

MHP Development Primer

DEFINING THE PROJECT	SELECTING THE DEVELOPMENT SITE	ASSEMBLING THE TEAM	ASSESSING RISK AND FEASIBILITY	FINANCING THE PROJECT	LEGAL ISSUES	DESIGNING THE PROJECT	GETTING THE PROJECT BUILT	MARKETING THE PROJECT
Setting Goals	Identifying Potential Sites	Developer	Site Feasibility	Equity	Forming a Development Entity	Site Design	Contractor Duties	Sales
Assessing Needs	Land	Attorney	Physical Characteristics	LIHTC	Contract Negotiations	Design Phases	Construction Management	Marketing Channels
Target Population	Existing Structures	Tax Expert	Utilities and Infrastructure	Other Forms of Equity	Professionals	Conceptual design	Hiring a Contractor	Selection Process
Eligibility Requirements	Town Property	Architect	Water	Construction Financing	Financing	Schematic	Construction Monitoring	Using a Realtor
Ownership	Assessing Risk & Feasibility	Landscape Architect	Sewer	Permanent Financing	Construction Contract	Design Development		Rentals
Rental	Gaining Site Control	Engineer	Roads	Rental Projects	Permitting	Working Drawings		Marketing Channels
Elderly	Negotiating for Purchase	Civil	Soils	Ownership Projects	40B	Working with Your Design Team		Selection Process
Special Needs	Property Survey	Structural	Assessment of Site Costs	Freddie Mac/ FannieMae	LIP	Engineering		
Evaluating Internal Capabilities	Appraisal	Mechanical	Environmental Feasibility	Special Financing	Closings			
Setting Project Parameters	Acquiring the Property	Environmental	Preliminary Assessment	Bridge Financing	Other			
Project Type	Go/ No Go Decision Point	Financier/ Lender	Radon	Gap Financing	Covenants			
Project Location		Syndicator	Political Feasibility	Soft Second Financing	Easements			
Project Size		Contractor	Title and Deed Restrictions	Subsidies				
Income/ Price Parameter		Other	Regulatory Analysis	HOME				
Go/ No Go Decision Point		Appraiser	Zoning	CDBG				
		Market Analyst	Wetland/ Conservation Restrictions	FHLB				
		Planner	Principles of Sustainable Development	Other				
		Inspector	Political Environment	Securing Financing Commitments				
		Accountant	Market Feasibility	Preparing a Proposal				
		Marketing Agent	Market Demand Assessment	Funding Rounds				
		Property Manager	Financial Feasibility	Go/ No Go Decision Point				
		Hiring the Team	Estimating Realistic Project Revenue					
		Preparing an RFP	Estimating Realistic Project Costs					
		Outreach and Selection Process	Pro Forma/ Budget					
		Evaluating Proposals	Determining Property Value					
		Go/ No Go Decision Point	Existing Structures					
			Structural Analysis					
			Go/ No Go Decision Point					