



Jeffrey L. Vercauteren

SENIOR COUNSEL

MADISON, WI

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OVERVIEW

From concept through construction, Jeff delivers effective solutions in the development of commercial, industrial, and energy projects.

Jeff primarily represents developers, investors, owners, and lenders across sectors in project development, energy generation and infrastructure, real estate transactions, and land use approvals. He advises clients in all aspects of project development, including contract drafting and negotiation, due diligence review, title and survey issues, project finance, development incentives, tax credits, and leasing. Particularly unique for a transactional attorney, he also has direct experience with permitting and land use approvals and has successfully obtained permits for clients in highly contested proceedings.

After several years with Husch Blackwell in the Real Estate, Development, & Construction industry group, 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 serve as director of real estate and permitting law for a leading energy generation company, overseeing projects across the country. His in-house experience gave Jeff a firsthand perspective on client expectations, and he understands how crucial it is for outside counsel to grasp clients' business goals. He rejoined the firm in the Energy & Natural Resources group 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

Industry

Energy & Natural Resources

Services

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

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.
- 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.

Experience

- 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; Economic Development Committee, 2024-present
- Greater Madison Chamber of Commerce, Government Relations Committee, 2016-2019
- Madison Public Market Foundation, Board of Directors, 2017-2019