PARTNERS/ROLES DEVELOPMENT TIME LINE Mo. 6 >Start Mo. 10 Mo. 22 Mo. 34 Mo. 46 DEVELOPMENT **DEVELOPMENT DEVELOPMENT DEVELOPMENT** DEVELOPMENT **DEVELOPMENT** Manage development process, MAINTAIN APARTMENT BLOCK TRANSITION OF SITE SELECTION CONSTRUCTION including property acquisition, PROPERTY ACQUISITION **OWNERSHIP TOWNHOUSE OWNERSHIP** entitlements, financing, valuation, MARKETING marketing, design and construction. FROM DEVELOPER TO PROJECT PLANNING **ENTITLEMENTS** Determine hold/exit strategies. **RESIDENT TOWNHOUSE BUILDING DELIVERY OWNER** PROJECT DESIGN MAINTAIN APARTMENT MARKETING **BLOCK OWNERSHIP** FINANCE FINANCE FINANCE FINANCE FINANCE Provide or assist in debt and equity PROJECT FINANCING **CONVERSION OF** PRELIMINARY FINANCING INDIVIDUAL TOWNHOUSE funding for project through public **CONSTRUCTION LOAN TO** COMMITMENTS and private sources. FINANCING ASSISTANCE **PERMANENT LOAN EDUCATION** EDUCATION **EDUCATION EDUCATION EDUCATION** Develop apprentice landlord APPRENTICESHIP PROGRAM, PRELIMINARY OWNER educational process, identify and APPRENTICESHIP PROGRAM. FINAL OWNER SELECTIONS **FIRST ROUND** SELECTIONS provide resources and mentor FINAL ROUND staffing. Manage and evaluate apprentice program participation APPRENTICE SHIP PROGRAM, and post-program performance. FIRST ROUND EVALUATION PROPERTY MANAGEMENT PROPERTY MANAGEMENT PROPERTY MANAGEMENT Assume leasing and property TRANSITION TOWNHOUSE FINALIZE PROPERTY management of owner-occupied **OWNERSHIP FROM** MANAGEMENT TRANSITION townhouse rental units and apartment block rental units. Assist **DEVELOPER TO RESIDENT** TO RESIDENT TOWNHOUSE educational partner with transition **OWNER OWNERS** of rental units to resident owners. **ONGOING: TRANSITION** MANAGE APARTMENT **BLOCK** APARTMENT BLOCK OWNERSHIP FROM DEVELOPER TO QUALIFIED RESIDENT OWNER...

