



DEWEY & LeBOEUF

Hospitality Sector

# Hospitality Sector

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## About Dewey & LeBoeuf

Dewey & LeBoeuf is a full-service law firm providing counsel throughout the Americas, Europe, Russia/CIS, the Middle East, Asia and Africa. With more than 1,100 lawyers in major financial and commercial centers, the firm represents national and global corporations, financial institutions and government agencies in their most complex legal matters.

For additional information, please visit [www.dl.com](http://www.dl.com).

## Real Estate

Our Global Real Estate Group consists of 56 lawyers across our network of offices, including 28 in New York. We have broad experience in virtually every type of major real estate transaction, including: acquisition and disposition, financing, construction and development, leasing, zoning, land use and planning, condominium and cooperative formation, conversion, sales and operation, workouts, bankruptcy, litigation and dispute resolution.

## Hospitality Sector Group

Dewey & LeBoeuf's Hospitality Sector advises developers, owners, operators, investors, service providers, licensees, licensors, lessees and

financial institutions of hotel, resort and recreational properties throughout the world. We strategize with our clients to maximize the value and minimize the risk associated with all hospitality projects. Our multidisciplinary team brings real estate, corporate, tax, land-use, construction, development, financing, environmental and litigation lawyers together to provide clients with integrated advice on the development, financing and operation of hotels, resorts, restaurants and parking facilities.

We represent clients active in the planning, development, financing and operation of hotels, resorts and other hospitality and leisure properties. Our experience includes many types of projects, including hotels; convention centers; resorts; parking facilities; sports stadiums; condominiums; condominium hotels; home owners associations; timeshares; amusement parks; mixed-use projects; theaters; golf courses and equestrian facilities.

We are involved in all aspects of the development, operation and use of the facilities, including real estate development, site acquisition, due diligence, zoning, environmental, construction and licensing of associated intellectual property rights and negotiation of development and construction agreements, management and operation arrangements,

franchise and licensing agreements, formation and operation of hotel operating companies, planning negotiation and documentation of agreements with consultants, architects, engineers, advisers and managers.

We evaluate the spectrum of requirements and restrictions that apply to a particular project, and design and implement plans that comply with the multitude of federal and state laws in the United States and abroad. We prepare detailed offering plans and public offering statements and property reports under applicable federal and state regulations. We also have a nationally recognized environmental practice and experts in Green Law and practice.

We represent clients in virtually every aspect of the acquisition, planning, development, financing and operation and sale of all hospitality properties. We offer practical, business focused legal advice on matters relating to financing, investment structure, marketing, management, operations, implementation, personnel and public relations.

We are also experienced in advising clients in condominium development, conversions and operations. Our lawyers represent condominium hotel operators and developers of

new condominium hotels as well as residential, commercial and mixed-use condominiums.

Our Hospitality sector capabilities include hotel development and operation, mergers, acquisitions and joint ventures, financing and investment structuring, ownership, operating in contribution agreements, conversions and vertical subdivisions, asset based finance, structured finance and securitization, condominium, timeshare, real estate regulatory compliance and registration, land-use and subdivisions, tax planning, litigation and arbitration. We also have two specialty practice groups: Strategic Utilization of Real Estate, which assists clients in redeveloping or rebranding their properties, and the Disaster Assistance Recovery Team, that integrates many of the firm's specialties to provide immediate assistance to clients after a disaster occurs.

## Representative Transactions

- Represented the developer of a W Hotel and Residence in New York City;
- Represented the owner in the debt restructuring of The Setai Downtown in New York City;
- Represented the developer of an Equestrian Center in Westchester County, New York;
- Represented Deutsche Bank in the financing of four hotels in New York, Boston and Los Angeles;
- Represented the owner in the development of a ski resort in Hunter Mountain, New York;
- Represented Jazz at Lincoln Center in the development of its facility at the Time Warner Center;
- Represented Lincoln Center in their \$2 billion redevelopment;
- Represented VTB Bank in the redevelopment of the VTB Arena Park Stadium in Moscow;
- Represented the developer of a proposed Aman Resort in New York City;
- Represented a hotel operator in the development of several extended stay hotels in Germany;
- Represented the owner of properties in Almaty and Astana, Kazakhstan, in the negotiation with Accor Group of contracts relating to the construction and management of hotels and associated licensing of the Novotel trademark;
- Advised the owner of property in Uruguay in connection with the formation of a joint venture with a US hotel operator for the development of a luxury resort and negotiation of management and construction agreements;
- Represented Hyatt in the acquisition and development of continuing care retirement communities;
- Represented Merrill Lynch and other lenders in connection with the financing and subsequent debt restructuring of a major casino resort facility in Puerto Rico;
- Represented the owner in connection with the acquisition and proposed disposition of a hotel located in Coconut Grove, Florida;
- Represented the purchasers in the acquisition of a portfolio of five hotels located in Texas, Florida, South Carolina, Colorado and Indiana and the negotiation of management and franchise agreements;
- Represented the owner in connection with the acquisition and operation of a resort located in Pebble Beach, California;
- Represented Teachers Insurance and Annuity Association (TIAA) in various hotel financings;

# Hospitality Sector (cont'd)

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- Represented a German family fund in the construction and financing of two Paris airport hotels, the leasing of the hotels to Carlson Inc. and the negotiation of related agreements;
- Negotiated management agreements with Ritz Carlton, Marriott, Sheraton and Radisson SAS on behalf of owners of hotels in Frankfurt, Berlin and Hamburg;
- Represented the purchasers of a portfolio of Howard Johnson hotels located throughout the US;
- Represented the owner in the acquisition and development of Trump International Hotel on Central Park West in New York City;
- Represented the developer of a mixed-use condominium in New York City in the negotiation of a hotel management agreement and license agreement with Setai Group;
- Represented the developer of the Trump Founders Residences in Rio Grande, Puerto Rico;
- Represented General Electric Pension Trust in connection with its ownership and disposition of the Doubletree Times Square Hotel in New York City, including ongoing advice regarding hotel management and negotiation of leases for retail areas;
- Represented Japan Air Lines in the renovation of the Essex House Hotel in New York City and the negotiation of various operating agreements and management contracts;
- Represented Heron Alpine Holdings in the acquisition and financing of four Club Med resorts in France, Spain and Italy;
- Represented Star Hotels in the acquisition and financing of The Michaelangelo Hotel in New York City;
- Represented the owner of Opryland Hotel in Orlando, Florida;
- Represented an investor in the acquisition of an ownership interest in the Sheraton Washington Hotel, Washington, DC;
- Represented the developer of a hotel in Jacksonville, Florida, negotiated the management agreement and represented the developer in the sale of the hotel to Omni Hotels;
- Represented Righa Royal Hotel in the acquisition of a hotel as well as the negotiation of various agreements in New York City; and
- Represented and advised Sheraton in connection with its assumption of the management of six major hotels in Moscow, St. Petersburg, Almaty (Kazakhstan), Tashkent (Uzbekistan), Tbilisi (Georgia) and Ashgabad (Turkmenistan).

## Dewey & LeBoeuf LLP

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