



HCCP Board of Governors Spotlight: Mike Ellis

Managing Principal
Landowan Consulting, LLC

Mike Ellis is the managing principal of Landowan Consulting, LLC, specializing in LIHTC properties providing services that include construction/leasing up oversight, year 15 disposition strategies, repositioning assets and property management consulting.

Previously, Ellis was the regional vice president for the Kittle Property Group, North Region, with more than 70 properties and more than 7,000 units under management, and responsible for seven regional property managers in five states. The portfolio included residential apartment communities made up of market rate, LIHTC, bond, Rural Development and self-storage facilities. Before joining Kittle Properties, He worked for Bonner Carrington, a Texas-based developer, from June 2010 through March 2018 as the vice president of asset management. He was responsible for overseeing all third-party property management operations, managing the LIHTC properties partnership responsibilities and reporting. Before joining Bonner Carrington, he was the vice president for asset management, accounting and investor reporting at National Affordable Housing Trust, a not-for-profit tax credit syndicator, from July 2006 to June 2010. He also worked as associate vice president-commercial multifamily of Paramount Realty Advisors for more than five years.

Ellis has more than 30 years in the industry, including positions as property manager, senior district manager, director of Property Management, Director of Asset Management, and President of Property Management. He also has more than 25 years of managing lease-up, rehabs or new construction development properties, and 20 years in the LIHTC industry. He is an active member of the Institute of



Real Estate Management (IREM), where he has served six years on the Board of Directors for the Cincinnati Chapter #9, including president in 1996.

Ellis holds an active real estate sales license in the state of Ohio and received the Certified Property Manager (CPM) designation from IREM and the Housing Credit Certified Professional (HCCP) designation from the National Association of Home Builders, where he currently serves on the Board of Governors and was chair in 2014. He completed his real estate sales classes at Hondros College in Columbus, Ohio, is currently enrolled in the BS Business Management degree program at Western Governors University.

How has the HCCP designation impacted your career?

The HCCP designation has allowed me to expand my horizon into so many different aspects of the real estate industry. Starting in property management, I found compliance and asset management interesting and had opportunities to work in the departments with the companies I served. Then I moved into development where the designation and the section 42 program allow for the building of quality apartments for an underserved low- to moderate-income level of the population. I found this to be very rewarding and in line with my value system.

How did you get into the LIHTC industry?

Not by accident, but I changed jobs and interviewed with a property that had both market-rate and LIHTC properties. I was told the LIHTC properties were not much different to manage than the market-rate properties that I had many years of experience doing. I found that statement to not be as accurate as I would have hoped, but I found that I did enjoy the differences between the property types. I took the HCCP classes, got educated and became an HCCP, and from there I loved my career in the LIHTC world.

What are your day-to-day responsibilities?

Working for clients on a consulting base brings new and different challenges daily. The work ranges from long-term projects, such as working on qualified projects and year 15 disposition strategies, to more immediate needs that include helping overcome compliance issues with state agencies, construction lease-up challenges keeping BINs in compliance, and ensuring the fastest lease-up possible to getting credits turned on.



What helped with your success in the LIHTC industry?

Without question being an HCCP was paramount to my success. Having a good network of professionals to talk to about questions or reviewing best practices with my peers was indeed part of my success.

I would also say that my time on the Board of Governors was a big part of my success due to the fact I was around and able to connect with the industry's top experts — keeping up on industry trends, new laws, new approaches to solve complex problems. Being around these very smart industry experts made me a better LIHTC manager over my career.

What's your favorite hobby?

Golf was something I always enjoyed, but not very good at. I now enjoy going to Top Golf and scoring points with family and friends, and sometimes beating them.

Travel with family is something I look forward to, and enjoy seeing new places and experiencing new local foods.

Lastly, I would say working on home-improvement projects is something that I enjoy. It is nice to work on a project and see it come together, and then be able to enjoy the end results of your project.