



CASSELS BROCK HOSPITALITY & TOURISM



The competitive and dynamic nature of the hospitality and tourism industry creates a diverse set of legal needs covering a range of issues relating to acquisitions, financing, property development and operational matters.

Our clients turn to us because of our established track record in the sector, our demonstrated understanding of their business realities and the practical, cost-effective advice and solutions we provide. They also appreciate our fully-integrated team approach and the ability to access experienced lawyers across all relevant legal disciplines.

In 2013, Canadian hotel transaction volume spiked with numbers that significantly surpassed year-end volumes from the preceding five years. During the past year, our hospitality team represented clients on hospitality transactions with an aggregate value of over \$1 billion, including:

- The purchase of a multi-property Canadian hotel portfolio
- The purchase of two boutique hotels in Toronto
- Acquisition financing on behalf of the lender in the purchase of a major downtown Toronto hotel

Our areas of expertise include:

- Hotel purchase and sale agreements
- Hotel and restaurant management agreements and licenses
- Franchise structures, contracts and franchise law compliance
- Hotel, restaurant and other business financing on behalf of owners, developers, franchisors, operators and lenders
- Cross-border corporate and tax structures for non-Canadian investors, franchisors and operators
- Employment and labour relations
- Real estate development and commercial leasing
- Food and beverage regulation and management
- Protection and prosecution of trade-marks
- Competition law issues related to advertising and promotional campaigns
- Dispute resolution and litigation
- Municipal planning, including zoning and property tax matters
- Reorganizations and restructurings

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CASSELS BROCK
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Cassels Brock at your service.

The hospitality group at Cassels Brock acted on hotel industry transactions valued at more than \$ 1 billion in 2013.

HOTEL MANAGEMENT
AND DEVELOPMENT AGREEMENTS

ACQUISITIONS AND
DIVESTITURES

PUBLIC AND
PRIVATE FINANCINGS

HOTEL FRANCHISE
DOCUMENTS

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