



CGS PARTNERSHIPS
LIMITED



MARTIN ARNOLD

Joint Ventures

Question Time



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Welcome

Introduction

- Roger Arnold – Martin Arnold

Question Time Host

- Jim Martin – Martin Arnold
Join in on sli.do and twitter [#MAJV2017](https://twitter.com/MAJV2017)

JV Panel

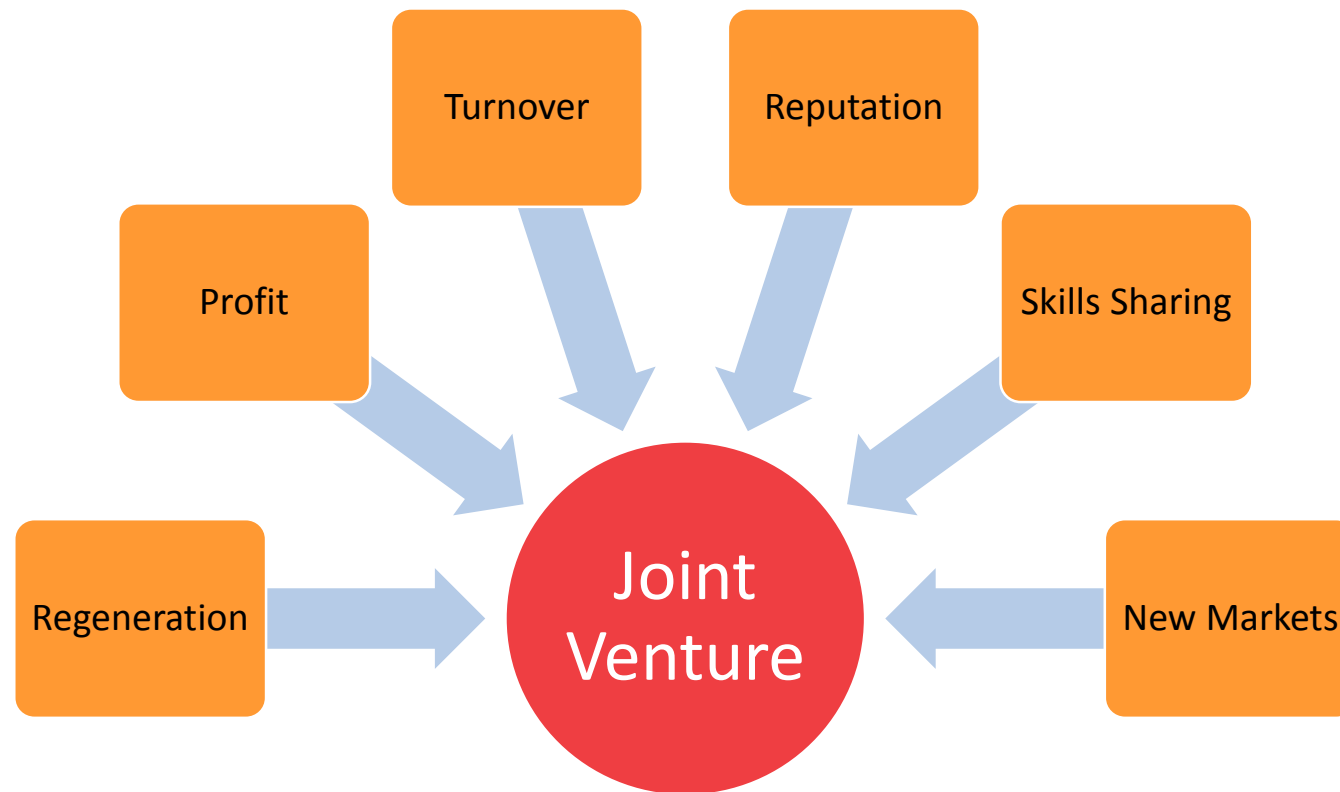
- Charlie Scherer – CGS Partnerships
- Craig Luttmann – L&Q
- Jonathan Corris – Devonshires



- Sharing the costs
- Sharing the risk
- Sharing the reward
- Sharing of skills
- Access to increased opportunity
- Access to construction capability (HAs)
- Access to local Government relationships (Developers)

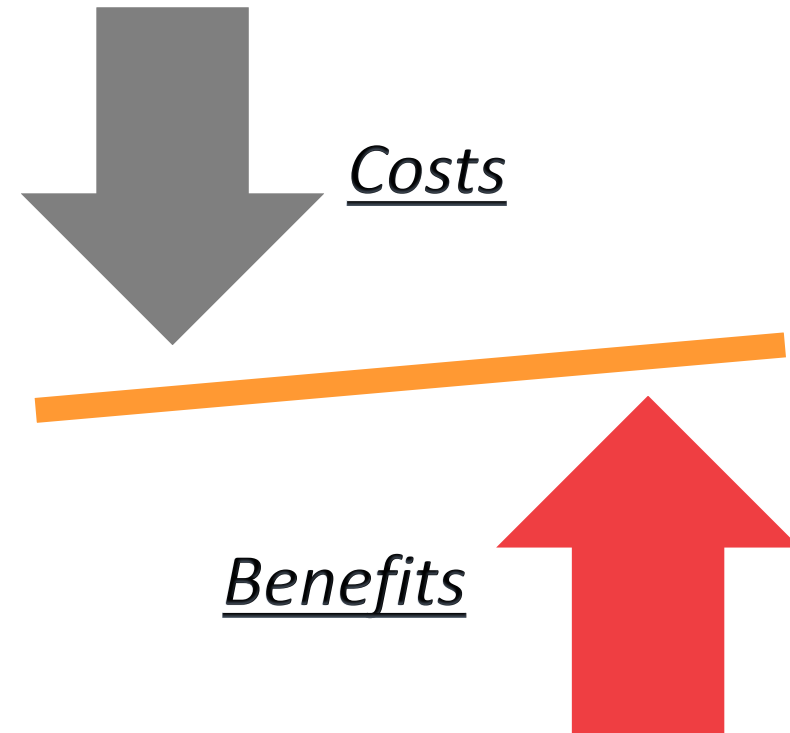
i. Trust is a must:

- *Do not* enter into a JV with people you do not trust.
- *Do not* enter into a JV with people who are unable perform.



- ii. JV is based on Converging Objectives, it must offer “win-win” outcomes
 - **Profit** - making money to invest, pay dividends or cross subsidise affordable developments
 - **Turnover** - to up-scale operations and increase numbers of homes produced
 - **Access New Markets/Opportunities** - to widen the partners’ scope for new work
 - **Learning** - Both partners learn from each other’s organisations

- iii. Time spent on detailed **financial viability** analysis is time well spent
- iv. Good **legal, financial, construction, sales and taxation** advice is essential
- v. Balancing the costs and benefits
- vi. Tax is of critical importance
- vii. Importance of employing experienced consultants!



- ✓ Sharing economic risk
- ✓ Sharing profit
- ✓ Widening economic scope & opportunity
- ✓ Sharing skills
- ✓ Accessing additional resources & skills
- ✓ Build relationships
- ✓ Increase productivity

- x Sharing profit
- x Sharing / diminished control
- x Uncontrolled / unmonitored increase in costs
- x Brand dilution

Any Questions?

Please post any questions to Sli.do or Twitter using

#MAJV2017