



ZEN DEVELOPMENT CONSULTANTS LLC

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



ERICK DIAZ

Development
Consultant

FOCUS

Affordable Housing
Project Management &
Acquisitions

PROFESSIONAL HIGHLIGHTS

- Acquisitions
- Advanced financial modeling and GIS
- Strong expository writing
- Project Level and Organizational Underwriting
- Experienced in CA

EDUCATION

Harvard University

- Graduate School of Design
Master's in Urban Planning,
Presidential Scholarship
Recipient
- John F. Kennedy School of
Government
Master's in Public Policy,
Sheila C. Johnson
Leadership Fellow

University of San Diego

Bachelor of Arts,
International Relations,
Summa cum laude

PROFESSIONAL EXPERIENCE

Zen Development Consultants LLC

Development Consultant, Present

Project management and acquisitions consulting tasks as assigned.

Housing Partnership Network Durham, North Carolina

Loan Associate, 2021-Present

Underwrites enterprise-level and project loans by analyzing sponsor financial statements, executive and board activity, and written policies and procedures. Project-level funding analysis includes pro forma modeling, reviewing market studies, environmental reports, and feasibility of sponsor's development plan. Underwritten \$35MM in loans to date.

Matt Huerta Consulting Durham, North Carolina

Affordable Housing and Community Development Consultant, 2020-Present

Supports affordable housing projects in California at different stages of development. Performs initial feasibility for sites in the San Francisco Bay Area – identifying LIHTC scoring potential, local funding source availability, developing project pro formas, and zoning/entitlement milestones. Managed the acquisition of 0.5 acre site in San Jose, CA by identifying pre-development/entitlement milestones, updating and managing project pro forma, collaborating with architects to identify density, and working with lenders through loan closing.

California Housing Partnership San Francisco, California

Summer Policy Analyst, 2019

Massachusetts Housing Investment Corporation Boston, Massachusetts

Development Associate, 2018-2019

Supported underwriting for approximately \$35 million in LIHTC and \$14.5 million in New Markets Tax Credits for projects in New England. Worked with Senior Investment Officer and Sponsor entities to complete investment summaries and power point presentations to present to Investment Committee. Performed financial modeling, analyzed market studies, appraisals, environmental reports, and sponsor financial statements.

Community Housingworks San Diego, California

Assistant Project Manager, 2014-2017

Completed applications for LIHTC, California Debt Limit Allocation Committee, Notice of Funds Availability from public agencies, and other grants to acquire or rehabilitate affordable housing, receiving \$94M in allocations. Supported due diligence process for acquisition, construction, and permanent loan closings worth \$73M for projects throughout California. Managed construction budget of \$21M by collaborating with general contractors, property managers and architects to ensure projects are on schedule and within budget.

CERTIFICATIONS, SKILLS, AND AFFILIATIONS

Advanced real estate financial modeling using Excel, ArcGIS & QGIS, STATA

Adobe Illustrator, Adobe InDesign

California Coalition for Rural Housing Training (CCRH) Internship Program

FHLB Affordable Housing and Design Competition

USC Ross Minority Certificate Program in Real Estate