

Lazaro J. Cabrera
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EXPERIENCE:

Frameworks Community Development Corporation, Austin, Texas July 2008-September 2013
Director of Affordable Family Housing

- Responsible for overseeing all single family and rental housing development activities, including acquisition and development.
- Oversaw asset management for properties owned by the organization.
- Identified and obtained financing from public (CDBG, HOME, BONDS), non-profit, and private sources.
- Project identification, site assessment and feasibility analysis for development project possibilities.
- Oversaw single-family project management activities for endeavors where Frameworks CDC is the developer, owner, or partner.
- Contracted architecture and other housing-related services and consultants.
- Negotiated acquisition of Real Estate Owned (REO) properties from banks and other financial institutions.
- Conducted Homebuyer's Education Classes and pre-foreclosure counseling in both English and Spanish.
- Outreached to minority contractor community.
- Cooperated with other non-profit agencies and neighborhood groups in the development of affordable housing.

Griffin Partners, Houston, Texas
Vice President for Residential Development in Austin, Texas

October 2002-November 2007

- Prepared Development Plans for projects, including timelines and phasing, and assured adherence to Development Plans.
- Oversaw capital improvements
- Engaged and supervised several architectural firms hired for design work, civil engineers
- Recruited, hired and managed staff of 15+, including administrative, technical, marketing and sales.
- Negotiated with City of Austin on project planning and development process.
- Obtained financing for infrastructure, construction, and mortgages.
- Built and sold 280+ new units, rehabilitated and sold 50+ existing units, and managed 40+ transitional rental units in project
- Austin's biggest privately-financed redevelopment project.
- Established Homeowners Association.
- Negotiated with Capital Metro for public transportation service.
- Responsible for acquisition and disposition of real estate for project.
- Negotiated the sale of 58 lots to Habitat for Humanity.
- Responsible for vision and overall success of project.

City of Austin/Austin Housing Finance Corporation, Austin, Texas November 2000-October 2002
Single Family Development Manager

- Head of the Affordable Single Family Program.
- Responsible for design, construction, sales and financing of over 80 SFRs.
- Obtained financing for the development of over 500 lots for the construction of affordable SFRs.
- Obtained construction financing for private builders of 50 affordable SFRs.
- Design new affordable housing programs. Developed guidelines and supervised implementation.
- Conducted outreach in community for builders and buyers. Represented City of Austin in presentations to builder and Realtor groups.
- Oversaw acquisition of properties for development. Supervised adherence to federal (CDBG, HOME) and local guidelines for acquisition and relocation.
- Managed the City's housing rehabilitation program.
- Supervised staff of over 20 persons, as well as consultants engaged in projects.
- Developed home-ownership counseling program.
- Developed technical assistance program for non-profits involved in construction of affordable units.
- Made presentations to neighborhood-based groups

Cedar Pacific LLC Riverside, California
Partner/Project Manager

July 1989-September 2000

- Evaluated development opportunities presented to the firm including SFRs and multi-family projects.
- Supervised vendor relations. Architects, Builders, Title Companies, Sales Agents, etc.
- Shepherded projects through regulatory agencies in multi-state operations.
- Developed and fostered relationships with financial institutions.
- Prepared financial pro-formas for projects.
- Responsible for overall success of projects.
- Head of Investors' Relations

City of Anaheim Community Development Department, Anaheim, California September 1981-
December 1987
Housing Development Coordinator

- Negotiated Development Agreements and Regulatory Agreements with residential and multi-family developers.
- Assisted with the issuance of tax-exempt bonds for housing developments.
- Monitored compliance with Development and Bond Agreements.
- Supervised rehabilitation programs for City and Redevelopment Agency.
- Coordinated relocation plans for residential rehabilitation project.
- Coordinated construction of new housing units for City and Redevelopment Agency assisted projects.

EDUCATION:

UCLA, Los Angeles, California

Fullerton College, Fullerton, California

Savanna High School, Anaheim, California

SKILLS:

Fully fluent in Spanish.