

DAVID A. SCHULTZ

970 Hilltop Road, Arnold, MD 21012

410-757-5505, Cell: 443-254-2112

PROFESSIONAL PROFILE

Creative and dynamic professional with extensive experience in housing and community development. Skilled in problem solving, technical assistance, and program management. Proven results in coordinated financial packaging for local government and non profit organizations, particularly Main Street Business Associations. Visionary who continuously strives for and achieves consensus in diverse environments. Excellent oral and written communications skills. Extremely energetic, intuitive and dedicated to working in the areas of community development and downtown revitalization.

AREAS OF EXPERTISE:

- Financial Packaging - Technical Assistance – Grantsmanship - Project Development and Management

Financial Packaging

- Prepared and implemented coordinated funding plans for 75 community and business development projects having a total investment of more than \$25 million per year.
- Prepared community development strategies of Maryland's 16 rural counties. Organized and managed the Joint Funding Committee to provide for coordinated interagency review of major housing community development projects.

Technical Assistance

- Directed three technical assistance centers (Housing Development Assistance Center, Main Street Center, Community Facilities Assistance Center) that assists 175 local governments and associated nonprofits to plan and finance community development projects. Supervised a staff of 12 development professionals.
- Assisted communities and non-profit organizations in developing and implementing community redevelopment plans, strategies, and projects. In 2005, inventoried and prepared of the current State funding programs that are available to communities and non-profit organizations to address housing, homelessness, community revitalization, and economic development needs.
- Conducted training and facilitation for DHCD staff regarding CQI concepts, particularly the problem solving process, and managed the customer satisfaction survey process for DHCD programs.

Grantsmanship

- Provided information on more than 50 Departmental programs to regional customers including local governments, non-profit housing and community development organizations, Main Street Revitalization organizations, and private businesses in the five county Northern Region.
- Developed project review process for eight programs administered by the Division of Community Assistance.
- Participated in the annual rating and ranking of applications for Community Legacy and Community Development Block Grant Assistance.
- Prepared and filed loan and historic preservation tax credit applications for the rehabilitation of an historic school building in Cecil County.

Program Development and Management

- Prepared the FY 2004 – FY 2008 Consolidated Plan and FY 2004 Annual Action Plan for the City of Salisbury and drafted the FY 2006-2010 Consolidated Plan for Prince George’s County.
- Developed a program for maintaining regular contact with the full range of DHCD customers (developers, local governments, non-profits) to resolve customer complaints and to help them access departmental resources. In 2004, assisted in updating Managing for Results performance measures for DHCD’s programs.
- Assisted in conducting process reengineering efforts regarding loan and grant programs, particularly process mapping.
- Managed the Joint Funding Committee, Circuit Rider Town Manager Grant Program, and the Maryland Local Government Infrastructure Financing Program and EDA Section 304 Program.

PROFESSIONAL EXPERIENCE

Neighborhood Solutions, LLC, Partner/Economist

November 2003 to present

Maryland Department of Housing and Community Development

February 1980 to July 2003

Regional Representative

February 2001 to July 2003

Division of Neighborhood Revitalization

Chief, Regional Customers Managers

January 1996 to January 2001

Office of Customer Service

Chief, Technical Assistance Section

September 1992 to January 1996

Community Assistance Administration

Director, Office of Local Government Technical Assistance

August 1982 to September 1992

Economic Development Planner,

February 1980 to August 1985

Division of Local and Regional Development

Maryland Department of Natural Resources

January 1971 – February 1980

Water Resources Administration

March 1974 to February 1980

Natural Resources Economist,

January 1971 to March 1974

Program Planning and Evaluation Section

EDUCATION

M.S. in Natural Resources Economics, September 1970

Cornell University, Ithaca, New York

M.S. in Agricultural Economics, June 1969

Purdue University, West Lafayette, IN

B.S. in Agricultural Business, May 1965

Wisconsin State University, River Falls,

LICENSE: Lead Paint Maintenance and Repainting Supervisor (Certificate #7260)

MEMBERSHIPS AND AFFILIATIONS

American Economics Association

American Agricultural Economics Association

Maryland Association of Housing and Redevelopment Agencies

Anne Arundel Affordable Housing Coalition