



# RESORT, HOSPITALITY, AND TIMESHARE

Dedicated to helping clients structure innovative first-to-market projects

ATTORNEY ADVERTISING

**Ballard  
Spahr**  
LLP



# RESORT, HOSPITALITY, AND TIMESHARE

Resort and leisure product development is our passion. We help clients turn their visions into reality with legal advice in key areas.

- Acquisition and sale of development projects and resort properties
- Federal and state securities laws and regulations
- Hotel and resort management agreements
- Intellectual property and brand counseling
- Multistate project registrations
- Project documentation
- Project entitlement, financing, and construction
- Regulatory compliant sales and marketing programs
- Specialized vacation ownership title, assessment, and inventory issues

We bring in-depth legal, industry, and market knowledge to each project—in North America, Central America, Europe, the Caribbean, and elsewhere around the globe.

## OUR TEAM

We connect client needs with firm resources. Our Resort, Hospitality, and Timeshare Group draws on the experience of lawyers within Ballard Spahr's many practice areas and office locations.

- Acquisitions, Development, Finance and Leasing
- Bankruptcy, Reorganization and Capital Recovery
- Complex Financing
- Construction
- Eminent Domain
- Environmental
- Government Relations, Regulatory Affairs and Contracting
- International
- Labor and Employment
- Litigation
- Planned Communities and Condominiums
- Public Finance
- Securities
- Tax
- Trademarks and Copyrights
- Zoning and Land Use

Our attorneys collaborate with clients to develop innovative resort, hotel, condominium, and timeshare projects.

Members of our Resort, Hospitality, and Timeshare team have completed an impressive number and range of transactions, including the representation of:

## MOUNTAIN RESORTS

We worked with Timbers Resorts in the redevelopment of The Sebastian - Vail, a 100-room boutique hotel and 36-unit private residence club in Vail Village, Colorado. We continue to serve as lead counsel for hotel and timeshare matters, condominium association

negotiations, trademark rebranding, and amending and restructuring all project documents.

## URBAN CONDOMINIUMS

We played a key role in converting office space in Ghirardelli Square, a National Historic Landmark in San Francisco, to a fractional condominium and retail project. Our lawyers structured the project, worked with local tax and land-use professionals to subdivide the property, and documented the sale of a block of the interests to a high-end destination club.

## TIMESHARE PROJECTS

We represented a major timeshare development company in its acquisition of another timeshare company and helped transform it into a private operating entity. We continue to represent our client and its various timeshare collections worldwide, providing legal assistance on resort acquisitions, financings, timeshare registrations, licensing issues, and exchange company documentation and registration.

## CONDOMINIUM HOTELS

We represented the developers of two luxury condominium hotels in the heart of the Deer Valley Resort in Park City, Utah. We created condominium documents, assisted with unit sales and closings, helped secure local governmental approvals, addressed complex platting challenges, resolved conflicts with neighboring property owners, negotiated contracts with star-powered executive chefs, assisted with liquor licensing issues, and dealt with contractor and purchaser disputes.

## URBAN HOTEL/MIXED-USE

We represented the developer of a \$60 million Home2 Suites by Hilton in Philadelphia, a mixed-use hotel, and a 9,000 square foot restaurant and retail facility. Our attorneys assisted in the tax structuring, zoning approvals, construction, and real estate documentation along with a joint-venture agreement with the hotel operator, the franchise agreement with Hilton, and the hotel management agreement.



## Contact

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