

TONYA W. SCHARF

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When a hospital system, healthcare company, healthcare REIT, developer or operator is looking to acquire, dispose, monetize, develop or lease real estate, they rely on Tonya Scharf. Leading clients through the transaction process and helping them avoid regulatory pitfalls, Tonya is considered a valuable asset to her clients and colleagues. Tonya has a strong personal commitment to the clients with whom she works. She listens to their concerns, understands their business and strives to overcome obstacles and close deals.

Known for getting the job done and being professional, thorough, and efficient, Tonya turns her passion for the deal-making process into a valuable service for the client. Tonya thoughtfully approaches matters and embraces complicated transactions with challenging time constraints. Clients find that Tonya's strong analytical skills further strengthen her role as an effective negotiator.

Tonya's client-first approach is evident in every aspect of her day-to-day responsibilities which include the purchase, sale, leaseback, development, management, leasing and financing of commercial real estate assets such as:

- Skilled Nursing and Memory Care Facilities
- Hospitals, Outpatient Clinics and Surgery Centers
- Medical Office Buildings and Condominiums
- Assisted Living and Independent Living Facilities
- Office Space and Retail

Tonya handles everything from large scale, multi-state portfolio transactions to single-asset deals. She drafts and negotiates purchase and sale agreements, development agreements, condominium declarations, ground leases, master leases and space leases, as well as oversees the various aspects of due diligence.

As an added benefit to her clients, Tonya has great depth of experience in negotiating financing arrangements, including asset-based lending, construction loans, credit facilities, loan modifications, assumptions and assignments, forbearance agreements, restructurings, and workouts.

Education

- J.D., *cum laude*, University of Tennessee, 1998
 - Articles Editor - Tennessee Law Review
 - Phi Delta Phi legal fraternity
- B.A., with honors, Berea College, 1995

Bar Admissions

- Tennessee

Experience

- Hospital and Medical Office Building development default workout negotiation, valued at \$50,000,000
- Medical Office Building acquisition, pre-existing leasing issues and regulatory compliance negotiation, valued at \$50,000,000
- Assisted Living Facility acquisition of distressed asset deal with a bank, represented the purchaser, under \$10,000,000

Professional

- Member, Nashville, Tennessee and American Bar Associations
- Member, Women in Commercial Real Estate Nashville
- Member, American Health Law Association
- Member, Women Business Leaders

Prior Affiliations:

- Associate, Manier & Herod, Nashville, Tenn., 2001-2006
- Judicial Clerk, Tennessee Court of Appeals, Nashville, Tenn., 1999-2000
- Judicial Clerk, Tennessee Court of Criminal Appeals, Nashville, Tenn., 1998-1999

Community

- Volunteer, American Cancer Society
- Volunteer, Leukemia & Lymphoma Society's Team In Training
- Alumnae of Young Leaders Council
- Alumnae, Board of Directors of the Brown Dog Foundation

Up Close

Tonya and her husband are owner/operators of three memory care centers in Middle Tennessee known as Bailey Manor. In her spare time, Tonya enjoys spending time with her three young daughters and husband.

Media Mentions

- "Where my ladies at", Tonya Scharf mentioned in McKnight's