

# DEVELOPING COLUMBUS: THE IMPACT OF TAX INCENTIVES

## PANELISTS

**KENNY MCDONALD**  
**President and CEO**  
**Columbus 2020**

Kenny McDonald, CEcD, joined the Columbus 2020 team in July 2010. As president and CEO, Kenny serves as the primary leader of all economic development and business attraction efforts for the 11-county Columbus Region. Kenny has an extensive background in site selection, regional economic development, community marketing, business recruitment and international business development. Most recently, he served as executive vice president at the Charlotte Regional Partnership. He has also held positions at the Albuquerque Economic Development Corporation, Fluor Daniels Global Locations Strategies and Savannah Economic Development Authority. Kenny graduated with a BS in business administration from Dickinson State University and a MPA from Georgia Southern University. Kenny serves on the boards of the Columbus Chamber, International Economic Development Council (IEDC), MidAmerican Global Ventures, NAIOP Central Ohio, SciTech, and Transportation Research Center. Kenny also serves as chairman of the IEDC's Planning and Business Development Committee..



**KELLI SAUNDERS**  
**Director Economic Development**  
**DHL Supply Chain**

Kelli started her career with Deloitte Tax LLP in Columbus, Ohio in 2003 as a tax analyst in business tax services. She joined DHL Supply Chain in 2005 with responsibility for Federal, State and Local income tax compliance. DHL Supply Chain is the North American leader in contract logistics, providing customer-focused solutions to a wide range of industries including automotive, consumer, retail, engineering and manufacturing, life sciences and healthcare, technology, energy and chemicals. In 2012, DHL/Exel Supply started an Economic Development function within its legal department. Kelli assumed the role of Director, Economic Development in May of 2012. As of January 2015, Kelli is responsible for Economic Development for all divisions of DHL Americas; including the express, global forwarding, and parcel businesses. Kelli has worked on multiple incentive deals at the Federal, State and Local levels in over 18 states. She is a graduate of Miami University in Oxford, Ohio with a B.S. in Accountancy and is a Certified Public Accountant.



**YAROMIR STEINER**  
**Founder and CEO**  
**Steiner + Associates**

Born in Istanbul, Turkey and educated at the University of Toulouse in France, Mr. Steiner is founder and CEO of Columbus, Ohio-based Steiner + Associates where he oversees the company's operations including all development, leasing and management efforts. Over the last two-plus decades, he and his company have developed more than \$2 billion of mixed-use real estate, delivering some of the most iconic, innovative and influential retail and mixed-use environments in the United States. Mr. Steiner speaks four languages and is a veteran of the French 11th Airborne Division.



**SCOTT ZIANCE**  
**Partner**  
**Vorys**

Scott is a partner in the Vorys Columbus office and a member of the tax group. He focuses his practice on the utilization of economic development incentives, tax incentives, economic development financing mechanisms, public-private partnerships and special economic development entities to assist developers, operating businesses and political subdivisions in developing and redeveloping property and creating jobs and economic growth. He also has substantial real property tax valuation litigation experience and significant experience with other aspects of state and local taxation, including oil and gas tax matters and unclaimed funds law. Scott leads the firm's state and local tax efforts with regard to the firm's numerous oil and gas clients involved in the Utica shale play. Scott is a member of the Federalist Society, NAIOP Ohio, NAIOP Central Ohio Chapter, the Council of Development Finance Agencies, Heritage Ohio and the Ohio State Bar Association. Scott received his J.D. cum laude from Harvard Law School and his B.A. magna cum laude from Bowling Green State University.

