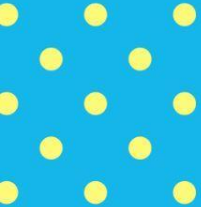


The Shared Blueprint:

Collaborations with Housing Providers that Work



BUILT FOR ZERO LEARNING SESSION

Wednesday, Oct. 21, 2026 · 10:20-11:45 a.m.



Built For Zero.



**COMMUNITY
SOLUTIONS**



What you'll leave with

1

Think like a housing partner

The priorities and pressures owners and operators weigh

2

Spot the make-or-break factors

Political, financial, and operational friction, and how to navigate it

3

Build partnerships that last

Align goals, share risk, and build trust across sectors

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Today's flow

- **Welcome and poll the room** · 5 min
- **Panelist spotlights** · 35 min
- **Moderated discussion** · 25 min
- **Audience Q&A** · 15 min
- **Takeaways and next steps** · 5 min

House People Every Day



House People Every Day



What brought you here?

Raise your hand if you want to...



- Launch a new project with a private developer
- Build more effective relationships with property owners
- Structure a joint venture with a developer
- Excel as a service provider alongside owners



PRESENTERS



Sarai Williams

Vice President, Impact,
BDP Impact Real Estate



Melissa Saddler

Director of Asset
Management,
Nitze-Stagen



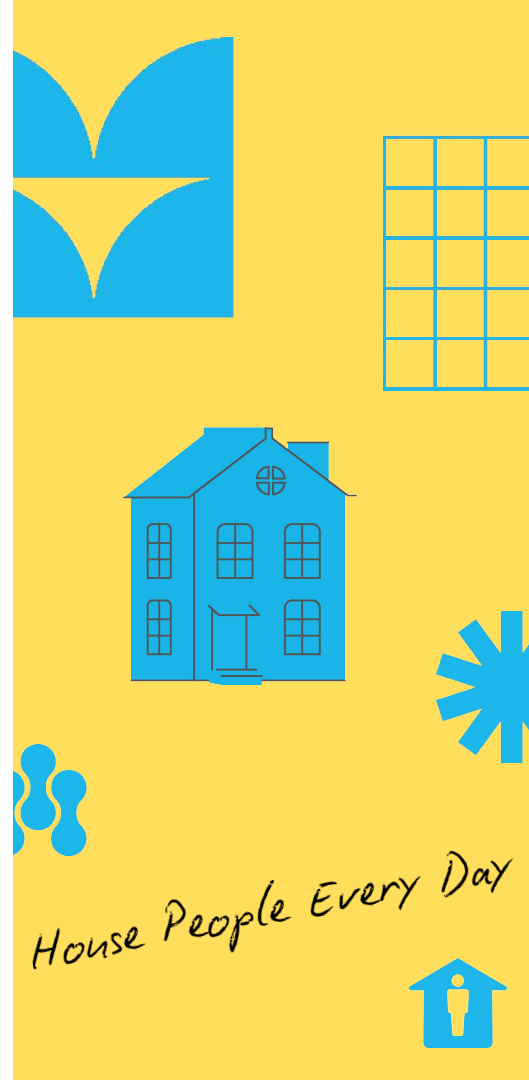
Jack Keenan

Director of Programs,
Resident Services,
REACH CDC



Walk in our shoes

- Ending unsheltered homelessness takes every sector at the table
- Partnership starts with knowing what the other side is up against
- Political, financial, and operational realities shape every yes or no
- We haven't figured it all out, and we'll be honest about that

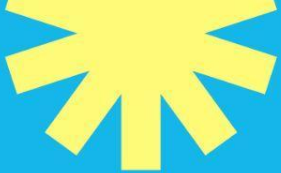
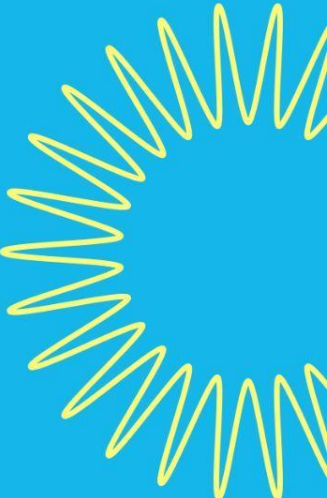


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Panelist spotlights

BACKGROUND AND EXAMPLES · 10-15 MINUTES EACH





BDP Impact Real Estate

Sarai Williams
VP, Impact Office



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Large Cities Housing Fund



Community Solutions has designed the **Large Cities Housing Fund**, introducing additional affordable units into Built for Zero communities with limited supply. Our goal is to **reduce veteran homelessness** in these target communities.

The Fund housing model entails:

- Purchasing an existing, occupied building using social impact investment
- As natural attrition occurs, prioritization is given to veterans with vouchers referred from the CoC/VA through CES.
- Lease up continuing until we reach a 50/50 mix of veteran and market rate affordable units

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Portfolio

- \$398M in assets
- 8 markets
- 16 properties
- 1,813 Units



Mayflower, Baltimore, MD



Caroline Village, Jacksonville, FL



Avon North, Denver, CO



Avon South, Denver, CO



Park 16, Aurora, CO



French Courtyard, Jacksonville, FL



Glastonbury Woods, Nashville, TN



Villager Apts, Jacksonville, FL



Abrigo, Aurora, CO



Avalon Apartments, Phoenix, AZ



The Loop at Lamar, Denver, CO



Park at Ferentino, Charlotte, NC



Arcadia Gardens, Phoenix, AZ



Market St Village, San Diego, CA



1001 Tyvola, Charlotte, NC



Centra Villa, Atlanta, GA



Property Management Plus

Tenancing Process

Partner with local homelessness response systems and the VA to connect individuals and veterans with housing

Streamline tenant selection and remove unnecessary barriers to housing

Reduce vacancy time, expedite housing placements, and support broader efforts to end homelessness.

Ongoing Management

Proactive management, coordinated support, and eviction prevention

Sustained maintenance standards, thoughtful amenities, and welcoming shared spaces

Real-time tracking of resident outcomes and property performance

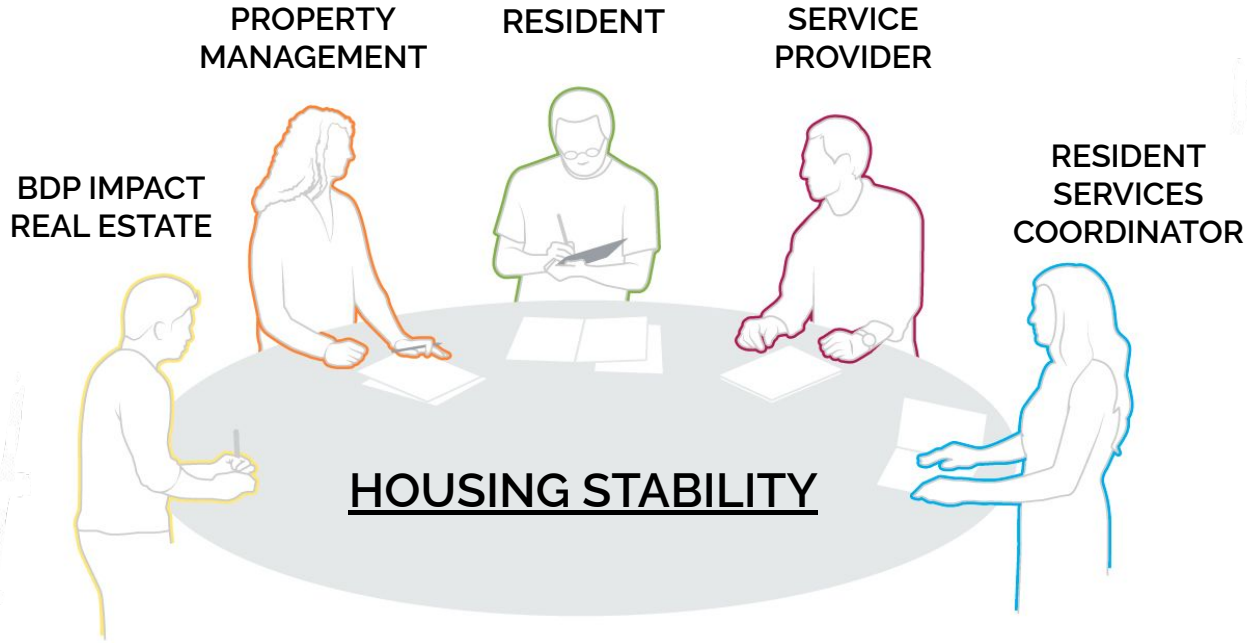
Tenant Support

Wellness coordinators are on-site to support tenants

Social events and link to tenants' case managers

Access to job training and placement, mental/behavioral health services and transportation

Partnership Buy-In



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Resident Services & Community Partnerships

***Resident Services Coordinators** address social determinants of health by connecting residents to resources, services, and **community partnerships** that promote housing stability and overall wellbeing*



Northstar Digital Literacy courses with personal laptop gifted to residents upon completion

Financial wellbeing supported through employment resources, benefits navigation, financial education, and assistance programs

National Night Out events foster community safety and trust through resident and partner engagement

Integrating food access programs to reduce household expenses and enhance overall community health and resilience

Combined Insurance table at resident event to provide access to supplemental medical and cash benefits

Education Access & Quality

Economic Stability

Social & Community Context

Neighborhood & Built Environment

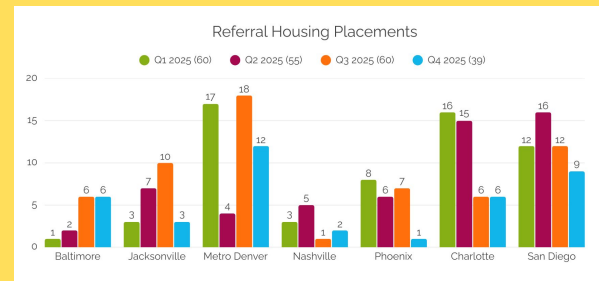
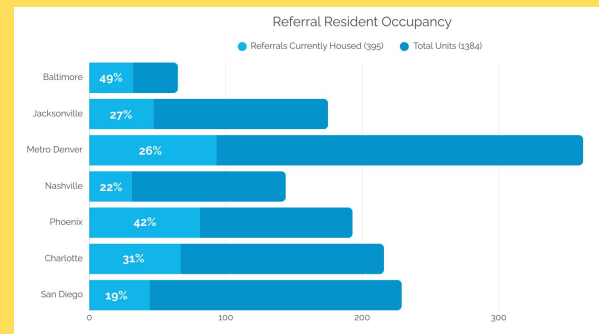
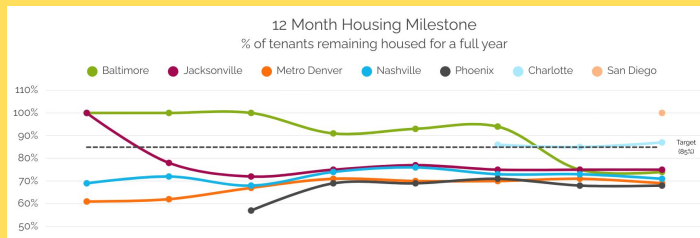
Health Care Access & Quality

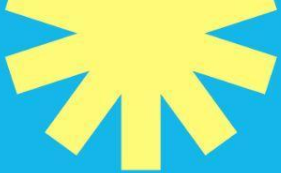


Impact Metrics

Tracking and reporting is central to our work. Data points tracked include, but are not limited to:

- Number of people housed out of homelessness
- Length of Stay and % of people who remain housed for 12 months
- Reasons residents move from the properties
- Resident-Reported Well being (Annual Survey)
- Impact of Resident Service Coordinators:
 - Number of evictions prevented
 - Amount of financial assistance provided
 - Number of touchpoints with tenants
 - Program attendance
 - Number of community partnerships established





REACH CDC

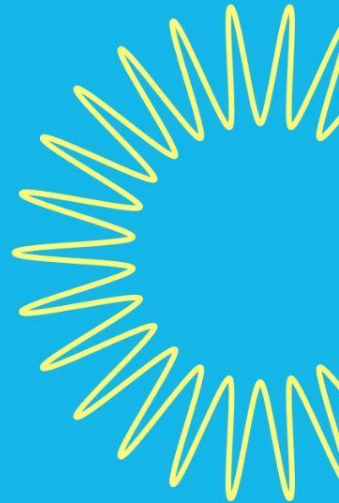
Jack Keenan
Director of Programs, Resident Services



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REACH Community Development

- Founded in 1982 by neighbors in Portland's Buckman neighborhood
- Serves Multnomah, Washington, and Clark counties
- 2,800+ homes for 3,500+ individuals and families earning up to 80% of median family income
- 16% children, 43% seniors 55+, 17% living with a disability
- Average household income: about \$20,850; 65% are extremely low-income



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Resident Services at REACH

The team

Director of Resident Services

Program managers supervise teams and build partnerships

Coordinators work on site

Connecting residents

On-site information and referrals

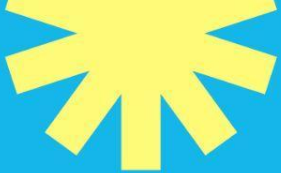
Eviction prevention, food, health, childcare, crisis support

On-site services

Community building and social events

Food pantries and community meals

Workshops: scams, finances, health, and more



NITZE-STAGEN

Melissa Saddler
Director, Asset Management



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Nitze-Stagen & Co.

- Seattle firm: we invest, develop and manage. Best known for the Starbucks Center.
- Long-term owner, thinking in 20 to 30 year cycles.
- About 19 properties: 9 commercial, 7 multifamily, 3 managed for other owners.
- Office, industrial, retail, multifamily, adaptive reuse.
- Focus: affordable housing near transit, such as 900 Rainier and Trace (Rainier Valley, Othello).
- Partnerships
 - **DSA Downtown Unsheltered Initiative:** Lisa Nitze chaired it. *Owners can convene and fund.*
 - **South Seattle (Build 4 Community, Rainier Valley, Othello):** *Owners can help build local coordinating groups.*
 - **Chinatown-International District safety:** Lisa co-founded the coalition. *Earn trust by showing up consistently.*
 - **ASAP! (Alliance for Safety, Affordability and Preservation):** retrofits for about 1,100 older brick buildings that 22,000 people live or work in. *Preventing displacement is preventing homelessness.*



House People Every Day



Moderated discussion

FIRESIDE CHAT · 25 MINUTES



What we'll dig into

Alignment

How owners decide

Finding the sweet spot

Nonprofit and for-profit

Setting partnerships up

Operations

Bridging staff cultures

Applications and lease-up

When issues arise

Metrics

Shared measures of success

What each side needs to see

Your questions

AUDIENCE Q&A · 15 MINUTES



- How could this work in your community?
- Which housing partner is missing from your table?
- Where do your partnerships get stuck?





One action to take tomorrow

1

Sarai Williams

Reach out to your municipalities. Hold them accountable.

2

Melissa Saddler

Find one resource you are not in contact with.

3

Jack Keenan

Build partnerships. Don't be in a silo.

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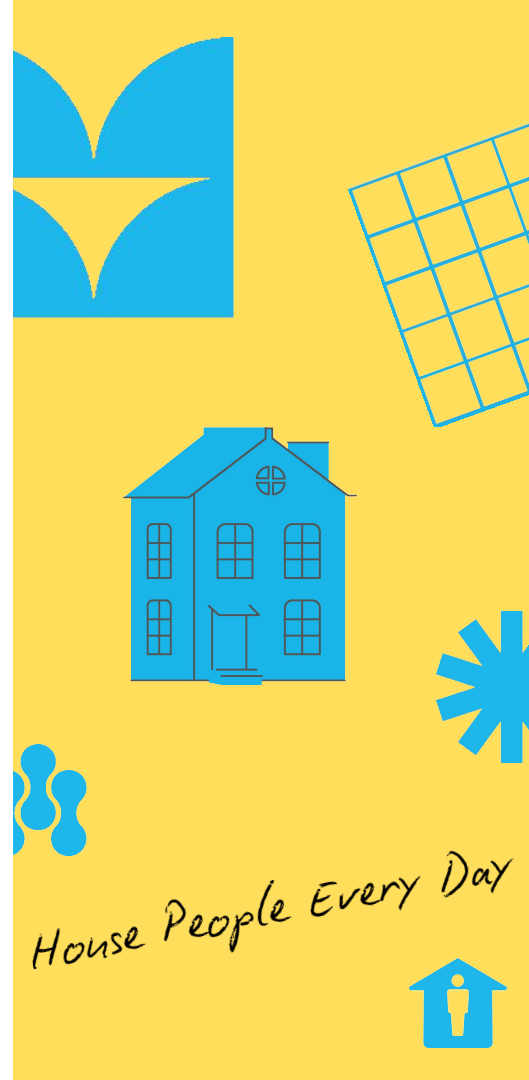


Session Feedback

Please scan the QR code to complete the feedback survey.



<https://survey.alchemer.com/s3/9042138/2026-BFZ-Learning-Session-Workshop-Session-Feedback>



Thank you

