



## HCCP Distributor Spotlight: Kelly Wakefield

*Executive Vice President*  
Preferred Compliance Solutions

Kelly Wakefield has been in the industry since 2005 beginning as a compliance specialist. Utilizing technology to simplify compliance, Ms. Wakefield has developed interactive online LIHTC training and assisted multiple companies in designing compliance programs to ensure compliance and protect tax credits. Staying involved in the industry as a trainer, speaker at conferences and on panels by taking complex topics and reducing them to easily understood concepts is a priority for Ms. Wakefield.

Ms. Wakefield 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.

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

I started in compliance with no knowledge about LIHTC at all! By taking applications and going through each section and question, I was taught how to review a file. Once I had the basics of that, I began learning about other areas of the industry. Whether it was credit delivery and maximizing first year credits, how an acquisition rehab works, or what happens during a physical inspection I've been so lucky to have patient mentors that could see I wanted to learn more.

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

We are in such an exciting time with technology and the ease, benefit and confidence this can provide for the applicant, site staff, compliance team and up to the owner! My day-to-day responsibility is how



we can create and improve systems to provide a more thorough review while not delaying households taking occupancy. I love seeing ideas I had implemented that produce tangible results, such as the average time from application submission of our digital tenant application, CertifyMe, to approval for move in from compliance is less than 10 days.

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

Remaining curious and open. I am doing things now that I would not have been comfortable with a few years ago, but having mentors that encourage me to seek growth, even in the discomfort.

**What's your favorite hobby?**

I am a fifth generation Floridian and love to visit the different natural springs by visiting a few new ones each summer. In addition, I love to travel! This year I was able to visit Angkor Wat in Cambodia, which has been on my bucket list since I was a young child.