

## Education

- Rensselaer Polytechnic Institute, MBA, Finance
- Albany Law School, JD
- Rensselaer Polytechnic Institute, BS

## Practices & Industries

- Property Tax & Condemnation
- Energy
- Project Development

## Admitted to Practice

- New York
- Virginia
- Massachusetts
- District of Columbia

## Biography

Mark has over 30 years of national experience representing clients in property tax assessment, valuation, and condemnation matters, transactions, and controversies. He represents energy, utility, technology, commercial, manufacturing, and industrial clients in acquiring, developing, and operating facilities while effectively managing their state and local property taxes and maximizing economic incentives.

Mark assists clients with the valuation of complex facilities and property, including portfolios, for purposes of property tax assessment challenges, M&A transactions, and with state and local property tax management. He negotiates agreements and litigates matters to provide long-term certainty and solutions with respect to property tax. He has represented clients on property tax matters in multiple state and federal courts as well as before various state and local administrative agencies, resulting in hundreds of millions of dollars in tax savings across a wide spectrum of energy, utility, manufacturing, commercial, and industrial real properties. Mark also assists clients with due diligence and issues concerning compliance with state and local taxes for potential purchases and bids on energy assets.

Additionally, Mark assists energy, public utility, pipeline, and commercial companies in state and federal eminent domain proceedings, including the appropriate valuation of the condemned property.

## Representative Experience

- Achieved tax savings in excess of \$20 million per year for a public utility through economic obsolescence.
- Attained a tax reduction arrangement that reduced a generation plant's annual real property tax obligation from \$40 million per year to \$12 million per year, plus refunds in excess of \$150 million.

- Achieved net savings of \$40 million following the commencement of a trial regarding a real property tax assessment challenge of an electric power generation plant, including refunds and tax savings pursuant to a payment-in-lieu-of-taxes agreement.
- Negotiated long-term tax agreements for energy, utility, industrial, and other commercial companies.
- Assisted a taxpayer in mediation, achieving over \$30 million of tax savings in refunds and future tax payments.
- Negotiated the extension of a tax agreement with 10 taxing jurisdictions and the federal government, saving a taxpayer millions of dollars in taxes.

## Prior Experience

- Law Office of Mark D. Lansing, Owner
- Dickinson Wright PLLC, Member
- Barclay Damon LLP, Partner
- Helm, Shapiro, Anito & McCale, PC, Principal
- US Department of Justice, Trial Attorney
- US Army Judge Advocate General's Corps, Trial Counsel

## Selected Community Activities

- Village of Menands, Former Village Trustee
- Camp Cedarbrook in the Adirondacks, Board of Directors, Former Member
- Fairlington Green Condominium Association, Board of Directors, Former Member and Treasurer

## Selected Media

- Law.com, "Big Law Partner Recruiting Picks Up Steam in DC"
- Law360 Pulse, "Tax Litigator Rejoins Barclay Damon After Dickinson Stint"
- *New York Real Property Law Journal*, "Special District Assessments and the Meaning of 'Benefited Property'"