

HOTELS & LEISURE



OUR NATIONALLY RANKED HOSPITALITY PRACTICE PRIMARILY REPRESENTS HOTEL OWNERS IN ACQUISITIONS, DEVELOPING AND REBRANDING PROPERTIES, NEGOTIATING MANAGEMENT AND FRANCHISE AGREEMENTS, FINANCING, DEBT RESTRUCTURING, BANKRUPTCIES, ASSET MANAGEMENT AND VIRTUALLY EVERY OTHER ASPECT OF HOTEL OWNERSHIP AND OPERATIONS.

The Hotels & Leisure group is distinguished by the depth and geographic breadth of its experience. Since 1995, we have assisted clients with individual property and portfolio transactions involving more than 80 upscale, luxury and super-luxury hotels and resorts throughout North America, the Caribbean, Europe and Australia, with an aggregate value in the billions of dollars. We have represented owners in their dealings with almost all of the major worldwide hotel brands.

We also have one of the leading practices in the United States in representing hotel owners, special servicers and management companies in debt restructurings and bankruptcies from coast to coast.

Through our vast experience and contacts in the hotel industry, we have a keen sense of market terms that arise with transactions and restructurings, as well as in-depth knowledge of operating and liquidity issues. We can help our clients structure their transactions in a manner that best suits their business needs.

AREAS OF EMPHASIS

- Asset Deals
- Asset Management
- Auditing
- Bankruptcies & Workouts
- CMBS
- Corporate Debt
- Fractional Ownership
- Investment
- Joint Ventures
- Mergers
- Management & Franchise Agreements
- Negotiation
- Mixed Use
- Secured Debt

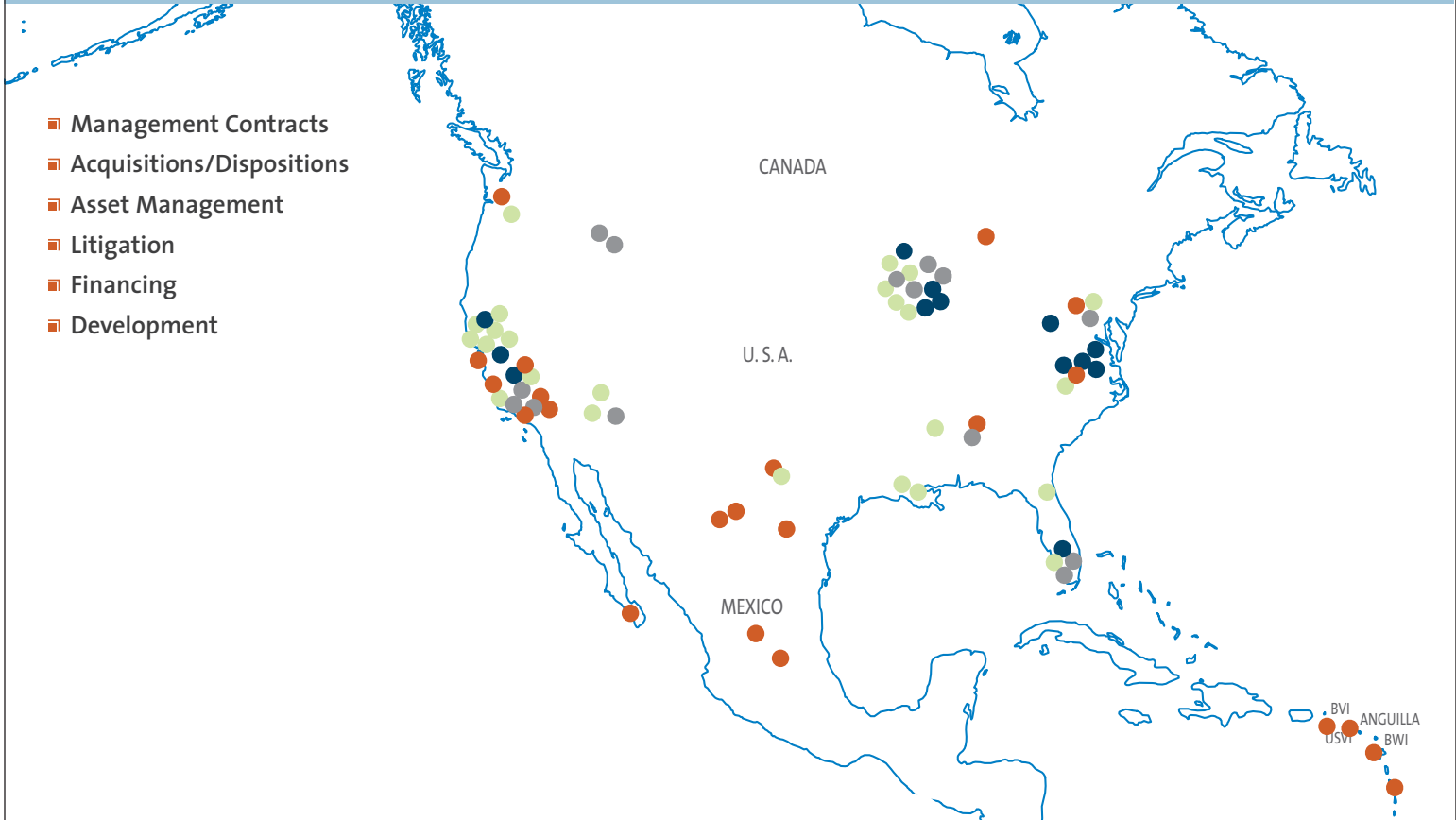
“Perkins Coie’s value added involvement in many of our hotel transactions and ongoing property asset management is like having a strong business partner with a second set of eyes.”

Jeff Barone, Director, Broadreach Capital Partners / Maritz, Wolff & Co.

REPRESENTING HOTEL OWNERS WORLDWIDE

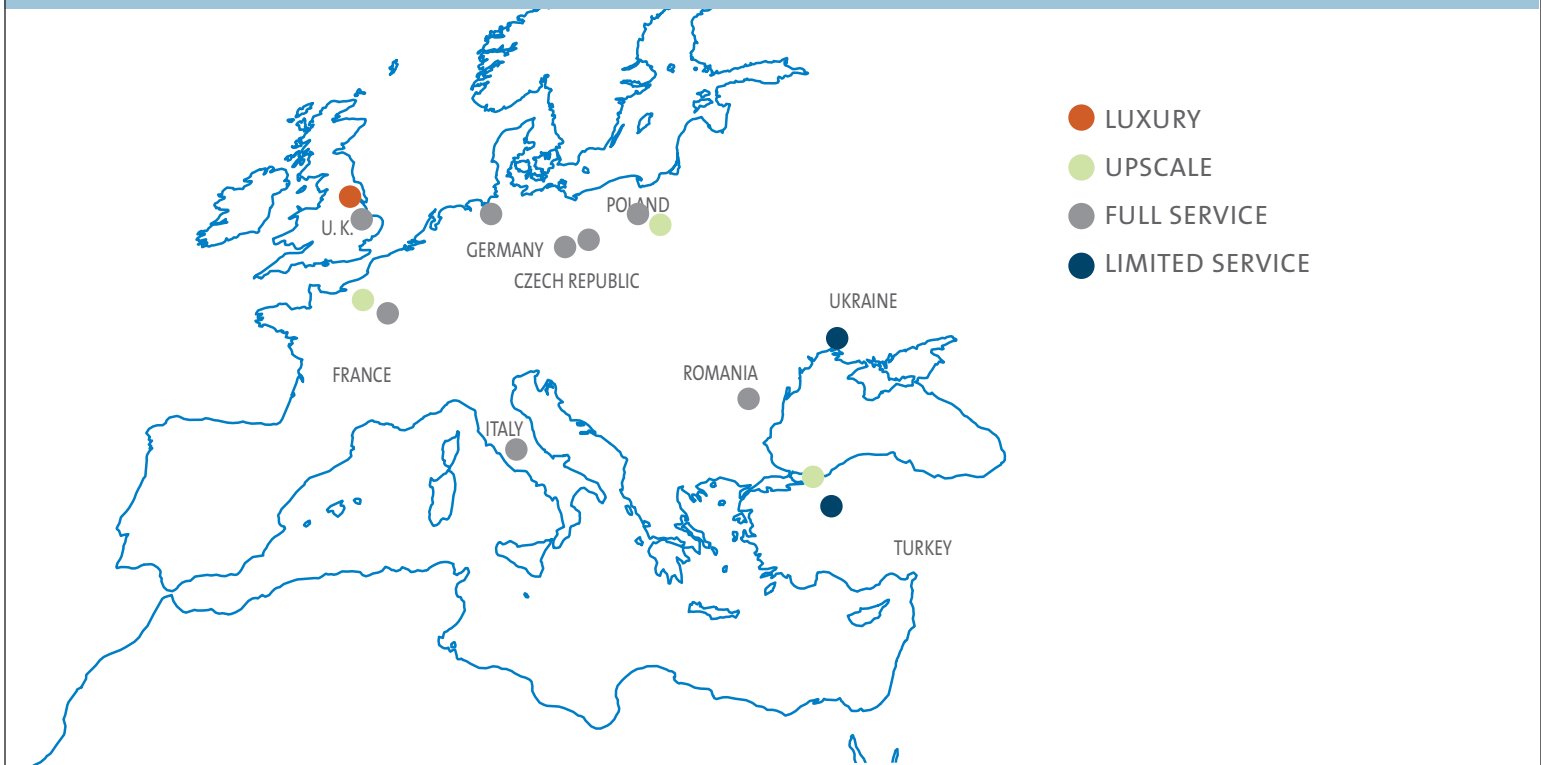
North/Central America

- Management Contracts
- Acquisitions/Dispositions
- Asset Management
- Litigation
- Financing
- Development



Europe

Hotel deals in Australia, South America and Dubai not represented on this map.



HOTEL MERGERS, ACQUISITIONS & JOINT VENTURES

Perkins Coie provides clients with comprehensive services encompassing the full range of commercial real estate and development issues. With more than 50 hotel and real estate lawyers in offices across the country, the team has the depth and diversity of experience to handle a wide variety of projects, including resort hotels, golf course and housing developments, mixed-use projects, corporate campuses, retirement communities, industrial facilities and public/private developments.

Our Hotels & Leisure group helps clients with all aspects of the financing, acquisition, development and disposition of major projects nationally and internationally. It also has one of the leading practices representing hotel owners, special servicers and management companies in debt restructurings and bankruptcies.

REPRESENTATIVE CLIENTS

- Broadreach Capital Partners
 - C-III Asset Management
 - CWCapital Asset Management
 - DiNapoli Capital Partners
 - Elysian Hotels & Resorts, LLC
 - Government of Anguilla
 - Hostmark Hospitality Group
 - Integrated Capital LLC
 - John Q. Hammons Hotels & Resorts
 - Jumeirah Group
 - KSL Resorts
 - LNR Property Corporation
 - Morgans Hotel Group
 - Rosewood Hotels & Resorts, LLC
 - Strategic Hotels & Resorts, Inc.
 - Sun Development & Management
 - The Chartres Lodging Group, LLC
 - Waterton Associates, L.L.C.
- 2010 *CHAMBERS USA* TOP-RANKED
NATIONAL HOSPITALITY & LEISURE PRACTICE
- 2010 *CHAMBERS USA* TOP-RANKED
HOSPITALITY & LEISURE ATTORNEYS

REPRESENTATIVE TRANSACTIONS

- Four Seasons Hotel México, D.F.
- Four Seasons Hotel and Resort Nevis, B.W.I.
- Four Seasons Hotel Washington, D.C.
- The Ritz-Carlton Half Moon Bay, Half Moon Bay, CA
- The Ritz-Carlton Laguna Niguel, Dana Point, CA
- The Lanesborough, London, England
- Rosewood Mansion on Turtle Creek, Dallas, TX
- Rosewood Little Dix Bay, Virgin Gorda, B.V.I.
- The Carlyle, New York, NY
- Caneel Bay Resort, U.S.V.I.
- The Fairmont, San Jose, CA
- The Fairmont, San Francisco, CA
- The Fairmont, Chicago, IL
- The Fairmont, Scottsdale, AZ
- Hotel del Coronado, San Diego, CA
- InterContinental Prague, Czech Republic
- InterContinental, Chicago, IL
- InterContinental, Miami, FL
- Jumeirah Essex House, New York, NY
- Park Hyatt, Sydney, Australia
- Paris Marriott Champs Elysées, Paris, France
- Hamburg Marriott, Hamburg, Germany
- The Westin St. Francis, San Francisco, CA

PEOPLE WHO MAKE GREAT COMPANIES WORK

Perkins
Coie

Legal Counsel to Great Companies®



Kenneth Fearn is changing the world one life at a time. The founder and managing partner of real estate firm Integrated Capital has made it his life's work to build thriving communities. Inspired by a hero from his childhood in South Central Los Angeles, Ken works tirelessly to improve the lives of underprivileged children. Through organizations such as Challengers Boys & Girls Club, he supports mentorship and job training programs and other resources the children might not be able to access otherwise. Ken's partners and the employees of Integrated Capital share his vision for leaving the world a better place. "At our firm, we want to have community impact. That's part of who we are," Ken explains. "Everyone benefits when a city becomes more livable."

Perkins Coie: Legal Counsel to great companies like Integrated Capital.

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