

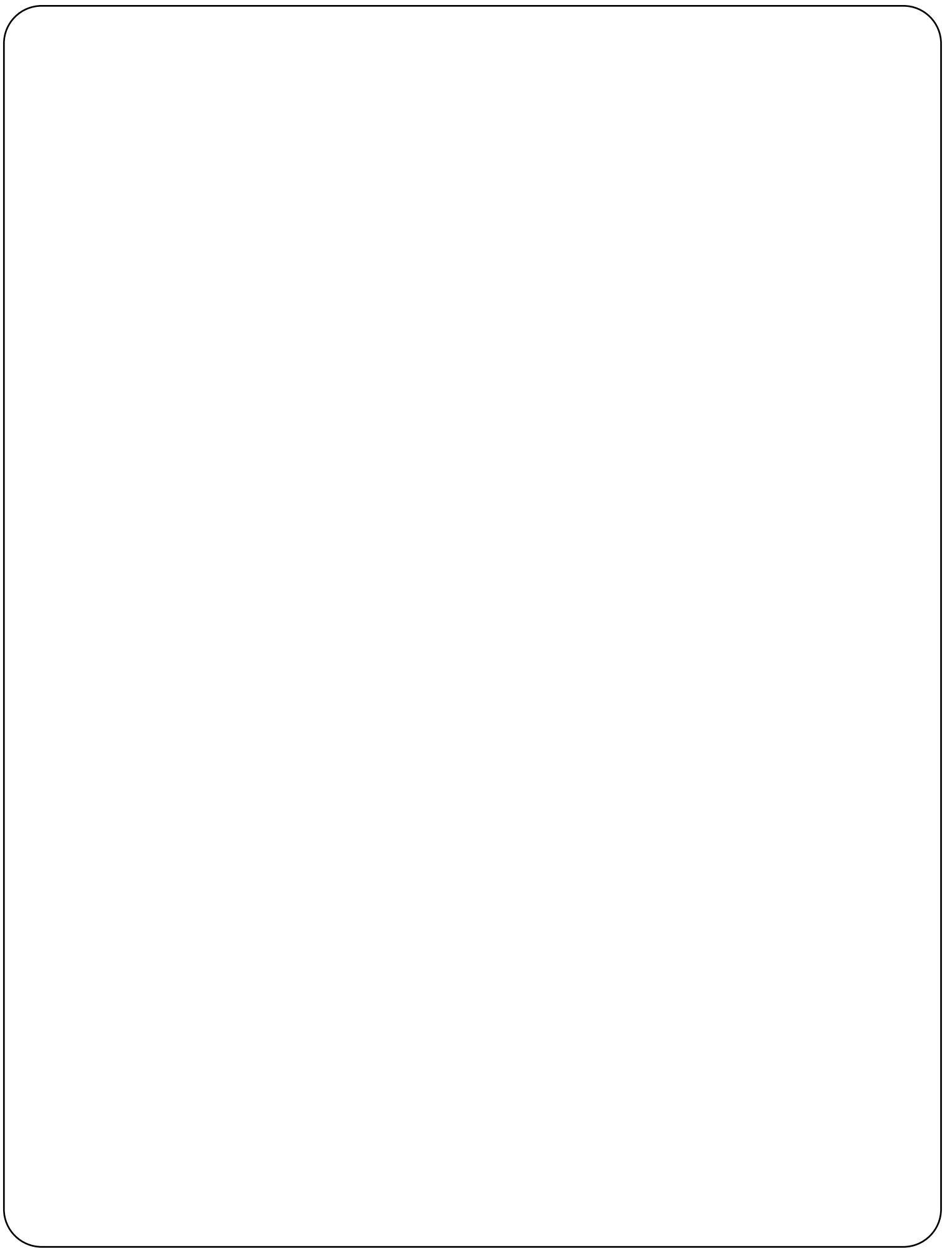


# ANNUAL MEETING & LEGISLATIVE DAY

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# 2026





## Message from NAIOP of Ohio President

On behalf of the Board of Directors, thank you for joining us for NAIOP of Ohio's Annual Meeting & Legislative Day. This event has become our signature gathering, focused on advocacy, partnership, and the advancement of economic development across the state. Standing alongside our four respective regional chapters, NAIOP of Ohio has served as a leading voice for the commercial real estate industry, working with our state leaders to champion policies that drive investment, job creation, and long-term economic growth.

In 2025, commercial real estate development and operations supported more than 266,000 jobs across Ohio, generated \$16.1 billion in wages and salaries, and contributed an estimated \$53.5 billion to the state's GDP. From advanced manufacturing and logistics hubs to innovation districts, mixed-use developments, retail destinations, and housing supply, our industry creates the environments where businesses grow and communities thrive.

Today, as we meet with legislators and administration officials, let's continue to advocate for policies that promote smart growth, streamline processes, and provide the tools necessary to support transformational development across our state. Your voice, your expertise, and your willingness to engage with policymakers are critical to ensuring Ohio remains a place where development is possible, investment is encouraged, and communities can succeed.

Thank you for your leadership, your partnership, and your continued commitment to advancing commercial real estate in Ohio. Together, we are shaping the future of our communities and strengthening Ohio's economic foundation.

Sincerely,

Robert D. Ballinger  
President, NAIOP of Ohio  
Dayton Area Chapter



# **2026 Legislative Day Agenda**

**11:00 AM ~ Registration Begins & Lunch**

**11:30 AM-1:30 PM ~ Program**

Welcome & Opening Remarks  
Ally of Economic Development Honorees  
Champion of Public Service Award  
Keynote Speaker  
Legislative Briefing  
Advocacy 101  
Political Action Committee Update  
Closing Remarks

**1:30 PM-5:00 PM ~ Legislator Appointments**

Ohio Senate: Ohio Statehouse (Ground, First, and Second Floors)  
Ohio House: Vern Riffe Center (Floors 10, 11, 12, 13, 14)

**5:00 PM-7:00 PM ~ NAIOP of Ohio Reception**

Buckeye Bourbon House  
36 E Gay St, Columbus, OH 43215

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## NAIOP

NAIOP, the Commercial Real Estate Development Association, has become the leading organization for developers, owners, and investors in office, industrial, retail, multi-family, and mixed-use real estate. Founded in 1967, NAIOP has evolved into one of North America's largest, most prestigious and respected commercial real estate organizations.

When key players in commercial real estate joined together five decades ago to form NAIOP, they believed they could forge a path towards a better future by providing their colleagues with new avenues to:

- Network with industry peers.
- Gain industry insight through educational programs with cutting-edge insight.
- Pursue new channels for career and professional development.
- Advance the business environment for commercial real estate through political activity.
- Conduct research to actively benefit developers and members of commercial real estate.

Today, NAIOP continues to pursue its core mission by:

- Creating Professional Recognition and Business Opportunities
- Providing Cutting-Edge Educational Programs
- Leading the Real Estate Industry in Research
- Delivering Effective Legislative Representation

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## NAIOP OF OHIO

NAIOP of Ohio serves as the leading statewide advocacy organization representing the commercial real estate development industry. NAIOP members in Ohio comprise more than 500 members representing over 300 companies across the state.

NAIOP of Ohio is guided by a statewide Board of Directors with trustees from four regional chapters. Its Board of Directors advocates for policies that create an environment where businesses can invest, communities can grow, and talent is both attracted to and retained within the state.

To further support pro-economic-development leadership, the Board established and oversees the NAIOP of Ohio Political Action Committee (PAC), helping to elect and engage public officials who understand the importance of responsible growth and investment.

# 2026-28 NAIOP of Ohio Board of Directors



**Robert Ballinger**  
President



**Rick Craven**  
Vice President



**Mike Sikora**  
Secretary



**Josh Gerth**  
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**Scott Ziance**  
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Vorys, Sater, Seymour and Pease, LLP

**Hank Betts**  
Miller Valentine Construction

**Dave Dickerson**  
*(Emeritus Member)*  
Miller Valentine Construction

**Shane Wilken**  
CityWide Development Corp.

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**Josh Gerth**  
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**Peter Horton**  
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**Steve Nowak**  
Siegel Jennings Co., L.P.A.

**Michael Panzica**  
M. Panzica Development

**Mike Sikora**  
Sikora Law LLC

## GOVERNMENT RELATIONS

**Matt Kallner, Abe Jacob, & Kelly Keyes**  
Kallner & Associates, LLC.

# OUTREACH & ENGAGEMENT



# ALLY OF ECONOMIC DEVELOPMENT

Established in 2024, the Ally of Economic Development designation recognizes our leaders in state government who have taken an active role in economic development legislation and shown a willingness to engage with NAIOP for public policy guidance or to champion pro-development legislative initiatives.

## 2026 Honorees



Sen. Jane Timken



Rep. Jim Hoops



Rep. Ty Mathews



Rep. David Thomas



Rep. Andrea White

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## 2025 Honorees

Representative Steve Demetriou, Representative Thomas Hall,  
Representative Brian Lorenz, Representative Allison Russo,  
Representative Nick Santucci, Representative Brian Stewart,  
Representative DJ Swearingen, Representative Bride Rose Sweeney,  
Representative Terrence Upchurch, Senator Andrew Brenner, Senator Jerry Cirino,  
Senator Al Landis, Senator George Lang,  
Senator Michele Reynolds, Senator Kristina Roegner

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## KEYNOTE SPEAKER



### STATE REPRESENTATIVE BRIAN LORENZ

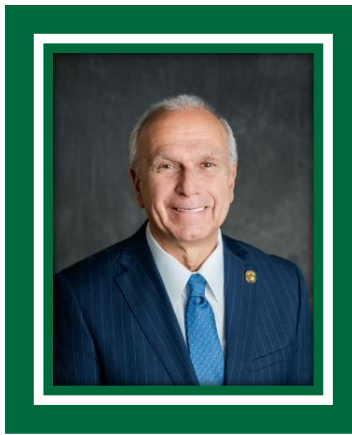
State Representative Brian Lorenz is serving his first term in the Ohio House of Representatives, representing the 60th District, which includes western Delaware County and the communities of Delaware, Powell, and portions of Dublin. He currently serves as Vice Chair of the House Development Committee, where he plays a key role in advancing policies that support economic growth, infrastructure investment, and responsible development across Ohio.

As the lead sponsor of NAIOP of Ohio's priority legislation, House Bill 361, Representative Lorenz has worked diligently to streamline permitting processes and reduce regulatory barriers that can delay or hinder development. His work reflects a deep understanding of the challenges facing Ohio's commercial real estate and development community, as well as a commitment to creating a more efficient, predictable regulatory environment.

Prior to his service in the legislature, Lorenz built a career in public service and planning. He served as Mayor of Powell and as a member of Powell City Council, alongside his professional work as a city and regional planner. His background includes extensive experience in local government, land use, and zoning, including six years on the Powell Planning and Zoning Commission and service with the Powell Community Improvement Corporation.

A native of Mansfield, Lorenz is a graduate of Lexington High School. He earned his Bachelor of Arts in Geography and Planning from the University of Toledo and a Master of City and Regional Planning from The Ohio State University. He and his wife, Sue, reside in Powell with their four children: Henry and triplets Annie, Betsy, and Charlotte.

## 2026 CHAMPION OF PUBLIC SERVICE



**STATE SENATOR JERRY C. CIRINO**

The NAIOP of Ohio Board of Directors has selected State Senator Jerry Cirino as its 2026 Champion of Public Service. This award honors a public official who has shown exemplary support and leadership on NAIOP of Ohio policy priorities. Senator Cirino, who represents Lake County and portions of Cuyahoga County, is serving his second term in the Ohio Senate and is widely recognized for his leadership in advancing policies that strengthen Ohio's economic competitiveness.

As Chair of the Senate Finance Committee, Senator Cirino played a pivotal role in shaping Ohio's most recent operating budget. During a fiscally constrained cycle, he worked with NAIOP of Ohio to ensure that key economic development programs were not only preserved but, in several cases, enhanced. His willingness to engage directly with industry leaders and advocate for priority initiatives within Senate leadership was instrumental in the success of several NAIOP-backed provisions.

Prior to his time in the Senate, Cirino served as a Lake County Commissioner, where he worked to foster a pro-growth economic environment and supported job creation efforts. In the private sector, Senator Cirino built a distinguished career in the medical device industry, including serving as the founding CEO of SourceOne Healthcare Technologies in Mentor. His leadership helped bring hundreds of jobs to Northeast Ohio and shaped his pragmatic, fiscally responsible approach to governance. He continues to advise small businesses and has consulted for dozens of private equity firms.

Senator Cirino holds a Bachelor of Science in Business and an MBA from Lake Erie College. He and his wife, Donna, have been married for over 50 years and reside in Lake County. Together, they have nine children and 39 grandchildren.

# NAIOP OF OHIO PAC

Since its establishment, the NAIOP of Ohio PAC has contributed to:

1. Legislators in the Southwest, West, Northeast, Northwest, and Central regions of Ohio.
2. Leadership of both political parties in the Ohio House and the Ohio Senate.
3. Members and leadership of committees that oversee the state operating budget, taxation, and economic development.

The following QR code may be used for individual contributions. Please include your Name, Company, and Occupation for reporting purposes when making your contribution.

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If you would like to contribute, please send personal checks payable to the **NAIOP of Ohio PAC** to the following address:

Vorys, Sater, Seymour and Pease LLP  
Attn: Robert Ballinger  
52 East Gay Street, Columbus, OH 43215

## THANK YOU TO OUR VIP ADVOCACY SPONSORS!

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# LEGISLATIVE PRIORITIES

## State Operating Budget Victories House Bill 96

The enactment of House Bill 96 in 2025, represents a thoughtful and pro-growth operating budget in a notably tighter fiscal environment. NAIOP of Ohio extends its sincere appreciation to the General Assembly and state leadership for their commitment to advancing policies that support economic development. Through coordinated advocacy and substantive engagement, these policy victories strengthen Ohio's economic development resources by supporting job creation, revitalizing communities, and ensuring that the state remains competitive.

### Transformational Mixed-Use Development (TMUD) Program

The legislature's support of the TMUD Program ensures that Ohio can continue to generate high-impact, mixed-use developments that transform underutilized sites into vibrant and catalytic economic centers.

- Funding increased from \$100 million to \$125 million annually, preventing program sunset.
- Statutory criteria now provide clear and consistent standards that better ensure project readiness.
- Collaboration between NAIOP, the legislature, and the Department of Development improved how economic impact is evaluated.

TMUD fills critical financing gaps, unlocking projects that would not otherwise move forward. These developments generate new tax revenue, attract residents and businesses, and serve as springboards for broader community revitalization.

### Opportunity Zone (OZ) Tax Credit Program

This important Program is vital to investing in historically underserved communities by strengthening the OZ Tax Credit Program.

- Annual cap doubled to \$50 million, significantly expanding investment capacity.
- Focused Program on improvements to property in Opportunity Zones, including a \$5 million cap per project, enabling awards to be spread out to support many projects throughout the state.

This expansion accelerates capital flow into areas that have additional need for support for new development, job creation, and long-term economic momentum, where it is needed most.

### Brownfield Remediation Program

Ohio made a transformative investment in site readiness by continuing funding for brownfield cleanup efforts.

- \$200 million in funding, building from a starting baseline of \$0 during the budget cycle.
- Shift to a merit-based award structure, prioritizing real economic development projects over first-come, first-served awards.

Brownfields often represent the single largest barrier to redevelopment. By addressing environmental challenges upfront, Ohio has and continues to unlock dormant sites, making them viable for new investment, job creation, and community revitalization.

## Historic Preservation Tax Credit Program

This Program is viewed as the most effective redevelopment tool for supporting the adaptive reuse of historic buildings, with a longstanding history of successful utilization.

- Annual cap increased from \$60 million to \$75 million.
- Credit increased to 35% (from 25%) for projects in communities under 300,000 residents.
- Eliminated what had become a practical need for buildings to be more than 90% vacant to receive an award.

These updates make it financially feasible to repurpose aging structures into productive uses such as housing and mixed-use developments. This not only preserves Ohio's architectural heritage but also addresses modern economic shifts and housing needs.

## **House Bill 361 (Lorenz, Fischer)- SUPPORT** **Modernizing Development Processes & Permitting Efficiency**

House Bill 361 updates Ohio's zoning, permitting, and inspection processes to improve consistency, transparency, and timeliness. The bill focuses on how decisions are made, not what decisions are made, while preserving local authority over land use. HB 361 addresses process-related barriers that can delay projects and increase costs, while maintaining local decision-making authority.

### What the Bill Does

- Establishes Clear Timelines & Reduces Ambiguity in Current Law
  - Generally requires counties, townships, and municipal corporations to make land use decisions within 90 days, otherwise a request is deemed approved.
  - Requires county and township boards of zoning appeals to decide appeals within 30 days.
- Standardizes Plan Review & Inspection Processes
  - Directs the Ohio Board of Building Standards to adopt timelines for:
    - Plan reviews
    - Inspections
    - Permit approvals
  - Provides an option for third-party review if deadlines are not met
- Creates a Statewide Transparency Tool
  - Requires reporting of permitting and inspection timelines
  - Establishes a public dashboard comparing performance across jurisdictions

### Why It Matters

Ohio's ability to attract and retain investment depends in part on a regulatory environment that is:

- Predictable
- Transparent
- Efficient

### Status

- House Local Government Committee (5 hearings)
  - Other Proponents:
    - Ohio Business Roundtable, Ohio Home Builders Association, Associated Builders and Contractors, Ohio Chamber of Commerce, Ohio REALTORS

## **House Bill 113 (Bird, Newman)-OPPOSE** **Annexation Process & CRA Approval Changes**

House Bill 113 proposes changes to Ohio's annexation process and Community Reinvestment Area (CRA) approvals. The bill introduces new discretionary authority and additional layers of review that alter long-standing development frameworks. House Bill 113 represents a structural shift in how development decisions are made, raising considerations around predictability, local authority, and economic competitiveness.

### **What the Bill Does**

- **Modifies Expedited Annexation**
  - Allows county commissioners to deny certain annexations based on discretionary criteria
  - Applies in situations involving municipalities spanning multiple counties
- **Introduces Additional Decision Points**
  - Adds a new layer of review to what is currently an objective, criteria-based process
- **Alters CRA Approval Structure**
  - Shifts aspects of approval authority from local jurisdictions to county commissioners
  - Changes how local economic development incentives are authorized
- **Shift from Objective to Discretionary Review**
  - Current law relies on clear statutory criteria
  - Proposed changes introduce subjectivity into approval decisions
- **Housing & Development Implications**
  - Changes to approval processes may influence housing supply and redevelopment timelines

### **Why It Matters**

- Changes that introduce uncertainty or additional approval layers may affect the state's competitiveness in attracting investment and supporting housing development.
- Ohio's annexation and development framework has historically provided:
  - Clear standards
  - Efficient processes
  - Predictable outcomes

### **Status**

- **House Local Government Committee (4 Hearings)**
  - **Other Opponents:**
    - Ohio Business Roundtable
    - Ohio Chamber of Commerce
    - Ohio Home Builders Association
    - Ohio Municipal League

## **Data Center Development in Ohio**

NAIOP of Ohio recognizes data center development as an increasingly important component of the state's economic infrastructure. These facilities represent significant capital investment and play a critical role in enabling innovation across multiple sectors of Ohio's economy. As demand for data infrastructure accelerates, NAIOP of Ohio supports a balanced, informed, and forward-looking policy framework that allows Ohio to remain competitive while responsibly addressing community, infrastructure, and environmental considerations.

The organization appreciates efforts to better understand the industry's impacts, including House Bill 646 (Click, Deeter), which passed the House on March 18, 2026. That bill would establish the Ohio Data Center Study Commission and is currently under consideration in the Senate Financial Institutions, Insurance, and Technology Committee following bipartisan passage in the House.

NAIOP of Ohio stands ready to work with state leaders to support policies that promote innovation, investment, and long-term economic competitiveness.

### **POINT OF CONTACT REGARDING POLICY PRIORITIES**

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aj@mattkallner.com