

## Project Siting & Property Acquisition

Project siting and property acquisition are the crucial first steps in redevelopment projects, and as such require a deep understanding of local land use, zoning, and environmental regulations. Our team guides both private and public entities, including developers, investors, business owners and municipalities, through this foundational phase, helping them secure the right property on the right terms to mitigate risk and ensure a project's viability. We strategically partner with clients to provide comprehensive legal counsel that transforms a potential site into a shovel-ready opportunity. Our services are designed to protect our clients' interests and lay a solid groundwork for the entire development lifecycle.

Greenbaum's services related to project siting and property acquisition include an in-depth analysis of a property's zoning and its relationship to a municipality's Master Plan, which includes permitted uses, dimensional requirements, and the specific approvals and variances that may be required. We manage the due diligence process to uncover potential liabilities, including title review, environmental assessment, and all site-specific physical constraints and regulatory hurdles. When a site is green-lighted, we handle the full spectrum of services related to property acquisition, including the negotiation and drafting of purchase and sale agreements, providing guidance on funding options and tax incentives, and closing the transaction. We have dedicated expertise related to the unique legal issues involved in acquiring property with a designated "area in need of redevelopment" and in securing approvals from redevelopment agencies. Our experience also includes structuring transactions for large-scale projects that require the phased acquisition of multiple parcels of land.

### Practice Leader

A professional headshot of Steven G. Mlenak, a man with a beard and short hair, wearing a dark suit, white shirt, and patterned tie. The background is a soft, out-of-focus light green and white.

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## Practice Team

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