

Who Gets What When the Project is Sold

- General approach to exit:
 - No global approach to 15 year exits
 - Multiple objectives/perspectives to consider
 - Tax, Book, Relationship & Community impacts



What is required from Developer?

- Start conversations of exit plans early
- Provide exit options and impact under scenarios considered
- Valuation of property, factoring in all relevant land use restrictions
- Quantify exit taxes if any
- Capital needs assessments
- Early exit – Guarantee of compliance

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- Obtain necessary approval and consents (lenders)

