

Shumaker



accelerating

DATA CENTER DEVELOPMENT

DRIVING RESULTS FOR CREATORS OF ESSENTIAL INFRASTRUCTURE

The scope and pace of worldwide data center development is astounding—and for the fast-moving developers and builders of this vital infrastructure, **a timely, predictable process** is the standard by which success is measured—often against brutal competition.

Shumaker's Data Center Project Development Team delivers a seamless, strategic approach, combining legal insight, regulatory experience, and government affairs capabilities. We help you successfully develop and operate data centers in an increasingly complex and crowded environment.

From initial site evaluation through construction, interconnection, and ongoing operations, our multidisciplinary team helps you move projects forward with speed, predictability, security, and confidence.

AMERICA'S
BEST
LAW FIRMS®

AM LAW
200
FIRM

The American Lawyer

N L J
500
FIRM

National Law Journal

SEAMLESS
COUNSEL &
REPRESENTATION

*Local, State, and
Federal Levels*

Multi-disciplinary Experience Supports You at Every Point of Development & Beyond

REAL ESTATE & CONSTRUCTION

We handle complex transactions, including the negotiation and documentation of multi-state projects and large mixed-use developments, for developers, users, builders, contractors, lenders, borrowers, sellers, and purchasers. Our vast experience in real estate financing encompasses everything from asset-based financing to permanent loans and is backed by our preparation and negotiation of all contracts and agreements.

In every real estate matter, we offer the full resources of our firm to handle critical legal concerns—including vigorous representation of any required litigation—while meeting the strategic business objectives of data center clients.

LAND USE & ZONING

Our experienced lawyers guide clients through the maze of local, regional, and state approvals that may be required for data center planning, construction and development. 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. We also have counsel in Washington, D.C. to assist with specific issues regarding data center construction and development.

REGULATORY & PERMITTING

Shumaker's Data Center Project Development Team helps clients navigate the complex permitting landscape by advising on necessary documentation, facilitating communication 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. We can also assist with strategic planning and advise on governmental/public relations.

GOVERNMENT AFFAIRS & INCENTIVES

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 data center construction and development. 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 data center clients on the issues that matter most.

ENERGY & SUSTAINABILITY SOLUTIONS

Throughout the course of a data center project, construction, and development companies can face a number of environmental issues with troubling legal implications, such as hazardous waste from building sites, water rights, and usage issues, as well as air and water pollution. Our team has comprehensive knowledge of the environmental laws and regulations that impact data centers and stands ready to help clients anticipate regulatory and environmental issues, stay in regulatory compliance, and defend against potential disputes—without major disruptions to their project timelines.

RISK MANAGEMENT & DISPUTE RESOLUTION

Leaders of our Data Center Project Development Team are experienced in risk management, with nationally recognized knowledge in how businesses can better prepare for cyber risks through appropriate management and insurance practices.

We advise clients on the use and scope of cyber liability insurance policies during planning and construction, as well as data center operation, where cybersecurity is paramount. Our services include policy review, communicating with insurance carriers and monitoring mitigation obligations, coordinating policyholder obligations, and claims documentation and advocacy to maximize recovery.

Should disputes arise, Shumaker boasts a long track record of obtaining positive outcomes inside and outside the courtroom with a bench of more than 120 experienced litigators. When litigation is the best option, our seasoned trial teams quickly identify the issues and devise strategies that offer our clients the best chance of victory in state and federal court.

CORPORATE, TAX & TRANSACTIONS

In the course of a data center project, having seasoned legal assistance in your corner can make a powerful difference. Shumaker's multi-disciplinary team provides the kind of counsel and representation that puts you in the best position possible as you plan, strategize, and execute the daily transactions that surround data center construction, development, and operation.

Understanding the unique tax incentives and obligations around data center development can have a powerful impact on the success of your project.

Our experience spans a full range of governance, litigation, and taxation issues, including robust representation at local, state, and federal levels.

INSURANCE RECOVERY

When data center projects encounter costly setbacks—whether from construction defects, property damage, business interruption, or contractor disputes—recovering losses through insurance can be as complex as the projects themselves. Shumaker’s Insurance Recovery team works aggressively on behalf of policyholders to maximize recovery under all applicable policies, including builder’s risk, commercial general liability, cyber liability, and professional liability coverage.

Our attorneys have deep experience interpreting policy language, presenting claims, and litigating coverage disputes with insurers who seek to limit or deny payment. We guide clients from first notice of loss through final resolution, helping them understand their rights, meet critical deadlines, and build the strongest possible claim. For data center developers and operators, where a single incident can trigger multi-million-dollar losses, having skilled insurance recovery counsel in your corner from day one can make a decisive difference.

INTELLECTUAL PROPERTY

If your data center incorporates unique methods or proprietary systems (whether during the construction or operations phase) Shumaker’s Intellectual Property (IP) team captures and protects your ideas and IP. In an age where artificial intelligence (AI) is upending many technical processes, we are on the cutting edge of safeguarding IP.

While we frequently litigate disputes—such as prosecuting patent, copyright, and trademark violations—we do so much more to help clients achieve their business goals. We are counselors and consultants that help in areas such as researching and securing new names for market use, crafting patent applications for maximum protection, and pursuing enforcement actions. Partnering with our IP team lets data center developers focus on what they do best while knowing their IP is well secured.

TECHNOLOGY, DATA PRIVACY, CYBERSECURITY

Once your data center is up and running, we can provide guidance on issues like cybersecurity programs, data licensing, and the development of website policies and agreements. Shumaker attorneys and advisors are available to counsel you through a myriad of corporate, transaction, labor and employment, IP, and associated matters.

Meet Our Team



C. Jade Davis

PARTNER

Technology, Data Privacy,
Cybersecurity & AI Service
Line Leader



Douglas A. Cherry

PARTNER

Intellectual Property Service
Line Lead, Technology Industry
Sector Co-Chair



Beth M. Eckel

PARTNER

Real Estate, Construction
& Development National
Service Line Leader



Kevin M. Henry

PARTNER

Real Estate, Construction &
Development Service Line Lead
and Sector Co-Chair



Katie Hinson Lewis

PARTNER

Real Estate, Construction &
Development Service Line Lead



Juan C. Villaveces

PARTNER

Real Estate, Construction &
Development Service Line Lead



Chris Salemme

**SENIOR VICE PRESIDENT
OF FEDERAL AFFAIRS**
Shumaker Advisors, LLC



**John David
"JD" White**

SENIOR VICE PRESIDENT
Shumaker Advisors, LLC



Stanley E. Gates, II

**VICE PRESIDENT,
GOVERNMENT AFFAIRS
& PUBLIC POLICY**
Shumaker Advisors, LLC



C. Jade Davis

PARTNER

Technology, Data Privacy, Cybersecurity & AI Service Line Leader

Jade’s practice is focused on data privacy, cybersecurity, and AI, and she is known for her innovative approach and practical strategies in navigating complex regulatory environments. She advises clients across industries—including health care, hospitality, construction, manufacturing, technology, transportation, agriculture, and retail—on global privacy and data protection compliance, including GDPR, UK GDPR, LGPD, CCPA, HIPAA, PIPL, and other international frameworks.



Douglas A. Cherry

PARTNER

Intellectual Property Service Line Lead, Technology Industry Sector Co-Chair

Doug has extensive litigation and mediation experience involving high-profile corporate technology cases such as data breaches, cybersecurity, electronic discovery issues, and domain name disputes. Certified as an Intellectual Property Law Specialist by the Florida Bar Board of Legal Specialization and Education, he has experience in all aspects of patent, trademark, copyright, and trade secret matters. He represents corporations, municipalities, nonprofits, start-ups, and entrepreneurs in a variety of industries, including technology, health care, law enforcement, and manufacturing, and is a founding member of Shumaker’s Data Breach Team.



Beth M. Eckel

PARTNER

Real Estate, Construction & Development National Service Line Leader

Beth focuses her practice on commercial real estate and financing transactions. She holds bar and court admissions in Ohio, Michigan, and New York.

Beth has broad experience in representing:

- Developers, owners, lenders, and borrowers
- Large and small businesses in a wide range of transactions, including the acquisition, disposition, leasing, financing, construction, and development of real property
- U.S. lenders and borrowers on international, cross-currency loans, as well as representing national banks, community banks, and life insurance companies in connection with complex U.S. loan origination and secured and asset-based lending arrangements



Kevin M. Henry

PARTNER

Real Estate, Construction & Development Service Line Lead

Real Estate, Construction & Development Industry Sector Co-Chair

Kevin practices primarily in the areas of commercial real estate and corporate matters, including acquisitions, leasing, finance, and development. He has focused experience and knowledge in the multifamily arena, where he helps clients acquire developments with combinations of debt and syndicated equity.

Kevin also represents franchisees operating under a variety of national brands in leasing and corporate matters. In addition, he counsels commercial real estate brokers on commission disputes and preparation of effective listing agreements.



Katie Hinson Lewis

PARTNER

Real Estate, Construction & Development Service Line Lead

With more than a decade of experience, Katie's practice primarily focuses on commercial and residential real estate and corporate transactions. She has worked with a wide range of clients, including individuals, small business owners, medical practices, hospitality companies, investors, lenders, real estate investment trusts (REITs), and publicly traded companies.

Her broad experience in real estate transactions includes serving as co-counsel for a target company in \$130 million sale of local company to a publicly traded corporation and as co-counsel for \$65 million commercial real estate refinance. Katie's comprehensive practice also includes:

- Acquisitions
- Dispositions
- Leasing
- Finance and development



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



Chris Salemmme

SENIOR VICE PRESIDENT OF FEDERAL AFFAIRS
Shumaker Advisors, LLC

Based in Washington, D.C., Chris has a proven track record of successfully implementing legislative and political initiatives. With over 15 years of experience working with global telecommunications companies and trade associations, Chris has established and cultivated key relationships in the administration, Congress, federal agencies, and state capitals.

Prior to joining Shumaker Advisors, Chris was the founder of Salemmme Strategies, LLC, where he provided strategic counseling to start-ups, trade associations, and corporations in the telecommunications and technology sectors.



John David "JD" White

SENIOR VICE PRESIDENT
Shumaker Advisors, LLC

Based in Tampa, JD brings more than 20 years of public policy expertise at the federal, state, and local levels of government to his role at Shumaker Advisors. He has extensive experience advising clients on government relations, strategic communications, grassroots organizing, and politics across a wide range of industries, including financial services, health care, hospitality, manufacturing, and real estate.



Stanley E. Gates, II

VICE PRESIDENT, GOVERNMENT AFFAIRS & PUBLIC POLICY
Shumaker Advisors, LLC

Based in Columbus, Stanley brings a dynamic approach to government affairs and public policy to his role at Shumaker Advisors. As the former Director of Community Engagement for Columbus City Council, he has a proven record of leading transformative initiatives—from spearheading the city’s zoning reform outreach strategy to developing nationally recognized housing agendas that advance diversity and equity. His work has directly shaped how Columbus grows, engages its residents, and expands access to opportunity.

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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