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**MEMBER SELECTION
PROPOSER LETTER**

Margaret A. Rolando
Chair, Member Selection Committee
c/o American College of Real Estate Lawyers
220 N. Market Street Suite 100
Frederick, MD 21701

Re: Nomination of Scott J. Ziance

Dear Peggy:

I am pleased to propose the nomination of Scott J. Ziance for membership in the American College of Real Estate Lawyers.

I have known Scott for approximately 15 years through our representation of a mutual client, and I have known of his reputation for longer. I also regularly interact informally with Scott through activities at the Athletic Club of Columbus.

As you can see from his resume, Scott founded and leads one of the largest practices in the country that is focused on the use of state and local economic development incentives for the development and redevelopment of real estate. He also regularly leads some of the largest, most complex development incentives driven real estate projects throughout the United States.

Scott is a thought leader in our profession. Not only did Scott start and grow what has become the largest annual economic development incentives-focused conference in the world, he also speaks regularly about state and local economic development incentives at national conferences that are attended by real estate professionals (both lawyers and non-lawyers), tax professionals, and public and private sector economic development professionals.

Scott puts his thoughts into action, largely through his national, state and local leadership in NAIOP, the commercial real estate development association. He has been a national NAIOP board member since 2020. He recently used his relationships and leadership skills to make an unsolicited proposal to NAIOP's corporate leadership, persuading NAIOP to establish a brand-new annual conference, I.CON Central. As a result of Scott's efforts, the first I.CON Central



conference will be held in our hometown of Columbus. Scott is a past NAIOP of Ohio board chair, a past Central Ohio NAIOP board chair, the founder and past treasurer of the NAIOP of Ohio PAC, and the first NAIOP of Ohio emeritus board member. Relatively few law firm lawyers hold the highest leadership positions in NAIOP, and Scott's leadership activities in that organization have been very positive for our profession

Because he is one of the top lawyers in the country in his niche real estate practice area, because he is a thought leader among lawyers and other real estate professionals, and because he has earned the respect of prominent real estate professionals (lawyers and nonlawyers) at the national, state and local levels, Scott will be an excellent addition to ACREL. He will not only live up to the standards of an ACREL Fellow, but he will also make our organization stronger and enhance our brand.

I am able to certify that Scott satisfies the criteria for selection to the College as set forth in Section 4 of the Guidelines for Regular Member Selection. Based upon my knowledge, it is my opinion that Scott satisfies ACREL's Statement of Professionalism and exemplifies the standards of professional integrity and civility as provided in the Guidelines.

I am not (a) in the same firm as Scott, (b) related by birth or marriage to him, or (c) a current Governor or member of the Member Selection Committee of the College. Neither the nominee nor his employer regularly employs or retains me or my law firm and I have no business relationship with Scott.

Finally, I have no doubt that Scott will be an active and participating member of ACREL.

Very truly yours,



Charles H. McCreary