



Meet Florida's TOP REAL ESTATE LAWYERS

Commercial real estate has become increasingly complex, with myriad rules, regulations and various factions impacting whether a project becomes reality or advances little beyond an idea. In this issue, Real Estate Florida profiles some of the state's most prominent real estate attorney's, getting their thoughts on a range of issues affecting developments and deals throughout the Sunshine State.

Compiled by Carl Cronan



Steven P. Kushner

Shareholder

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Background: More than 25 years of experience, from large firms to solo practice.

Practice areas: Real estate, transactions, developer representation, lending and finance and corporate law.

Notable transactions: Acquisition of a 2,200 acre agricultural tract near Caloosahatchee River, purchase of a golf course by a 7,000 member timeshare condominium association.

On market conditions: I believe that most regional and local markets will bump along until summer, when we will see another serious drop in activity. Market adjustment and a more favorable lending environment will bring both vulture funds and legitimate developers to center stage.

On entitlements: Economic factors will ultimately engender a greater degree of approvability to the entitlement arena. The development slow down will mitigate against concurrency concerns and the need for revenue enhancement at local levels is likely to become a driver for greater latitude as to permitting.

On concurrency: Development agreements providing revenue sourcing will have to accompany slow economic rebound. To the extent that governmental funding exists, this will be a good time to build deferred infrastructure.

On environmental or "green" issues: Government initiatives, whether in the form of mandates for government owned or government leased commercial space, or accelerated or enhanced permitting, will prove to be a significant driver for sustainable development. Failing to at least consider green development is unreasonable short sighted.