



ERIK SOLIVAN

CHIEF DEVELOPMENT OFFICER

PROFILE

Erik Solivan possesses strong proficiency in strategy, affordable residential real estate development, regulatory compliance, government/ private market/mixed-income housing, and community development programs. He has proven ability to administer legal and financial framework and compliance requirements to ensure program continuity and solid corporate structure. His work has included two Choice Neighborhoods Implementation projects totaling more than \$500 million and Rental Assistance Demonstration transactions.

CONTACT

PHONE:

918-215-6471

EMAIL:

erik.solivan@tulsahousing.org



EDUCATION

Rutgers University Law School

Juris Doctorate

Haverford College

Bachelor of Arts, Political Science

PROFESSIONAL EXPERIENCE

Housing Authority of the City of Tulsa

Senior Vice President - Development Services, 2019 - 2020

Chief Development Officer, 2020 - Present

- Leading the Authority's asset management, including site improvements and conversions from Public Housing to the Rental Assistance Demonstration Program using mixed-source financing tools
- Leading the Authority's development initiatives including LIHTC financing, acquisitions, repositioning and implementation of Eugene Fields Choice Neighborhoods Initiative.

Office of the Mayor, Denver, Colorado

Executive Director, Mayor's Office of Housing & Opportunity Policy for Everyone (HOPE), 2017- 2018

- Created and Mayor announced the Housing, Health and Jobs strategy, which called for the integration of 18 programs across six departments, representing over \$50 million in annual spending in affordable housing, workforce development and behavioral health strategies, including coordination with Denver Housing Authority's Choice Neighborhoods Initiative
- Led the City's \$150 million Affordable Housing Development Fund including underwriting analysis for leverage of LIHTC 4% and 9% deals
- Created, promoted and designed the financial model for the Lower-Income Voucher Equity Program (LIVE Denver) in partnership with developers, employers, Downtown Denver Partnership and Denver Housing Authority, which used \$1.7 million to provide 400 immediate housing units to middle-class workforce families
- Led strategy for the development of a \$24 million multi-foundation fund that leveraged \$2 million in city funds to establish a land trust to acquire and preserve affordability of up to 600 homes



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PROFESSIONAL EXPERIENCE

Philadelphia Housing Authority

Senior Vice President, Office of Policy, Planning & Partnerships, 2012 - 2016

- Led development and implementation of the U.S. Department of HUD Rental Assistance Program, including mixed-finance transactions leveraging LIHTC and HUD Loans 221(d)(4) and 223(f), targeting Transfer of Assistance from 3,100 scattered site homes, closing on five new developments totaling 438 units, and four preservation deals, through partnerships, for 436 units
- Led the implementation of two U.S. HUD Choice Neighborhoods Initiatives, at Norris Apartments and Blumberg Apartments, closing Phase One at both sites with LIHTC 9%, RAD conversion, permanent and construction loans

Executive Vice President, Office of Community Operations & Resident Development, 2013 - 2014

- Led team of 52 employees to implement 13 programs with an annual budget of \$8 million, and directed performance contract management reforms, valued at \$3.5 million, for social services, GED, and ABE classes and generated \$1.5 million in service contract cost savings while increasing total seats available to residents 25% and improving regulatory compliance
- Co-created and served as President and CEO for PhillySEEDS, Inc. a 501(c)3 in 2013; developed a three-year corporate strategy to support the work of the Authority to deliver Resident Services Program, including a rental assistance homeownership program to foster self-sufficiency; operating budget of \$660,000, a board of seven, and four part-time staff and two contractors

Public Financial Management, LLC Senior Analyst 2011 - 2012

- Closed an \$11 million annual budget gap for City of Reading, PA, by conducting a comprehensive contractual review of police/fire expenditures and recommending revisions to the contractual employment agreement
- Developed multi-year financial model to predict revenues and expenditures for capital and real estate investments for the City of Pittsburgh, PA and opportunities for public-private partnerships to leverage city funds for a total budget of \$175 million

