

## HOTELS & HOSPITALITY

### OVERVIEW

The global hospitality landscape is shifting - and BCLP is moving with it. Wherever you are in the life cycle of your hospitality project, our number 1 ranked Hotels & Hospitality team works together with you to build value in this increasingly complex world.

Our lawyers understand the industry inside and out, partnering with our clients on the full lifecycle of a matter, including on investment and development, funds, REITs, borrowing or lending, mergers and acquisitions, management agreements, franchising, operations, employment and labor, health and safety, licensing, tax, intellectual property and litigation. This sector approach allows us to foresee potential issues at an early stage, and protect you from risk.

We represent owners, operators, investors, franchisors and lenders in nearly every part of the hospitality sector, including the development of mixed-use projects and related infrastructure, hotels, resorts, casinos, serviced apartments, branded residences, restaurants, spas, golf courses, ski resorts (and many more) meaning whatever asset your next project involves, our team will be ready to assist.

The geographic reach of our team complemented by our significant depth of experience allows us to comprehensively assist you, no matter your legal need or location. Our offices throughout the US, Europe, Middle East and Asia give us access to key established and emerging markets, and provide us with international insights hard to find elsewhere. In particular, we are adept at handling cross-border and multi-jurisdictional transactions, which often involve multiple legal systems, cultures, conventions and languages.

### SPOTLIGHT

Download

Branded Residences

Our team is fully equipped to advise you on your structuring, branding, operation, and sales needs across large-scale master-planned communities, to malls and mixed-use developments.

## MEET THE TEAM



### **Matthew E. Cudrin**

Partner, New York

[matthew.cudrin@bclplaw.com](mailto:matthew.cudrin@bclplaw.com)

[+1 212 541 2078](tel:+12125412078)



### **Steven M. Stimell**

Office Managing Partner, New York

[steven.stimell@bclplaw.com](mailto:steven.stimell@bclplaw.com)

[+1 212 541 2042](tel:+12125412042)



### **Andrew MacGeoch**

Partner and Head of Asia Real Estate & Infrastructure Group and Global Co-Head of Hospitality & Leisure Group, Singapore / Hong Kong SAR

[andrew.macgeoch@bcplaw.com](mailto:andrew.macgeoch@bcplaw.com)

[+65 6571 6625](tel:+6565716625)



## **Laura Wild**

Partner, London

[laura.wild@bcplaw.com](mailto:laura.wild@bcplaw.com)

[+44 \(0\) 20 3400 2357](tel:+442034002357)

## **EXPERIENCE**

### **ADVISING ON LONDON'S FIRST PAN PACIFIC HOTEL**

Location: UK, London

Advising UOL Group Limited on the construction and real estate aspects relating to its acquisition of Heron Plaza, now known as 150 Bishopsgate in a deal worth over \$300 million. The 42 storey tower, based in the heart of the City of London, will include a luxury Pan Pacific hotel which we are advising on the hotel management agreement for. We are also currently advising on the individual sales of luxury branded residences that are also part of the property.

### **REPRESENTED CLIENT ON SAN FRANCISCO LANDMARK HOTEL ACQUISITION**

Location: US, San Francisco

Represented Grace International Consortia, Inc., on the acquisition of The Huntington Hotel, a landmark hotel located on top of Nob Hill in San Francisco, California. We negotiated with the client's lender for 60% of the acquisition price and managed an overseas venture to ensure the documents signed in Singapore passed through the US consulate in accordance with the Hague Convention, in order to fund the purchase and closing. In addition, we navigated through two union contracts, 15 licenses and permits, and a separate liquor license.

### **ADVISING ON A SUPER LUXURY LONDON HOTEL DEVELOPMENT**

Location: UK, London

Advising an Asian developer and hotel operator on the legal aspects of procurement, design and construction of a mixed-use £600 million development in a core location in London comprising a luxury hotel and apartments.

## ADVISING ON ONE OF THE LARGEST CASINO COMPLEXES IN THE US

Location: US, Oklahoma

Advised a private equity fund on a joint venture for the development of a 400-room hotel in Oklahoma, near the Texas border, and expansion of an adjacent gaming facility operated by a federal Indian tribe, which together is one of the largest casino complexes in the US.

## ADVISING INNOVATIVE EUROPEAN HOTELS CONCEPT ON MANCHESTER ACQUISITION

Location: UK, Manchester

Advising innovative client, Qbic Hotels, on the purchase of an office block in Manchester which will be converted into a quirky 215-room hotel. Qbic is a disruptive European urban hotel concept with ambitious growth plans. The scheme will have a developed value of £100 million.

## REPRESENTATION IN ALLERTON HOTEL ACQUISITION

Location: US, Chicago

Represented Warwick International Hotels, a global luxury hotelier, as buyer in connection with the acquisition and loan assumption related to the 1920s-era landmark Allerton Hotel in Chicago, Illinois for \$84.5 million.

## ADVISING ON £1.5 BILLION COMPANY RESTRUCTURE

Location: UK

Advising on the £1.5 billion restructuring of a company who own and operate a portfolio of 16 luxury UK hotels. The portfolio of hotels will now be put up for sale, which we are also advising on.

## REPRESENTED HONG KONG SAR PRIVATE EQUITY FUND ON A HOTEL RESORT IN NISEKO

Location: Japan, Niseko

Advised a Hong Kong based private equity fund on a conversion project for a hotel resort in Niseko, Japan. This upscale segment, select service hotel will be one of the few internationally branded hotels in Niseko.

## ADVISING CLIENT ON SALE OF WORLD-LEADING TRAVEL GROUP

Location: US, San Francisco

Advising John Paul Group, a major global player in the concierge market offering premium customer and employee loyalty services, on the sale to France-based AccorHotels, a world-leading travel and lifestyle group and digital innovator offering unique experiences in more than 4,000 hotels, resorts and residences, for approximately \$150 million.

## ADVISING ON THE ACQUISITION OF TWO SUBSTANTIAL LEISURE PORTFOLIOS

Location: UK

Advised long term client, Secure Income REIT plc on the acquisition of two substantial portfolios of leisure and hotel assets, at a total cost of £436 million. The deal was completed in line with a challenging timetable, in order to achieve competitive advantage for our client.

## ADVISING ON HOTEL SALE IN HAWAII AND GUAM

Location: US, Hawaii and Guam

Represented a private equity fund in the sale of a hospitality management company representing more than 20 properties in Hawaii and Guam, to a global provider of membership and leisure services to the vacation industry.

## ADVISING ON TWO MAJOR HOTELS IN THE ICONIC QUEEN ELIZABETH OLYMPIC PARK

Location: UK, London

Advising Equity Bridge Ventures Asset Management on the financing and development of two major hotels in East London, one of which will be an Accor Adagio aparthotel and the other will be part of Hilton's CURIO Collection. The development sites will include a public bar, restaurant spaces and a sky bar with views across the Queen Elizabeth Olympic Park.

## ADVISING ON \$200 MILLION ACQUISITION IN NEW YORK CITY

Location: US, New York

Represented a private equity fund in the approximate \$200 million acquisition and financing of a major unbranded hotel in mid-town Manhattan.

## ADVISING ON THE PURCHASE OF A HISTORIC LONDON PRIVATE MEMBERS CLUB

Location: UK, London

Advising Queensway and Clearbell Capital on the £80.6 million acquisition of the exclusive London private members bar, The Sloane Club from Caledonia Investments.

## ADVISING ON TWO MAJOR HOTELS AS PART OF MEGA PROJECT IN TAIPEI

Location: Taiwan, Taipei

Advising on negotiations with an international hotel operator for the hotel management agreements in relation to two new hotels being developed as part of a mega tower in Taipei.

## REPRESENTED INVESTOR ON ACQUISITION OF LUXURY BOUTIQUE RESORTS AND VILLAS

Location: US

Advised Peak Venture Partners, LLC (via Peak Hotels & Resorts Group Ltd., an investor in the luxury hospitality industry), on the acquisition of Silverlink Resorts Ltd. (owner of Singapore-based Amanresorts, a collection of luxury boutique resorts and villas situated throughout the world) from DLF Global Hospitality Limited, India's largest real estate company, for approximately \$358 million.

## ADVISING ON THE FIRST SINGAPORE-LISTED, MYANMAR-FOCUSED TOURISM COMPANY

Location: Singapore

Advising a Group of Vendors including YOMA Strategic Holdings Ltd and First Myanmar Investment Company Limited on a reorganization, spin-off and listing of the vendors tourism-related assets under the Memories Group on the Singapore stock exchange. The Memories Group is only the sixth company with sole operations in Myanmar to be listed on a major overseas exchange and the transaction created the first Singapore-listed, Myanmar-focused tourism company.

## RELATED INSIGHTS

Insights

Jan 03, 2024

**Ignore at your peril! Decoding the Building Safety Act 2022**

News

Oct 19, 2023

**Chambers UK Ranks BCLP in 41 practice areas and recognizes 74 lawyers**

Awards

Oct 04, 2023

**The Legal 500 UK ranks BCLP in 54 practice areas and recognizes 74 lawyers as "leading individuals"**

Insights

Sep 25, 2023

## **Real Estate Outlook 2023**

At the beginning of 2023, our real estate subsector leaders shared their insights on what headwinds and tailwinds they expected for the industry in the coming year. As a follow-up retrospective, we asked the subsector leaders to take another look at what challenges or wins the real estate industry underwent over the last nine months, and what they expect from the rest of the year. These insights help us to determine impacts on our industry, practice, and most importantly, our clients.

News

Jun 07, 2023

## **Partner quoted in 'Hospitality Investor' on lenders in hospitality industry**

News

May 23, 2023

## **BCLP advises on sale of newly built Hotel Königshof at Munich Stachus**

Insights

May 15, 2023

## **Some tips on the future of tipping**

The way in which tips are allocated in the hospitality, leisure and services sectors has long been a contentious issue. Under the Employment (Allocation of Tips) Act 2023 (the "Act"), which has just received Royal Assent and is likely to come into force in approximately one year, employers will be banned from withholding tips.

Insights

Oct 26, 2022

## **Distressed Hotels in France**

Partner Didier Bruere-Dawson has authored an article in the Fall 2022 edition of the Real Estate Finance Journal published by 'Thomson Reuters' discussing the impact of the COVID-19 pandemic on the French hospitality industry, and the industry's near-term future. Didier is a solicitor in England and Wales and Avocat au Barreau de Paris. He advises French and international companies, institutional and private investors, and family businesses on structuring and restructuring transactions.

News

May 03, 2022

## **BCLP advises banks on financing of development of wine tourism for Château Léognan in Gironde**

BCLP has advised the Caisse Régionale de Crédit Agricole Mutuel d'Aquitaine (as arranger) as well as the Caisse d'Epargne et de Prévoyance Aquitaine Poitou Charentes, Arkéa Banque Entreprises et Institutionnels and La Banque Postale in connection with the financing of the wine tourism development of Château Léognan in Gironde in France.