



## HCCP Distributor Spotlight: A.J. Johnson

*President*

A. J. Johnson Consulting Services, Inc

A.J. Johnson is an affordable housing consultant specializing in government assisted housing programs and fair housing. He has been involved in the development and operation of affordable housing for 46 years, on both the public and private sector sides. He currently acts as a consultant for numerous investors, syndicators, HFAs, developers and management companies, and was a member of the working group that drafted the original legislation for the LIHTC program.

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

Being a Housing Credit Certified Professional indicates a high level of understanding and expertise in the LIHTC program and provides a comfort level to clients who rely on our full understanding of the program in order to deliver sound and timely advice.

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

As a developer and affordable housing operator in the 1970s and 1980s, I was heavily involved in affordable housing development. I was the president of a national affordable housing trade association, and in that role spent a good deal of time in Washington lobbying for affordable housing. This led to my being asked to participate in the drafting of legislation that would use the tax code to create affordable housing. It was the drafting of that legislation that led to the LIHTC program. I then developed one of the first LIHTC properties to be placed in service — in 1987.

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

I oversee all operations of my company — from the development of new business to training, consulting and property reviews.



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

Relationships. I was fortunate to have some of the giants of the affordable housing industry as my mentors, including Chuck Edson, Dave Reznick and Herb Collins. Each of them played a big role in my understanding of what it takes to develop and sustain affordable housing — both at the state and federal level.

**What's your favorite hobby?**

Computer recreations of historic Major League Baseball seasons. I love the statistical part of it, but also the understanding it gives me regarding the role that chance plays in everything we do.