

Mary O'Hara

Partner, Burlington Associates
in Community Development

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Mary O'Hara works with nonprofit organizations, public agencies, and mission-driven lenders to strengthen community land trusts, shared equity housing, community loan funds, and resident-owned communities. She has helped develop financing tools, technical assistance systems, and national support networks that sustain permanently affordable housing — including models widely recognized as the nation's most affordable path to homeownership.

SELECTED NATIONAL IMPACT

- Scaled resident-owned communities and developed community leaders through ROC USA
- Early leadership in the community land trust movement at the Institute for Community Economics
- Helped shape community development lending through work in loan workouts, new product development, and market strategy, including work with BLUE HUB and Opportunity Finance Network
- Experience spanning dozens of community ownership and permanently affordable housing initiatives

PROFESSIONAL EXPERIENCE

Burlington Associates in Community Development — National

Partner | 1999-Present

Advises nonprofit organizations, community land trusts, and public agencies on governance, strategic planning, and the design and expansion of cooperative and shared-equity housing initiatives. Work focuses on launching new community ownership models, strengthening existing programs, and scaling successful approaches.

ROC USA, LLC — National

Executive Vice President, ROC Movement | 2021-2025

Worked with elected leadership of the ROC Association to strengthen resident leadership and expand advocacy for resident-owned communities at the local, regional, and national levels. Supported engagement with policymakers, public agencies, and national partners, contributing to passage of the federal PRICE legislation — the first national investment dedicated to preserving manufactured housing communities as permanently affordable housing, directing \$225 million toward community preservation. The legislation ensured support for resident-owned communities and community land trust models rather than investor-owned communities.

Founding Director, ROC USA Network | 2009-2021

Led development and national expansion of a network of nonprofit technical assistance providers supporting residents to purchase and operate manufactured home communities as cooperatives. Built a system operating in 21 states that supported the creation of 357 resident-owned communities representing more than 24,400 homes.

Institute for Community Economics – National

Consultant, Acting Director of Lending, Loan Workout Specialist | 1990-2009

Held multiple roles within a pioneering community development finance organization supporting community land trusts and shared-equity housing initiatives. Work included lending, loan restructuring, program development, and advising nonprofit housing organizations on long-term affordability strategies.

Massachusetts Urban Reinvestment Advisory Group – Massachusetts

President, Executive Director | 1982-1990

Led statewide efforts to enforce Community Reinvestment Act compliance, negotiating landmark agreements that directed lending, investment, and community development resources into disinvested urban and rural communities across Massachusetts.

Additional Consulting Engagements – National

Advised mission-driven lenders, housing organizations, and intermediaries on capitalization strategies, organizational development, and new product design, including work with Opportunity Finance Network, NeighborWorks America, and regional and tribal housing organizations.

SELECTED CONSULTING ENGAGEMENTS

National intermediaries

Opportunity Finance Network
NeighborWorks America
Housing Assistance Council

Community development financial institutions

Community Capital of Vermont
Westchester Housing Fund
Virginia Foundation for Housing Preservation
Cooperative Fund of New England

Community land trusts and housing organizations

Dudley Neighbors Inc.
Holyoke Community Land Trust
Housing Network of Rhode Island
Denver Neighborhood Housing Services

Tribal and regional housing organizations

Choctaw Housing Authority
Akwesasne Housing Authority
Eastern Dakota Housing Authority

Other engagements

Equity Trust
Vermont National Bank — Socially Responsible Banking Fund
Calvert Social Investment Fund — Loan Fund Analysis

TEACHING, TRAINING & FACILITATION

NeighborWorks America Community Leadership Institute — Facilitator
ROC Leadership Institute — Faculty Trainer
I'M HOME Annual Conference — Workshop Presenter
Institute for Community Economics National Community Land Trust Conferences — Presenter
Opportunity Finance Network Conferences — Presenter

EDUCATION

Harvard University / NeighborWorks America

Achieving Excellence Executive Leadership Program

Cornell University

B.S. Government and Human Services

Wentworth Institute of Technology

Certificate in Carpentry & Building

FELLOWSHIP

Whitney Fellow
John Hay Whitney Foundation

AFFILIATIONS

Founding Board Member

BLUE HUB Capital

Board Member

Lost Coin Women's Fund

Founding Member

National Association of Community Development Loan Funds

Member

Trustees for the Reservations
Roslindale Village Main Streets
Concord Food Co-op
Trust for Public Land