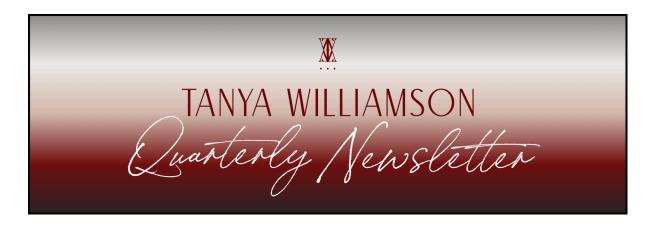
# Quarterly Newsletter

# **OUR ECO SYSTEM**

1 October 2025



# Empowering Change: Q3 Impact in Review

Welcome to the inaugural edition of our quarterly newsletter! We're excited to connect with you and share the progress of Tanya Associated Business Services as we build world-class businesses, strengthen communities through TABS and Families Thriving's real estate ventures, and foster healthy relationships at Married to the Ring. We are deeply grateful for the communities, families, and partners who make this vital work possible. Each quarter, expect updates on business development and real estate housing projects, as well as spotlights on the individuals driving progress, and celebrations of partnerships creating tangible change.

As we embark on a new quarter, we take a moment to reflect on Quarter 3 (Q3). We celebrate the significant milestones achieved, the families served, and the invaluable collaborations that made it all possible.

During Q3, we successfully transformed two residential properties in Wilmington and Newark, providing fresh opportunities for safe, quality housing. One property became a home for a displaced family, thanks to our collaboration with the Wilmington Housing Authority, while the other will be available to purchase starting in October 2025.

We've strengthened our community impact through strategic partnerships that align with our core values. We've also prioritized local and global collaborations that offer sound business opportunities.

Moving forward, we will continue to focus on expanding access to affordable housing, supporting families, and developing sustainable solutions, globally.

Thank you for your continued support. Together, we are not just building homes, but shaping futures.

Enjoy this quarter's newsletter!

Tanya Williamson

# In this newsletter you can expect:

<u>Development &</u> Construction Updates

<u>Client Success Story & Realtor Highlight</u>

<u>Dual Client & Investor</u> <u>Spotlight</u>

Affiliate & Community
Engagement

Staff Profile Highlights

TABS 18<sup>th</sup> Anniversary



# **Real Estate Development & Construction Services**

# Q3 2025 Highlights: Celebrating Our Progress

We've had a busy and productive Q3! Our team successfully acquired two new residential real estate projects and secured a new client for a two-story car garage, home office, exercise room, and prayer room project, with groundbreaking expected in Q4. We're also excited to announce the finalization of an agreement to integrate a single, cloud-based ERP system for construction project management, with migration commencing in Q4.

Further solidifying our capabilities, we successfully brought property management services in-house and were awarded our first capital stack-funded residential project, with more details to be shared in Q1 2026. A significant achievement this quarter was securing approval from the City of Wilmington to purchase a vacant city-owned lot to construct a new two-story residence, contributing to local revitalization and affordable housing efforts. We are especially grateful for the Letter of Support from City Councilwoman Zanthia Oliver, councilwoman over this district.

In client collaborations, we successfully assisted one client in transferring their complete real estate portfolio to a dedicated legal and operational entity, establishing an independent investment portfolio for their rental properties, and supported another in opening a new investment portfolio.

We also welcomed new hire(s) to our growing team!

# We forged new partnerships with Housing Agencies!



# Building Stronger Communities: Residential and Commercial Real Estate



Thank you, Merestone Consultants, our Civil Engineer Partners!



Work completed by Vision Builders & Associates LLC



Work completed by Vision Builders & Associates LLC

# Seller Highlight

"From the time I expressed interest in selling my property until the day of closing, I must say that my experience was a positive one.

Any questions or concerns I had were handled in a timely and professional manner. This made the process go smoothly.

I highly recommend anyone with a need to sell a property to contact this team. You won't be disappointed!"

~The Seller who sold their home to Families Thriving - Testimonial  $\sim$ 



# Meet Che Eubanks, HOU Relocation Coordinator

"Housing Opportunities Unlimited (HOU) Relocation Coordinator, Che Eubanks, supports residents during the renovation of their homes. Dedicated to providing excellent customer service to help minimize the stressful impact of the temporary moves on residents and their families, Che helps by providing access to resources and services.

Che is working closely with Tanya Associate Business Services to move residents to two available single family row homes owned by TABS eco-system to help solve the challenge of locating available units needed for the temporary relocation of Riverside residents.



# Realtor Highlight

It has been an absolute pleasure working with Families Thriving as their Realtor. Their professionalism, integrity, and commitment to providing housing through property management renovations in the communities are truly phenomenal. I value the strong relationship we've built, and I'm proud to assist them in finding tenants and buyers for their beautifully renovated homes. As a licensed real estate agent for over 32 years, I have met many companies established to provide the same service, but I can say that Families Thriving by far shows the passion, tenacity, and commitment!

Melinda A Proctor Remax Associates, Hockessin 302-420-9526 HOU is the largest nationwide provider of resident relocation services. Since 1982, HOU has served over 60,000 households in 36 states, including Hawaii and St. Croix in the US Virgin Islands, and the District of Columbia.

In partnership with the Wilmington Housing Authority (WHA), HOU is providing resident relocation services for the redevelopment of Riverside public housing. Che also serves as HOU's liaison with WHA."

Housing Opportunities Unlimited Relocation Coordinator, Che Eubanks Spotlight Feature Written by Chanie Infante, HOU Strategic Engagement Manager





E N T A L

WHA Tenant Successfully moved in.



# Carmen Caldwell

"Tanya met me where I was, treated my small investment like a major one, and gave me the confidence to see real estate as my path forward."

Several years ago, I had <u>a thought</u> drop in my spirit related to being in real estate. I never saw myself as an agent. The hustle I saw from so many agents to buy and sell homes for their clients never appealed to me. I also wasn't interested in Section 8 housing, which several friends of mine had chosen. I wasn't sure what that thought of real estate meant but I was clear what it wasn't. So for several years, it remained in the far reaches of my mind. Fast forward to March 2025 and I get an email from a colleague turned friend, Tanya Williamson about her Married to the Ring®'s (MTR) Blueprint Community. I'm single, but God had placed me on her heart. When she shared the details, I gave her a quick, YES! It so aligned with my vision for my next.

Things in MTR Blueprint Community started to move swiftly and an opportunity to invest in one of the properties with Tanya Associated Business Services was given. Again, I gave her a quick, YES! When God is in something, the answer is always YES. The details will unfold as you go. And that's what happened.

In August 2025, I flew to Delaware to Tanya Associated Business Services (TABS) headquarters and spent the day learning about the real estate investment process, particularly for a flip, which is my initial investment experience. Tanya was thorough and went through every step. She was patient when I was unclear of certain terms. She took me to meet with various key personnel within the City of Wilmington such as the Land Use and Planning and License and Inspection departments. She had me on a whole field trip! That experience provided a deeper understanding of the process that I will one day be doing myself.

Later that day, we visited the property I'm investing in. What I love about Tanya's heart is that she sees the big picture and she meets us where we are. I did not make a huge investment in the grand scheme of this project, but Tanya rolled out the red carpet and treated me as if I had made an enormous investment. She understood that I invested at my level of risk, and she met me right there, never downplaying my investment.





What'd He Say? How to Know, Hear, and Heed the Voice of the Holy Spirit in Your Everyday Life

#### by Carmen Caldwell

In fact, she did quite the opposite. She poured into me. Opened her process and contacts to me. We even went together and picked out countertops and flooring. I was made to feel like part of the team and for that, I'm grateful. She has kept me abreast of the progress of the flip and I am learning so much from that perspective as well. The level of service and communication that is required when you have investors on a project is essential. The administration and organization to carry out a project from beginning to end is paramount. I'm learning the tactical side as well as the operations and service side of real estate investment.

As part of this process, Tanya gave me advice on how to get my credit cleared up and advised me to set up my Limited Liability Company for my real estate investment business. Through this process, I believe that real estate investing is my road into real estate. I've learned so much under Tanya's tutelage and have grown in confidence over such a short period of time. I look forward to my continued growth in knowledge, wisdom, and impact as I bring what I'm learning to my community.

Click here to purchase the book



# **Affiliate & Community Engagement**

### Tanya Williamson attending Gertha & Ebens Jeans Book Launch.

Tanya Williamson attending: ABC Delaware Women In Construction Committee at MDAVIS



Erika Wallace and Faith Lambert attending: ABC Delaware Women In Construction Summit in Dover



Tanya Williamson attended Advanced Year CDI (Community Development Institute) at the University of Arkansas

#### **Sponsored**

"On behalf of AIDS Delaware and the MidAtlantic AIDS Education and Training Center, we sincerely thank Tanya Associated Business Services for your generous sponsorship of \$500 to help cover the cost of lunch."

Frank Hawkins, MS, ICGC-1, CHW, HIVPNC
Director of Prevention Services, AIDS Delawa

Danielle Catherine Lee Johnson, Mid-Atlantic Community of Practice

### **COMMUNITY OF PRACTICE**

Tools for Your Toolbox: Addressing HIV and Co-Occuring Conditions in the Community Together





Why Join?

#### Calling : - All:

- Case Managers
- First responders Community Based Organizations
- Peer Support SpecialistAnyone interested in the topic
- Community Educators
  - Collaborative Learning: Community Impact
  - Networking OpportunitiesResource Sharing

### Description

This CoP is for Delaware professionals

#### **Meeting Information**

**Monthly Meeting** Wednesday Sep, 24 2025 ll:30 am - 1:00 pm Lunch Provided **Registration Required** 

Community Service Building Corp 100 W 10th St, Wilmington, DE





Delaware here! Access Code: Tools



# Strategic Membership Alignment

#### **MEMBER**







## **Committee Member of**

**ABC**: Legislative, Safety, Women In Construction, and 2025 Nominating Board Committee **DSCC**: HR and Legislative

# **Meet The Staff**



Founder and CEO
Licensed Professional
Community Economic Developer,
Mrs. Tanya Williamson

Mrs. Tanya Williamson pictured here

with her Lover, Husband, Protector, Dr. Gerald Williamson, Sr.

the CEO of Vision Builders & Associates, LLC  $\,$ 



FAITH LAMBERT Chief Marketing Officer Tanya Associated Business Services, LLC

Faith, a Delaware State University alumna with a Bachelor of Arts in Mass Communications, joined the team in September. She brings valuable chief marketing experience and a fresh perspective.

Selected through Tanya's untraditional approach, Faith is being trained to help drive scale and growth while ensuring the smooth flow of business, and is known for her commitment to style and execution.



ERIKA WALLACE Property Manager

Families Thriving, LLC

We are pleased to announce that Erika Wallace has joined our team. Erika will oversee the development of our property management services for affordable housing families.

A former government employee, Erika is currently pursuing a Bachelor of Science in Human Services, with a minor in Organizational Leadership. She brings extensive experience in supporting school communities and coordinating family engagement initiatives, along with compassionate leadership, to her new role.





### YOU ARE CORDIALLY INVITED



Tanya Williamson founded Tanya Associated Business Services (TABS) in October 2007 while residing at the YWCA Homelife Management Center, a path that began at the YWCA Economic and Development Center. She has since expanded the business to incorporate her professional license as an Economic and Community Developer, focusing on building and providing quality, affordable housing for communities, including the underrepresented population. This journey reflects a significant transition from corporate life to homelessness, and ultimately, to success.

#### Click here to purchase ticket.

TABS, MTR, MTRFF, FAMILIES THRIVING	302-824-5473
www.tanyawilliamson.com	1007 N Orange Street, 3rd Floor Wilmington, DE 19801

Thank you for reading!