
ROBERT WILLIAMS

rawjr0412@outlook.com | 614.353.9515 | www.linkedin.com/in/robertwilliams614/

COMMUNITY DEVELOPMENT / NON-PROFIT HOUSING EXECUTIVE

Government Compliance | Business Operations | Affordable Housing | Partnership Cultivation

Highly accomplished and driven community development and non-profit housing executive with extraordinary success transforming Columbus, Ohio's south side neighborhood; oversaw rehabilitation of 70 homes and exterior updates to 100+ homes. Forward-looking strategic leader; leverage sophisticated planning skills and in-depth knowledge of affordable housing programs, funding, and regulations to create and lead comprehensive programs that build and strengthen communities. Gifted problem solver, adept at resolving difficult challenges to achieve targeted objectives. Outstanding communicator with refined interpersonal skills who easily interacts with executives, community leaders, and with members of government agencies. Supervise and lead team through open communication, trust, and accountability.

Additional strengths include:

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| ✓ Grant Writing & Acquisitions | ✓ Project Management |
| ✓ New Builds & Rehabilitations | ✓ Team Collaboration & Leadership Skills |
| ✓ Property Acquisition Strategies | ✓ Contractor & Vendor Selection and Oversight |
| ✓ Green Construction Requirements | ✓ Program Design, Development & Management |

PROFESSIONAL HISTORY

Mid-Ohio Regional Planning Commission (MORPC), Columbus, OH

2019-Present

Senior Director, Residential Services

Oversight of 18 employees who provide direct weatherization and home repair services to income qualified residents in Central Ohio. Department serves over 600 households annually. Build and maintain strong relationships with other non-profit, government and neighborhood entities

Highlighted Achievements

- Implemented **process improvement** and re-structure plan of 4 team intake department in order to become more sufficient and serve more residents
- **Formed relationships** with local metropolitan housing authority and other non-profit developers and established long term referral sources with said organizations for weatherization participant
- **Created Community Outreach Strategic Plan** and implementation process to connect with residents
- Created **Universal General Contractor Application** to provide assistance to small and MBE general contractors for easier on-boarding
- Developed **partnerships with local banks to create funding source** to pay general contractors in less than 30 days

FIRST FEDERAL BANK (FFB), Columbus, OH

2017-2019

Vice President Business & Community Development

Oversaw community development that supported housing creation and rehabilitation for low- to moderate-income individuals and census tracts. Built and maintained strong relationships with leading housing and community organizations.

Highlighted Achievements:

- **Designed, planned, and launched FFB's Community Reinvestment Act (CRA) program in Columbus region;** established CRA strategy, defined goals, and ensured fully compliant program.
- **Established working partnerships with leading community groups,** including Urban League, Homes on the Hill, Columbus Housing Partnership, and Homeport.
- **Collaborated with Columbus Habitat for Humanity's CEO to provide organization with 14 mortgages annually** when group was unable to fund home purchases internally.
- **Supported Increase, a non-profit that delivered small business training with \$50K line of credit**

NATIONWIDE CHILDREN'S HOSPITAL (NCH), Columbus, OH 2008-2017
HEALTHY NEIGHBORHOODS HEALTHY FAMILIES REALTY COLLABORATIVE (HNHF)
Executive Director (2011-2017)
Project Director (2008-2011)

Excelled as non-profit organization's first employee and hands-on strategic leader of 3-person team responsible for affordable housing development, neighborhood revitalization, and community outreach. Served as organization's first executive director. Reported to NCH's CEO and head of community development, and president of Community Development for All People (CD4AP), a local faith-based group, which formed HNHF in collaboration with NCH.

Highlighted Achievements:

- **Oversaw completion of 35 home rehabilitations in first 5 years, 40% over goal;** developed and implemented strategic 5-year plan that leveraged initial success into larger scale program responsible for build out and rehabilitation of 70 homes over 9 years.
 - Recruited trailblazers to purchase earliest homes and mitigated risk of buyers by strategically developing homes in clusters to prevent blight from surrounding homes
- **Secured new and additional revenue, including \$1.5M from United Way and \$3.3M in government funding from National Stabilization Program;** targeted and wrote grant applications and maintained deep knowledge of emerging and changing government programs and funding.
 - Ensured all obligations to obtain and maintain funding were met; created construction specifications that met city, state, and federal government requirements.
 - Developed detailed pro-formas that itemized pre-development costs, forecasted construction costs, and detailed how projects would be financially successful.
- **Developed and launched home repair program that improved exteriors of 100+ homes,** contributing extensively to revitalizing aesthetic of neighborhood.
- **Increased average rehabilitated home price from \$92K in 2008 to \$200K in 2018** by supporting neighborhood revitalization efforts.
 - Collaborated with architects to create highly saleable 1,100 to 1,500 sq. ft. 2-story homes with 3 bedrooms, 2 bathrooms, and open floor plans that incorporated energy efficient tankless water heaters, rain barrels, and solar tubes.
- **Created newsletter** that informed neighborhood regarding HNHF's activities and initiatives that helped engage local residents and improved hospital's relationship with community; published 6 times annually.
- **Established standardized processes and checklists for every stage of home acquisition, redevelopment, and sale,** including property evaluation, due diligence, pricing, contractor and vendor hiring, construction project management, real estate agent engagement, and sales closings.
- **Led development of urban forest and garden;** secured city and hospital funding to convert 2 parcels into handicapped accessible garden with 15 raised flower beds, 30 fruit trees, and grape vine fencing; partnered with community groups and elementary schools to implement an "adopt the box" program in garden.
- **Recognized for creating one of region's most dynamic and successful community revitalization programs,** which influenced and served as a template others throughout OH and KY, including Cincinnati Children's Hospital, Time Warner Communications, and Mercy Health.
- **Purchased homes at 20% to 30% off list price** by forming strong relationships with city and county land banks and purchasing multiple properties at once.

BOARD OF DIRECTORS

RESIDENT RESOURCES NETWORK, Columbus, OH

2015-2021

Co-chair, Board of Directors

Connect affordable housing residents to supportive services to improve housing stability, increase self-sufficiency, and create safe, supportive communities.

HILLTOP SHALOM ZONE, Columbus, OH

2017-2020

Member, Board of Directors

A group of residents, faith-based organizations, non-profits, educational institutions, and city and county government agencies collaborating to improve the lives of residents in Columbus' Greater Hilltop area.

EDUCATION

FRANKLIN UNIVERSITY – **Master of Science, Marketing & Communications**, Columbus, OH

OHIO STATE UNIVERSITY – **Bachelor of Arts, English**, Columbus, OH