



Our Hospitality Industry Services

Williams Mullen has developed significant expertise providing sophisticated legal services to clients in the hospitality industry. Our dedicated Hospitality Industry Service Group represents public and private companies, both in the U.S. and abroad, who develop, own and operate resorts, hotels, time-share properties, water parks and conference facilities. We know that direct, specialized experience counts when it comes to partnering with hospitality clients. These companies have long relied on Williams Mullen to provide comprehensive legal services that cover land acquisition, finance and development, timeshare, fractional ownership, condominium documentation, state registration, and receivables hypothecations and securitizations. We also provide strategic counsel on key business issues such as labor & employment, immigration compliance, sales and marketing, teleservices compliance, intellectual property, franchising and expansion. Serving as a long-term partner, we help hotel, resort and other hospitality property owners and developers reach their business goals.

In addition to our substantive experience, hospitality clients also benefit from our established relationships with respected industry professionals such as consulting engineers, appraisers, investors and lenders. For new developments, this often translates into shorter site development timelines, fewer design build obstacles, and more fluid openings. For existing developments, this means we can ease the process for owners seeking financing to expand or refurbish their properties.

Our team routinely provides the following services to our hospitality clients:

- Purchasing and selling hotels
- Site acquisition, development and construction
- Refinancing mortgage loans
- Providing bankruptcy advice to single-purpose partnership that owns a hotel
- Negotiating parking agreements and easements for hotel
- Defending against condemnation of hotel facilities
- Advising on worksite enforcement and immigration compliance
- Assisting with ABC licenses
- Negotiating booking policy for exhibition center
- Preparing securities offering for hotel investment fund
- Negotiating public-private partnerships between hotel companies and municipalities
- Preparing facility operating agreement for public conference center
- Preparing hotel management agreements
- Defending against employment litigation by employees of hotel management company
- Advising on time-share registration requirements
- Advising on Do-Not-Call and other teleservices regulatory compliance issues
- Preparing benefit plans for hotel and time-share clients
- Advising on contest/sweepstakes law
- Advising on coupon/gift certificate law