

2015

ANNUAL HOUSING CONFERENCE

Mountain Plains NAHRO -- Montana Housing Partnership

*Partnerships for Sharing Strength
In Developing Affordable Housing*

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Basic Tenants

- **Partnerships can be Challenging – Difficult**
- **Self Assessment: Know Yourself and Your Organization**
 - ✓ Strengths vs Weaknesses
 - ✓ Control vs Compromise
 - ✓ Short-term vs Long-term
- **Pick Your Partner Carefully**
 - ✓ Be Selective
 - ✓ Are they a Good Fit??

Reasons to Partner

- **Broaden and Combine Resources**
- **Access Complementary Skill Sets**
- **Improve or Manage Internal Capacity**
 - ✓ Time and Personnel
 - ✓ Money
 - ✓ Geographic Reach
 - ✓ Intellectual / Industry Knowledge
- **Relationships, Networks, Contacts**
 - ✓ Structural or Legal Advantages:
 - ✓ Non-Profit Status, CHDOs

Types of Partnerships

- **Shared Ownership – Direct Business Relationship**
 - ✓ General or Limited Partnerships
 - ✓ LLCs or Corporations
- **Informal Joint Venture - Collaborative Agreement**
- **Advisory – Consultant**
- **3rd Party Service Provider**

Key Principle: It's all about Expectations !!

- ✓ Well Defined Roles and Responsibilities
- ✓ Clear and Realistic Understanding of Tasks
- ✓ Compensation / Terms
- ✓ Expected Outcomes
- ✓ Times, Dates, Deadlines



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