

ADVISING THE HOTEL AND LEISURE BUSINESS

Boodle Hatfield has a long history of working with companies, both established and start-up, within the hotel and leisure sector to help them to achieve their objectives. We believe that the key issue for lawyers is to understand each client's business, its commercial objectives, its culture and ethical style, and provide the highest quality legal advice in the light of those factors with excellent response times.

Our expertise includes:

- Corporate: all aspects of corporate work for clients in the sector, including joint ventures, mergers and acquisitions and restructurings
- Secured lending: acting for lenders and borrowers in negotiating and finalising lending at the right time and on the right terms
- Property: all aspects of property work including the property related aspects of selling and purchasing hotel and leisure businesses, development advice and deal structuring and the negotiation of agreements with hotels on mixed-use development sites
- Employment: particular expertise in advising companies, executives and in dealing with TUPE issues, share option matters and shareholder agreements
- Contentious work: including multi-jurisdictional disputes and licensing issues
- Construction: full spectrum of construction work undertaken, including due diligence for acquisitions in the sector and advising on and negotiating building contract and development agreements for hotel/leisure sector clients
- Tax: advice on all aspects of tax-effective deal structuring and inward investment

Examples of the types of transactions we have been involved in over recent months include:

Corporate

- Advising Marriott on various corporate and commercial issues in operating and managing hotels in the UK
- Acquisition of two hotels for a chain of boutique hotels in the south of England, negotiating financing and leaseback arrangements
- Acquisition of St Giles Hotel London and St Giles Hotel Heathrow and advising on development issues and refinancing
- Sale of hotel and conference centre in south of England to US hotels group
- Advising on reorganisation of family owned London based hotel chain and division of family interests

Secured Lending

- Advising lenders in respect of development of Holiday Inn Express at Burnley
- Advising lenders on refinancing and refurbishment costs for manor house hotel and conference centre
- Advising several UK hotel chains on refinancing existing lending packages

Property and Construction

- Advising Grosvenor Estates on real estate aspects of the disposal of the Hilton Hotel which is to be constructed as part of the one billion pound Paradise Project in Liverpool
- Advising Marriott on the development of new hotel sites in the UK
- Acting for developers in the development of various sites to provide hotels for Travelodge
- Advising on construction and development of new sports and leisure facility in London
- Advising IBM Pension Trustees Limited in respect of its purchase of the leisure element of the Silverlink Retail Park, Newcastle

Contentious

- Advising hotel guests on claim against Le Manoir Aux Quat'Saisons after they were victims of a \$100,000 burglary there; the claim was largely based on the hotel's failure to fully comply with the requirements of the Hotel Proprietors' Act and was ultimately settled in full just prior to the Court date.