



## HCCP Distributor Spotlight: Kelly Wakefield

*Executive Vice President*  
Preferred Compliance Solutions

Kelly Wakefield joined Preferred Compliance Solutions in 2005. Starting as a compliance specialist, she was instrumental to the idea and development of tools and procedures that allowed Preferred to pioneer reviewing files paperless. Spearheading the 2020 release of the NextGen eFile system, as well as the Rent and Income Calculator, her ability to stay ahead of industry trends led to her current position as executive vice president.

Kelly received her Associate of Arts degree from Florida State University and a Bachelor of Arts degree from Southern Virginia University. After residing in France and Bulgaria, she loves to brush up on her language skills and enjoys traveling. She currently resides in a 100-year-old historic home in Jacksonville, Fla., where she loves to spend time with her niece and nephew.

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

Working for a compliance company, compliance is what I knew, and to a degree, that was the extent of my knowledge until the HCCP. Since then, I have been exposed to and learned so much more about the industry as a whole. The HCCP gave me the confidence to branch outside of my compliance paradigm and help me understand others' perspectives as we all strive to protect affordable housing. Being able to help others expand and grow as they study and take the HCCP is very rewarding.

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

I am one of the rare ones that did not start working on-site. In 2005, I had just returned from a study abroad in Paris and needed to earn money. Why else would anyone get into affordable housing except for the money?!



I knew Jose Aponte, the founder and CEO, had a company called Preferred Compliance Solutions, and they reviewed paperwork so people could move into apartments. But that was about it. I have had patient people who taught me every step of the way and took my knowledge of compliance from zero to knowing slightly more now.

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

I spearhead our Asset Management and Training divisions with a focus on new services. Depending on the day and week, that could mean working with some great syndicators doing annual site inspections or initial tenant file reviews, or meeting with developers to launch the industry's first and free mobile app, InCompliance, or our digital tenant application, CertifyMe. Some weeks it is speaking at conferences, doing live, virtual or on demand trainings. My favorite is going on-site, and meeting with tenants to get a site caught up on recertifications or qualifying households for an acquisition/rehab. I love the variety and to see the industry from all sides!

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

I have always been a curious person by nature. Typically, instead of asking "why," I try to find the answer myself. Surrounding myself with people that are capable, kind and always encouraging me to learn more has also been key.

**What's your favorite hobby?**

I love to read and travel. Airplanes give me uninterrupted time to read and allow me to visit places I have only dreamed of going.