institution.

1994, 256 pages, paperback, \$16.95. 1925-6

Land Conservation Through Public/Private Partnerships

Eve Endicott, editor

Public officials, citizen conservationists and land trust staff can learn from this anthology of case studies how many states and national agencies have collaborated with nongovernmental organizations to forge innova-

tive partnerships for land conservation. Contributors include: American Farmland Trust, The Nature Conservancy, The Trust for Public Land, National Park Service, U.S. Fish and Wildlife Service, and the states of New York, Rhode Island and Vermont. Copublished with Island Press. To order call 800/828-1302.

1993, 320 pages, paperback, \$24.95. 176-7

Regulation for Revenue: The Political Economy of Land Use Exactions

Alan A. Altsbuler and Jose A. Gomez-Ibanez with Arnold Howitt

The authors offer an insightful look at an increasingly important phenomenon in local government: the use of exactions and similar tools not just to regulate development but to fund infrastructure and essential services. Their analysis considers the social effects and overall fairness of such tools. Copublished with the Brookings Institution.

1993, 175 pages, paperback, \$12.95. 0355-4

The New Frontier for Land Policy: Planning and Growth Management in the States

John M. DeGrove with Deborah A. Mines

Starting with Florida in the mid-1980s, spanning the initiatives of Georgia, New Jersey, Maine, Rhode Island and Vermont, and ending with Washington state in 1990, this work summarizes programs now in use to manage and plan for growth at the state level. It remains important reading for policymakers in any state considering moving beyond local or metropolitan growth management strategies.

1992, 176 pages, paperback, \$18.95. 121-2

Regional Growth . . . Local Reaction: The Enactment and Effects of Local Growth Control and Management Measures in California

Madelyn Glickfeld and Ned Levine

What works and what doesn't in local balanced-growth policies for California? This book summarizes how 443 of the state's cities and counties dealt with problems caused by rapid growth in the 1970s and 80s. Numerous quick-reference maps, charts and graphs illustrate the distribution of different types of growth control measures throughout the state. The data are valuable resources in light of changing social and economic conditions in California in the late 1990s.

1992, 164 pages, paperback, \$15.00. 119-0

The Regulated Landscape: Lessons on State Land Use Planning from Oregon

Gerrit Knaap and Arthur C. Nelson

What can policymakers and citizens in other states learn from Oregon's two decades of innovative land use planning? A great deal. This book examines the effects of Oregon's comprehensive land use act on economic activity, housing, agriculture and land values. Urban

growth boundaries, public services planning and farmland protection are also analyzed.

1992, 243 pages, paperback, \$20.00. 120-4

Confronting Regional Challenges: Approaches to LULUs, Growth, and Other Vexing Governance Problems

Joseph DiMento and LeRoy Graymer, editors

Can rival community groups 'get to yes' when it is in the public's interest to resolve disputes arising from LULUs (locally unwanted land uses)? NIMBY responses to facilities such as landfills, prisons or low-income housing may be symptomatic of deeper problems confronting local governments. The collection of papers reviews case studies and offers strategies to resolve controversial land use decisions.

1991, 133 pages, paperback, \$17.50. 117-4

Retention of Land for Agriculture: Policy, Practice and Potential in New England

Frank Schnidman, Michael Smiley, and Eric G. Woodbury

The only complete state-by-state analysis of programs to conserve farmland in New England, this book shows that local support and active cooperation of farm owners are keys to success. In evaluating a broad range of farmland protection programs, the authors also examine the role of federal, state and municipal government.

1990, 358 pages, paperback, \$17.50. 109-3

Dealing with Change in the Connecticut River Valley: A Design Manual for Conservation and Development

Robert D. Yaro, Randall G. Arendt, Harry L. Dodson, and Elizabeth A. Brabec

This critically acclaimed manual uses striking perspective drawings, plans and photos to explain how a community can use creative planning guidelines to accommodate growth while preserving rural landscapes. Copublished with the Environmental Law Foundation.

1988, 182 pages, wirebound, \$30.00. DESMAN

Land Banking Revisited: Massachusetts Breaks the Mold

Jean O. Melious

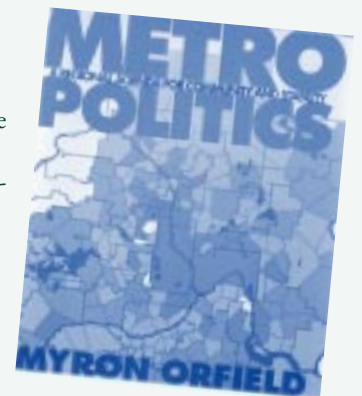
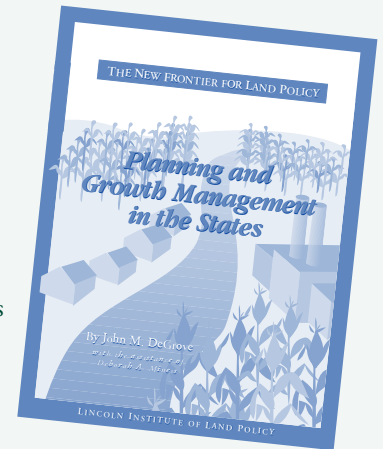
Land banking usually connotes large-scale government acquisition of property to control the pace and character of development. This study analyzes the innovative use of small-scale land banking to preserve open space and redevelop blighted urban areas.

1986, 51 pages, paperback, \$5.25. LPR-107

Affordable Housing Mediation: Building Consensus for Regional Agreements in the Hartford and Greater Bridgeport Areas

Lawrence E. Susskind and Susan L. Podziba

This report presents two case studies and a how-to



manual on the process of overcoming political obstacles to build a consensus for affordable housing.
1990, 144 pages, paperback, \$9.40. 113-1

Special Districts: The Ultimate in Neighborhood Zoning

Richard F. Babcock and Wendy U. Larsen

The authors present an informative, entertaining and often irreverent examination of the personalities, controversies and compromises that have created zoning districts around special areas in New York City, Chicago and San Francisco. They also share illuminating insights into the benefits and problems associated with this unique regulatory tool.

1990, 187 pages, paperback, \$15.00. 112-3

Building Together: Investing in Community Infrastructure

John P. Thomas and Kent W. Colton, editors

Infrastructure Financing Task Force Local officials and developers can use this innovative workbook to identify methods for financing

infrastructure equitably while helping to accommodate growth in their communities. Copublished with the National Association of Counties, National Association of Home Builders, Government Finance Research Center and Urban Land Institute.

1989, 131 pages, binder, \$25.00. BUILD

The Zoning Game: Municipal Practice and Policies

Richard F. Babcock

A classic of zoning literature, Babcock's astute and witty observations about American zoning as actually practiced still ring true today.

1966, 202 pages, paperback, \$14.50. 04094-1

The Zoning Game Revisited

Richard F. Babcock and Charles L. Siemon

More than a sequel, this rich and fascinating collection of case studies on local land use politics offers behind the scenes analysis of decisionmaking on zoning controls and land development in eight states.

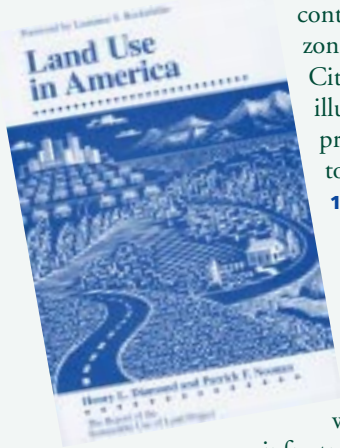
1985, 304 pages, paperback, \$14.50. 116-6

Urban Planning for Latin America: The Challenge of Metropolitan Growth

Francis Violich with Robert Daughters

The authors offer an historical, comparative perspective on urban planning in Latin America and suggest how urban policy could have a positive role in solving problems caused by rapid development.

1987, 435 pages, hardcover, \$26.25. 213-8



WORKING PAPERS

Alan Altsbuler

"The Governance of Urban Land: Critical Issues and Research Priorities"

1994, 36 pages, \$9.00. WP94AA1

Chang-Hee Christine Bae and Harry W. Richardson

"Automobiles, the Environment, and Metropolitan Spatial Structure"

1994, 24 pages, \$9.00. WP94CB1

Timothy Beatley

"Sustainable European Cities: A Survey of Local Practice and Some Lessons for the U.S."

1998, 126 pages, \$18.00. WP98TB1

Philip R. Berke and Jack Kartez

"Sustainable Development as a Guide to Community Land Use Policy"

1995, 34 pages, \$9.00. WP95PB1

Ann O'M. Bowman and Michael A. Pagano

"Urban Vacant Land in the United States"

1998, 78 pages, \$14.00. WP98AB1

Robert W. Burchell and David Listokin

"Land, Infrastructure, Housing Costs and Fiscal Impacts Associated with Growth: The Literature on the Impacts of Sprawl versus Managed Growth"

1995, 33 pages, \$9.00. WP95RB1

Chengri Ding, Gerrit Knaap and Lewis Hopkins

"Managing Urban Growth with Urban Growth Boundaries: A Theoretical Analysis"

1997, 30 pages, \$9.00. WP97CD1

Robert C. Einsweiler, et al.

"Managing Community Growth and Change" (including an overview and 3 bibliographies)

1992, 4 volumes, 97 to 179 pages each, \$56.00. WP92MCGC

Ann Forsyth

"Public Spaces in Metropolitan Context: Notes on Regulation and Measurement Issues"

1998, 114 pages, \$18.00. WP98AF1

Charles H. W. Foster

"The Environmental Sense of Place: Precepts for the Environmental Practitioner"

1995, 20 pages, \$9.00. WP95CF1

Yu-Hung Hong

"Communicative Planning Approach Under an Undemocratic System: Hong Kong"

1998, 34 pages, \$9.00. WP98YH2

Gerrit J. Knaap, Lewis D. Hopkins, and Kieran Donaghy
“Do Plans Matter? A Framework for Examining the
Logic and Effects of Land Use Planning”

1994, 24 pages, \$9.00. WP94GK1

Gerrit J. Knaap, Lewis D. Hopkins, and Arun Pant
“Does Transportation Planning Matter? Explorations
into the Effects of Planned Transportation Infrastruc-
ture on Real Estate Sale, Land Values, Building
Permits and Development Sequence”

1996, 45 pages, \$9.00. WP96GK1

George W. Liebmann
“Land Readjustment for America:
A Proposal for a Statute”

1998, 28 pages, \$9.00. WP98GL1

Robert J. Lilieholm and Aaron R. Kelson
“Buffers and Natural Areas:
A Review of Issues Related to Wilderness”

1996, 45 pages, \$9.00. WP96RL1

Barry Wood
“Vacant Land in Europe”

1998, 124 pages, \$18.00. WP98BW1

Program in Land Values, Property Rights and Ownership

BOOKS

The Value of Land: 1998 Annual Review

Based on the first Chairman’s Roundtable held at the Lincoln Institute in October 1997, this first Annual Review explores wide-ranging land use and taxation issues with a small group of internationally respected scholars and policymakers. To supplement edited excerpts from the roundtable dialogue and to provide a deeper analysis of several key themes and diverse points of view that arose out of the discussion, five participants contributed short essays. These articles highlight current thinking about the social and economic impacts of sprawling urban development, recent experiences with regional governance systems, the controversial issue of metropolitan tax base sharing, and the role of informal land and housing markets in developing countries.

1998, 36 pages, paperback, \$10.00. 132-8.

Land Use and Taxation: Applying the Insights of Henry George

H. James Brown, editor

Can today’s researchers and policymakers effectively draw on the ideas of nineteenth-century philosopher Henry George to help solve twenty-first century problems? This compendium presents eight essays by scholars from varied disciplines who demonstrate that

many of George’s ideas about land use and taxation are still valuable today. When George published his most famous book, *Progress and Poverty*, in 1879, the United States had no zoning laws, no income taxes, and only two national parks. George could not have anticipated all the changes in real estate development, public finance and property rights in the 120 years since he wrote on these subjects. Yet policymakers still face Henry George’s fundamental challenge—to balance private property rights and public interests in land.

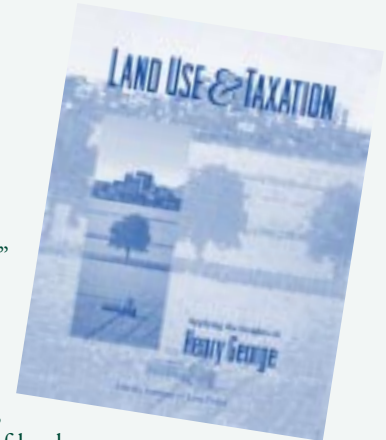
1997, 106 pages, paperback, \$12.00. 124-7

Progress and Poverty

Henry George

Subtitled “An Inquiry into the Cause of Industrial Depressions and of Increase of Want with Increase of Wealth...The Remedy,” this classic book presents George’s theories based on the concept that equality of access to land is the principal solution to economic injustice. George, a champion of individual freedom, proposed removing all taxes on labor, business and trade, and to tax only the value of land. He argued that the income from this single tax would both provide enough revenue for government and reduce speculation, thus benefiting both the individual and the community. Published by the Robert Schalkenbach Foundation, 149 Madison Avenue, Suite 601, New York, NY 10016-6713.

1992 (1879), 616 pages, paperback, \$14.00. 58-7



Methodology for Land and Housing Market Analysis

Gareth Jones and Peter M. Ward, editors

The aim of this innovative book is to bring methods of land-market and land-price analysis to the foreground. A dozen case studies on housing and land markets in Africa and Latin America and a community in California examine how the research design and methodology can shape the analysis of the problems and led researchers to certain frameworks, conclusions and policy prescriptions. The book also critiques international assistance programs for housing and urban development. Copublished with UCL Press.

1994, 288 pages, hardcover, \$37.95. 123-9

Rethinking the Development Experience: Essays Provoked by the Work of Albert O. Hirschman

Lloyd Rodwin and Donald A. Schon, editors

In critically reappraising Hirschman’s ideas about social learning and economic development, 12 distinguished economists, development theorists, social scientists and practitioners show how his innovative ideas bear on the theory, policy and practice of development in the 1990s. Copublished with the Brookings Institution.

1994, 369 pages, hardcover, \$44.95. 7552-0; paperback, \$19.95. 7551-2

**The Story of Land:
A World History of Land Tenure
and Agrarian Reform**

John P. Powelson

How did our current understanding of land ownership come about in different parts of the world? This book traces the evolving rights and obligations linked to the land and its various uses, spanning the centuries from ancient Mesopotamia, Egypt, Greece and Rome to the modern era in Europe, Latin America, Africa and Asia.
1988, 347 pages, hardcover, \$30.00. 218-9

WORKING PAPERS

Edesio Fernandes

“Access to Urban Land and Housing in Brazil: Three Degrees of Illegality”
1997, 40 pages, \$9.00. WP97EF1

Mason Gaffney

“Land as a Distinctive Factor of Production”
1995, 41 pages, \$9.00. WP95MG1

Fred Harrison and Galina Titova

“Land-rent Dynamics and the Sustainable Society”
1997, 78 pages, \$14.00. WP97FH1

Yu-Hung Hong

“Can Leasing Public Land Be an Alternative Source of Local Public Finance?”
1996, 34 pages, \$9.00. WP96YH2

Yu-Hung Hong and Alven H.S. Lam

“Opportunities and Risks of Capturing Land Values under Hong Kong’s Leasehold System”
1998, 42 pages, \$9.00. WP98YH1

Ayse Pamuk

“Informal Institutional Arrangements in Credit, Land Markets, and Infrastructure Delivery in Trinidad”
1998, 38 pages, \$9.00. WP98AP1

C. Ford Runge, M. Teresa Duclos,

John S. Adams, Barry Goodwin, Judith A. Martin and Rodrick D. Squires
“Government Actions Affecting Land and Property Values: An Empirical Review of Takings and Givings”
1996, 58 pages, \$14.00. WP96CR1

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Please check the appropriate categories below so we can send you additional material of interest.

- | | | | |
|--|---|--|---|
| <p>1. Profession
(check one)</p> <p>___ Architect/Landscape architect/ Urban designer (20)</p> <p>___ Assessor/Appraiser (01)</p> <p>___ Banker/Lender (07)</p> <p>___ Business executive (11)</p> <p>___ Computer analyst/ Specialist (02)</p> <p>___ Conservationist (04)</p> <p>___ Developer/Builder (05)</p> <p>___ Economist (06)</p> <p>___ Other social scientist (14)</p> <p>___ Engineer (19)</p> <p>___ Environmentalist (23)</p> <p>___ Finance officer (24)</p> <p>___ Government executive or staff (10)</p> <p>___ Journalist (08)</p> <p>___ Judge/Other judicial official (17)</p> | <p>___ Lawyer (09)</p> <p>___ Legislator/Council/ Commissioner/Staff (13)</p> <p>___ Librarian/Archivist (16)</p> <p>___ Planner (12)</p> <p>___ Real estate broker/ Agent (18)</p> <p>___ Tax administrator (15)</p> <p>___ Other (99)</p> <p>2. Type of organization/affiliation
(check one)</p> <p>___ Local/County government (LG)</p> <p>___ State/Provincial government (SG)</p> <p>___ Regional government (RG)</p> <p>___ Federal/National government (FG)</p> <p>___ Professional or Consulting firm (PC)</p> | <p>___ Business or industry (BS)</p> <p>___ Educational Institution (ED)</p> <p>___ Other nonprofit (NP)</p> <p>___ Student (ST)</p> <p>___ Other (99)</p> <p>3. Areas of interest
(check up to four)</p> <p>___ Capital financing (10)</p> <p>___ Economic/Community development (21)</p> <p>___ Ethics of land use (03)</p> <p>___ Governance and public management (30)</p> <p>___ Growth management (04)</p> <p>___ Housing (18)</p> <p>___ Land data systems (07)</p> <p>___ Land economics (09)</p> <p>___ Land law and regulation (11)</p> <p>___ Land policy: Int'l. comparisons (05)</p> | <p>___ Land and tax policy in Latin America (25)</p> <p>___ Natural resources & the environment (02)</p> <p>___ Open space (33)</p> <p>___ Public facilities and services (22)</p> <p>___ Real estate development (08)</p> <p>___ Rural planning (31)</p> <p>___ Tax policy: Int'l. comparisons (29)</p> <p>___ Tax and revenue systems (13)</p> <p>___ Transportation (23)</p> <p>___ Urban design (26)</p> <p>___ Urban planning (14)</p> <p>___ Valuation/ Assessment/Appraisal (28)</p> |
|--|---|--|---|

Please mail or fax this form (with your check or credit card information) to:

LINCOLN INSTITUTE OF LAND POLICY

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