



Jessica C. White

Partner

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OVERVIEW

Jessica White is a lawyer in the firm's Real Estate practice. She focuses her practice on the acquisition, sale, development, financing, and leasing of commercial real estate. Her practice is concentrated in the office, retail, and healthcare real estate segments of commercial real estate. Her clients include real estate developers, retailers, franchisees, real estate investment trusts, health care providers, financial institutions and large corporations.

In the office and retail segments, Jessica regularly advises large landlords, building owners and managers in commercial leasing, day-to-day building management and operational issues. She represents both landlords and tenants in the management of national leasing programs. Her landlord and tenant work also includes resolution of disputes.

Jessica also has experience in all phases of real estate development, representing developers and landowners in the development or redevelopment of office buildings, retail and mixed-use developments, manufacturing plants and health care facilities. To integrate a full range of services to developer clients, Jessica works closely with colleagues in other practice areas, such as environmental, planning and zoning, tax, construction, and economic incentives.

Jessica is particularly active in health care real estate. She counsels health care leaders on a variety of transactional, operational, and regulatory matters and represents property owners and health care providers in health care real estate transactions.

PROFESSIONAL BACKGROUND

Prior to joining the firm, Jessica was of counsel at a U.S. based law firm where her practice was concentrated in health care real estate. During her career, she also held business roles as director of real estate for a Fortune 500 restaurant company and as director of corporate real estate and head of sustainability for a leading national financial services company. Jessica has strong business acumen and extensive experience in all aspects of real estate transactions. She has represented publicly-traded and privately-owned companies, including real estate developers, health care REITs, and financial institutions.

ACHIEVEMENTS

- Fellows Nominee, Leadership Council on Legal Diversity, 2024
- 20 People to Know in Real Estate, *Louisville Business First*
- Leadership Louisville, Class of 2003
- Forty Under 40 2003, *Louisville Business First*

SPEAKING ENGAGEMENTS

- "Change Management Done Right," Jones Lang Lasalle SIG Webinar, April 2014
- "Women's Law Coalition Alumnae Career Day," Cornell Law School, March 2013
- "Green Buildings and Sustainability," CoreNet Global Spring Summit 2012

EDUCATION

- J.D., Cornell Law School, 1998
- B.A., University of Arizona, 1995
- B.S., University of Arizona, 1995

ADMISSIONS

- Bar of Kentucky
- Bar of Pennsylvania

NEWS & EVENTS

- 2 January 2024, K&L Gates Names Nearly 30 Partners, Government Affairs Advisors Across Firm

AREAS OF FOCUS

- Real Estate
- Commercial Ownership, Leasing, and Management
- Real Estate Acquisitions and Dispositions
- Real Estate Development and Construction

REPRESENTATIVE EXPERIENCE

- Represent one of the largest banks in the United States in connection with office and retail leasing and dispositions of excess property.
- Represent global supplier of paints, coatings and specialty materials in connection with management of its real estate portfolio that includes office, retail and industrial properties.
- Represent publicly-traded manufacturer in development of a new industrial plant in the Southeast United States.
- Represented a developer of Class A office buildings and Class A medical office buildings in Kentucky.
- Represented publicly traded health care real estate investment trust (REIT) in leasing, operations and management for a 19 million square foot medical office building portfolio across 32 states.
- Represented publicly traded health care real estate investment trust (REIT) in master service agreement negotiations with an industrial manufacturing company for \$20MM of new equipment to be installed across a 19 million square foot medical office building portfolio.
- Represented corporate procurement department of a publicly traded corporation in negotiation of commercial contracts and services agreements related to real estate management and sustainability.
- Represented an American restaurant chain franchisee in development of new restaurants and leasing renewals in several states.
- Represented a developer of shopping centers anchored by grocery store and drug store tenants.
- Represented medical office building owners in negotiation of long term leases with dialysis tenants in single-tenant and multi-tenant outpatient facilities.
- Represented building owners in negotiation of master leases with a health organization for two medical office buildings in South Carolina for long term occupancy by affiliates and unrelated third parties.
- Represented investors in targeted acquisition of portfolio of restaurants and wine bars located in Kentucky, Indiana, and Ohio.