

Donna Beezhold

Partner

Atlanta

donna.beezhold@troutman.com

D 404.885.3719



Fortune 500 companies, national health care systems, and institutional developers depend on Donna to structure large-scale commercial and industrial real estate transactions — particularly those involving health care facilities, logistics and data centers, and mixed-use projects — while navigating complex regulatory and infrastructure requirements.

OVERVIEW

Donna represents Fortune 500 companies, national hospital systems, and institutional real estate developers in structuring complex commercial real estate transactions exceeding \$500 million in aggregate value. Her practice focuses on three core areas: health care real estate subject to federal regulatory compliance, industrial properties (including data centers and logistics facilities), and large-scale mixed-use developments.

In the health care sector, she advises multibillion-dollar hospital systems, national health care providers, and owners and operators of skilled nursing, assisted living, and long-term care facilities on real estate strategies that comply with the STARK law and Anti-Kickback Statute. She handles all aspects of health care real estate work, including medical office building portfolios, leasing administration and management, physician practice acquisitions involving real estate components, strategic campus planning, and regulatory compliance infrastructure. Donna has developed proprietary compliance frameworks, including real estate management protocols, compliance checklists, form databases, and training programs, adopted by multiple health care systems to manage their entire real estate portfolios in accordance with federal regulations.

She represents Fortune 10 tech companies, national institutional developers, and investment firms in developing and acquiring large-scale industrial properties and mixed-use developments. Her work includes data centers, industrial warehouses and distribution facilities, and master-planned mixed-use communities that integrate residential, commercial, and industrial components (including complex infrastructure requirements).

Recognized by *Best Lawyers* as “One to Watch” in both health care and real estate law, Donna combines substantive legal expertise with business acumen, enabling her to serve as a trusted advisor who understands client objectives and delivers practical, executable solutions.

REPRESENTATIVE MATTERS

Health Care Real Estate

- Advised multiple multicampus hospital systems with combined annual revenues exceeding \$10 billion on strategic real estate planning, including land assemblages for medical campus expansions, implementation of medical use restrictions to protect long-term growth strategies, and portfolio optimization across Georgia and Florida markets.
- Developed and implemented comprehensive regulatory compliance infrastructure for major health care systems, including real estate management protocols, compliance checklists, form databases, and training programs to ensure STARK law and Anti-Kickback Statute compliance across entire real estate portfolios.
- Structured and negotiated compliant real estate arrangements for hospital systems integrating physician practices, including ground leases, master leases, space leases, subleases, timeshares, and space-sharing arrangements designed to satisfy applicable requirements of STARK law exemptions and Anti-Kickback safe harbors.
- Managed post-acquisition integration of real estate assets for health care systems, ensuring seamless transition and regulatory compliance of newly acquired properties into existing portfolios.
- Negotiated leases for specialty medical facilities, including imaging centers, cancer treatment facilities, and outpatient surgery centers, addressing unique regulatory and operational requirements.
- Represented institutional owners and operators in acquisition and development of skilled nursing, assisted living, and long-term care facility portfolios across multiple states, structuring transactions to address regulatory compliance, licensing requirements, and operational considerations unique to post-acute care facilities.

Industrial Real Estate

- Advised a *Fortune* 10 technology company on multiple data center and warehouse acquisitions, leasing and development projects across the Southeast, addressing complex infrastructure requirements, utility interconnection agreements, power purchase arrangements, and site-specific permitting matters for mission-critical facilities.
- Represented developers and investors in the construction, development, and financing of climate-controlled storage facility portfolios across the Southeast, structuring ground-up development projects, acquisition financing arrangements, and operational agreements for multifacility portfolios.
- Negotiated complex lease arrangements for a major university medical research facility in California, structuring agreements for specialized research and laboratory space addressing unique infrastructure requirements, equipment specifications, hazardous materials handling, and operational protocols specific to life sciences research facilities.

Mixed-Use & Commercial Development

- Represented national developers in acquisition and development of build-to-rent residential portfolios spanning multiple states, including partially developed assets and fully operational communities, with transaction values exceeding \$100 million, in the aggregate.
- Advised institutional developer on assembly, acquisition, and development of 400+ acre master-planned community in Georgia with residential, commercial, and industrial components, including sophisticated land trust structures for conservation purposes.
- Represented a national quick-service restaurant chain in structuring and negotiating acquisition, ground lease, and master lease arrangements for restaurant locations across multiple states, addressing franchise considerations, site development requirements and operational requirements specific to food service facilities.
- Represented developers and institutional investors in diverse real estate matters across multiple asset classes, including medical and commercial office buildings, specialty care facilities, mixed-use developments, condominiums, industrial warehouses, 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.