

## Hospitality

Clients in the hotel and hospitality sectors need experienced lawyers who understand the web of relationships necessary to compete in this global industry.

We understand that meticulously-negotiated contracts—not just real property—can be the foundation of success in the hospitality business. Contracts cannot be successfully negotiated without a thorough understanding of the issues and business realities underlying the industry’s unique dynamics.

As the expectations for hospitality services mount, their delivery becomes more challenging. We have the knowledge and experience to help you navigate a diverse range of new issues involving e-commerce, intellectual property, technical services and government regulations.

We offer a range of services, including:

- advising on significant hotel developments
- acting for buyers and sellers of hotels across the country
- assisting in public and private ventures
- working with issuers, underwriters and lenders involved in real estate investment trusts
- assisting with liquor permits for hotels

Our team acts for:

- owners
- developers
- lenders
- managers
- franchisors and franchisees

## Experience

- A Canadian-founded company that rents hotel-quality apartments online, on their general property related matters and leases, including negotiating a significant lease for a hotel in Vancouver, as well as evaluating other potential sites for future operations.
- A hotel owner in negotiating a transaction that involved the sale of an existing hotel site and redeveloping an adjacent site. This complex transaction involved a sale agreement for one part of the site and a development management agreement for the other part, as well as the lease-back of a portion of the hotel and vendor take-back mortgage security.
- A U.S.-based hotel developer on the land acquisition and development of a boutique ski-oriented hotel and refinancing and resolving construction disputes, concurrently with the opening of the hotel in 2018.

- The developer of a branded hotel/residence project in Kelowna, British Columbia, which will include 174 hotel rooms and 40 residences, branded under a major U.S.-based franchisor.
- A Korea-based owner and developer, in ongoing operations for their Canadian hotel portfolio, including employment, leasing, franchise and city compliance issues. We also acted for the developer in purchasing five hotels in Alberta and Québec.
- A large Canadian RV park located in the Rockies, in a provincial lease and ongoing operations, including expansions, building issues, guest reservation systems and flood mitigation issues.
- A world-class ski facility located in Banff National Park in renegotiations with Parks Canada for long-term land leases and licenses.
- One of Canada's leading hotel operations and asset management companies on all their general property related matters and leases for their hotel portfolio, including renegotiating retail and ground leases.
- A provincial investment management corporation on the sale of their national hotel portfolio for more than \$1.1 billion.
- Clients in the purchase, sale and financing of some of Canada's leading hotels, including: Château Champlain, Toronto City Centre Marriott Hotel, Hilton Bonaventure, Toronto Marriott, Bloor Yorkville Hotel, Hilton Garden Inn and Fairmont Château Laurier.
- An international consolidator of apartment rentals, operating as hotels or short-term stays, and marketed through web-based services.

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## **BLG | Canada's Law Firm**

As the largest, truly full-service Canadian law firm, Borden Ladner Gervais LLP (BLG) delivers practical legal advice for domestic and international clients across more practices and industries than any Canadian firm. With over 725 lawyers, intellectual property agents and other professionals, BLG serves the legal needs of businesses and institutions across Canada and beyond – from M&A and capital markets, to disputes, financing, and trademark & patent registration.

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