



**Amy L. Harman**  
Partner

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Amy is a partner with the firm's Real Estate Strategies, Lender Representation, and Title Insurance and Title Resolution Practice Groups. She practices out of the Norfolk office where she focuses primarily on commercial real estate development, leasing and finance transactions, as well as the resolution of title and foreclosure disputes.

#### practice areas

- Real Estate Strategies
- Lender Representation
- Title Insurance & Title Resolution

#### 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, stormwater 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
- Serves as 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 represents them in asset sales and purchase transactions involving real estate and lease components
- Represents a regional fuel supplier-distributor in transactions regarding secured product sales agreements for the supply of fuel to gas stations and convenience stores
- 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 and foreclosure disputes and title insurance claims
- 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

## recognition and honors

- Virginia Rising Stars; *Law & Politics*, 2010
- 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
- Appointed to the City of Chesapeake Utility Review Board, 2007-present
- Appointed to the City of Chesapeake Groundwater Committee, 2010-present

## associations

- Virginia Bar Association
- American Bar Association
- Norfolk & Portsmouth Bar Association
- Great Bridge United Methodist Church; Board of Trustees, 2007-2010; Children's Policy Committee, 2009-present
- The Junior League of Norfolk - Virginia Beach, Incorporated
- Soroptimist International of the America's South Atlantic Region; Board of Directors, 2008-present
- Soroptimist International of Hampton Roads
- Hampton Roads Association for Commercial Real Estate (HRACRE)
- Hampton Roads Association of Commercial Real Estate Women (CREW)
- Ignite Chesapeake, 2009
- Chesapeake Community Health Center; Board of Directors, 2010-present
- Children's Hospital of the King's Daughters; Healthy You Volunteer

## 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

- 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