

Shumaker



BUILDING WITH

confidence

A GUIDE TO CONSTRUCTION & DEVELOPMENT IN FLORIDA

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From planning to project completion, the attorneys and advisors at Shumaker deliver fast, practical solutions to clients at every stage of construction and development.

Construction projects face a myriad of legal issues, regulatory challenges, and other hurdles in getting to the finish line. Shumaker's Florida Construction & Development Team stands ready to help clients deftly navigate these hurdles. Boasting multiple Board Certified experts in Construction; Real Estate; and City, County, and Local Government Law, as well as Litigation, we have the depth, experience, and legal acumen to help construction companies stay in compliance with relevant laws and regulations, plan proactively to avoid common pitfalls, and effectively handle disputes as they arise.

Working collaboratively across different locations and service lines, our team provides skilled counsel through each phase of construction and development, helping clients move their projects forward with confidence.

AMERICA'S
BEST
LAW FIRMS®

AM LAW
200
FIRM

The American Lawyer

N L J
500
FIRM

National Law Journal



15+

TEAM
MEMBERS

2

FORMER
FLORIDA
MAYORS

3

ATTORNEYS
BOARD
CERTIFIED IN
CONSTRUCTION
LAW

Construction & Development Capabilities

TRANSACTIONS—ACQUISITION AND FINANCING

Shumaker's Florida Construction & Development team is well versed in the intricacies of land acquisition and financing. Drawing on decades of experience in this industry, our attorneys assist with site selection due diligence and advise on project viability, ensuring your project has a solid, legally sound base. We also guide clients through the various loans necessary to complete the project—including acquisition and development, construction, bridge, and mini-perm loans—and we help them take the necessary steps to secure those loans, including creating detailed project plans and selecting the right lenders.

PERMITTING

Shumaker's Florida Construction & Development team helps clients navigate the complex permitting landscape by advising on necessary documentation, facilitating communications with regulatory agencies, and identifying potential obstacles that could delay project timelines. Guided by experienced and knowledgeable counsel, we ensure clients can proactively address permit issues, avoid costly penalties, and keep their projects on track.

LAND USE AND ZONING

Our experienced lawyers guide clients through the maze of local, regional, and state approvals that may be required for industrial, commercial, residential, and mixed-use construction and development projects. We regularly counsel clients regarding zoning and subdivision approvals and annexation issues and represent them before the decision makers on these matters, namely the local and regional planning staff and appointive and elected commissions, committees, and political bodies.

CONTRACTS

Our team can advise on the construction and development contracts that best fit the scope and budget of your project—including cost-plus, design-build, lump sum, and guaranteed maximum price, among others—as well as any necessary AIA forms. When drafting these contracts, we carefully craft language around project timelines, cost and payment terms, change orders, and weather delay policies to ensure your project has the proper protection. Our team is also experienced in navigating contract negotiations, should disputes arise between parties.

OCCUPATIONAL SAFETY AND HEALTH ADMINISTRATION (OSHA)

Hazards are endemic to working on a construction site; as such, the industry is highly regulated and faces increasing scrutiny from OSHA. Shumaker boasts lawyers who are well versed in OSHA regulations pertaining to construction companies, and we frequently assist clients in ensuring that their worksites are OSHA compliant. In the event of an accident, our team works quickly to support our clients and, if necessary, defend their interests.

ENVIRONMENTAL CONCERNS

Throughout the course of a project, construction and development companies can face a number of environmental issues with troubling legal implications, such as hazardous waste, improper disposal, and air and water pollution. Our team has comprehensive knowledge of the environmental laws and regulations that impact these companies and stands ready to help clients stay in compliance and defend against potential disputes—without major disruptions to their project timelines.

LITIGATION & DISPUTES

Construction and development projects are multi-faceted and highly complex; as a result, even the best-planned projects may require dispute resolution upon completion. Our team works proactively to avoid or quickly resolve disputed issues that may lead to litigation, with attorneys who specialize in mediation and other forms of alternative dispute resolution. When litigation or arbitration is required, we represent our clients with determination, strength, and forcefulness.

INSURANCE RECOVERY

When issues arise during the course of construction and development projects, our Insurance Recovery attorneys work to ensure that insurance companies follow the coverage obligations laid out in business interruption, builder's risk, construction defect, general liability, and other critical policies, helping to maximize recoveries while minimizing project delays. We analyze forms, formulate sound coverage positions, and implement effective strategies in resolving coverage disputes between policyholders and insurers through negotiation, mediation, arbitration, or litigation.

IMMIGRATION

Construction and development projects often rely on immigration programs to retain an effective workforce and keep projects moving forward. Our team's immigration attorneys help meet this need by ensuring that individuals and businesses alike are in compliance with the myriad laws and regulations that govern immigration practices, including I-9 compliance audits and H-2B visa needs for skilled labor.

GOVERNMENT RELATIONS

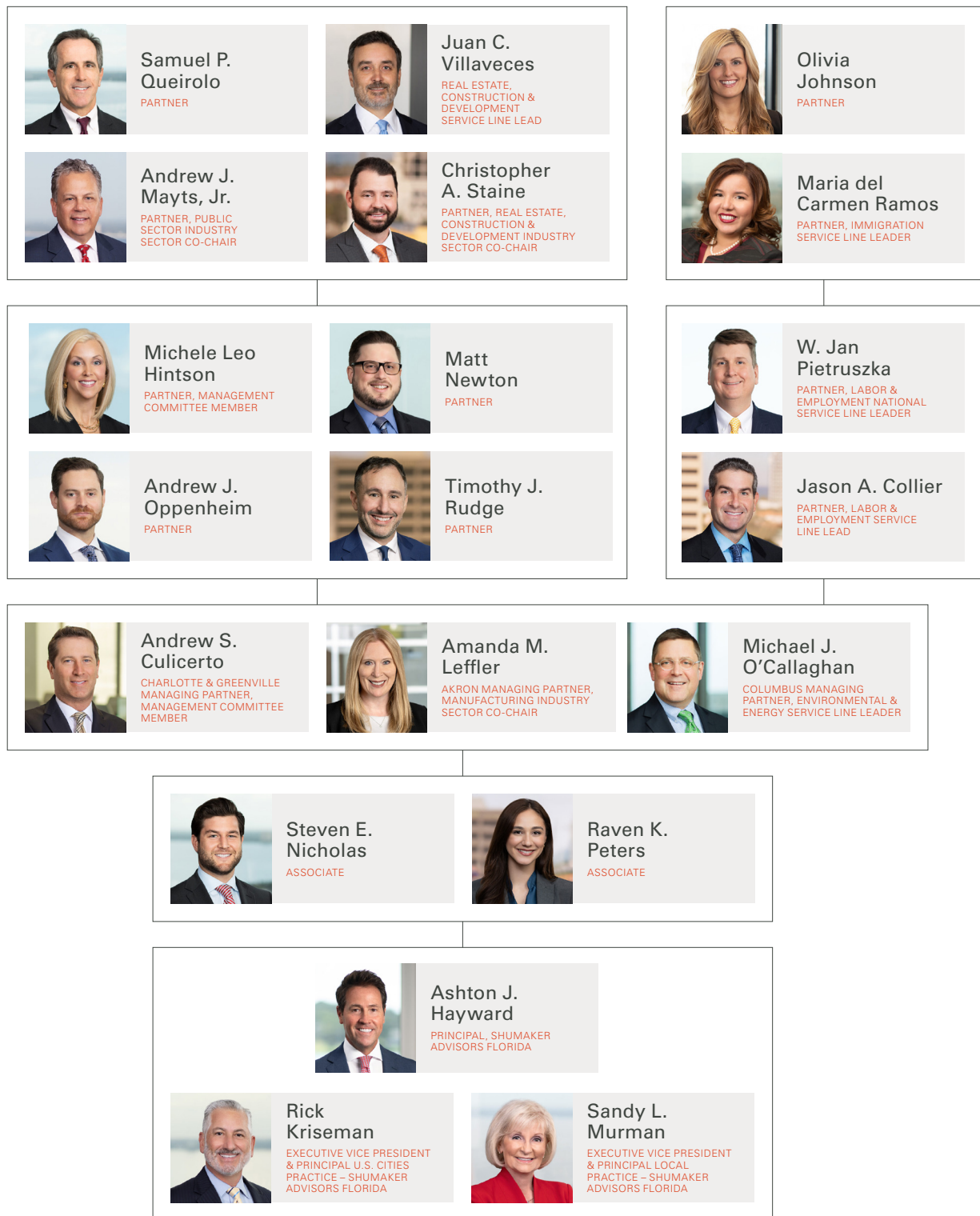
Shumaker Advisors, a bipartisan government relations firm and wholly owned subsidiary of Shumaker, has a deep bench of government relations experts who keep close track of the current and proposed laws and regulations on the local, state, and federal levels that impact the construction and development industry. With a staff comprised of former elected officials, legislative staffers, and life-long government relations professionals, our team has the connections and influence necessary to advocate for construction clients on the issues that matter most.

Representative Clients and Projects

Our team works alongside a broad array of construction and development companies—from new building construction, developers, and general contractors to architects and engineers—on projects such as:

- State and local government remodeling
- Hospitals
- Manufacturing plants
- Multi-family developments
- Multi-use projects
- Affordable housing projects
- Schools
- Master planned communities
- Data centers
- Stadiums and arenas

Construction & Development Team





Samuel P. Queirolo

PARTNER

Sam is a Board Certified Real Estate Lawyer who has worked with investors, developers, lenders, and governmental entities in the acquisition, development, leasing, financing, and disposition of office and industrial projects, residential developments, apartment complexes, retail facilities, mixed-use projects, senior living facilities, and university facilities.

Sam also has worked with clients in:

- Assembling teams of consulting professionals to provide strategic legal, title, valuation, and transfer tax analysis in the context of multi-site acquisitions, dispositions, financings, and corporate transactions
- Representation in alternative energy development matters
- Serving as an authorized agent for multiple title insurance companies



Juan C. Villaveces

PARTNER

Real Estate, Construction & Development Service Line Lead

A Board Certified Real Estate Lawyer, Juan's practice focuses on all aspects of residential and commercial real estate law and lender representation, where he offers comprehensive counsel across a broad range of real estate matters. Juan also represents institutional and private lenders in connection with all types of real estate and asset-based loans.

In his more than two decades of experience, Juan has successfully represented individual and corporate clients of all sizes in a variety of real estate transactions, including the acquisition, development, leasing, and sale of:

- High-end residential properties
- Shopping centers
- Health care facilities
- Mobile home and recreational vehicle parks
- Multi-family properties
- Office buildings
- Industrial facilities



Andrew J. Mayts, Jr.

PARTNER

Public Sector Industry Sector Co-Chair

Andy focuses his practice on construction-related litigation, as well as cybersecurity prevention and response. He handles complex civil litigation matters for businesses in numerous trials in state and federal court. Andy's multifaceted experience allows him to serve his clients with depth in a range of issues, such as:

- Defect and equitable adjustment claims for construction clients
- Data breach prevention, response, and litigation for business owners and corporate clients
- Improving data practices and in-depth incident response assessment

In addition, Andy has lectured on construction law issues for the Hillsborough County Bar Association and other various associations.



Christopher A. Staine

PARTNER

Real Estate, Construction & Development Industry Sector Co-Chair

As a Board Certified Construction Lawyer, Chris represents companies, partnerships, and individuals involved in all aspects of the construction process, including:

- Owners and developers
- Subcontractors
- Surety companies
- General and marine contractors
- Suppliers/materialmen
- Construction lenders

He has also successfully represented clients in all stages of litigation in both state and federal courts throughout Florida, in addition to private and commercial arbitration proceedings. Chris is a frequent speaker on various legal issues and legislative initiatives impacting the construction industry, notably issues such as the Florida Construction Lien Law, green building, and construction licensing.



Olivia Johnson

PARTNER

Olivia is a dedicated immigration attorney with over a decade of experience guiding individuals, families, and businesses through the complexities of U.S. immigration law. She provides strategic counsel in matters such as visa applications, legal permanent residency (Green Cards), citizenship and naturalization, waivers and inadmissibility issues, and employment-based immigration. Her practice encompasses both family immigration law and business immigration law, including non-immigrant visas (H-1B, L-1, O-1, B1/B2), Labor Certifications (PERM), and I-140 petitions. Olivia has established herself as a highly skilled EB-2 National Interest Waiver (NIW) lawyer, developing a niche practice that reflects her exceptional experience and commitment to this specialized area.



Maria del Carmen Ramos

PARTNER

Immigration Service Line Leader

Clients across multiple industries frequently turn to Maria for her knowledge and experience in counseling on immigration issues. She has nearly two decades of experience navigating the immigration statutes, regulations, and policy of the nation's complex immigration laws. With a deep breadth of knowledge in this area of law, Maria counsels her clients on all the immigration options available to them, including:

- Business visas (E-3, H-1B, H-1B1, H-3, L, O, P, R, and TN)
- Investment visas (E-2, EB-5, and others)
- Permanent residence status
- I-9 obligations
- Compliance audits on verification systems for employee eligibility



Michele Leo Hinton

PARTNER

Management Committee Member

With a practice spanning more than two decades, Michele is Board Certified in Construction Law by The Florida Bar and is a seasoned complex litigator and Florida Supreme Court Certified Mediator. She routinely represents commercial and residential construction companies regarding all aspects of the litigation process and pre-suit counseling and negotiation. Her broad range of dispute resolution experience includes regularly handling disputes arising from a variety of complex contract matters.

In addition, Michele frequently assists clients outside of the courtroom by analyzing risk during contract negotiations or when a potential business conflict first arises. She regularly shares the knowledge and insights she has gained over the course of her career in lectures on construction law and litigation matters.



Matt Newton

PARTNER

Communities and businesses turn to Matt when they need a Board Certified expert in City, County, and Local Government Law. From community planning and zoning applications, permitting and exaction controversies to preemption questions and separation-of-power disputes, Matt's deep, technical knowledge gives his clients an advantage when navigating the complex legal landscape of Florida's cities, counties, and special districts.

When advocating for his clients, Matt works tirelessly to ensure their stories and positions are set before the tribunal in a logical, compelling, and accessible manner. This knack for uncomplicating legal concepts is the result of meticulous research, intense preparation, and a genuine passion for understanding the subject material.



Andrew J. Oppenheim

PARTNER

Andrew is a member of the Litigation & Disputes Service Line, where he focuses his practice in the areas of commercial and business litigation and construction law. He is Board Certified in Construction Law by The Florida Bar. He represents clients across numerous industries, including construction, building materials, property development, manufacturing, and professional services.

Andrew has experience guiding individuals and businesses through all phases of construction litigation and has represented parties on both sides of construction lien law issues, including:

- Developers
- Engineers
- Homeowners
- Contractors
- Small businesses
- Sureties



Timothy J. Rudge

PARTNER

A member of the Litigation & Disputes Service Line, Timothy focuses his practice on advising clients in business and commercial disputes. His litigation experience includes:

- Construction defect cases
- Civil litigation
- Business and commercial disputes
- Breach of contract



W. Jan Pietruszka

PARTNER

Labor & Employment National Service Line Leader

Jan's unique blend of employment law and litigation experience allows him to advise employers and executives on a wide variety of labor issues, including wage and hour disputes, discrimination, harassment and retaliation, breach of contract, and workplace torts. He routinely drafts employment contracts, restrictive covenant agreements, independent contractor agreements, severance agreements, and employee handbooks and policies. Jan has represented more than 100 landlords and tenants in federal Title III Americans with Disabilities Act (ADA) cases in Florida and Ohio and regularly litigates to enforce non-competition, non-solicitation, and confidentiality agreements. He also has extensive experience representing clients being investigated by the Department of Labor (DOL), the Department of Justice (DOJ), the Equal Employment Opportunity Commission (EEOC), and the Florida Commission on Human Relations.



Jason A. Collier

PARTNER

Labor & Employment Service Line Lead

Board Certified by The Florida Bar in Labor and Employment Law, Jason has extensive experience handling a broad range of employment disputes, including discrimination and retaliation actions, wage and hour litigation, restrictive covenant and trade secret claims, and other employment litigation. He regularly advises clients regarding compliance with employment laws, as well as on general employment matters, such as hiring, firing, performance appraisals, managing employees, and workplace investigations. Jason also assists clients in developing and preparing employment and independent contractor agreements, restrictive covenant agreements, severance agreements, employment policies, and employee handbooks and regularly conducts manager and employee training.



Andrew S. Culicerto

CHARLOTTE & GREENVILLE MANAGING PARTNER
Management Committee Member

Andy represents clients in the areas of construction litigation, complex commercial litigation, contract drafting/negotiations, OSHA regulations, arbitration, and general litigation. He is licensed in both North and South Carolina and devotes a significant portion of his practice to construction litigation, land use, and general business disputes. In addition, he is an active member in multiple construction trade organizations throughout the Carolinas and is a past member of the Carolinas Associated General Contractors (AGC) Board of Directors.

Andy's extensive construction knowledge has enabled him to work with general contractors, owners, developers, subcontractors, suppliers, and sureties during every stage of the construction process. He has advised and litigated on:

- Planned community construction litigation
- Multi-party construction claims
- Government contracts
- Subgrade and foundation failures
- Bid disputes, licensing, Critical Path Method (CPM) scheduling, delay, acceleration, and inefficiency claims
- Envelope failures leading to water intrusion, solar energy procurement and delivery, and lien claims



Amanda M. Leffler

AKRON MANAGING PARTNER
Manufacturing Industry Sector Co-Chair

Certified as a Specialist in Insurance Coverage Law, Amanda is routinely successful in compelling insurers to honor their coverage obligations. She has helped her clients recover amounts ranging from hundreds of thousands to hundreds of millions of dollars. Amanda's claim and litigation approach is designed to help clients efficiently obtain favorable results in all aspects of the process, from claim submission through the resolution of disputes in litigation. Amanda also frequently assists clients in commercial and transactional matters, including developing contractual risk-shifting strategies and drafting contract terms, selecting appropriate insurance coverage to manage risk, and participating in the due diligence process in mergers and acquisitions.



Michael J. O'Callaghan

COLUMBUS MANAGING PARTNER
Environmental & Energy Service Line Leader

Mike specializes in environmental law, workplace health and safety matters, and real property litigation. He has extensive experience in representing clients in all aspects of environmental law, including compliance and defense of enforcement proceedings. He also regularly represents clients in a variety of commercial transactions involving environmental issues, including due diligence in mergers and acquisitions and brownfield redevelopment projects.

Mike's practice also includes:

- Advising employers on workplace health and safety compliance
- Representing employers in OSHA proceedings
- Representing clients in real property litigation, including environmental and commercial landlord/tenant disputes



Steven E. Nicholas

ASSOCIATE

As host of the popular podcast "You Heard it Here Second," Steven uses his strong communication skills when handling important matters for clients. He is a member of the Litigation & Disputes Service Line, where he focuses on commercial, construction, and business litigation.



Raven K. Peters

ASSOCIATE

Raven is a member of the Litigation & Disputes Service Line, where she focuses on a wide array of disputes in both state and federal court. She recently helped to secure a full defense verdict absolving her client of liability after three years of litigation and a four-day jury trial.

Raven's litigation focus includes:

- Construction defect litigation
- Products liability litigation
- Business litigation
- Personal injury defense



Ashton J. Hayward

PRINCIPAL
Shumaker Advisors Florida

Ashton was the first mayor elected under Pensacola's 2009 charter reform, where he served as the city's chief executive officer from 2011 until 2018. As mayor, Ashton also oversaw Pensacola International Airport, the largest commercial airport between New Orleans and Jacksonville; the Port of Pensacola, a full-service deep-water port; and Pensacola Energy, Florida's oldest and largest municipally owned natural gas utility.

During his two terms as mayor, Ashton was instrumental in expanding the northwest Florida I-10 aviation corridor. He spearheaded Pensacola's effort to recruit ST Engineering—the world's largest commercial airframe provider—resulting in the company's commitment to bring 400 jobs to the area, with as many as 2,000 employees in future expansions.



Rick Kriseman

EXECUTIVE VICE PRESIDENT & PRINCIPAL
U.S. Cities Practice – Shumaker Advisors Florida

With more than 30 years of legal experience and 20 years of combined government and political accomplishments, Rick brings to Shumaker a depth of experience at both the state and local levels. Rick served as the 53rd mayor of St. Petersburg, Florida from 2014 to 2022. Under his leadership, St. Petersburg was ranked as Florida's best-managed and fiscally strongest city and received numerous accolades, including being named one of the top places to visit in the world by the *New York Times* and one of the 20 best places to live by *Southern Living*. Prior to becoming mayor, Rick served for six years in the Florida House of Representatives, serving as his caucus's Policy Chairman, and spent six years as a St. Petersburg City Councilman.

Rick's extensive accomplishments throughout his public service include delivering on his promise to build a new pier and police station, establish community-oriented policing, implement curbside recycling, and elevate St. Pete's profile in the world.



Sandy L. Murman

EXECUTIVE VICE PRESIDENT & PRINCIPAL
Local Practice – Shumaker Advisors Florida

Sandy has a long history of serving the community in which she lives for over 40 years, including a term as Hillsborough County Commissioner, District 1 from 2010 to 2020. Sandy was elected by her fellow commissioners as Chairman of the Board of County Commissioners from 2014-2015 and 2017-2018. Prior to joining the County Commission, Sandy served eight years as a member of the Florida House of Representatives and was the first Republican woman to hold the position of Speaker Pro-Tempore.

Sandy served on the Career Source Tampa Bay board for 10 years and was Vice-Chairman for the same, which gives her keen insight on the agency and workforce development issues at the local, state, and federal levels. During her tenure in the legislature, Sandy held numerous leadership positions on House Appropriations, Health and Human Services Appropriations, and Health Policy Council. She also spearheaded reforms to nursing homes, the creation of Early Childhood education funding, funding for hospitals, the creation of workforce development boards, and many more initiatives affecting children, seniors, and working citizens in the community.

Moving Forward with Confidence

Across a diverse range of locations and capabilities, the attorneys and advisors of Shumaker share a unified approach: to start every engagement with a clear focus on the desired outcome and the most efficient path to achieve it. For 100 years, we have set a high standard for client service, consistently delivering exceptional results.

With more than 555 employees nationwide—including more than 300 highly regarded attorneys and advisors and 60 paralegals—Shumaker is a hub for forward-thinking professionals. Our cross-disciplinary teams include top graduates from leading law schools, professionals with advanced degrees in various fields, former clerks to federal and state trial and appellate judges, and attorneys recognized as top performers by *Best Lawyers in America*.

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