

Vorys Launches Site Selection and Economic Development Incentives Business

Related Services

Tax and Economic Development
Incentives

NEWS | 10.10.2022

Vorys, Sater, Seymour and Pease LLP announced today that it has launched a new ancillary business, Vista Site Selection, LLC, dedicated to helping companies choose the most advantageous and economically viable sites for strategic investments.

“At Vorys, we have focused on providing superior service and unmatched legal counsel to our clients,” said Vorys Managing Partner Michael Martz. “We continually look at non-legal services that can improve the way in which we support both existing clients and other businesses. This is a perfect example.”

Matt Samler, a site selection and incentive negotiation expert with nearly 15 years’ experience, will lead Vista Site Selection as its senior managing director. He has worked on projects in nearly every U.S. state and has secured more than \$1 billion in incentives for businesses across industries. Samler is joined by two managing directors, Jeff Troan and Evan Stair. The team has nearly 75 years of combined site selection, incentives, data analytics, and geographic information system (GIS) experience.

“Jeff brings a wealth of knowledge in real estate and incentives throughout the world, particularly in the aerospace and manufacturing sectors, and Evan has spent his entire career analyzing, visualizing and presenting complex data in ways that help businesses feel confident in their site selection decisions,” Samler said. “With our unique and combined expertise, our clients will be able to access site selection, data, analytic and incentive information in a completely customized and impactful manner.”

The Vorys economic development incentives practice, which is one of the largest state and local economic development incentives practices based in a U.S. law firm, will continue to provide high quality legal counsel to clients as they secure economic development incentives in jurisdictions across the country. Vorys has worked on incentives deals in more than 30 states for companies of all sizes, including some of the largest companies in the world. It also hosts one of the largest annual

conferences solely dedicated to economic development incentives – the Vorys Economic Development Incentives Conference.

“Through our work across the U.S., we have seen that our clients often need to hire multiple unrelated service providers to successfully complete a site selection project,” said Scott Ziance, chair of the Vorys economic development incentives group. “Working together, Vorys and Vista Site Selection have the opportunity to provide an unprecedented level of service from project conception through completion.

To learn more about Vista Site Selection, visit vistasiteselection.com.

About Vorys: Vorys was established in 1909 with just four attorneys and has grown to nearly 375 attorneys in nine offices in Ohio, Washington, D.C., Texas, Pennsylvania, California and London. Vorys currently ranks as one of the 200 largest law firms in the United States according to *American Lawyer* magazine.