

**SCOTT J. ZIANCE**

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**DESCRIPTION OF CURRENT PRACTICE**

My practice focuses on Vorys' national economic development incentives legal practice, which I founded and grew into one of the largest such practices in the country. As part of this role, I focus on advising clients regarding the use of economic development incentives, tax incentives, economic development financing mechanisms, public-private partnerships and special economic development entities for property development and redevelopment purposes throughout the United States and, from time to time, in other countries.

Through collaboration with colleagues and others in the economic development industry, I founded the Vorys Economic Development Incentives Conference ten years ago, and it has become the largest such annual conference in the world.

In 2022, I founded Vista Site Selection, LLC, an ancillary business of the law firm currently composed of seven professionals based primarily in Texas who focus their work on finding optimal sites for businesses to locate and grow. I have served as board chair for Vista since its founding.

Recent representative matters include:

- Served as site selection counsel for a client's \$20B+ semiconductor chip fabrication facility
- Representing Bedrock in connection with its 15-20 year, \$3.5B plan to transform 35 acres of the Cuyahoga Riverfront in Cleveland, Ohio, negotiating a tax increment financing incentive with a value reported to be \$1B
- Negotiated or currently negotiating incentives agreements on behalf of ten different clients, including multiple Fortune 50 companies, for dozens of data centers with a combined investment value of more than \$50B in more than ten states across four time zones
- Negotiated incentive agreements for a number of automated fulfillment centers in four states on behalf of a major grocery chain owner
- Negotiated incentives for a Fortune 50 company on industrial and office projects in 13 states from coast to coast
- Designed and implemented an innovative joint economic development zone-based structure for construction of a major industrial park by one of the world's largest developers
- Served as special counsel to the City of Westlake, Ohio in winning a site-selection contest for the American Greetings corporate headquarters, which resulted in

\$50M+ of constructed public improvements

- Negotiated incentives for the redevelopment of a brownfield site that enabled the site to be redeveloped as a mixed-use site with two office buildings, including the corporate headquarters for White Castle, multifamily buildings, an event building, and public amenities
- Co-led the structuring of a complex series of incentives to facilitate the redevelopment of the Dayton Arcade complex, composed of nine abandoned, interconnected buildings in downtown Dayton
- Led the legal work associated with a multi-state site selection exercise and the negotiation of incentives for the construction of a new headquarters facility for a Fortune 200 company

Other matters include:

- Drafted, or assisting in the drafting of, 24 statutory amendments related to economic development incentives
- Served as incentives counsel to a majority of the ten largest public companies in Central Ohio
- Facilitated the construction of more than 100 distribution centers across the United States through incentives negotiation, totaling approximately 50M sq. ft.

- Served as lead counsel connected to establishment of dozens of tax increment financing districts
- Led efforts to save the Ohio Historic Preservation Tax Credit Program when it was slated for elimination as part of the 2015 Ohio budget bill
- Leveraged incentives and historic tax credits to help a client redevelop a historic, abandoned building in a major metropolitan area into functioning residences

## **EDUCATIONAL BACKGROUND**

**Harvard Law School, J.D., *cum laude*, 1997**

***Harvard Journal of Law and Public Policy*, Senior Editor**

**Bowling Green State University, B.A. Political Science, *magna cum laude*, 1993**

## **BAR MEMBERSHIPS AND DATES**

**Supreme Court of Ohio, 1997 – Present (#68448)**

## **EMPLOYMENT HISTORY**

**Vorys, Sater, Seymour and Pease LLP, Columbus, Ohio, Partner, 2005 – Present**

**Vorys, Sater, Seymour and Pease LLP, Columbus, Ohio, Associate, 1997 – 2004**

## **SPEAKING ENGAGEMENTS**

**2024 Institute for Professionals in Taxation (IPT) Credits and Incentives Symposium, Tucson, AZ, October 22, 2024, "2024 National Legislative & Presidential Update: Implications for Tax Professionals," Presenter**

**Industrial Asset Management Council (IAMC) Fall 2024 Forum, Quebec City, Quebec, September 14 – 18, 2024, "Property Tax Incentives," Presenter**

**2024 Tax Conference, Columbus, Ohio, August 6 – 7, 2024, "Economic Development News for Tax Professionals," Presenter**

**2024 IPT Annual Conference, San Diego, CA, June 23 – 26, 2024, "Federal/State Legislation – How to Participate in the Process and Effect Change to Your Advantage," Co-presenter**

**NAIOP ICON East**, Jersey City, NJ,  
June 6, 2024, “Midwest Industrial Market  
Outlook Lunch,” Moderator

**Vorys Economic Development  
Incentives Conference**, Columbus, Ohio,  
February 23, 2024, “Intersection of  
Incentives and Property Tax: What  
Everyone Needs to Know,” Co-presenter

**IPT Credits & Incentives Symposium**,  
Tampa, FL, November 7 – 10, 2023,  
“Practitioners’ and Economic Developers’  
Roundtable,” Presenter

**Redefining the Aerospace Federal  
Proposal Process: A Comprehensive  
Two-Day Course**, Washington D.C.,  
October 24, 2023, “Incorporating  
Business Incentives into Federal  
Government Proposals,” Presenter

**Vorys Economic Development  
Incentives Conference**, Columbus, Ohio,  
February 24, 2023, “Experienced Private  
Sector Economic Development  
Professionals Roundtable: Input for  
Public Sector Professionals,” Co-  
presenter

**NAIOP Webinar**, National broadcast,  
July 12, 2022, “Sunshine Law Best  
Practices for CRE Development  
Projects,” Presenter

**Council for Community & Economic  
Research (C2ER) 62nd Annual  
Conference**, Columbus, Ohio, June 12 –  
16, 2022, Site Selector Panelist

**Vorys Economic Development  
Incentives Conference**, Columbus, Ohio,  
February 25, 2022, “Ohio on a Roll,” Co-  
presenter

**Area Development Consultants Forum,**  
Tampa, Florida, December 6 – 8, 2021,  
Presenter

**IPT Credits & Incentives Symposium,**  
Westminster, Colorado, October 24 – 27,  
2021, Presenter

**Fall 2021 IAMC Fall Forum,** Kansas  
City, Missouri, October 2 – 6, 2021,  
Presenter

**NAIOP Webinar,** National broadcast,  
May 25, 2021, “Leveraging State and  
Local Economic Development Incentives:  
A Four-Pronged Approach,” Co-presenter

**Numerous speaking engagements prior  
to 2021**

## **LEGAL PUBLICATIONS**

**NAIOP *Development*,** “How to Use  
Incentives Wisely,” Co-author, Spring  
2021

***Area Development*,** “Nondisclosure  
Agreements Best Practices When  
Negotiating Incentives,” Co-author, Q4  
2020

***Area Development*,** “Indemnification  
Provisions in Incentives Agreements: Best  
Practices and Special Public Entity  
Issues,” Co-author, Q3 2020

## **BAR ACTIVITIES**

**Ohio State Bar Association,** Chair of the  
Taxation Committee, 2006-2008

**Columbus Chamber,** Infrastructure  
Steering Committee, 2007 – 2009

## **PROFESSIONAL RATINGS**

***The Best Lawyers in America, Public  
Finance Law,*** 2011 – Present

***The Best Lawyers in America, Economic  
Development Law,*** 2022 – Present

**TEACHING ACTIVITIES**

(see Speaking Engagements, above, and Community Service, below)

**COMMUNITY SERVICE  
AND PRO BONO ACTIVITIES**

**Heritage Ohio**, Board of Directors, 2008-2012; Vice Chair of Records and Legal Affairs; 2009-2012; Member, 2008 – Present

**Ohio State Center for Real Estate Mentorship Program**, 2020 – 2021

**NAIOP Central Ohio Chapter Mentorship Program**, 2016 - 2019

**Bowling Green State University Alumni Association**, Board of Directors, 2000 - 2003

**Bowling Green State University**, Scholarship endowment, 2022

**St. Thomas More Newman Center**, Mass and Hospital Eucharistic Minister, 2017 - 2020

**Bowling Green, Ohio**, City Council 1992 – 1993

**POLITICAL ACTIVITIES**

**The Federalist Society for Law and Public Policy Studies**, Member, 1995 – present

**OTHER MEMBERSHIPS**

**NAIOP, Corporate Board of Directors**, 2020 – Present

**NAIOP Ohio**, Board of Directors, 2013 – Present; President, 2018 – 2019

**NAIOP Central Ohio Chapter, Board of Directors**, 2012 – 2021; President, 2019

**Vista Site Selection, LLC**, Board Chair, 2022 – Present



**Council of Development Finance Agencies**, Member, 2009 – Present

*Area Development Magazine*, Editorial Advisory Board Member, 2022 – Present

**Columbus Region Logistics Council**, Business Environment Committee, 2008 – 2011

## **HONORS**

**NAIOP of Ohio**, President's Award for Excellence, 2023

**Central Ohio NAIOP**, President's Award, 2016, 2018, 2023

**Greater Ohio Policy Center**, Private Sector Champion Finalist, 2017

## **ATTACHMENTS**

(see attachments)

## **PERSONAL**

Born December 12, 1970, in Fort Belvoir, VA.

I've been married to my wife,Carolynn, for 30 years and am quite proud of my daughters Cassandra and Eleanor. My interests include spending time outdoors, boating, hiking and travelling. I'm always interested in sampling new wines and beers during my travels.

## **WRITTEN MATERIALS**

(see separate documents provided)