



Amy H. Ironmonger

Partner

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OVERVIEW

Amy Ironmonger is a partner in the firm's Real Estate practice. She advises developers, owners, investors, and operators in the areas of resort and mixed-use development, hotel and other commercial real estate acquisition and sales, hotel operations, and other general real estate matters. She assists clients with projects and transactions in the United States, Caribbean, Latin America, Australia, Europe, and the Middle East.

Amy's areas of practice include:

- Structuring and documenting resort, urban, and other planned and mixed-use communities, which include condominiums, condo hotels, shared ownership products, private clubs, golf courses, hotels, beach amenities and clubs, marinas, spas, and public use spaces.
- Negotiating hotel management agreements, franchise agreements, marketing license agreements, technical services agreements, comfort letters, subordination, non-disturbance and attornment agreements, and other hotel-related documentation.
- Structuring and documenting branded residences, rental management programs, and condo hotels.
- Structuring and documenting private membership club programs.
- Drafting master-planned community documents, including master covenants, conditions, and restrictions, homeowners' association documents, reciprocal easement agreements, shared facilities agreements, property management agreements, and condominium documents.
- Acquisitions and dispositions of hotels, resorts, and other commercial real estate properties.

PROFESSIONAL BACKGROUND

Prior to joining the firm, 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

- Recognized by *Chambers USA*
 - Real Estate in South Carolina, 2024-2025
 - Leisure & Hospitality, USA - Nationwide, 2025
- CALI Excellence for the Future Awards: Drafting Commercial Documents, 2009 and Secured Transactions, 2010

PROFESSIONAL / CIVIC ACTIVITIES

- Urban Land Institute, Co-Chair of the New York Programming Steering Committee and Member of the Management Committee, 2022-2024
- Urban Land Institute, Member of the Advisory Committee, 2023-2024
- New York Yacht Club Foundation, Board of Directors, 2024
- New York Yacht Club, Member of Task Force for the NYYC/American Magic Women and Youth America's Cup Teams, 2022-2024
- New York Yacht Club, Member of Events Committee, 2021-2023

SPEAKING ENGAGEMENTS

- Panelist, "Trends in Third Party Hotel Management in the Caribbean," HVS Caribbean Hotel Investment Conference and Operations Summit, November 2024
- 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

- 26 June 2025, K&L Gates Advises Crane Company in US\$1.06 Billion Acquisition of Precision Sensors & Instrumentation
- 5 June 2025, K&L Gates Receives More Than 240 Firm, Individual Rankings in 2025 *Chambers USA* Guide
- 20 February 2025, Hospitality and Leisure: The Experiential Side of Real Estate
- 6 June 2024, K&L Gates Receives More Than 200 Firm, Individual Rankings in 2024 *Chambers USA* Guide
- 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

OTHER MEDIA MENTIONS

- Quoted, “[Third-party hotel management expands in Caribbean](#),” *CoStar Group*, December 2024
- Quoted, “[Caribbean Attracts Private Equity, Local Financing for Hotel and Resort Projects](#),” *CoStar Group*, November 2022
- Quoted, “US Hotels' Arrival to Cuba Will Take Time,” *CoStar Group*, December 2015

AREAS OF FOCUS

- Real Estate
- Mergers and Acquisitions

INDUSTRIES

- Consumer Goods and Services
- Resort, Hospitality, and Leisure

REPRESENTATIVE EXPERIENCE

- Assisting the developer of a Four Seasons resort and branded residences project in the Dominican Republic
- Assisting the developer of a hotel and branded residences project in New York, including the creation of a new hotel brand and private membership club
- Assisting the developer of branded residences in Costa Rica
- Assisting the developer of a branded residences project in Middleburg, Virginia
- Represented the developer in connection with its franchise agreement, branded residences agreement, and related documentation in connection with a resort property in Ambergris Caye, Belize
- Represented the purchaser of an iconic hotel in Charleston, South Carolina
- Representing the developer of a Four Seasons branded residences project in the Bahamas
- 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 the hotel developer in connection with negotiating a hotel management agreement, branded residences agreement, and related documents with Rosewood Hotels at Half Moon Bay, Antigua
- Represented a hotel developer in St. Maarten with the development of a branded hotel and related real estate project
- Assisted a hotel owner with the selection of an international brand for a rebranding of its property in Perth, Australia; work includes comparison and advise on proposals from nine international hotel brands
- Assisted a hotel developer and owner in connection with the negotiation of hotel management documentation with a Saudi-based hotel company in Jeddah, Saudi Arabia
- Represented a hotel developer in connection with its hotel development and management documentation, including hotel management agreement, branded residences agreement, license agreement with Ian Schrager Company, and related documentation in connection with a luxury Marriott-branded (Edition) hotel and residences in Doha, Qatar
- Assisted 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 private equity fund and luxury hotel brand in the development of a large resort and master planned community in Barbuda, West Indies

- 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
- 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 the developer of a new hotel in Cartagena, Colombia with key terms in hotel management agreements
- Assisting a government entity with the development of a condo-hotel in Bermuda, including the negotiation of hotel documentation with an international brand
- Assisting with the acquisition and development of a large hotel, condos, and timeshare club in Puerto Rico
- Assisted RIU Hotels and Resorts in the acquisition of the 481-key Westin Aruba resort hotel in Aruba
- Represented Healthcare Trust of America (NYSE: HTA) in its acquisition of 72 medical office properties across 15 states from Duke Realty (NYSE: DRE) for US\$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.
- 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
- Represented a US investment manager on the origination of a mezzanine loan secured by interests in the owner of a hotel in Brooklyn, New York