

Donna Beezhold

Partner

Atlanta

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Clients in the health care and single family and build-to-rent sectors of the housing industry rely on Donna for proactive and strategic advice. Applying deep understanding of her clients' business objectives, she helps them navigate complex commercial real estate transactions and matters.

OVERVIEW

Donna brings significant experience in commercial real estate, particularly in the health care industry and the single family and build-to-rent sectors of the housing industry. She represents health care providers and national real estate developers in structuring and facilitating complex commercial real estate transactions and matters, including acquisitions, dispositions, pre and post-closing development, leasing matters, and other arrangements relating to commercial real estate.

In the health care industry, she works with medical providers, including hospital systems and owners and operators of long-term care facilities, to structure and negotiate compliant leasing and other real estate arrangements that are subject to the STARK law and the Anti-Kickback Statute, and provides guidance on the federal and state health care issues that arise in the context of commercial real estate (including, STARK and Anti-Kickback compliance). Donna has substantial experience in the leasing and ground leasing of medical office buildings and facilitating and managing compliant real estate arrangements between hospitals and physician groups.

She focuses a significant portion of her practice on the representation of national real estate developers in assembling, acquiring, and developing single family and build-to-rent housing projects. With a keen understanding of her clients' business needs, she works strategically to bring deals to a close in a manner that protects a client's interests and business objectives, but achieves a mutually beneficial result.

REPRESENTATIVE MATTERS

- Represented large multicampus hospital systems in strategic planning related to land acquisitions, medical use restrictions, and other creative means to foster future growth of clients' medical office developments, buildings, and other facilities located both on and off-campus, in the states of Georgia and Florida, including a land assemblage for a future medical office development in Atlanta, GA.
- Represented large multicampus health care systems and other health care clients in structuring and facilitating compliant ground leases, master leases, space leases, subleases, timeshares, space-sharing, and part-time arrangements to ensure regulatory compliance with applicable Stark law exemptions (including, rental of office

space exemption, and timeshare exemption) and Anti-Kickback safe harbors.

- Represented a multicampus hospital system in facilitating leases of space and equipment required in connection with hospital's alignment and/or acquisition of various physician groups in the state of Florida.
- Represented large multicampus hospital systems in the states of Florida and Georgia in integrating newly acquired real estate assets into existing portfolio(s) to ensure regulatory compliance in transition, handling and management of new real estate assets.
- Represented large multicampus hospital systems in creating and implementing internal compliance procedures and protocols to manage real estate assets in compliance with Stark law, the Anti-Kickback Statute, and other applicable federal regulations, including the creation of compliance checklists and form databases for use in lease transactions.
- Represented multicampus health care systems in securing leases for medical space, within which providers offer and practice imaging, cancer care, outpatient surgery, and other medical specialties.
- Represented investment companies and developers in acquisition of skilled nursing and/or long-term care facilities in the states of Georgia, Colorado, and Texas.
- Represented a national developer in assembling, acquiring, and developing more than 400 acres of land in the state of Georgia designed for use and operation as a master development with residential, commercial, and industrial phases, and in placing certain portions of master project in land trust for conservation purposes.
- Represented national developers in acquiring and developing portfolios containing land, partially developed assets, and fully operational facilities in multiple states, for use and operation as build-to-rent residential communities.
- Represented developers and other investment companies in securing, developing, and/or operating various types of real estate and related improvements across multiple industries, including, without limitation, medical and other office buildings, specialty care facilities, mixed-use projects, condominiums, industrial warehouses, mobile home projects, single family residential communities, timber, and conservation land.

AWARDS

- *Best Lawyers in America®?: Ones to Watch: Health Care Law (2022-2025), Real Estate Law (2022-2025)*

TOP AREAS OF FOCUS

- Health Care Real Estate
- Investment, Acquisition + Disposition
- Real Estate
- Real Estate Leasing

ALL AREAS OF FOCUS

- Health Care Real Estate
- Investment, Acquisition + Disposition
- Real Estate
- Real Estate Finance
- Real Estate Leasing

PROFESSIONAL/COMMUNITY INVOLVEMENT

- American Bar Association, Real Estate Section

- Atlanta Bar Association
- Georgia Bar Association
- American Health Law Association (AHLA), Hospitals and Health Systems Practice Group
- Health Care Compliance Association (HCCA)

EDUCATION AND CERTIFICATIONS

EDUCATION

- Emory University School of Law, J.D., *with honors*, 2013
- University of Central Florida, B.A., 2010

BAR ADMISSIONS

- Georgia

SPEAKING ENGAGEMENTS

- Co-panelist, “Avoiding Compliance Traps – Physician Compensation & Real Estate,” 2022 Central Florida Health Law Forum, April 28, 2022.
- Moderator and panelist, “Practical Analysis of the STARK Law and the Anti-Kickback Statute – Physician Compensation and Real Estate Leasing,” CLE Presentation on behalf of Nelson Mullins, July 28, 2021.
- Panelist, “Healthcare Real Estate: Navigating the STARK Law & the Anti-Kickback Statute in Real Estate Leasing,” CLE Presentation on behalf of Baker Hostetler, July 20, 2016.

MEDIA COMMENTARY

- Quoted, “[Troutman Pepper Adds Commercial Real Estate Partner](#),” *Law360*, January 30, 2023.