

# 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 the investment in, and branding 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 advising clients with respect to contracts with hospitality industry brand names such as Hilton, Hyatt, IHG, Choice and Kimpton.

Cecilia also devotes much of her time to advising clients with respect to equity investments in all real estate asset classes. 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**

- *The American Lawyer*, Northeast Trailblazer
- Best Lawyers in America® (2023-2024): Real Estate Law
- *Chambers USA*, Leisure & Hospitality, USA-Nationwide, 2019 - 2023 (Band 3)
- "America's Leading Business Lawyers," *Chambers USA* 2015-2016
- Massachusetts Super Lawyers Rising Stars, 2006 - 2007

## **Affiliations**

- Member, Real Estate Advisory Council, Boston University School of Hospitality Administration
- Fellow, American College of Real Estate Lawyers (ACREL)
- Member and former Chairperson, 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. Representative 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 and an ultra-luxury hotel management agreement with One&Only.

### **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.

### **Dream Hotel Group Sale**

Representation of Dream Hotel Group and its subsidiaries in the sale of its hotel management business and select hotel brands to Hyatt Corporation and negotiation of hotel management agreements with Hyatt Corporation.

### **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.

### **Mixed-Use/Hybrid Hospitality Projects**

Representation of privately-held hotel owner in connection with a management agreement for a hybrid hotel-serviced apartments project; representation of privately-held hotel owner in connection with the development and management of boutique hotels in luxury retail centers.

### **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.