



HCCP Distributor Spotlight: Scott Michael Dunn

CEO and Director of Compliance
Costello Compliance

Scott Michael Dunn has been in affordable housing for more than 30 years. He works with all major federal programs as a property management executive and as a consultant to various members of the industry. He has had past or current contracts or trained staff for more than 70% of all state LIHTC agencies, as well as many federal, state and owners/agents.

Costello Compliance offers online on-demand, webinar and live training to the industry. This includes an awesome annual Compliance Summit. Scott Michael lives with his beautiful bride of 32 years, his son and a delightful mother-in-law.

How has the HCCP designation impacted your career?

It is important to both be diligent and educated to succeed in compliance. Getting and maintaining the HCCP designation involves both, and that has been of great benefit to me. Being a distributor of the HCCP and offering education to the industry has also brought me into contact with hundreds of amazing compliance professionals and that networking enriches my life and career every day.

How did you get into the LIHTC industry?

Free housing! I started in banking, but my wife got a job as a property manager with about 400 units. The job included an apartment on-site. I joined her on the management team eventually. Coming from one highly regulated industry (banking) to another, I enjoyed the paperwork aspects, and was able to focus on that and build systems that eventually were used across Costello Property Management's 5,000 units.



What are your day-to-day responsibilities?

As a partner in the firm, I oversee the training and compliance monitoring products that Costello Compliance offers. Additionally, I am an executive with Costello's property management company as the director of policy. That takes about 30% of my time, and I oversee company compliance policy, civil rights matters and our new centralized application processing department. I oversee three distinct teams, who are all top-notch in the industry.

What helped with your success in the LIHTC industry?

I think that a person has to be willing to really dig into the raw federal guidance to see and understand the rules for themselves. Doing this helps me to form good decisions based not on opinions and "best practices" of others, but on the source guidance. Once you develop that deep understanding, you might as well help others. It turns out that can turn into a good career.

What's your favorite hobby?

I assume that reading tax code doesn't count, though that's fun, too! I never hide the fact that I am a huge super-nerd at heart. Give me a good science fiction or superhero novel, audiobook, movie or stack of comic books, and I'll be engaged for hours!