



## Amy W. Mahone

Shareholder

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Amy Mahone, co-leader of the Firm's Seniors Housing and Long Term Care Industry Service Team, advises owners, operators, and investors in senior housing, assisted living, skilled nursing, home health, and hospice on all facets of their businesses, including acquisitions, dispositions, leasing, financing, and management.

Ms. Mahone manages and coordinates all phases of a transaction, including drafting and negotiating letters of intent, confidentiality agreements, asset or membership interest purchase agreements, leases, operations transfer agreements, management agreements, loan documents, and other closing documents, as well as performing property and asset due diligence and overseeing outside counsel as needed on state-specific matters. She also handles matters of corporate law for both tax-exempt and for-profit companies, as well as licensure and certificate of need issues.

Prior to joining Baker Donelson, Ms. Mahone was a partner with a Chicago law firm representing both institutional and entrepreneurial clients in acquisitions, dispositions, development and leasing of various types of real estate, including office, retail, industrial, multifamily and manufactured housing communities. She also practiced as an associate with a firm in Seattle, representing a client who owned more than 150 skilled nursing and assisted living facilities throughout the United States.

### Representative Matters

- Represented multiple clients in obtaining insurance commission approval of CCRCs, including in Florida (Office of Insurance Regulation), Indiana (Indiana Secretary of State, Securities Division), Missouri (Missouri Department of Commerce & Industry), Pennsylvania (Pennsylvania Insurance Department), and Texas (Texas Department of Insurance).
- Represented a non-profit client in the acquisition and bond financing of a for-profit company that owned four large CCRC campuses, a home health agency, and a management company.
- Represented an operator in its acquisition of six skilled nursing facilities in the Southeast in a transaction involving agreements with the prior operator, master tenant, master landlord, third-party management company, and HUD lender, including accounts receivable financing.
- Represented an operator in connection with the acquisition and accounts receivable financing of three skilled nursing facilities in Tennessee, including working through licensure and reimbursement issues.
- Represented an assisted living facility developer in the purchase of property for a new development.
- Secured a Certificate of Need on behalf of two clients to build additions onto existing skilled nursing facilities.
- Represented purchasers of distressed assets, including in §363 sales as stalking horse bidders.
- Represented an assisted living provider in the \$16 million sale of a community in Florida.
- Represented a health care company in its acquisition of an Idaho-based home health services company.
- Represented a real estate development company in its acquisition of a Tennessee hotel.
- Represented an owner and operator in the disposition of more than 30 skilled nursing facilities located in the Southeast and Mid-Atlantic states.
- Represented the seller of a California division consisting of 10 skilled nursing facilities.



## Professional Honors & Activities

- President – Board of Directors of the Chattanooga Symphony and Opera Association
- Named as one of "Tomorrow's Newsmakers" by *The Real Estate Forum* in 2010
- Selected to Illinois Rising Stars (2010)
- Member – American Health Law Association
- Member – Tennessee Bar Association
- Member – Chattanooga Bar Association



## Publications

- Co-author – "Getting it Right: How SNF Owners Evaluate the Decision to Exit the Business," *McKnight's Long-Term Care News* (October 2018)
- Featured – "A Dynamic Duo," University of Tennessee College of Law (June 2018)



## Speaking Engagements

- Moderator – "Navigating the Future: Challenges and Opportunities in Seniors Housing and Long Term Care," 2024 Baker Donelson Long Term Care Symposium (November 2024)
- Moderator – "Unlocking Capital for Seniors Housing and Care: Strategies for Growth," 2024 Baker Donelson Long Term Care Symposium (November 2024)
- Moderator – "Ancillary Services: How to Successfully Diversify with Ancillary Services," 2022 Baker Donelson Long Term Care Symposium (November 2022)
- Moderator – "Purchasing During a Pandemic? What Both Sides Need to Know," Baker Donelson Long Term Care Symposium (November 2020)
- Panelist – "Teetering on Insolvency – Tips to Avoid Filing or to Get Through Your Filing," 2018 Long Term Care Symposium (November 2018)
- "She Got the Goldmine (I Got the Shaft): Critical Bankruptcy Concepts for Owners and Operators" (November 2016)
- Co-presenter – "Avoiding Deal Killers in Today's Market," AHLA Health Care Transactions Program (April 2015)
- Moderator – "Diversify Your Long Term Care Company by Providing Ancillary Services," Baker Donelson Long Term Care Symposium (November 2014)



## Webinars

- Sales of Long Term Care Facilities: Successful Planning and Execution in Today's Market (March 2023)



## Education

- University of Tennessee, J.D., 1999
- Belmont University, B.A., 1996, cum laude



## Admissions

- Tennessee, 2011
- Illinois, 2005
- Washington State, 1999