



Hospitality

Williams Mullen has developed significant experience over the years providing sophisticated legal services to clients in the hospitality industry. Our dedicated Hospitality Industry Service Group represents public and private companies, both in the U.S. and abroad, who develop, own and operate resorts, hotels, time-share properties, water parks and conference facilities. We know that direct, specialized experience counts when it comes to partnering with hospitality clients.

These companies have long relied on Williams Mullen to provide comprehensive legal services that cover [land acquisition](#), finance and development, timeshare, fractional ownership, condominium documentation, state registration, and receivables hypothecations and securitizations. We also provide strategic counsel on key business issues such as litigation; [labor, employment and immigration](#); sales and marketing; teleservices compliance; [intellectual property](#); [franchising](#); and expansion. Serving as a long-term partner, we help hotel, resort and other hospitality property owners and developers reach their business goals.

Our Hospitality Group routinely provides a full suite of legal services, including:

General Business, Mergers & Acquisitions and Governance

- Purchasing and selling hotels.
- Refinancing mortgage loans.
- Assisting with loan workouts.
- Providing [bankruptcy](#) advice to single-purpose partnerships that own hotels.
- Negotiating parking agreements and easements for hotels.
- Preparing securities offerings for hotel investment funds.
- Preparing facility operating agreements for public conference centers.
- Negotiating [public-private partnerships](#) between hotel companies and municipalities.
- Preparing hotel management agreements.
- Negotiating booking policy for exhibition and conference centers.
- Advising on time-share registration requirements.
- Preparing [benefit plans](#) for hotel and time-share clients.

Regulatory Compliance

- Advising on [worksite enforcement](#) and immigration compliance.
- Advising hotel owners and lenders about receivership laws.
- Assisting with ABC licenses.

Litigation

- Defending against condemnation of hotel facilities.
- Defending against [employment litigation](#) by employees of hotel management company.
- Advising on contest/sweepstakes law.
- Advising on coupon/gift certificate law.
- Defending hospitality industry in premises liability, personal injury and general liability claims.
- Litigating landlord/tenant issues including eviction matters.
- Counseling on various wage/hour and harassment claims.
- Representing hospitality industry in Equal Employment Opportunity Commission (EEOC) charges involving race, sex and age discrimination.
- Advising on Fair Labor Standards Act (FLSA) claims and various U.S. Department of Labor (DOL) wage and hour audits.

In addition to our substantive experience, hospitality clients also benefit from our established relationships with respected industry professionals such as consulting engineers, appraisers, investors and lenders. For new developments, this often translates into shorter site development timelines, fewer design-build obstacles, and more fluid openings. For existing developments, this means we can ease the process for owners seeking financing to expand or refurbish their properties.

Attorneys in the firm's Hospitality Industry Group are active in industry trade associations and are consistently called upon to speak at conferences for organizations such as the American Resort Development Association (ARDA), the Virginia Resort Development Association (VRDA) and the Hospitality Financial and Technology Professionals Association (HFTP).

Related News

- [The Joinder Provision in the Patent Reform Act: Leveling the Playing Field Against Multi-Defendant NPE Suits](#)
- [Planning for the First to File](#)
- [Changes in Pre-Grant and Post-Grant Challenges at the U.S. Patent Office \(USPTO\)](#)
- [eXXXamining Your Brand: Sunrise Period for Trademark Owners to Prevent From Becoming .XXX Domains Starts September 7, 2011](#)
- [ICANN Makes Hundreds of New gTLDs Available as of 2012](#)
- [Revised ADA Regulations: A Guideline to Compliance](#)
- [Performance-Based Pay as a Tax-Advantaged Strategy for Compensating Hospitality Industry](#)

Employees

- The Role Attorneys General Play in Our Industry
- Hospitality Industry Alert
- Six Williams Mullen Lawyers Included in Inaugural Issue of "Super Lawyers, Corporate Counsel Edition"
- Williams Mullen Announces Election of New Partners
- Richmond: a national leader in hospitality
- 106 Williams Mullen Attorneys named 2016 Best Lawyers in America
- In *FTC v. Wyndham Worldwide*, Third Circuit Upholds FTC Authority to Enforce Flawed Cybersecurity Measures
- 100 Williams Mullen Attorneys Named 2017 Best Lawyers in America
- 114 Williams Mullen Attorneys Listed in The Best Lawyers in America 2018
- 110 Williams Mullen Attorneys Listed in Latest Edition of The Best Lawyers in America©
- Elizabeth Scott Profiled in Business North Carolina's 2019 Legal Elite Issue
- 119 Williams Mullen Attorneys Listed in 2020 Edition of The Best Lawyers in America©

Related Attorneys

- Elizabeth Hodge Carr – 804.420.6436 – ecarr@williamsmullen.com
- Alyssa Carducci Dangler – 757.629.0631 – adangler@williamsmullen.com
- Steven D. Delaney – 804.420.6398 – sdelaney@williamsmullen.com
- Thomas R. Frantz – 757.473.5306 – tfrantz@williamsmullen.com
- J. Conrad Garcia – 804.420.6910 – cgarcia@williamsmullen.com
- Howard E. Gordon – 757.629.0607 – hgordon@williamsmullen.com
- Alexander C. "Sandy" Graham, Jr. – 804.420.6458 – sgraham@williamsmullen.com
- A. Brooks Hock – 804.420.6429 – bhock@williamsmullen.com
- Eileen Setien Jackson – 804.420.6042 – ejackson@williamsmullen.com
- Thomas H. "Tom" Johnson, Jr. – 919.981.4006 – tjohnson@williamsmullen.com
- Valerie Wagner Long – 434.951.5709 – vlong@williamsmullen.com
- Joseph R. Mayes – 757.473.5339 – jmayes@williamsmullen.com
- Joseph R. Mayes – 757.473.5339 – jmayes@williamsmullen.com
- Mary Katherine McGetrick – 804.420.6921 – mkmcgetrick@williamsmullen.com
- John M. Mercer – 804.420.6443 – jmercer@williamsmullen.com
- William L. Nusbaum – 757.629.0612 – wnusbaum@williamsmullen.com
- Amy G. Pruett – 434.951.5720 – apruett@williamsmullen.com
- C. Grigsby Scifres – 757.473.5370 – gscifres@williamsmullen.com
- Elizabeth Davenport Scott – 919.981.4004 – escott@williamsmullen.com