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# Cross-border Hospitality Advisory Program

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Assisting foreign owners and their lawyers in dealing with U.S. brands and service providers, mixed-use project structuring, U.S. compliance and debt and equity structuring and financing

Acevedo Belt, P.A. attorneys have worked on a variety of hospitality projects on four continents, providing assistance to owners, lenders, developers and their attorneys. Our diverse team also includes a native Spanish speaker. Our experience in the hospitality industry (both domestically and abroad) provides us with multi-cultural sensitivity, an understanding of the often complex interface between U.S. law and foreign law, the unique needs and issues faced by foreign hospitality projects, and skills to work productively and efficiently with foreign counsel. Our Cross Border Hospitality Advisory Program includes counseling our clients as to the following:

### *NEGOTIATIONS WITH BRANDS AND SERVICE PROVIDERS:*

We help our foreign clients negotiate with brands in connection with the following matters:

1. Franchise Agreements;
2. Hotel Operating Agreements and Management Agreements;
3. Branded Residential Agreements;
4. Licensing and Marketing Agreements;
5. Preparation and Negotiation of Rental Management Agreements;
6. Termination of Operating Agreements and Management Agreements;
7. Negotiation and amendment of property improvement plans; and
8. Preparation and negotiation of agreements with a variety of service providers, including contractors, architects, design professionals and technology service providers.

### *PROJECT STRUCTURING*

In today's hospitality world, hotels frequently serve as the cornerstone of significant mixed-use projects. These projects often require a deep understanding of the complex issues surrounding project structuring including ownership regimes, maintaining or maximizing hotel control over key project elements, cost-sharing, use restrictions, project budgeting, assessment and collection mechanisms, compliance with governmental entitlements, liability protection, stage or phased development programming, balancing the needs and

requirements of various project stakeholders, brand requirements vs. project requirements; tax issues, rental management agreements, and construction-related contracts.

## *EQUITY AND DEBT STRUCTURING; PROJECT FINANCING*

We assist our hospitality clients in a variety of equity and debt structuring issues and joint venture agreements, as well as negotiating and helping our clients with project financing.

*We respect and value the relationship of foreign counsel with their respective local clients and we enjoy working closely with local counsel, as our assistance may be required.*

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