



Scott A. Long

Shareholder | Executive Board Member

Practice Areas

- Banking & Financial Services
- Corporate & Business Transactions
- Real Estate Law

Biography

In more than 35 years of practicing law, Scott A. Long has developed a strong business practice and has extensive experience in numerous aspects of business law, including his primary focus areas of lending, finance, real estate, general corporate and commercial transactions. Mr. Long's clients value his legal advice and, in addition to spending over a year on temporary assignment as in-house counsel to one of his then current firm's largest clients, Mr. Long has served, and continues to serve, as outside general counsel to many of his clients, including clients in the manufacturing, agribusiness, health care, senior living and railroad industries.

Mr. Long is experienced in and has represented clients in a wide variety of business, corporate, commercial, real estate and lending transactions. Mr. Long has extensive experience in lending and corporate finance matters and regularly represented both lenders and borrowers in all types of lending transactions, including real estate, construction, asset-based, secured and securitized lending transactions, bond financings, loan restructurings and workouts, specialized transportation entity financing arrangements and lending transactions involving new markets, historic and other tax credits and public incentives. He is experienced in the negotiation, structuring, documentation and closing of these transactions, including those involving non-profit organizations. In addition,

Mr. Long has extensive experience in real estate law and transactions, including acquisitions and sales, ownership structuring, entity formation and the operation, leasing, development, financing, construction and management of real estate projects and assets. He regularly drafts, negotiates and reviews contracts, leases, development agreements and loan and financing documents, deals with zoning, title, easement, right-of-way and environmental issues and interacts with governmental and regulatory authorities.

Complementing his lending and real estate practice, Mr. Long regularly counsels clients in general corporate, commercial and business matters and transactions (including merger and acquisition transactions, contract review, negotiation and drafting, ownership structuring, and entity formation and governance matters) and provides clients with advice on all aspects of business operations.

In his role as outside general counsel to various clients, Mr. Long participates as part of the management team for each such client and provides these clients with a wide range of general business and corporate advice. In this capacity, Mr. Long has been called upon to handle and manage all legal aspects of these clients' businesses and operations, including corporate, contract, finance and lending arrangements, real estate and right of way matters, dealings and interaction with federal, state and local regulatory authorities, including regulatory compliance and filings, and management and oversight of intellectual property, securities, tax, labor, employment and litigation matters for these clients, including the hiring and oversight of special counsel handling these and other specialized matters for these clients.

Education

Hamline University (J.D., 1987, *cum laude*, Am. Jur. Award – Corporations, Am. Jur. Award – Commercial Law)

Kansas State University (B.S., 1983, Journalism, Mass Communications and Economics and minor equivalent in Political Science, Blue Key National Senior Honorary)

Bar Admissions

- Missouri
- Kansas

Memberships:

- The Missouri Bar
- Kansas Bar Association

- Kansas City Metropolitan Bar Association
 - American Bar Association (Section of Business Law, Section of Real Property, Banking Law Committee, Commercial Finance Committee, Commercial and Real Estate Lending Committee, Legal Opinions Committee)
 - Kansas City Area Banking Law Study Group
 - Kansas State Alumni Association
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