SFS **Support Financial Services Incorporated**

Invites you to attend the second annual ...

Developing CoHousing Communities:
The Keys to Success

October 15-17, 1997

Nyland CoHousing Community • Lafayette, Colorado

The Challenge

Over the past 40 years, dramatic demographic and economic changes have taken place in our society, calling for an innovative response from development and design professionals. Traditional housing styles no longer address the needs of a growing number of people. Single parents, the elderly, and individuals living alone reside in housing created for the two parent family of the 1950's — which no longer fits today's life-styles.



Award-winning Harmony Village Common House in Golden, CO.

The Solution

CoHousing communities, pioneered primarily in Denmark in the early 1970's and now being adapted in other countries, respond to the basic needs of today's households (child care, social contact and economic efficiency) by combining the autonomy of private dwellings with the advantages of community living. The CoHousing concept reestablishes many of the advantages of traditional villages within the context of late twentieth-century life. Every household has a private residence and also shares extensive common facilities with the larger group, such as a large community kitchen, dining hall, children's playroom, workshops, guest rooms and laundry facilities. Although individual dwellings are designed to be self-sufficient and each has its own kitchen, the common facilities, and particularly common dinners, are an important part of community life, both for social and practical reasons.

The Seminar

This three day networking seminar is designed especially for development professionals who are committed to being on the leading edge of creating neo-traditional and sustainable residential developments. This seminar has been carefully structured to provide an updated overview of CoHousing in the U.S., strategic solutions for developers wishing to enter the field, and opportunities for critiques of participant projects. To insure a high level of personal interaction with seminar faculty, enrollment will be limited to the first 75 registrations.

The seminar will begin with a full day, in-depth guided tour of several CoHousing neighborhoods in the Denver area.



Southside Park, a 25 unit urban infill community in Sacramento, CA.

CoHousing was brought to the United States by Kathryn McCamant and Charles Durrett, a husband-wife design team based in Berkeley, California. Since 1988, over 150 groups have formed throughout North America with over 30 completed communities. Based on democratic principles, CoHousing developments espouse no ideology other than the desire for a more practical, safe and sustainable home environment.

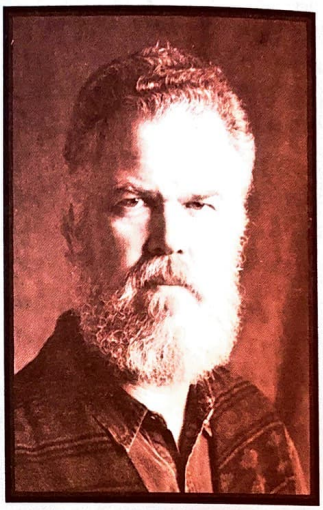
Developing CoHou

Seminar



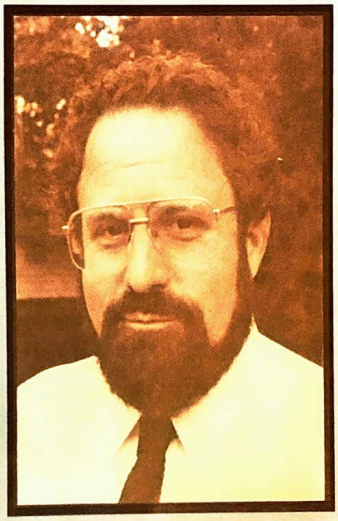
Kathryn McCamant

Kathryn McCamant, community designer, and **Charles Durrett**, a
Contemporary Approach to Housing Ourselves (Ten Speed Press,
America. Katie and Chuck founded The CoHousing Company, an a
groups and developers to build CoHousing communities. The CoHou
communities including those in Emeryville, Davis, Sacramento, Sa
communities nationally and in Canada. Through their book, present
CoHousing resident groups. Their work has received national recog
New York Times, USA Today, Metropolitan Home, Architecture, and
Doyle Street CoHousing Community in Emeryville, which they also



Chris Hanson

Chris Hanson ***(Portland, Oregon)*** is President of CoHousing Resources and has been a development consultant since 1981 in the Seattle area. He has focused exclusively on CoHousing for the past eight years, and has assisted more than 15 CoHousing groups in all aspects of the CoHousing development process. Working with CoHousing developers, he has acted as liaison with the group intending to purchase their land and helped them in becoming the qualified buyer of the completed project. In addition to founding and co-developing the Wislow CoHousing project near Seattle, Chris was project manager for the Cardiff Place project in Victoria, B.C. and the Windsong CoHousing project in Vancouver, B.C. He is author of *The Cohousing Handbook: Building a Place for Community* © 1996, Hartley & Marks Publishers, Inc.



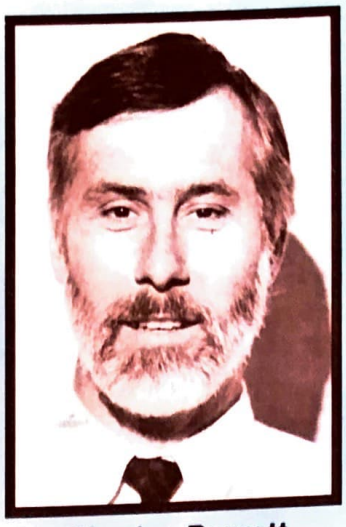
Zev Paiss

Zev Paiss ***(Boulder, Colorado)*** has been a resident of the Nyland CoHousing Community since July 1993 and the president and co-founder of the Rocky Mountain CoHousing Association since its inception in 1991. He is the Producer and Director of the nation's first CoHousing video, "CoHousing: Neighborhoods for People." As the Managing Editor of the national publication *CoHousing: The Journal of the CoHousing Network,* he is in constant contact with CoHousing groups around the country. Over the past four years, Zev has consulted with newly formed groups throughout the U.S., and has been instrumental in the creation of half a dozen groups in Colorado. His areas of expertise include group formation, participatory decision making, group process, marketing and member retention. Zev is Director of Project Development for Support Financial.

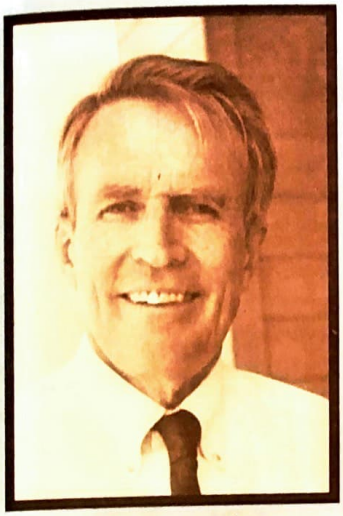
sing Communities

Faculty

hitect, ***(Berkeley, California)*** are authors of the book *CoHousing: A* 988, 1994) which introduced this European housing model to North chitecture and development consulting firm that works with resident ing Company has designed and consulted with numerous CoHousing ta Rosa and Benicia, California as well as working with many other tions and workshops, they have facilitated the formation of dozens of ition including interviews on ABC, NBC and CNN and articles in The any others. They currently live with their five year old daughter in the esigned and organized.



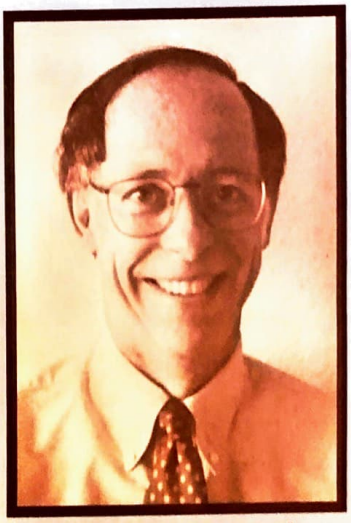
Charles Durrett



Jim Leach

Jim Leach *(Boulder, Colorado)* is a registered professional engineer and President of Wonderland Hill Development Company. Jim has over 30 years experience in the building and development field, and he has coordinated all aspects of large scale residential and multiuse development projects. Jim was the project manager for five Colorado CoHousing communities: Nyland CoHousing community in Lafayette, Highline Crossing in Littleton, Harmony Village in Golden, and he is presently managing the Martinez Park project in Fort Collins and the Nomad community currently under construction in Boulder. Jim was voted 1994 Builder of the Year by the Boulder Home Builders Association and his homes have received national recognition from the National Home Builders Association and the US Department of Housing and Urban Development.

Bob Bruegel *(Lafayette, Colorado)* is President of Support Financial Services and has extensive experience in developing and administering innovative financial packages for various organizations. Bob has served as President and CEO of Clinical Reference Systems, Ltd.(CRS), a successful electronic health information company which he created in 1982. Prior to founding CRS, Bob helped organize and run the Colorado Governor's Office of Rural Health, which was one of the first Offices of Rural Health in the U.S. Bob is a member of the Nyland CoHousing community with his wife and daughter, and has lived at Nyland since it was built in 1993. He received his Ph.D. in Medical Sociology from the University of California, San Diego with additional graduate work at the Institute of Social Anthropology at Oxford University and the School of Management at UCLA.



Robert Bruegel

Seminar Program

Tuesday, October 14

Participant Registration and Reception

Wednesday, October 15

Introduction to CoHousing, Faculty, and Seminar Overview

Tour of CoHousing Communities
Participants will visit and experience four successful CoHousing neighborhoods in the Denver area. This day-long guided tour will include on site discussions with residents and development professionals.

Thursday, October 16

The CoHousing Development Process: Discussion will focus on the distinctions between CoHousing and traditional neighborhood development, including the role of the developer and resident group, timeline, zoning, and financing.

Programming and Design of CoHousing Communities: In-depth comparison and slides of completed projects will be presented to exemplify the basic design concepts of successful CoHousing neighborhoods.

Financing Strategies: If properly managed, CoHousing projects can achieve rates of over 80% presales. Several case studies of successful financing strategies will be reviewed. Alternative financing options will also be discussed.

The "Developer Led" Model: Balancing resident participation with professional leadership is an art. Presenters will discuss when and where the developer should take charge, and in which areas it is best to let the community take the lead.

Friday, October 17

How to Market CoHousing: Presenters will share their seasoned viewpoints of the CoHousing market, including unique selling factors in CoHousing, creating an expert sales staff and understanding the "Four Sale Approach" to marketing CoHousing.

Working with a CoHousing Group: Building respectful relationships with a multi-person client is critical to project success. Topics will include how to align the community with the development schedule, work easily with resident team groups, and create effective communication systems.

Developing Your CoHousing Market: CoHousing is a rapidly growing market. Experts will share ways to direct your company to take advantage of this quickly emerging trend in residential development.

Maximizing Financial Returns: National experts will explain how to optimally structure the creation of these planned neighborhoods to maximize both profits and healthy communities.

Housing information and a schedule of events will be provided upon receipt of your registration form.

Registration Form

Developing CoHousing Communities • October 15-17, 1997

Please complete this form and make checks payable to:

Support Financial Services - 3577 Nyland Way, Lafayette, CO 80026

Phone - 303-499-8189 • Fax 303-543-9402 • Email SupportFin@aol.com

Early Registration $895 before September 15th includes all presentations, lunches, tour transportation and resource package; $695 for all additional attendees from the same organization. Returning participants may register at the discounted rate.

Registrations received after September 15th will be $995 and $795 for additional attendees.

1. Name _____ Returning Attendee ☐ $_____
2. Name _____ Returning Attendee ☐ $_____
3. Name _____ Returning Attendee ☐ $_____

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

Email _____

Total Enclosed _____

Cancellation Policy: While we hope you will not need to cancel, we realize that unforeseen circumstances can mean a change of plans. We will offer a full refund — less a $50 administrative fee — for all written requests by **September 15** (refunds will be mailed after the conference). After September 15th, we will issue a 50% refund.