

Jessica C. White

Partner

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OVERVIEW

Jessica White is a partner 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, healthcare 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 healthcare 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 healthcare real estate. She counsels healthcare leaders on a variety of transactional, operational, and regulatory matters and represents property owners and healthcare providers in healthcare real estate transactions.

PROFESSIONAL BACKGROUND

Prior to joining the firm, Jessica was of counsel at a US based law firm where her practice was concentrated in healthcare 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, healthcare 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

- “Experiential Real Estate: From Transactions to Transformations,” ICSC+U.S. Law, October 2024
- “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

THOUGHT LEADERSHIP *POWERED BY HUB*

- April 2024, April 2024 Accolades - Part 1

NEWS & EVENTS

- 10 November 2025, K&L Gates Advises Albemarle on Sale of a Controlling Stake in Ketjen to KPS Capital Partners
- 17 March 2025, K&L Gates Receives Excellence Award for Representation of Wabtec in Acquisition of Bloom Engineering
- 28 January 2025, K&L Gates Advises Universal Stainless and Alloy Products in its Acquisition by Aperam

- 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

INDUSTRIES

- Healthcare
- Life Sciences

REPRESENTATIVE EXPERIENCE

- Acquisition of a US$45 million property for construction of an aerospace manufacturing facility.
- Represented one of the largest banks in the United States in connection with office and retail leasing and dispositions of excess property.
- Represented a global supplier of paints, coatings, and specialty materials in connection with management of its real estate portfolio that includes office, retail, and industrial properties.
- Represented a 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 a publicly traded healthcare real estate investment trust (REIT) in leasing, operations, and management for a 19 million square foot medical office building portfolio across 32 states.
- Represented a publicly traded healthcare real estate investment trust (REIT) in master service agreement negotiations with an industrial manufacturing company for US$20 multimillion of new equipment to be installed across a 19 million square foot medical office building portfolio.
- Represented a corporate procurement department of a publicly traded corporation in negotiation of commercial contracts and services agreements related to real estate management and sustainability.
- Represented a US 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 multitenant 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.