

Key Questions to Ask When Considering a Co-Development Relationship

NC Community Development Initiative Grantee Retreat

January 31, 2008

1. What is the project?
2. What competencies and/or resources will be required to successfully complete the project from start to finish?
3. What specific competencies and/or resources does your organization bring?
4. What are the specific gaps (competencies and/or resources) that you need to fill by working with a co-developer?
5. What process should be used to identify potential co-development partners?
6. What is the best structure for the project and co-development relationship: contractual or “partnership”?
7. What specific assets does the co-developer bring to the relationship and the project?
8. What specific and relevant experience does the co-developer bring to the relationship and the project?
9. What assets and experience does your organization bring to the relationship and the project?
10. How should these respective assets and experiences be valued?
11. What is the co-developer looking for out of the relationship and the project?
12. What leverage do you bring to the negotiating table?
13. What impact, if any, will the project and/or the co-development relationship have on your organization’s tax-exempt status?

Some Due Diligence Suggestions:

1. Use a Competitive Selection Process
2. Google Search
3. Judgment/Lien Searches
4. Check References
5. Review Financial Statements
6. Review Licenses and Other Required Governmental Approvals
7. Build a Personal Relationship