The Development Spectrum

HIGH

CAPACITY

LOW

DIY Developer
- You lead the project from concept to completion
- Full control over vision, timeline, outcomes
- You're in charge of building the team
- Highest responsibility and risk
- Best suited for small-scale, phased, or less complex projects

Biggest risk, but all the rewards - revenue, credibility, and impact.

Co-Development
The Joint Venture model is a common example of co-development!
- Shares risk while keeping the nonprofit at the table
- Leverages private capital + expertise for community-led outcomes
- Strengthens position to successfully access certain funding tools
- Increases funder/investor confidence
- Can ensure long-term nonprofit benefit (revenue sharing, buy-out)
- Requires trust and airtight legal agreements!

You share the risk AND collaborate to shape an outcome that reflects community values.

Development Consultant
- You lead, they advise (they support your leadership)
- Brings technical know-how (finance, deal structuring, etc.)
- Often starts as 80/20 (consultant-heavy), then shifts
- "Train the trainer" model that builds internal capacity
- Invests in human capital and long-term local wealth

You build the project and your team's capacity to do it again.

Fee Developer
- Oversee the project from start to finish
- Nonprofit remains in control
- Reduces risk for the org and increases investor confidence
- Delivers a turn-key operation at completion
- Long-term wealth stays local

Ownership and long-term wealth accumulation stay local.

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