



## HCCP Board of Governors Spotlight: Mike Price

*Director of Asset Management & Compliance*  
Travois Inc.

Mike Price has been with Travois Asset Management and Compliance since 2013. In his role, he manages the asset management and compliance teams, and ensures that all client projects are rented to the appropriate people. He also maintains compliance with the different program requirements for the life of the projects.

Mike advocates on behalf of tribal clients for appropriate regulatory or policy changes at the state and federal level, and ensures that all state allocating agency and investor requirements are met.

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

Obtaining the HCCP designation opened a lot of doors for me. After obtaining my certification, I then began attending other industry training courses and conferences that were being promoted by NAHB. These events allowed me to form relationships with industry leaders and others like me who wanted to learn more about the industry and how to navigate the landscape of working in several states in addition to multiple sources of funding.

In addition, these relationships provided the opportunity for me to understand other facets of the industry by learning to look at things from multiple sides of the table (CPAs, developers, investors, contractors, etc.). These relationships have proven to be invaluable when it comes to having a group of colleagues to discuss complex issues with and have a thorough understanding of changes as they happen in the industry.



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

A friend of mine told me about a company she worked for that provided utility allowance calculations for owners and management firms across the nation, and they were starting a new division that was going to assist properties with maintaining compliance with low-income housing regulations. I was looking for a career change, and what she did sounded interesting, so I interviewed and then jumped into the industry with both feet. Nineteen years later, I find myself leading a team of individuals overseeing both operations and compliance of low-income properties.

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

I oversee a team of individuals that monitor project portfolios to ensure the owners are meeting all funding requirements. I spend a large amount of time assisting other colleagues on our development and design and construction teams navigate challenges with low-income housing funding applications, construction and lease up of properties. Because we are a client-driven consulting firm, I also spend a fair amount of time helping our clients navigate the challenges of running their low-income housing properties. In addition, I also lead industry training and speak at several industry conferences annually.

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

The people I have come into contact with since entering the industry. I have been blessed with the opportunity to learn from some of the best leaders in our industry. In addition to those of us in the industry, I have had the opportunity to work with and assist a very diverse group of families.

I took an unorthodox route to arrive at where I am today in the industry. While most start in property management, I first became a tenant file compliance specialist, but soon understood I would never completely understand the industry unless I put my boots on the ground and managed a property.

Having this experience was key to me understanding some of the true challenges of how the different programs work. Through the people I met along the way — be it a mentor, a colleague or the Smith family from Unit 1A — I was able to learn something (and still do to this day) and effectively apply that knowledge to how I solve problems and provide guidance to others.

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

I really enjoy playing golf. Most weekends you will find me swinging a club, yelling at myself for doing something incorrectly and then looking for my ball in areas considered by some to be “out of bounds,”



just so I can repeat the process. To quote John Daily, "I hit the ball as hard as I can. If I can find it, I hit it again."