



W. Scott Caplan
Director of Acquisition & Development Services

W. Scott Caplan joined Burns & Scalo Real Estate Services, Inc. in 2006 as Director of Acquisition & Development Services. As a former Project Manager with Forest City Enterprise and Senior Project Manager for CB Richard Ellis, Scott brings nearly 15 years of well known successful real estate development to our region.

Scott has spent over a decade accumulating a portfolio of accomplishments. Included are the design and development of business parks, office space and retail space. His core specialties are build-to-suits, pre-development entitlement phase, acquisition, land development, governmental approvals, construction management and property management.

A sampling of his project experience includes:

- Portfolio Transaction Management – Verizon Communications – 16 Million Square Foot Portfolio
- Land Development – The Pointe at North Fayette, *Pittsburgh, PA* – 2 Million Square Feet
- Land Development – The Mall at Robinson, *Pittsburgh, PA* – 1.3 Million Square Feet
- Development – Coventry Health Care, *Cranberry, PA* – \$7 Million
- Asset Management – Gateway Towers Condominium – 575,000 Square Feet
- Development/Asset Management – Station Square Freight House Shops – 75,000 Square Feet
- Development – Miller Plastic Products, Inc. – Starpointe Business Park – 50,000 Square Feet
- Acquisition – Greentree Primary Care Center – 40,000 Square Feet
- Development Advisor – Master Plan Approach – 200 Acre Tech 21 Business Park, *Marshall, PA*
- Land Entitlements – 200 Acre KOZ with 10 Year Tax Abatement – Armstrong County

Scott is a graduate from Ohio University School of Engineering and Technology with a Bachelor of Science in Industrial Technology and a minor in Business Administration. He is a member of NAIOP (National Association of Industrial and Office Properties) as well as a licensed real estate professional in the Commonwealth of Pennsylvania.