

MVP: King & Spalding's Scott Greer

By **Matthew Thomas**

Law360 (December 5, 2019, 4:20 PM EST) -- Scott Greer of King & Spalding helped finalize the development of a \$20 billion liquefied natural gas terminal this year, earning him a spot among Law360's 2019 Project Finance MVPs.

HIS BIGGEST ACHIEVEMENT OF THE LAST YEAR:

Greer, an Energy MVP in 2016 and 2012, said his biggest accomplishment this year was representing Houston-based Anadarko Petroleum Corp. on its \$20 million LNG facility in Mozambique — the largest such project in Africa and the only one of its kind in the country.

"It's a world-scale, international LNG project," Greer told Law360. "And it's one that I've been working on for eight years — from when we were first hired back in 2011 to the final investment decision in June of this year."

The project required juggling contracts, strategy and a legal framework, but that's what makes the practice rewarding, he said.

"It's a process, and it requires you to piece all these different important elements together and get them ready to go at the same time, particularly in projects like the Mozambique LNG," Greer said.

"Frankly, the more complex the project is, all the more interesting it is to me," he added.

HIS MOST CHALLENGING PROJECT OF THE LAST YEAR:

Greer said his biggest challenge this past year was closing on three LNG contracts in a 60-day period between May and July. Those included the Anadarko Mozambique project, along with a \$9.6 billion project with NextDecade in Brownsville, Texas, and a \$13 billion Freeport LNG project on Quintana Island off the Gulf Coast of Texas. Both projects are slated to handle liquefaction and LNG exports.

"But because we have a large, construction-focused team, we were able to get it done," Greer said.



WHAT MOTIVATES HIM:

Greer said he's motivated by his clients, and he works to ensure they have the best possible outcome.

"I always want to make sure our clients get their projects to the final investment decision, then built on time and on budget," he said. "It takes a while to get these projects there — it takes a lot of strategy. I like our clients to win, I like our projects to be successful."

WHY HE'S A PROJECT FINANCE ATTORNEY:

Greer took a somewhat atypical route to becoming an attorney, first studying engineering and later pivoting to law and project finance.

"I have most of the classroom requirements for a Ph.D. in engineering," he said. "But I didn't want to become a professor so I ended up working for an engineering company."

Greer worked on projects in New Jersey and California, using his technical expertise to analyze structural damage to buildings from environmental factors like wind or earthquakes. After taking this experience to construction litigation, he shifted his practice to focus on guiding owners through contract negotiations.

"There's lots of lawyers that are construction litigators," Greer said. "There's not that many that have focused on representing owners, developing projects. I saw there was a niche that we could fill."

HIS ADVICE FOR YOUNGER ATTORNEYS:

Greer encourages young attorneys to cultivate technical experience in other fields, citing his background as an engineer.

"It's important because when we do these EPC contracts, we work with the engineers as much as we work with the lawyers and the commercial folks," he said.

"I'm a big believer in specialization," Greer added. "How do you distinguish yourself from the lawyer down the street? Well, the way you do that is you bring practical knowledge and experience."

— *As told to Matthew Thomas*

Law360's MVPs are attorneys who have distinguished themselves from their peers over the past year through high-stakes litigation, record-breaking deals and complex global matters. A team of Law360 editors selected the 2019 MVP winners after reviewing nearly 900 submissions.