

SHULMAN  
ROGERS



## HOSPITALITY PRACTICE

CORDOVAN  
BAKER



## WHO WE ARE

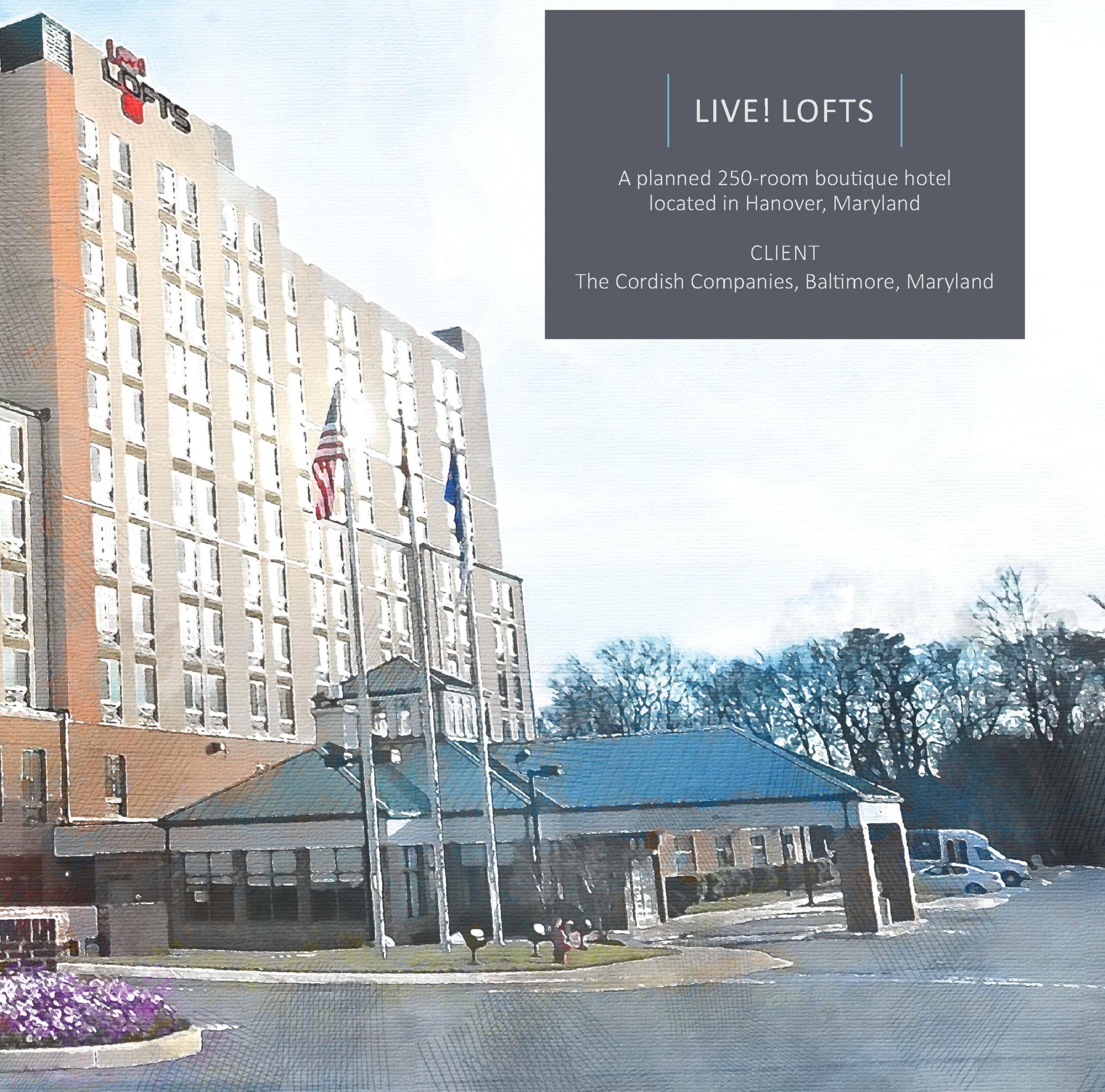
# “Class AAA” Service at “Class A” Rates

At Shulman Rogers, we take a personal approach to business. We take the time to get to know our clients and understand their business needs so that we can provide the very best results. Our clients regularly seek our business advice and guidance, and they appreciate that our exceptional work is delivered with reasonable rates. Our Hospitality practice represents a wide range of clients across the nation in transactions, funding/financing and related support for development, operations and asset management.



## THE CHALLENGE

Acquire a combined Hilton Garden Inn and Homewood Suites property--critical component of a \$1.2 billion flagship development--for the best possible price.



## LIVE! LOFTS

A planned 250-room boutique hotel located in Hanover, Maryland

CLIENT  
The Cordish Companies, Baltimore, Maryland

## THE SOLUTION

Allowed the client to remain anonymous by acting as trusted business point person, legal counsel and closing agent--and avoided paying a premium.

## MICHIGAN & IRVING

A mixed-use development of a 336-room combined Marriott Residence Inn/Marriott Courtyard in Washington, DC

CLIENT  
Hospitality Partners, Bethesda, Maryland



## THE CHALLENGE

Convince the local government and several other entities to grant future mixed-use development rights, including 336 hotel rooms, and financing in one of Washington, DC's hottest neighborhoods.



## THE SOLUTION

Negotiated franchise agreements incorporating a limited corporate guaranty, expanded radius restrictions, transferability revisions, key money and repayment modifications, a new development rider, construction timeline flexibility and a financing contingency.

## CITY MARKET AT O

182-room hotel in a 1 million sq. ft. mixed-use development in Washington, DC

### CLIENT

Choice Hotels International, Rockville, Maryland



## THE CHALLENGE

Gain rights to develop a 182-room Cambria Suites in City Market at O, a 1 million square foot mixed-use development in Washington, DC.



## THE SOLUTION

In intense, up-to-the-last-minute negotiations, secured favorable contribution agreement, tri-party JV agreement, reciprocal easement agreements, development agreements and hotel management agreement.

## TYSONS CENTRAL

Up to 1.5 million sq. ft. of mixed-use residential and commercial development adjacent to the Washington Metrorail in Fairfax County, Virginia

### CLIENT

NVCommercial, Inc., Vienna, Virginia



## THE CHALLENGE

Assemble multiple parcels in Northern Virginia, steps from the Greensboro Metro Station, to allow for a 1.5 million square foot mixed-use project.



## THE SOLUTION

Closed on an assemblage of parcels and helped secure bridge financing, facilitating an operational strategy that supports retail, parks and the rights to develop a signature project, including a 36-story tower with options for a dual-branded hotel tower.

## EXCEL GROUP HOTEL PORTFOLIO

Portfolio of properties containing  
a total of 321 rooms

CLIENT  
Excel Group, Arlington, Virginia



## THE CHALLENGE

Assure business compatibility of a portfolio of new properties  
comprising a significant addition to client's portfolio.



## THE SOLUTION

Used deep experience to review JV agreement to assure private equity client that this agreement was consistent with business goal of achieving returns that outperform industry average.

## BB&T BANK

Fortune 500 institution offering, among other services, hotel portfolio financing

CLIENT  
BB&T, Washington, DC

## THE CHALLENGE

Finance a portfolio of hotels in Atlanta, Georgia.



## THE SOLUTION

Used national hospitality experience to negotiate acquisition loan and hotel portfolio financing in a timely, efficient and cost effective manner.



## THE CHALLENGE

Capitalize the growth of the Standard International, including providing funds to evaluate the development of a landmark hotel in London, England.

## THE STANDARD HOTEL

A proposed landmark hotel in London, England

### CLIENT

Metropolis Capital Finance, Bethesda, Maryland



## THE SOLUTION

A fast and cost efficient \$25 million capital raise allowed a timely infusion of cash needed to fund anticipated expansion projects.

# WHAT WE DO

## Transactions

- Portfolio and Individual Acquisitions and Sales
- Mixed-use Developments
- Like-kind Exchanges
- Note Purchase Transactions
- Transfer Tax Structuring
- Foreclosures
- Tax Appeals

## Funding/Financing

- CMBS Loans
- Senior Financing
- Construction Financing
- Structured Financing
- Mezzanine Financing
- Securities
- Fund Formation
- Syndication
- Private Placement Memorandum
- Restructuring and Workouts

## Support for Development, Operation and Asset Management

- Hotel Management Agreements
- Hotel Franchise Agreements
- Hotel Restaurant Leases
- Zoning and Land Use
- Permitting
- Procurement
- Construction Contracts
- Liquor Licensing
- Landlord-Tenant Matters
- Intellectual Property
- Tax Planning
- Tax Appeals
- Employment
- Labor
- Immigration
- Commercial Litigation

## WHO WE REPRESENT

We represent a wide range  
of interests within hospitality including

- Owners
- Developers
- Management Companies
- Lenders
- Franchisors
- Franchisees

## Representative Clients

Alpha Inn Management	Real Hospitality Group
Burbage Properties	RJ Hospitality Group
Choice Hotels	RLJ Development, LLC
City Hotels USA, Inc.	Roch Capital, Inc.
CB Hotels	R.R.R. Hospitality
Excel Group	Sunburst Hospitality
Harry Gunawan	Thayer Lodging Group
Hospitality Partners, LLC	The Bernstein Companies
LaSalle Hotel Properties	The Cordish Companies
Marriott Hotels	The Stroud Group
Metropolis Capital Finance	Universal Equities Group, Ltd.
Ocean Properties	Woodmont Lodging
Paradise Hospitality Group	

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