



ZEN DEVELOPMENT CONSULTANTS LLC

222 Redwood Drive | PO Box 1082 | Woodacre, California 94973 | 818/653-3899



ALICE T. SALINAS

Senior Development Consultant

FOCUS

Affordable Housing
Project Management,
Deal Structuring

PROFESSIONAL HIGHLIGHTS

- Nonprofit executive
- Director of Development role since mid 1990's
- Project management from conception to completion
- Capacity building for nonprofits
- Affordable housing finance
- Underwriter
- Experienced in California and Texas

EDUCATION

University of California, Los Angeles
Master of Arts,
Urban Planning

Occidental College
Bachelor of Arts,
Public Policy

PROFESSIONAL EXPERIENCE

Zen Development Consultants LLC

Development Consultant, Present

Manages all phases of real estate development, including acquisition, entitlement, design, permitting, underwriting, funding applications, team procurement, construction closing, managing construction, perm conversion, and close-out.

Coachella Valley Housing Coalition

Executive Director, 2020-2021

Responsible for all corporate activities including fundraising and finance, community relations, operational/employer systems, program development and implementation, sourcing new real estate development opportunities, board governance, recruitment and training, and employee satisfaction, policies and procedures, lender and investor compliance, property management, tenant relations.

Local Initiatives Support Corporation Loan

Lead Underwriter, 2016-2020

Worked to source, underwrite, close and monitor loans to affordable housing developers.

East LA Community Corporation

Managing Director Real Estate Development, 2015-2016

Managed and supervised department responsible for the preservation and production of affordable housing in East LA.

PATH Ventures

Real Estate Development Director, 2011-2015

Project managed multiple affordable housing developments including PATH Metro Villas which consists of 180+ units of PSH and the PATH administrative headquarters.

Corporation for Supportive Housing

Loan Underwriter, 2008-2010

Worked to source, underwrite, close and monitor loans for affordable housing developers.

Salinas Consulting

Affordable Housing Consultant, 2003-2008

Assisted nonprofit developers with all areas of housing finance, grant writing, asset management and project management.

National Farmworkers Service Center

California Director, 2002-2003

Managed and supervised department responsible for the preservation and production of affordable housing for farmworkers throughout California.

CERTIFICATIONS, SKILLS, AND AFFILIATIONS

Financial Modeling in Excel

MS Office – Word, Excel, PowerPoint, Project

Center for Community Change, Change Agent

Board of Directors, Housing First Community Coalition, San Antonio, Texas

Former Housing Commissioner City of Los Angeles

Winner, Brick Award for Community Development, Do Something Foundation

University Of Southern California Ross Minority Program in Real Estate

LISC Asset and Property Management Training