



Jeffrey L. Vercauteren

SENIOR COUNSEL

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OVERVIEW

Jeff supports the full life cycle of renewable energy projects, helping clients build the infrastructure of the future.

Jeff primarily represents developers, as well as project owners, lenders, and contractors, of solar, wind, hydrogen, transmission, and biogas projects nationwide. He has worked with both utility-scale developments as well as community solar projects. While he is particularly familiar with the Midwest, Northeast, and Mid-Atlantic regions after overseeing all projects in these areas in a previous in-house position, he has managed transactions throughout the country. Jeff partners with clients from initial siting and negotiations through purchase or leasing agreements, construction, operating issues, and eventual sale. Particularly unique for a transactional attorney, he also has direct experience with permitting and land use and has successfully obtained permits for clients in highly contentious situations.

With a lifelong passion for the environment, Jeff began his legal career shortly before the Recovery Act of 2009 passed, incentivizing renewable development. His real estate focus in law school lent itself perfectly to a real estate practice concentrated on renewable energy projects, and Jeff quickly discovered that he loved contributing to developments that would improve the future for both an individual community and the world's climate.

After several years with Husch Blackwell, Jeff accepted an in-house role with a multinational power generation client, where he handled permitting and land use approvals for wind, solar, energy storage, and natural gas projects. He later went on to in-house positions with additional renewable energy companies, overseeing

Industry

Energy & Natural Resources

Services

Biofuels, Biomass, & Landfill Gas
Carbon Capture & Sequestration
Data Centers
Electric Transmission
Energy Storage
Hydrogen
Land Use
Private Use Networks
Solar Energy
Telecom
Wind Energy

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projects across the country. His in-house experiences gave Jeff a firsthand perspective on client needs and expectations, and he understands how crucial it is for outside counsel to grasp clients' business needs and goals. He rejoined the firm in 2024.

Alongside his client-focused perspective, Jeff is also known for what clients have called his “calm assertiveness”: his ability to smoothly navigate high-stress, contentious negotiations. Jeff has a reputation for staying on message with the end goal always in sight. A calming presence in high-stakes transactions, he gets client deals across the finish line.

Experience

- Represented clients in project development, due diligence review, title and survey issues, land use approvals, financing, development incentives and tax credits, leasing, land use, and zoning.
- Advised clients on complex regulatory and government affairs issues before federal, state, and local agencies.
- Represented developer in restoration of historic downtown commercial building, including structuring complex financing and incentives.
- Represented major multinational pipeline company before county board and state circuit court in dispute related to conditional use permit.
- Represented global telecommunications company in proceedings before state agency related to utility relocation costs for new streetcar project.

AS IN-HOUSE COUNSEL:

- Managed a team of attorneys, paralegals, and real estate specialists providing legal support to development and operations teams in renewable energy generation, with a focus on delivering solution-oriented advice in the development, construction, and operation of renewable energy projects.
- Collaborated with the structured finance team in the negotiation, due diligence, and closing of project finance transactions.
- Managed legal inputs and advised on potential legal risks for financial investment decisions by the executive leadership team and board.

Experience

- Oversaw the drafting and processing of all required real estate documents, including paralegal and lease analyst support as needed.
- Coordinated with legal team members in the delivery of advice to other business units on issues such as regulatory, construction and offtake.
- Primarily responsible for structuring, drafting, negotiating, and closing commercial agreements, offtake agreements, and vendor agreements.
- Advised leadership on transactional, regulatory, project finance, corporate governance, employment, and other company issues.
- Obtained local land use approvals for one of the largest solar energy generation facilities in the eastern United States.
- Coordinated local land use approvals for wind, solar and energy storage projects across the United States.

Recognition

- *Wisconsin Law Journal*, Up and Coming Lawyers, 2018
- *In Business Magazine*, 40 Under 40, 2016
- *Madison Magazine*, Face of Real Estate, Development, & Construction, 2016
- *The Capital Times*, Bright Ideas, 2016
- *In Business Magazine*, Professional of the Week, 2015
- *Wisconsin State Journal*, Know Your Madisonian, 2015

Education

- J.D., Notre Dame Law School
 - *cum laude*
 - *Journal of College & University Law*, Executive Editor, 2007-2008
- B.A., University of Wisconsin-Madison
 - with distinction

Admissions

- Wisconsin

Community Leadership

- Capitol Neighborhoods, Inc., Executive Council, 2014-2019
- Catholic Charities, Inc. of Madison, Advisory Board, 2017-2019
- Downtown Madison, Inc., Board of Directors, 2014-2019
- Madison Public Market Foundation, Board of Directors, 2017-2019