

What Makes a Successful Joint Venture?

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The Source for
Housing Solutions





CSH Mission

Advancing housing solutions that:



**Improve lives of
vulnerable
people**



**Maximize public
resources**



**Build strong,
healthy
communities**



How CSH Creates Value

Our unique approach focuses on creating value. We are:

Entrepreneurial

Strategic

Pragmatic

Collaborative

Accountable

Dedicated

What's Makes A Successful Joint Venture?

As a lender CSH has seen different approaches and models for affordable-supportive housing partnerships.

There's no one recipe for success and no single path to disaster.

The panelists will describe their experiences with joint-ventures. We will hear the perspective of a non-profit supportive housing leader, a mission-oriented for-profit developer and an attorney who has helped structure agreements among the parties.

To kick the discussion off, I'd like to frame some observations about successful joint-ventures based on core values articulated in CSH's business plan.

What Makes for A Successful Joint-Venture

- **ENTERPREURIAL OUTLOOK:**
Both parties want to grow their business
- **STRATEGIC:**
Each focused on long-term goals
AND executable action steps
- **PRAGMATIC:**
Parties determine clear roles and responsibilities based on organizational strengths and capacities
- **COLLABORATIVE:**
Work diligently on consensus building
- **ACCOUNTABLE**
Responsive and conscientious about organizational contributions to J/V success
- **DEDICATED**
Committed to the project and invested in a positive outcome

What Makes for a Successful Joint Venture?

