

Partners in Development

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Overview



- **What Developers Bring to the Table**
- **Finding a Development Partner**
- **Vetting Developers**
- **What Makes a Good Municipal Partner**

What Developers Bring to the Table

Developers operate at the critical intersection of vision and feasibility



What Developers Bring to the Table

- **Building and Property Management**
- **Securing Financing**
 - **Complex Process**
 - **Knowledge**
 - **Multiple Financing Programs**



What Developers Bring to the Table



- **Navigate through Planning and Zoning and Permit Approval Processes**
- **Experience Matters**
- **Partner with Other Public Agencies**
- **Services and Vouchers**

**Health and Human Services
Division of Developmental Disabilities
Veterans Affairs**

Finding Development Partners



- **Request for Proposals (RFPs)
Request for Qualifications (RFQs)**
- **Trade Associations**
- **Public Partners**
- **Housing Consultants**
- **Similar Municipalities**

Finding Development Partners

- **RFPs**



- **Description of the Site**
- **Type Disposition (sale or lease)**
- **Target Population, Type of Housing and Level of Affordability**
- **Design Guideline**
- **Evaluation Criteria**
- **Submission Requirements**

Finding Development Partners

- **RFQs**



- **Scope of Service and Developer Responsibilities**
- **Minimum Qualifications**
- **Submission Process**
- **Evaluation Criteria**
- **Outline Experience (number of projects etc.)**
- **Submission Requirements (financials etc.)**

Finding Development Partners

Trade Associations

Housing and Community Network of NJ

<https://www.hcdnnj.org/network-members>



Affordable Housing Professionals

<https://ahpnj.org/resources/directory>



Supportive Housing Association of NJ

<https://www.shanj.org/member-directory/>



Finding Development Partners

Public Partners

NJ Housing Mortgage Finance Agencies

[TC Reservation List](#) Tax Credits 4%

[NJHMFA Awards](#) Tax Credits 9%



NJ Department of Community Affairs

[Recent DCA Awardees](#)



Local Housing Authorities

Finding Development Partners



- **Housing Consultants**
- **Similar Municipalities**
- **Professional Network**

Vetting Developers

Due Diligence: The investigation or exercise of care that a reasonable person or business is normally expected to take before entering an agreement or contract with another party

Due Diligence Essentials



Background Checks

- Verify track record with restricting entities — Section 8 experience does not equal LIHTC or UHAC competency.
- Establishes baseline identity verification: Incorporation documents, confirming names and aliases, reviewing addresses
- Certificate of Good Standing, Licensing, Insurance
- Uncovering instances of negative press that reflects public experience and opinion



Competency

- Portfolio of comparable projects at similar scale and restriction type
- Site Visits to Prior Projects
- Knowledge of NJ and NJ Laws
- Accessing or creating records of property ownership, transaction history, and property management in order to assess capacity for taking on similar or more complex projects.

Due Diligence Essentials



Capacity

- Financial Capacity: Tax Returns, Financial Statements, Audits, Ability to Access Capital.
- Staff or Consulting Bandwidth



Track Record

- Ask the restricting entity directly about history, compliance, and responsiveness
- Through sufficient research, one can compile litigation history, liens, judgments, and bankruptcies to further evaluate financial stability and possible trends of noncompliance

Vetting Developers

Due Diligence Essentials



Essential Resources

Due diligence research can be conducted through **FREE**, easily accessible means, including but not limited to:

- Bankruptcy & Litigation: **PACER**, **NJ eCourts**, and other county court records.
- **New Jersey Courts Search (filings, judgments)**
- **NJ Treasury Debarment Search**
- **NJ Division of Consumer Affairs License Verification**
- **Federal System for Award Management (SAM) Search**
- **Bureau of Housing Inspection Property Database**
- Google to find news articles about a person/organization of interest.

Other Paid Platforms

In-depth research can be conducted through paid search engine platforms, such as **LexisNexis+** and **Thomson Reuters** products, including **CLEAR**.

What Makes a Good Municipal Partner



PARTNERSHIP

- **Clarity about Affordable Housing Goals**
- **Transparency about Approval Timelines**
- **Ability and Willingness of Municipal Staff to Move Project Through Approval Process**
- **Contribution to the Project**
 - Land
 - Municipal Housing Trust Funds
 - Pilots
 - Fee Waivers

THANK YOU

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