

## Hospitality & Recreation

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Goulston & Storrs works with domestic and international clients looking to capitalize on this growth. Whether counseling an experienced player in hospitality & leisure, or a client looking to expand into hotels, our interdisciplinary team of attorneys will adeptly advise on all aspects of developing, acquiring, financing and operating hotels and resorts.

With decades of experience advising hotel investors, developers and managers, our knowledge spans all relevant industry cycles and trends, including mixed-use development, hotel condominiums and branded residences, intellectual property disputes and corporate mergers. *Chambers USA* sources recognize Goulston & Storrs' hospitality expertise: *"they really understand us, which enables us to move expeditiously and not have to bring them up to speed on deals."*

### Representative Matters

#### **Hospitality-oriented Multifamily Licenses for Property in Nashville, TN**

Representation of a hospitality-oriented multifamily company in the preparation of co-working licenses and membership-related documents for a property in Nashville, TN.

#### **Acquisition and Restructuring of Loans to a Resort Developer**

Representation of a private real estate investment firm in the acquisition and restructuring of loans to a resort developer secured by property in Nassau, The Bahamas.

#### **Acquisition for a Hotel and Resort on Grand Cayman, Cayman Islands**

Representation of an investment, development and management company in the acquisition and negotiation of a long-term branded management agreement for a hotel and resort property on Grand Cayman, Cayman Islands.

#### **Court-Appointed Receiver for a Resort and Spa Property on Grand Cayman, Cayman Islands**

Representation of the court-appointed receiver for a resort and spa property on Grand Cayman, Cayman Islands.

#### **Negotiating a Branded Management Agreement for a Resort Property in Punta Mita, Mexico**

Representation of an ownership group in negotiating a branded management agreement for a resort property in Punta Mita, Mexico.

#### **Acquisition of Wharfside Village in St. John, U.S. Virgin Islands**

Representation of the buyer of fee and leasehold interests in Wharfside Village, a retail, restaurant and residential development in Cruz Bay, St. John, U.S. Virgin Islands, including CMBS acquisition financing.

**Acquisition of Taj Hotel in Boston, MA**

Representation of the buyer of the historic Taj Boston Hotel, through a stock purchase transfer.

**Boston Properties Development of Marriott World Headquarters and Marriott Flagship Demonstration Hotel in Bethesda, MD**

Representation of Boston Properties in connection with the development of the Marriott World Headquarters and the Marriott Flagship Demonstration Hotel in Bethesda, MD.

**CrossHarbor Capital Partners LLC Hotel Management Agreement Negotiations**

Representation of CrossHarbor Capital Partners LLC in negotiating multiple luxury hotel management agreements for their real estate portfolio in Big Sky, Montana.

**Hyatt \$112M Disposition of Hyatt Regency Boston Hotel**

Representation of Hyatt in connection with the \$112M sale of the Hyatt Regency Boston Hotel to Chesapeake Lodging Trust.

**Joint Venture Acquisition, Development and Forward Sale of Thompson Hotel in Washington, D.C.**

Representation of joint venture in the land acquisition, development, forward sale and leaseback of a Thompson Hotel in Washington, D.C.

**Korea Exchange Bank \$115M Refinancing of Ritz-Carlton, Washington, D.C.**

Representation of Korea Exchange Bank providing the \$115 million refinancing of the Ritz-Carlton, Washington, D.C.

**Massachusetts Convention Center Authority Issuance of RFP for Development of Two Hotels**

Representation of the Massachusetts Convention Center Authority in the issuance of an RFP for two upper mid-scale hotels to be developed on public land as part of the Boston Convention & Exhibition Center in Boston's Seaport District; negotiation of a Development Agreement, Ground Lease, and Room Block Agreements with the designated developer, who ultimately built an Aloft and an Element on the site.

**Mirbeau Hospitality Acquisition, Financing, Development and Branding of Mirbeau Inn and Spa in Plymouth, Massachusetts**

Representation of Mirbeau Hospitality in the acquisition, financing, development and branding of a new Mirbeau Inn and Spa in Plymouth, Massachusetts.

**Pyramid Hotel Group Disposition of Temple Bar Hotel in Dublin, Ireland**

Representation of Pyramid Hotel Group in the sale, as a structured stock transfer, of the Temple Bar Hotel located in Dublin, Ireland.

**Pyramid Hotel Group Leveraged Investment Transaction with TZP Group**

Representation of Pyramid Hotel Group in connection with a leveraged investment transaction in which TZP Group acquired a majority interest in PHG company.

**Pyramid Hotel Group Liquor License Applications and Transfers**

Coordinated the transfer of existing liquor licenses and applications for new liquor licenses at over 25 hotels acquired or managed by affiliates of the Pyramid Hotel Group and located across the country.

**Qatari Investment Firm \$52.4M Acquisition of Hotel in Washington, D.C.**

Representation of a Qatari investment firm in connection with its \$52.4M acquisition of a 161-room, full-service hotel in Washington, D.C.'s Farragut district. And the \$32.4 million purchase money loan from Bank of America.

## Publications

June 7, 2022

**Cecilia Gordon - 2022 Northeast Trailblazer**

The American Lawyer

December 2, 2021

**Goulston & Storrs Named to the 2022 U.S. News – Best Lawyers® “Best Law Firms” List in 39 Categories**

October 25, 2021

**Q&A with Goulston & Storrs Attorneys Cecilia Gordon and John Ratino on "Reimagining Real Estate"**

CityBiz

October 12, 2020

**Slow Market for a Hotel Industry Reeling From Covid-19**

Crain's New York Business

May 11, 2020

**New York Extends Moratorium on Late Fees, Evictions, Foreclosures and NY On Pause Order; Allows Security Deposit Rent Payments**

April 27, 2020

**Lender Liability in the COVID-19 Era – It May Not Always Be About Control**

April 6, 2020

**SBA PPP Loan Applications for Hotels**

May 8, 2019

**Challenging Dated Language in Operating Agreements**

Hotel News Now

December 13, 2018

**Wendy White, of Goulston & Storrs' Real Estate Group, on the Three E's**

Commercial Observer

November 1, 2018

**Franchise Agreements and Loans: The Comfort Letter and Beyond**

Practising Law Institute

November 1, 2017

**Franchise Agreements and Loans: The Comfort Letter and Beyond**

Practising Law Institute

November 1, 2016

**Asset Management Agreements**

Practising Law Institute

November 2015

**Accessing International Equity: A Primer on Private REITs in the Hotel Industry**