Proskauer



Contact

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Jeffrey A. Horwitz is a partner in Proskauer's Corporate Department where he co-heads our Real Assets practice and runs our internationally recognized Hospitality, Gaming & Leisure Group. He also has served as co-head of Mergers & Acquisitions and as a member of our Executive Committee.

Jeff is a general corporate and securities lawyer with broad-based experience in mergers and acquisitions, cross-border transactions, and long-term joint ventures. He is regularly engaged to advise boards, management teams, family offices, founders, institutions, funds and other investors on strategic matters, from litigation to personnel to transactions.

Jeff counsels clients on the full range of their activities, often acting as outside general counsel. He represents major financial institutions, sovereign wealth funds, private equity and ultra high net worth family offices in sophisticated financial and other transactions. He has handled deals aggregating nearly $200 billion in value, including tender offers, "going-private" transactions, IPOs, restructuring and structured finance transactions, and mergers and acquisitions in industries as diverse as biotechnology and aerospace, retail and cable television, and education and scrap metal. He regularly handles transactions outside the U.S., including Europe, the Middle East, Asia, Latin America, Australia, South Africa and India.

Leading our Real Assets group, he works with a team of more than 75 lawyers from across the firm advising on complex transactions and disputes for businesses focused on the acquisition, financing, and operation of real estate. Jeff has handled virtually every type of matter, and has worked with virtually every major player in these industries, including transactions for more than 4,000 hotels comprising more than 400,000 rooms and involving more than $15 billion, as well as significant investments in major office buildings, mall and other retail properties, data centers and other facilities. His experience, both in and outside the U.S., extends to hotel and casino development and construction; private clubs, nightclubs, restaurants; theme parks; portfolio and single-property acquisitions; sales and restructurings; financings; management; marketing; reservations systems; litigation counseling and strategic planning; and ancillary services. This breadth of work is key to executing complex and sophisticated transactions, such as the acquisition and sale of branded hotel chains (Fairmont, Raffles, Swissotel, sbe Entertainment, Regent, Motel 6, Red Roof Inns, 21c Museum Hotels, TRIBE, LINE, Saguaro, City Express), strategic investments and other arrangements (Auberge, Huazhu, Faena, Banyan Tree, Delano), and REIT transactions (Hospitality Investors Trust, Eagle Hospitality).

As a senior member of our Entertainment Group, Jeff represented The Broadway League (the national trade association for Broadway theatre) for more than 30 years, and has advised the Tony Awards®, and various other joint venture events and productions. In the media industry, Jeff has advised on the acquisition and sale of television, radio, newspaper and magazine properties, and the acquisition and sale of advertising, promotion and marketing agencies, and related joint ventures. He also advises rights holders, including our long-time clients The Leonard Bernstein Office and The George Balanchine Trusts. He leads our team representing TSG Entertainment in film-slate financing deals.

Jeff also frequently represents start-up and development-stage companies, as well as established "traditional" businesses, in online, Internet-related or technology businesses. He has handled organizational and structuring matters, venture capital and other equity placements, restructurings (from "down" rounds to recapitalizations to M&A solutions). He has both company-side and investor experience.

As a frequent speaker at real estate and hospitality events, Jeff has presented at The Nolan School of Hotel Administration at Cornell's SC Johnson College of Business, NYU's Jonathan M. Tisch Center of Hospitality, and on M&A and investment matters

at lodging investment conferences around the world, including the NYU Hospitality Industry Investment Conference in New York, Americas Lodging Investment Summit in Los Angeles, the International Hotel Investment Forum in Berlin and the Hotel Investment Conference Asia-Pacific in Hong Kong.

Jeff is a member of the Executive Committee of the American Hotel & Lodging Association (AHLA) as well as its Hospitality Investment Roundtable and previously served on IREFAC (Industry Real Estate Financing Advisory Council) and the Advisory Board of the Cornell Center for Real Estate and Finance. He has also served as a member of the Editorial Board of the Cornell Hotel and Restaurant Administration Quarterly and a member of the Advisory Board of the Cornell Center for Hospitality Research. He is a co-founder and Chairman of The New York Hospitality Council, Inc., a not-for-profit forum for hospitality industry leaders, and is a member of the President's Council of The Real Estate Roundtable. He also has served as a director of the America-Israel Chamber of Commerce, and as a member of the French-American Chamber of Commerce in the U.S. and the American Society of Corporate Secretaries. He was the Chairman of the Board of Labyrinth Theater Company and a director of The Jewish Community Center in Manhattan for more than 15 years, a member of the Executive Committee of the Lawyers' Division of UJA-Federation for more than five years and an officer of the Henry Kaufmann Foundation for more than a dozen years. He was a founder and chairman of The American Playwriting Foundation. He currently serves as Chairman of the Board of Building for the Arts (Theatre Row, The American Playwriting Foundation, The Relentless Theater Company, and Music and the Brain) and as a member of the Board of Directors of StreetSquash and of PhotoWork Foundation. He also served as a Vice Chair of the Associates' Campaign for The Legal Aid Society.

Jeff has been with the firm for his entire career and lives in Manhattan and Connecticut.

Practices

Mergers & Acquisitions, Borrower Finance, Financial Restructuring and Special Situations, Sports, Media & Entertainment Finance, Real Estate Finance, Real Estate, Real Estate Development, Real Estate Capital Markets, Capital Markets, Private Equity Transactions

Industries

Real Assets, Private Capital, Hospitality, Gaming & Leisure, Real Estate, Asset Management, Private Equity, Health Care, Entertainment

Market Solutions

Corporate Governance

Education

University of Virginia Law School, J.D.
Order of the Coif
Harvard University, B.A.
cum laude

Admissions & Qualifications

New York

Memberships

New York City Bar (Former Chair of Committee on Hotels, Restaurants and Tourism)
American Bar Association (Section of Business Law, Hospitality Law Committee)

Awards & Recognition

Chambers USA: Nationwide: Leisure & Hospitality, 2026
Acritas Star Lawyer 2018-2021
Chambers USA: Nationwide: Leisure & Hospitality 2010-2025
Law360 MVP: Hospitality 2013, 2018
Best Lawyers in America 2005-2027 (Corporate, Real Estate, Leisure and Hospitality)
The Legal 500 United States: Mergers & Acquisitions & Buyouts: Large Deals 2013, 2016-2018
The Legal 500 United States: Mergers & Acquisitions & Buyouts: Private Equity Buyouts 2014-2019
The Legal 500 United States: Real Estate and Construction: Real Estate 2014-2015, 2017-2021
The Legal 500 United States: Mergers & Acquisitions: National Firms: Large Deals 2007, 2010-2011, 2016-2017, 2019
The Legal 500 United States: M&A Corporate & Commercial: Private Equity Buyouts 2020
The Legal 500 Asia Pacific: Real Estate 2023-2024

New York Super Lawyers 2006 - 2009, 2016 - 2025

Lawdragon “3000 Leading Lawyers in America”

Lawdragon “500 New Stars”

PLC's Which Lawyer?

PLC's Cross Border Mergers and Acquisitions Handbook