



ENTITLEMENT

TIPS FOR TURNING CHALLENGES INTO VICTORIES

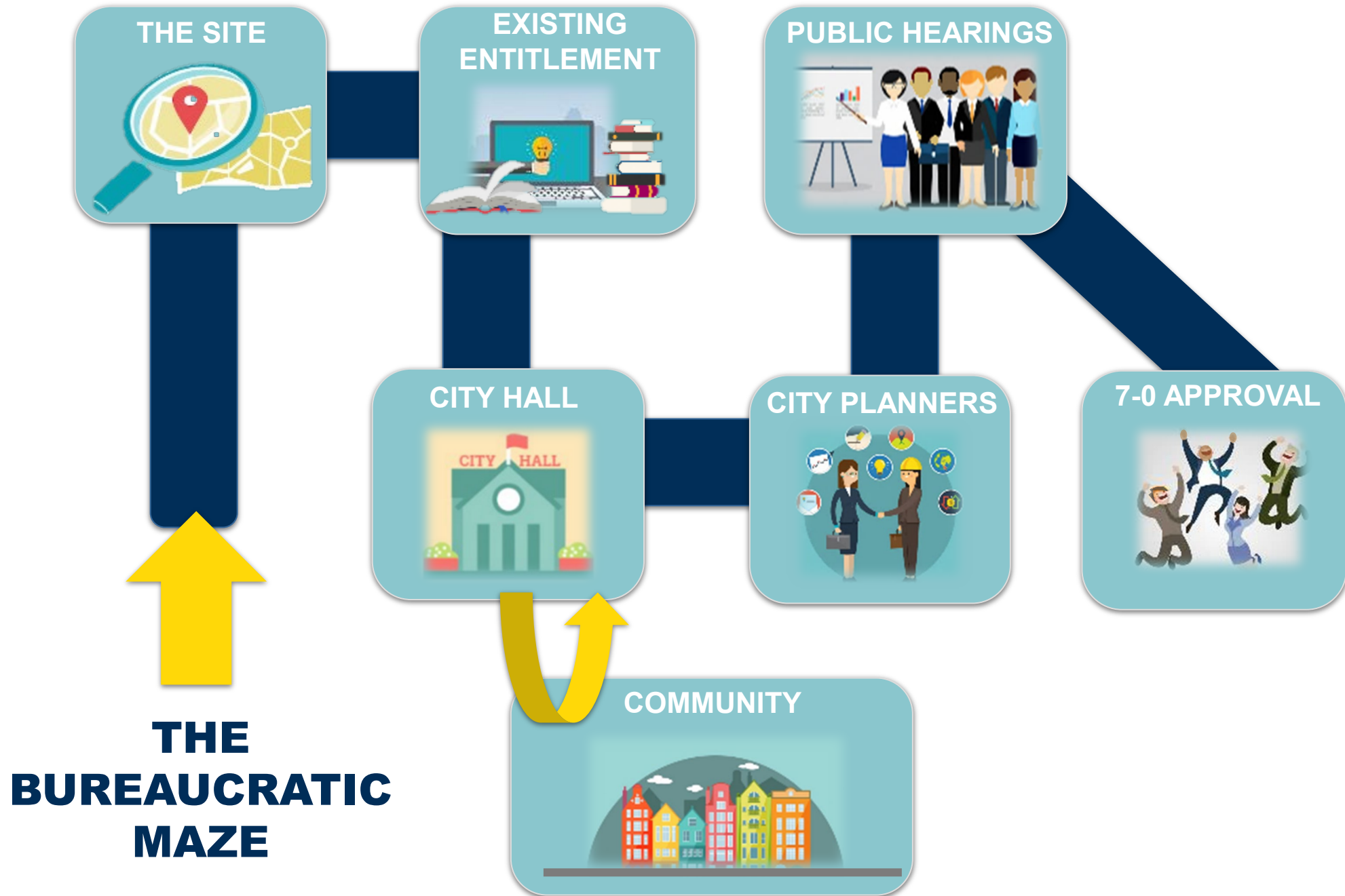
LAI ORANGE COUNTY

PRESENTED BY CORALEE NEWMAN

January 20, 2022



ENTITLEMENT PROCESS



MAJOR *to* MINOR

- General Plan Amendments
- Zoning Regulations
- Subdivision Maps
- Master Plans/Site Plans
- Conditional Use Permits
- Code Compliance Review
- Building Permits
- Occupancy Permits

KEY POLICY & REGULATIONS

GENERAL PLAN

Set goals to guide its future build out, establishing required infrastructure, zoning and uses regionally and on each land parcel

ZONING

A tool to implement the General Plan. It divides the community into districts and prescribes (Development Standards) what can and can not be built on each parcel

LOCAL INITIATIVES

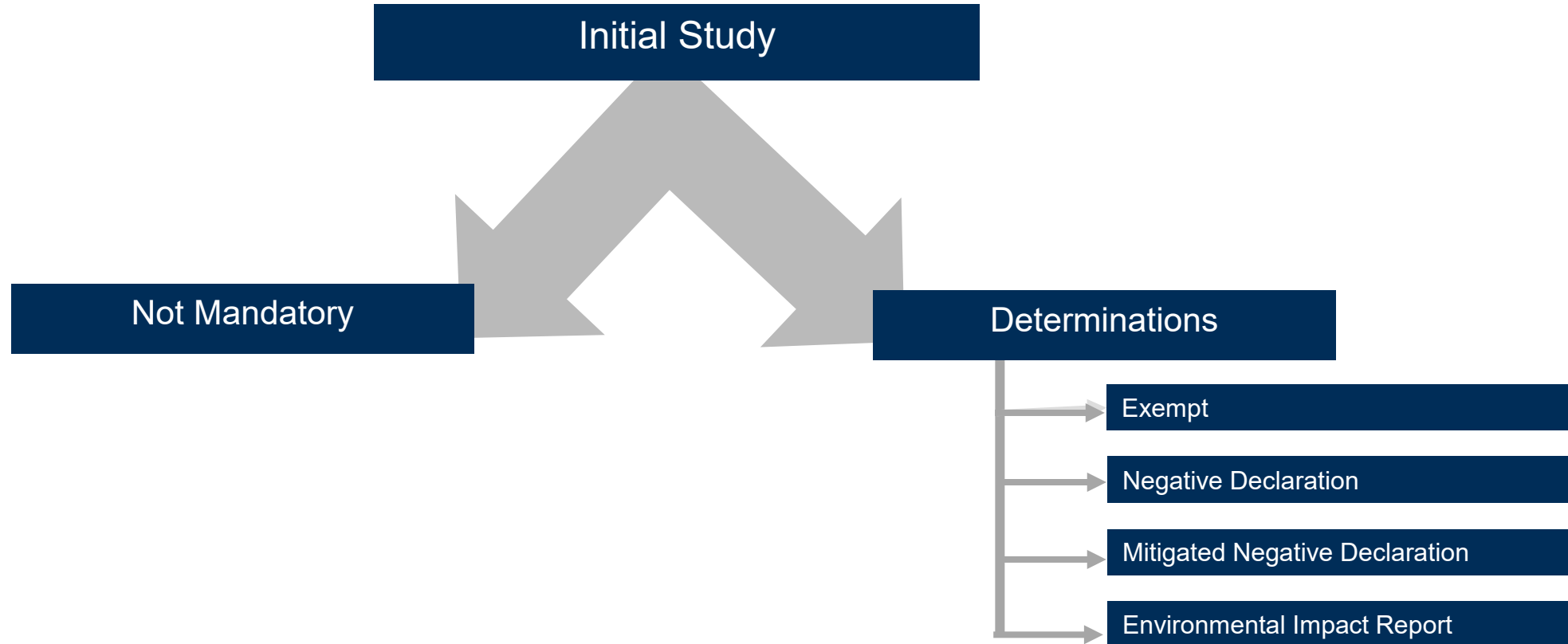
STATE MANDATES

RHNA

SB9, SB10

CEQA

Environmental Review



SITE SPECIFIC REGULATIONS

Conditional Use Permits - Ability to permit certain uses that might not otherwise be allowed, as long as the applicant agrees to certain conditions.

CREVIER CLASSIC CARS

EVENT SPACE

CITY OF COSTA MESA

Planning Commission Public Hearing

Monday, November 8, 2021





 CREVIER CLASSIC CAR COMPANY

CREVIER CLASSIC CARS





7 TIPS *for* **ENTITELEMENT SUCCESS**

- ① VISIT THE SITE
- ② BUILD RAPPORT WITH CITY STAFF, COMMUNITY, & DECISION MAKERS
- ③ CRAFT A SUPPORTABLE POSITION
- ④ SOFT ON PEOPLE – HARD ON ISSUES
- ⑤ PEOPLE HEAR WHAT THEY SEE
- ⑥ BE AN EXTRAORDINARY PROBLEM SOLVER
- ⑦ TIME + INFORMATION = POWER

VISIT THE SITE

- Ask Questions
- Listen Actively
- Probe beneath statements of position
- Hypothesize regarding actual interests
- Check your understanding of interests and desirable solutions
- Take Notes

4024 CHANNEL PLACE

City of Newport Beach
Planning Commission Public Hearing
July 9, 2015





Forty Twenty Four

6550

Forty Twenty Four
4024
4024

4024

BUILD RAPPORT

2

CITY STAFF, COMMUNITY &
DECISION MAKERS

Invest in building rapport
rather than jumping directly to the substance.



LAY THE FOUNDATION FOR A SUPPORTABLE POSITION

3

Good developers don't take positions – They craft them
carefully putting in place the supporting planks
with an eye to making the resulting edifice robust yet flexible



RESIDENCES

AT NEWPORT CENTER

PROJECT STATS

Existing Site – Carwash located on Newport Center Drive

Total Lot Area 54,959 SF

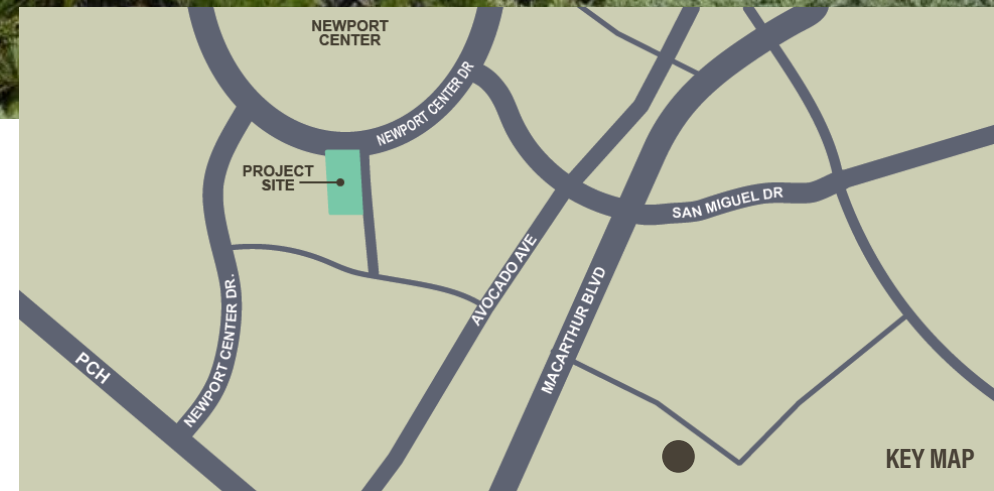
Approximately 1.26-AC

- 4 Stories of Residential
- 28 Luxury Condominiums
- 2 Levels of Underground Parking
 - 83 Total Parking Spaces
- 15,830 SF Open Space



EXISTING VIEW

Harbor View Hills Community – Crown Dr. & Ebbtide Rd.
(EIR – Existing View 1)



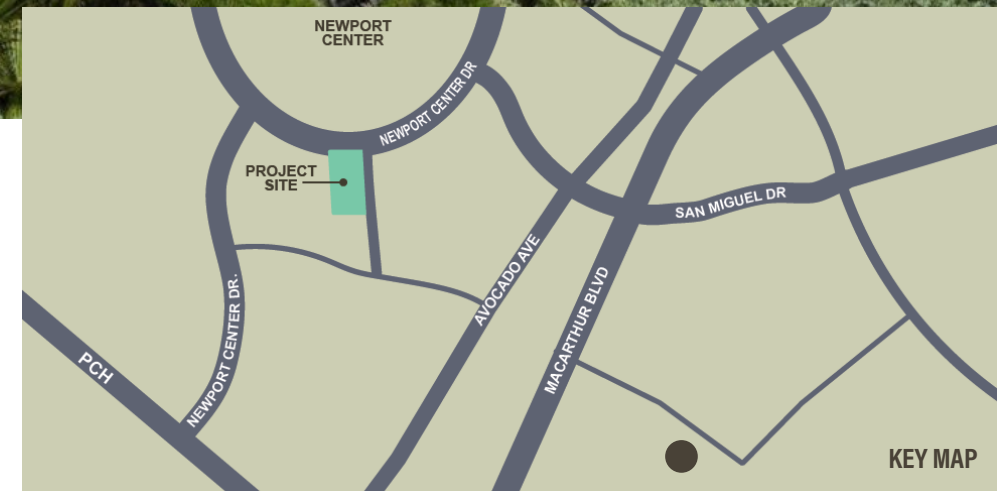
KEY MAP



Residences at Newport Center

PROPOSED VIEW

Harbor View Hills Community – Crown Dr. & Ebbtide Rd.
(EIR – Proposed View 1)



KEY MAP



PERSPECTIVE FROM ANACAPA

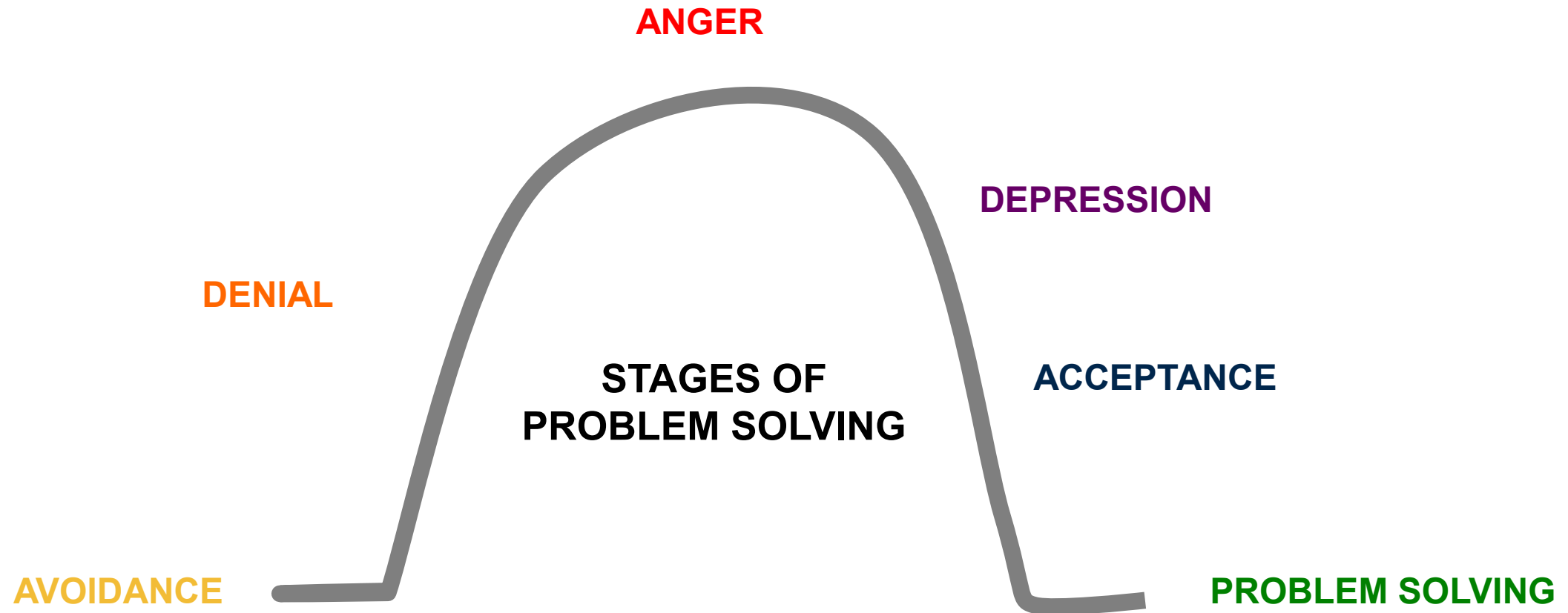
SOFT ON PEOPLE HARD ON ISSUES

4

- **Be Unconditionally Constructive**
- **Accept the people; Treat them with respect.**
- **Seek to Understand Their Views**
- **Explore the Merits Together, Side-by-Side:**
Separate the parties from their arguments and actions.
- **Speak for yourself, not for them**
- **Don't Argue, Step to their Side**
- **Agree Whenever You Can**

SOFT ON PEOPLE HARD ON ISSUES

4





CONCORDIA
UNIVERSITY IRVINE

Adapt & Improve



CUP Modification & Zone Change
Irvine City Council

APRIL 25, 2017



Existing Campus Aerial





Community Outreach

OCT 2013 - FEB 2017

20 Meetings with Concordia East and Concordia West

NOV 2016 - DEC 2016

3 Meetings held with Turtle Rock Homeowners

(Communities that commented on Draft Environmental Impact Report)

- Meeting Invitations Sent: 1,472

DEC 2016 - MAR 2017

35,000 Mailers Sent to Surrounding Neighborhoods

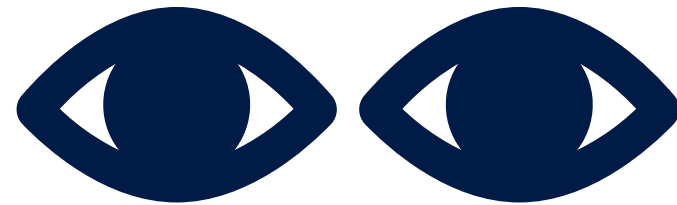
“Adapt & Improve” Interactive Website

- 73 Emails from Irvine residents supporting the plan
- 4 Emails from Irvine residents opposing the plan

Supporter Postcards Mailed to City of Irvine

- 135 Postcards from Irvine residents supporting the plan

PEOPLE HEAR WHAT THEY SEE



SOUTH COAST WATER DISTRICT

Tunnel Stabilization
& Sewer Pipeline Replacement

2 Mile Tunnel

Completed May 1, 2021



SOUTH COAST
WATER DISTRICT



TUNNEL REPAIR PROJECT



SOUTH COAST
WATER DISTRICT

BE AN EXTRAORDINARY PROBLEM SOLVER

- “Help me understand your needs. Why?”
- “What would be wrong with...?”
- “Why Not?”
- “What if...?”
- “Under what circumstances could you agree?”

BE AN EXTRAORDINARY PROBLEM SOLVER

- “How would you solve this problem?”
- “What would you do if you were in my shoes?”
- “How did you arrive at this figure?”
- “How are others handling this same problem?”



93-ACRE

General Plan & Specific Plan Amendments for

1,124,313 SF of retail, office and industrial and 192 residential units

HOME RANCH

C.J. SEGERSTROM & SONS



HOME RANCH

C.J. SEGERSTROM & SONS



HOME RANCH

C.J. SEGERSTROM & SONS

7

TIME + INFORMATION = POWER





JOHN WAYNE AIRPORT AREA - BIRDSEYE VIEW



UPTOWN NEWPORT – MASTER SITE PLAN

25 ACRES

1,244 RESIDENTIAL UNITS

11,500 S.F. RETAIL

UPTOWN
NEWPORT



UPTOWN NEWPORT – MASTER SITE PLAN

25 ACRES

1,244 RESIDENTIAL UNITS

11,500 S.F. RETAIL

UPTOWN
NEWPORT



ONE UPTOWN NEWPORT
BIRDS EYE PHOTO FROM JAMBOREE RD

UPTOWN
NEWPORT



PARKHOUSE RESIDENCES EXTERIOR RENDERING

UPTOWN
NEWPORT



PARKHOUSE RESIDENCES PHOTO OF GREAT ROOM

UPTOWN
NEWPORT



PARKHOUSE RESIDENCES PHOTO OF PRIVATE DECK

UPTOWN
NEWPORT



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