



## HCCP Distributor Spotlight: Amanda Lee Gross

*Vice President of Training and Compliance Policy*  
US Housing Consultants

As vice president of training and compliance policy, Amanda Lee Gross brings her 20 years' experience in affordable housing to US Housing Consultants training and compliance services. She learned the affordable housing industry from the ground up, starting as a leasing agent and quickly working her way to a compliance director. She has leveraged that experience and become a nationally recognized expert trainer in Fair Housing, low-income housing tax credit (LIHTC), rural development (RD), the Department of Housing and Urban Development (HUD), and HOME. She has conducted hundreds of training workshops and seminars throughout the country. Amanda is a thought leader in the affordable housing industry, speaking at several industry conferences each year, and working closely with a number of state agencies.

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

The HCCP designation has made a big impact on my career. I was never considered a great student in my adolescent years; I was average at best. As a result, my confidence was pretty low when I started in the industry. I didn't think I was very smart, and I didn't think I would make it very far in any career. Passing the HCCP exam in 2004 helped build my confidence, which helped propel me forward in my career.

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

I was a tenant first! In 2000, I was looking for housing in Portland, and the rents were so high, I couldn't meet the common income requirement of three times the rent. I was terrified at the reality that I might not be able to find a home, but that terror subsided when I came upon Pearl Court Apartments, a beautiful and well-maintained LIHTC property in downtown Portland. I will never forget the feeling of relief that flooded my entire being when I was handed keys to my apartment. I had a home — a home I



could afford all on my own, a beautiful home, a home I was proud of. A new feeling — hope — replaced the feeling of terror. This fueled me to learn more about the LIHTC program so that I could share this housing option with others that were struggling to find affordable housing.

So before long, I was on the other side of the desk, handing keys to someone desperately needing a home. I would often recognize the look in a new tenants' eyes when their hands closed around the keys to their new home. It was a relief. It was hope. It was the idea that maybe, just maybe, everything would be OK.

I started off as a tenant, but in less than six months, the property manager hired me as a leasing assistant. I did everything from leasing to cleaning apartments. I did not enjoy cleaning apartments, but I loved processing the compliance paperwork. And before long, I started to realize I was actually good at calculating income and doing research. I had never been good at anything before.

This was a turning point for me. I realized that affordable housing was my future, and I have since dedicated my life to supporting the industry. My passion for affordable housing is rooted in helping people, and this is one of the many reasons I am so happy to have found my place at US Housing Consultants. Magic happens when your passion, principles and goals align with those you work with.

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

My success would not have happened without the support and guidance of industry veterans. There are so many folks throughout my career that help me pave the path to where I currently stand.

### **What's your favorite hobby?**

Does spending time with my dog count as a hobby? Any free time I have I spend with my pup, Strummer.