

Assembling & Managing Housing Development Teams



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Why is it important?

- Mitigates risk
- Minimizes cost
- Maximizes quality
- Key to project success



Key Team Members

- Architect
- Engineer
- Contractor
- Consultants
 - Environmental
 - Development
 - Specialized
- Attorney
- Property Manager



Roles

- Architect
 - Idea to Design
 - Design to Completion
- Contractor
 - All material, labor, equipment and services necessary to build the project
 - Manage subcontractors
- Consultants
 - Providing specialized expertise



Roles

- Owner/Developer
 - Holding the “big picture” of budget, timelines, representations
 - Securing funding and approvals
 - Assembling and managing entire team
 - Final decision-maker



What to look for in Key Team Members

- Experience
- Depth
- Relationships
- Fee Structure
- “Chemistry”



What to look for in a Partner

- **Experience**

- Understanding of peculiar constraints of municipality, Connecticut
- Proven experience working well within these constraints with other partners
- Works well with, and accept input from, people in the community where the project will be built
- Able to create quality projects on time and within tight budgets.
- Represents projects' interest



What to look for

- **Relationships**
 - Owner
 - Lenders
 - Other team members
 - Residents
 - Local community



What to look for

- **Depth**
 - Experience
 - Housing
 - Public funders
 - Community process
 - Specific population(s)
 - Redundancy
 - Problem-solving
 - Other partnership experience



What to look for

- **Fee Structure**
 - Fixed Fee
 - Architect
 - Contractor
 - Property Manager
 - Hourly
 - Consultants
 - Change orders
 - Liquidated Damages



What to look for

- **“Chemistry”**
 - Mission/Vision/Values
 - Preferred Communication style
 - Conflict resolution
 - Is it a match?



Helpful Tools

- Regular Communications
- Good Contracts
- Owner's Representative
- Future relationships



Final Thoughts

- Honestly evaluate your experience and capacity
- Pay attention to personal style
- Ask around

