



HCCP Distributor Spotlight: Michael Kotin

Principal
Kay-Kay Realty Corp.

Michael Kotin is principal of Scottsdale, Ariz.-based Kay-Kay Realty Corp. and managing partner of the firm's compliance consulting practice. Since 1988, Kotin has reviewed tax credit files in all 50 states and territories except Guam, proving that one may as well be based somewhere where it is warm and snow is optional. He was also part of original committee that developed the HCCP designation, created the first exam, and marketed its value to syndicators, investors and developers.

How has the HCCP designation impacted your career?

When the LIHTC program first started, I think it is fair to say that developers viewed compliance as an annoyance and necessary evil. In fact, a developer client once commented that compliance was just sweeping up after the elephant. Developing the HCCP credential helped to reinforce the importance of compliance and solidify its importance in the program.

How did you get into the LIHTC industry?

I was already in multifamily property management. I hold a masters' degree in taxation and CPA; the program just naturally fit into our firm's wheelhouse.

What are your day-to-day responsibilities?

I'm the managing partner for the firm's compliance consulting practice with a goodly dose of oversight for the 60-plus properties, which the firm actually manages across six states.



What helped with your success in the LIHTC industry?

Compliance consulting actually requires a good understanding of development, syndication and financing. Understanding and training on-site managers on day-to-day compliance technics is important; however, it must be done in conjunction with an understanding of the overall process. Ask any manager who has gone through qualifying all the residents at a property only to find that they have to do it again!

What's your favorite hobby?

I love golf; however, as much as I would will it otherwise, my game is horrid.