



**Amy L. Harman**  
Member

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Amy's practice focuses primarily on real estate development, transfer, encumbrance, leasing and finance transactions, as well as the resolution of title and property disputes. Such practice includes working with developers, owners, property owners associations, and condominium owners associations to draft and review residential, commercial and mixed-use declarations (and amendments and supplements thereto) and common interest community governance documents. Amy's practice also includes advising clients that are owners or prospective purchasers of gasoline station sites and clients that are jobbers/subjobbers in the petroleum fuel supply industry.

#### PRACTICE AREAS

- Real Estate Strategies
- Lender Representation

#### REPRESENTATIVE MATTERS

- Represents national, regional and local developers and landowners in matters involving the purchase, sale, financing, development, re-financing, re-development, licensing, and leasing of commercial projects of all types and sizes, including shopping centers anchored by "big box" retailers and grocery stores in Virginia, as well as across the U.S. Such work includes the preparation and negotiation of purchase agreements; the review of title work, surveys and other due diligence; the negotiation of acquisition and construction loan documents; preparation and negotiation of various easement agreements, common interest community association declarations and governance documents, storm water management and drainage agreements, shopping center covenants and restrictions, cell tower leases and permanent easements, and leases involving national, regional and local retailers and businesses, which may or may not include negotiating terms with national franchisors
- Works with a large, North American retailer on leasing analysis projects
- Represents a regional fuel supplier-distributor in transactions regarding secured product sales agreements and consignment agreements for the supply of fuel to gas stations and convenience stores, while also advising on the applicability of the Petroleum Marketing Practices Act (PMPA)
- Represents national, regional and local lending institutions in secured commercial loan transactions, analyzing the nature of the loan to be made and the collateral to be taken to determine the steps necessary to perfect liens or security interests and preparing and negotiating loan documents for acquisition, construction, term and revolving credit loans, and loans secured by real and personal property
- Represents secured lenders, property owners and title insurance companies in the investigation, resolution and negotiation of title disputes
- Represents religious organizations in purchasing, financing and developing places of worship in Virginia which includes obtaining court approval for the appointment of trustees to acquire and hold title to, sell, and grant liens on, real property on behalf of unincorporated religious organizations

## REPRESENTATIVE MATTERS (CONT.)

- Works with a large, defense contractor to review and negotiate documents pertaining to commercial and real estate transactions
- Represented a large general real estate counsel for a large national services provider and its subsidiaries in all of their lease negotiations across the country, as well as their sales of real estate; also represented them in asset sales and purchase transactions involving real estate and lease components
- In 2011 and 2012, served as interim in-house counsel for a national mortgage subservicing client, assisting with corporate, contract, compliance, foreclosure and litigation matters

## RECOGNITION AND HONORS

- The inaugural Seven Sisters Award for Dedicated Service; Help and Emergency Response Inc., 2018
- Virginia Rising Stars; *Law & Politics*, 2010, 2013
- Women of Distinction Award; YWCA of South Hampton Roads, 2010
- Top 40 Under 40; *Inside Business*, 2009
- Judicial Clerk to The Honorable G. Steven Agee, Court of Appeals of Virginia, for the 2000-2001 and 2001-2002 judicial years

## ASSOCIATIONS

- Virginia Bar Association
- Hampton Roads Association of Commercial Real Estate Women (CREW)
- Hampton Roads Association for Commercial Real Estate (HRACRE)
- The Junior League of Norfolk – Virginia Beach, Incorporated; sustaining member and past member of the Taylor-Whittle House Historical Renovation Committee
- GFWC Great Bridge Woman's Club; member and committee chair
- Soroptimist International of the America's South Atlantic Region; Region Governor 2016-2018 and Board of Directors, 2008-2018
- Organizer of "The Over Hill Bowl" Fundraiser for The H.E.R. Shelter
- The Healing Place of Hampton Roads; Board of Directors, 2012-2018
- Great Bridge United Methodist Church; Board of Trustees, 2007-2010; Children's Policy Committee, 2009-2011; Emergency Preparedness Committee, 2013
- Ignite Chesapeake, 2009
- City of Chesapeake Animal Services; Advisory Board, 2014-present; Board Chairman, 2018-present
- City of Chesapeake Utility Review Board, 2007-2014
- City of Chesapeake Groundwater Committee, 2010-2013

## EDUCATION

- University of Richmond; B.S.B.A., *cum laude*, 1997
- University of Richmond School of Law; J.D., *cum laude*, 2000

## PRESS AND PUBLICATION

- 29 K&C Attorneys Named as Super Lawyers 2013 and 14 Named as Rising Stars 2013
- Real Estate Strategies Update - A General Overview of Extended Title Insurance Coverage
- 31 K&C Attorneys Named as Super Lawyers & 11 Named as Rising Stars 2010
- Amy L. Harman Receives YWCA Women of Distinction Award
- Kaufman & Canoles Announces New Partners