OUR APPROACH

Combining strategic thinking, policy and financing experience, we develop data- and community-driven housing solutions that address unique market conditions, expand tools and resources, and leverage community assets – while building local capacity for the future.

- **Community-driven**
  We collaborate with communities in the decisions that affect their lives – ensuring that all stakeholders, including historically marginalized people, participate as key drivers of the process.

- **Asset-based**
  Our strategies build on communities’ resources. We recognize and value each community’s unique assets and develop strategies that leverage these assets.

- **Opportunity-focused**
  Where you live matters. We work with communities to develop housing strategies that not only address core housing needs, but also increase access to opportunity for all residents.

- **Place-based**
  One-size-fits-all solutions are no match for complex housing issues. We identify key submarket conditions to tailor strategies and actions to the reality of communities’ housing needs.

- **Integrated**
  Effective plans don’t emerge in isolation. We design processes to build a unified framework that elevates existing work and forges new pathways for action.

- **Systems-oriented**
  We assess the housing delivery ecosystem to identify strengths, barriers, capacity gaps and partnership opportunities, aligning organizational structure to support implementation.

- **Actionable**
  Our plans provide detailed actions and implementation schedules that equip local partners with the information and tools they need to realized desire outcomes.

- **Transparent**
  We incorporate performance metrics and related dashboards to help communities evaluate progress and fine-tune throughout implementation.
IMPLEMENTATION
We partner with communities to strengthen alignment and partnerships across key areas during the first year of implementation.

OUR IMPACT
We achieve real results and broader outcomes for our clients – including fostering greater trust among governments and their residents, generating political will for action, and strengthening relationships across government and their housing partners.

12+
Regions we’ve partnered with

16+
Plans developed

43+
New partnerships formed

39+
New regulatory tools created

84+
New financing tools created

87+
Delivery systems improved

OUR PARTNERS
» City, County, Regional and State Agencies
» Foundations and Philanthropic Organizations
» Nonprofit Organizations
» Coalitions of local/regional stakeholders
» Anchor institutions
» Large Employers

PRINCE GEORGE’S COUNTY, MARYLAND
Addressing the full continuum of housing needs
bit.ly/2kHpCGk

TACOMA, WASHINGTON
Linking policy, strategy and the community’s voice
bit.ly/2IrRdR0

CHARLOTTE, NORTH CAROLINA
Expanding and building access to opportunity
bit.ly/2m6weye

OUR TEAM

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