

Gail M. Stern

675 President Street, Apt 2405
Baltimore, MD 21202

October 28, 2024

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 honored to support the nomination of Scott J. Ziance for membership in the American College of Real Estate Lawyers.

I have known Scott for more than 15 years, since I was an in-house lawyer at L Brands Inc. In addition, after my time at L Brands, I worked with Scott on an extremely complex transaction – the redevelopment of the Dayton Arcade block, a complex of seven abandoned, connected buildings in downtown Dayton, Ohio, an award-winning historic rehabilitation project that became the subject of a three-part PBS documentary.

Without a doubt, Scott is one of the most creative, detail-oriented and hard-working attorneys in his very specialized niche – using state and local economic development incentives and public-private partnerships to develop and redevelop property. I have seen firsthand that he is extremely effective at assessing complex real estate situations, developing solutions, and implementing those solutions. Moreover, the growth of his practice suggests that others agree that Scott is a special lawyer who adds unique value and helps to improve our built environment.

All of my interactions with Scott have been positive, and I am confident that he has the professional integrity to be an excellent member of ACREL.

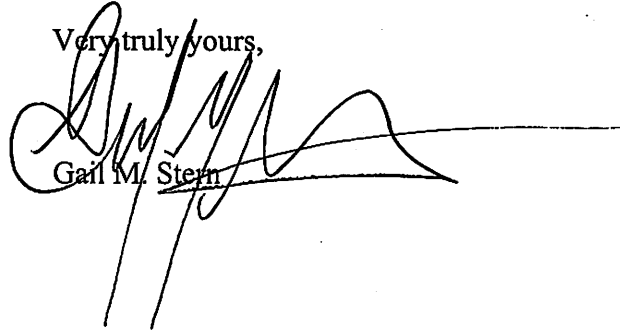
I am able to certify that Scott satisfies the criteria for selection to the College as set forth in Section 4 of the Guidelines for Regular Member Selection. Based upon my knowledge, it is my opinion that Scott satisfies ACREL's Statement of Professionalism and exemplifies the standards of professional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

If you have any questions, please let me know.

Very truly yours,

A handwritten signature in black ink, appearing to read "Gail M. Stern", is written over the typed name. The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Gail M. Stern