



Jessica C. White

Of Counsel

Pittsburgh
+1.412.355.6797

Jessica.White@klgates.com

OVERVIEW

Jessica White is a lawyer in the Pittsburgh office and focuses her practice on the acquisition, sale, development, financing, and leasing of commercial real estate.

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.

Her clients include real estate developers, retailers, franchisees, real estate investment trusts, health care providers, and financial institutions.

PROFESSIONAL BACKGROUND

Prior to joining the firm, Jessica was of counsel at a U.S. based law firm. Jessica has extensive experience in all aspects of real estate transactions, including acquisition/sales, zoning, leasing, and finance. She has represented publicly-traded and privately-owned companies, including real estate developers, health care REITs, and financial institutions.

ACHIEVEMENTS

- 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 (Inactive)

AREAS OF FOCUS

- Real Estate

REPRESENTATIVE EXPERIENCE

- 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 investors in targeted acquisition of portfolio of restaurants and wine bars located in Kentucky, Indiana, and Ohio.
- Represented commercial real estate investor in the acquisition of retail real estate in Kentucky.
- 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 medical office building owners in negotiation of long term leases with dialysis tenants in single-tenant and multi-tenant outpatient facilities.
- 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 S&P 500 corporation in negotiation of commercial contracts and services agreements related to real estate management and sustainability.
- Represented building owners in listing agreement and commission agreement negotiations with commercial real estate brokers.
- Represented a large American pizza restaurant franchisee in development of new restaurants and lease renewals in several states.

- Represented an American restaurant chain franchisee in development of new restaurants and leasing renewals in two states.
- Represented corporate procurement department of a publicly traded corporation in negotiation of commercial contracts and services agreements related to real estate management and sustainability.