



Amy H. Ironmonger

Partner

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OVERVIEW

Amy Ironmonger is a partner in the firm's Real Estate practice. She focuses her practice in the areas of resort and hospitality, real estate and commercial development, commercial lending, and corporate law. She assists clients with the sale, acquisition, development, and/or financing of projects in the United States, Caribbean, Latin America, Australia, and the Middle East.

PROFESSIONAL BACKGROUND

Prior to joining K&L Gates, Amy practiced for another firm and worked for two years as a special projects analyst, where she focused on research related to the hotel and real estate industries. Amy is also an internationally acclaimed sailor, having competed in and won numerous sailing events around the world.

ACHIEVEMENTS

- CALI Excellence for the Future Awards: Drafting Commercial Documents, 2009; Secured Transactions, 2010

PROFESSIONAL / CIVIC ACTIVITIES

- Urban Land Institute, Co-Chair of the New York Programming Steering Committee and Member of the Management Committee

SPEAKING ENGAGEMENTS

- Moderator, "Hotel Management Trends in the Caribbean," HVS Caribbean Hotel Investment Conference and Operations Summit, November 2023
- Presenter, "More than 'Knowing your Customer': a Primer on Due Diligence in Mortgage Lending Transactions," ABA Real Property, Trusts and Estates Section Spring National Conference, May 2023
- Panelist, "Caribbean Lodging Market: Investment Strategies," HVS Caribbean Hotel Investment Conference and Operations Summit, November 2022

- Presenter, “Trouble at the Park Hotel: The Fictional Challenges of a Luxury Hotel Struggling to Stay Afloat and Avoid Foreclosure During a Global Pandemic,” ABA 33rd Annual RPTE Conference, April 2021
- Panelist, “Cuba - Investments and Opportunities,” HVS Caribbean Hotel Investment Conference and Operations Summit, 2015
- Panelist, “How Do Investors Get Deals Done in the Region - Closing the Deal: What Does it Take and How?,” HVS Caribbean Hotel Investment Conference and Operations Summit, 2013
- Panelist, “Innovate for Investment Success - Overcoming Investment Challenges,” HVS Caribbean Hotel Investment Conference and Operations Summit, 2012
- Moderator, Trustee/Young Leader Roundtable, Urban Land Institute National Spring Meeting, 2012

EDUCATION

- J.D., Charleston School of Law, 2011 (*Articles Editor, Charleston Law Review*)
- B.A., University of Virginia, 2003

ADMISSIONS

- Bar of New York
- Bar of South Carolina

NEWS & EVENTS

- 24 February 2020, K&L Gates Names 41 New Partners Across Global Platform
- 22 August 2017, K&L Gates Advises Healthcare Trust of America, Inc., on \$2.3 Billion Acquisition of 72 Medical Office Buildings

MEDIA MENTIONS

- Quoted, “Caribbean Attracts Private Equity, Local Financing for Hotel and Resort Projects,” *CoStar Group* (November 2022)

AREAS OF FOCUS

- Real Estate
- Distressed Real Estate
- Mergers and Acquisitions

INDUSTRIES

- Consumer Products
- Resort, Hospitality, and Leisure

REPRESENTATIVE EXPERIENCE

- Represented a Korean asset manager on the acquisition and financing of commercial property in San Jose, California
- Represented a Korean asset manager on the origination of a mezzanine loan secured by interest in the owner of a luxury hotel in Boston, Massachusetts
- Assisting the buyer of retail property in Colorado
- Assisted a private equity fund in providing a loan to the owners of the Cap Juluca Resort in Anguilla, West Indies
- Assisted the majority owner of Kiawah Partners and its affiliates in the sale of the holding companies for the Kiawah Island Resort, SC, the Doonbeg Golf Resort in Ireland, and the Christophe Harbour Resort in St. Kitts
- Assisted a national real estate auction company in the sale of multiple distressed hotel properties in Jamaica
- Assisted a luxury hotel company pursuing the acquisition of the Temenos Resort & Golf Course in Anguilla, West Indies
- Assisted in the representation of a European family-oriented hotel brand launching in the Caribbean
- Assisted a private equity fund and luxury hotel brand in the development of a large resort and master planned community in Barbuda, West Indies
- Assisted the developer of a new hotel in Cartagena, Colombia with key terms in hotel management agreements
- Assisting a hotel developer in connection with its hotel development and management documentation with an international hotel brand in Doha, Qatar
- Assisting a developer in connection with its negotiation of a franchise agreement with an international brand in the Dominican Republic
- Assisting a government entity with the development of a condo-hotel in Bermuda, including the negotiation of hotel documentation with an international brand
- Assisting a hotel developer in Roatan, Honduras with drafting condo hotel covenants, rental management agreements, and branded residences agreements with an international hotel brand

- Assisted a public company based in Texas in connection with the development of several new branded hotels in Texas and New York and negotiation of related management agreements and franchise agreements with international hotel brands
- Assisting a hotel developer in connection with its development of a core hotel and branded residences in Belize, including the negotiation of hotel documentation with an international brand
- Assisting with the acquisition of a large hotel and timeshare club in Puerto Rico
- Assisting the owner of a resort development in Puerto Rico
- Represented a U.S. investment manager on the origination of a mezzanine loan secured by interests in the owner of a hotel in Brooklyn, New York
- Assisted RIU Hotels and Resorts in the acquisition of the 481-key Westin Aruba resort hotel in Aruba
- Assisting the developer at the 2,500 acre Christophe Harbour, St. Kitts, West Indies resort with all aspects of the development, including lot sales and other matters related to the development
- Represented Healthcare Trust of America (NYSE:HTA) in its acquisition of 72 medical office properties across 15 states from Duke Realty (NYSE: DRE) for \$2.3 billion
- Represented a publicly traded REIT in separate transactions on the acquisition of portfolios of medical offices in Alabama and Connecticut
- Represented a Korean asset manager in multiple transactions on the acquisition and financing of government-leased buildings in Washington D.C.