

Leisure & Hospitality – Chambers USA 2011

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National

Leisure & Hospitality

Band 2

The Firm: This corporate-heavy practice combines sharp expertise in structure-related and finance-related work, making it a highly competitive presence in the market. Its expertise encompasses acquisition, financing and development work, as well as management contracts and joint ventures. Peers know it best for its work on the lender side. It also fields a well-respected labor practice. In the past year the group represented India Hospitality in its \$92 million joint venture with Gate Gourmet, and advised Accor on its joint venture with GEM Realty and Whitehall Real Estate Fund. The team also represented Sonesta Hotels, Resorts & River Cruises in the structuring of governance documents relating to mixed-use resorts.

Client Service: "They can be aggressive when needed, and they're well versed in the market. They have the intelligence from a legal perspective, but they're also business-minded lawyers who are trying to make the best business deal. They're not your typical technocrats."

Commercial Awareness: "They know the business inside-out, from the most mundane operational issue to the overall structuring of the financing or the acquisition."

Key Individuals: Andrew Robins is an acknowledged expert in the mixed-use and timeshare area. Peers noted his polished practice and rich experience in the structures and contracts areas. In the past year he played a key role in advising Rosewood on the structuring of governance documents for mixed-use projects for various projects worldwide. Practice head Jeffrey Horwitz is best known among peers for his capital markets and M&A expertise, but he also brings rich experience in litigation to the team, and one client remarked on his excellent litigation strategy and "extremely helpful insight. He has a unique combination of hotel industry knowledge and legal structuring ability, with good legal and business perspectives." In the past year Horwitz played a leading role in representing Basha Mar Development in its \$2.5 billion casino development

Related Professionals

- **Jeffrey A. Horwitz**
Partner