



## HCCP Board of Governors Spotlight: Wesley Daniel

*Senior Vice President, Affordable Housing*  
ConAm Management Corporation

Wes Daniel has been with ConAm since 2013 when he joined as a vice president overseeing one of the company's portfolio regions of affordable housing. Daniel was promoted to senior vice president of the company's 19,000+ affordable division in 2015. He has worked in multifamily property management since 1995, and has held senior leadership positions with U.S. Residential Group, Simpson Property Group and SARES-Regis Group prior to joining ConAm.

### **How has the HCCP designation impacted your career?**

As someone whose focus has always been primarily operational, the HCCP designation lets people know that I take regulatory compliance and knowledge seriously. Many professionals in operations positions view designations related to compliance as being for compliance people, when the fact is that the knowledge gained in the process is valuable to everybody. Further, this designation shows your dedication to the space of affordable housing and to professionally operating this important sector.

### **How did you get into the LIHTC industry?**

By accident, of course! In 2003, I had recently changed positions — as a regional manager in the conventional space — and there was a reorganization in the company I was with. It left me without a portfolio, and my company offered me the opportunity to move into compliance. I accepted the offer and never looked back. Since then, I have served as a regional manager, director of compliance, vice president of affordable housing and now senior vice president.



**What are your day-to-day responsibilities?**

I work with the leaders of our portfolio of affordable housing on the operations side, with our national compliance department and oversee a division of more than 450 associates. It's hard to define what I do day to day, because no two days are the same! As a leader, though, my most important responsibility is to be a support system for the associates who work in my group and to assist them as they encounter challenges day to day.

**What helped with your success in the LIHTC industry?**

To be an effective leader in this space, you need to be willing to learn and understand compliance in addition to operations. I've never viewed compliance as being "less than" operations (or vice versa). I recognize the fact that both are critical to the success of our industry, and as such, it is important for me to have a deep knowledge of both aspects of the business.

**What's your favorite hobby?**

It varies from time to time. I have a passion for social justice and serve as a board advisor to several grassroots, nonprofit organizations. I also collect various things — watches, elephants, nativity sets from around the world — and I also love to travel and bowl.