



KEY ROLES IN COHOUSING DEVELOPMENT

Developer: Wonderland Hill Development Company

- Vision of what the project can become.
- Expertise – understands the development process, risks.
- Business Perspective of what it takes for successful development and is less emotionally attached.
- Project management – able to defer payment.
- Financing – access to predevelopment cash and construction financing.
- Credibility – to attract investors and obtain bank financing.
- Used to taking risks and not getting paid unless project is successful.

Investors:

- Cash investments – to finance site purchase and predevelopment project costs. Expect return on investment commiserate with risks taken unless they have other incentives, such as being part of community.

Project Manager:

- Point person – manages and coordinates day-to-day work of development. May be developer, staff person of developer, or consultant. (See outline of Development Project Management Services).

Architects and other consultants (civil engineer, structural engineer, attorney, etc.)

- Consultants provide work to get the project done.
- WHDC works closely with the architect and the other consultants.
- Typically paid for work as it is done (monthly invoices), regardless of success of project.

General Contractor/Builder:

- Gets project built per construction drawings and specifications, including all hiring and coordination of subcontractors (of which there are many).
- Typically “bids” projects at set price to build what is in the drawings and specifications. If it’s not in the drawings and specifications (i.e. documented), it’s not in the bid.

Cohousing Group:

- Build the social community – you can hire developers and facilitators, but you can't hire community.
- Marketing, marketing, marketing – strong, cohesive groups are the best sellers of community.
- Develop strong group process skills so that you can speak as one voice and provide timely decisions that hold.
- Support the development process by 1) providing political support during the planning approval process, and 2) working with the professionals to provide feedback in a timely and deliberate format about what the group wants and can afford.
- Financial investment – putting your hard earned money up to back your values speaks very strongly to potential investors and financing institutions. If you aren't willing to take some financial risks, don't expect anyone else to do it for you. The more investment the group can raise, the less the group needs to raise money from people ultimately less committed to the long term success of the project.

DEVELOPMENT PROJECT MANAGEMENT SERVICES

Wonderland Hill Development Company provides development project management services. Unlike most development professionals, we are used to working with resident groups and utilizing the talents and resources within them. In the development project management realm, we provide the following services:

- Site and project feasibility studies including defining physical and financial perimeters for a potential site and/or project.
- Determining the best development scenario for a project, including working out specific scenarios and an investment/returns plan.
- A detailed understanding of how the most successful developer/group relationships have been put together.
- Point person – to coordinate between community, consultants, government agencies, banks and potential investors/contributors.
- Look at the whole project (the "big picture") to make sure all the pieces line up and foresee issues before they become problems.
- Keep project on time and within budget, or at least keep everyone apprised as to how decisions will effect time and budget.
- Be a consistent contact for city agencies, consultants, and lenders.
- Assist and coordinate internal and external communication.
- Continually update the budget as the project evolves. Keep community informed of status.
- Coordinate the planning approval process: put together applications and follow process.

- Put project together and push through City and State agencies including Project Approval and subdivision process.
- Educate and update community about the development process.
- Recommend and negotiate contracts with consultants. Manage and coordinate consultants.
- Arrange for construction and permanent financing, put together financial package.
- Assist group in analyzing financing options.
- Consult on investment packages. Assist in finding outside investors as needed.
- Coordinate sales contracts and closing of permanent loans.
- Provide professional credibility (as well known Cohousing experts).
- Provide project bookkeeping.
- Consult community on group process and decision making, and provide the facilitation services.
- Consult and assist in implementing a marketing plan including developing effective materials such as project flyers, brochures, pres releases and ads.
- Consult on legal contracts and managements documents (from a business and community perspective – not as an attorney).