

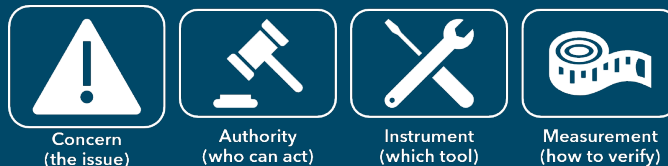
BEHIND THE CLOUD

EPISODE 6 | QUICK REFERENCE

Local power is the ability to make a decision that is clear, lawful, informed, and durable.

01 THE BIG IDEA

Local governments have real tools for reviewing data center projects, from planning and zoning to agreements and monitoring. Each tool works only when it is matched to the legal authority behind it.



Applied to every step in this episode.

02 PREPARE BEFORE THE APPLICATION ARRIVES



COMPREHENSIVE PLAN: Sets where industrial growth belongs and what infrastructure it needs.



ZONING CODE: Defines a data center clearly, separate from a warehouse or utility use.



APPLICATION REQUIREMENTS: Require detailed data on power, water, cooling, noise, and backup systems.



LAND-USE STANDARDS: Set measurable rules for setbacks, screening, lighting, and noise.

03 MANAGE THE PROJECT OVER TIME

- **FISCAL AND INFRASTRUCTURE ANALYSIS:** Compares local revenue and cost under full, partial, delayed, and canceled build-out.
- **DEVELOPMENT AGREEMENTS:** Negotiate phasing, infrastructure, and public commitments where state law allows.
- **INCENTIVES:** Tie public support to verified performance, with clawbacks if goals are missed.
- **MONITORING AND ENFORCEMENT:** Track every obligation with a compliance register and a named owner.

The key question is not *"How much will the company invest?"*

Instead, ask what the locality owes and gains under full build-out, partial build-out, delay, and cancellation.

04 THE BIG QUESTIONS TO ANSWER

1. **AUTHORITY:** What can the locality decide, and where does state law limit that power?
2. **INFORMATION:** Does the application require enough detail on power, water, and backup systems?
3. **COMMITMENTS:** Are promises written as enforceable obligations with an owner, deadline, and remedy?
4. **COORDINATION:** How does local review line up with utility and regulatory timelines?

BOTTOM LINE: Local tools are real, but they are not universal and they stop where other authority begins. The strongest communities prepare before an application arrives and keep monitoring long after approval.

