

Data Centers and the New Public Policy Landscape

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Setting the Stage: What's Driving Legislative Involvement?

Seven in 10 Americans Oppose Local Construction of AI Data Centers

Overall, would you strongly favor, somewhat favor, somewhat oppose or strongly oppose the construction of a data center in your area to support artificial intelligence, or AI, technology in the U.S.?

■ % Strongly favor ■ % Somewhat favor ■ % Somewhat oppose ■ % Strongly oppose



March 2-18, 2026
"No opinion" percentage not shown

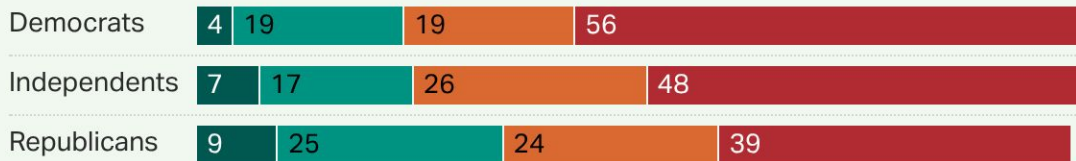
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Setting the Stage: What's Driving Legislative Involvement?

Opinions on Local Construction of Data Centers, by Political Party

Overall, would you strongly favor, somewhat favor, somewhat oppose or strongly oppose the construction of a data center in your area to support artificial intelligence, or AI, technology in the U.S.?

■ % Strongly favor ■ % Somewhat favor ■ % Somewhat oppose ■ % Strongly oppose



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But legislators have other considerations...

Economic growth/investment expectations

- Jason Furman: 2025 GDP growth excluding data center investment = 0.1%
 - Actual GDP growth including this investment = 3%
 - Some caveats but still...huge impact driving much of the economic activity

Demand for property tax relief

- Data center property tax revenue makes up half of Loudoun County property tax collections
- Loudoun County property tax rates have decreased by 30% in the last ten years

Where is the legislative action focused?

Federal action = mostly signaling (as of now...)

State activity = exploding

- 675+ bills *introduced* this year
- ~50 *enacted* this year

Local activity = unprecedented

- 1,000 (!!) agenda items this year
- 375+ approved local moratoriums this year

What does the legislation address?

State level - focus on more information, “temporary pauses”

- Temporary moratoriums
- “Ratepayer protection” bills
- Study committees
- Tax incentive reviews/elimination

Local level - pause on construction:

- Zoning
- Moratoriums

Stakeholders are dispersed

- Governor + executive stakeholders
- Legislators
- Department of revenue
 - Fiscal chairs
- Utilities/regulators
- Environmental offices (water, emissions, etc.)
- Local zoning boards
- Economic development office
- Residential ratepayers

How should GR pros approach the issue?

- Winning strategy is still open for debate, but we do know which approaches are losing ground
- General recommendations:
 - Proactive engagement is better!
 - Industry plans are in the public eye.
 - Decide what you can live with and what's off the table.
 - Think holistically + connect your internal teams
 - Great role for your GR team.

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