

Cecilia T. Gordon

Director

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Cecilia Gordon serves as Co-Chair of the firm's Hospitality and Recreation Industry Group. She frequently advises clients in the hospitality industry regarding investment in and management of hotel and resort properties across the country.

Cecilia provides the firm's clients with the benefit of her experience handling all kinds of acquisitions and dispositions, joint venture arrangements, franchise agreements and management agreements. Her legal work in this space often involves hospitality industry brand names such as Marriott, Hilton, Hyatt, IHG, Choice and Kimpton.

Cecilia also devotes much of her time to a broad-based real estate practice in which she represents real estate owners and operators involved in property acquisitions and dispositions, finance and development projects. Cecilia has particularly strong experience in creating optimal structures for joint ventures and counseling clients looking to partner with others in the development and ownership of multifamily properties, office buildings, senior living developments, hotels and resorts.

Accolades

- *Chambers USA*, Leisure & Hospitality, USA-Nationwide, 2019 - 2020 (Band 3)
- "America's Leading Business Lawyers," *Chambers USA* 2015-2016
- Massachusetts Super Lawyers Rising Stars, 2006 - 2007

Affiliations

- Fellow, American College of Real Estate Lawyers (ACREL)
- Vice President, International Society of Hospitality Consultants

Admissions

- Massachusetts

Education

- Harvard University (B.A., *magna cum laude*, 1997)
- New York University School of Law (J.D., 2000)

Representative Matters

Pyramid Hotel Group Portfolio of Owned & Managed Hotels & Resorts

Representation of Pyramid Hotel Group across its portfolio of owned and managed hotels and resorts. Recent deals include the leasing of the Marriott Courtyard World Trade Center, New York and the Hilton Garden Inn, Seattle Washington from Union Investment Real Estate. Also represent Pyramid in acquisitions and dispositions of hotel properties across the country.

CrossHarbor Capital Partners LLC in Multiple Resort Management and Development Agreements

Representation of CrossHarbor Capital Partners LLC in multiple resort management and development agreements, including the negotiation of a luxury hotel management agreement with Montage Hotels & Resorts.

Real Estate Developer Joint Venture with CitizenM

Representation of a real estate developer in a joint venture with CitizenM to develop and ground lease a hotel/multifamily property in Washington D.C.

Hotel Franchise Agreements for Institutional and Family-Owned Hotel Owners

Representation of institutional and family-owned hotel owners in connection with hotel franchise agreements with Marriott, Hilton, Starwood, IHG, Choice and Radisson throughout the U.S.

Fairmont Hotels & Resorts' Hotel Management Agreement for the Fairmont Battery Wharf Hotel, Boston

Representation of Fairmont Hotels & Resorts in connection with hotel management agreement for the Fairmont Battery Wharf Hotel, Boston.

Netherlands-Based Independent Real Estate Company Joint Ventures for Multifamily Developments in The US

Representation of a Netherlands-based independent real estate company in joint ventures for multifamily developments in Atlanta, North Carolina and Boston.

Publications

October 12, 2020

Slow Market for a Hotel Industry Reeling From Covid-19

Crain's New York Business

April 6, 2020

SBA PPP Loan Applications for Hotels

May 8, 2019

Challenging Dated Language in Operating Agreements

Hotel News Now

November 8, 2018

ISHC Elects New Leadership & Recognizes Member at 30th Anniversary Conference

Press Release - The International Society of Hospitality Consultants (ISHC)

November 1, 2018

Franchise Agreements and Loans: The Comfort Letter and Beyond

Practising Law Institute

November 1, 2016

Asset Management Agreements

Practising Law Institute

January 2014

"Manulife Spends \$618M On Gateway City Office Assets," Law360

October 2003

EPA Promulgates New Construction Stormwater General Permit which Requires Filings in Massachusetts by November 3, 2003