

## Get Connected

We connect client needs with firm resources. Our Resort and Hotel Group draws on the experience of lawyers within the firm's many practice groups and office locations.

- Bankruptcy, Reorganization and Capital Recovery
- Business and Finance
- Climate Change and Sustainability
- Construction
- Consumer Financial Services
- Eminent Domain
- Environmental
- Government Relations and Regulatory Affairs
- Intellectual Property
- International
- Labor, Employment and Immigration
- Litigation
- Planned Communities and Condominiums
- Public Finance
- Real Estate Development, Finance and Leasing
- Securities
- Tax
- Communications
- Zoning and Land Use



# Ballard Spahr LLP



## Resort and Hotel Group

Resort Development

Timeshare

Fractionals and Private Residence Clubs

Club Membership Plans

Mixed-use Resort Condominium Hotels

Master Planned Resort Communities

Ski Area and Ski Area Base Redevelopment

Golf Course Development

## Ballard Spahr LLP

Atlanta | Baltimore | Bethesda | Denver | Las Vegas | Los Angeles | New Jersey  
Philadelphia | Phoenix | Salt Lake City | Washington, DC | Wilmington

[www.ballardspahr.com](http://www.ballardspahr.com)

## Your Needs Are Our Strengths

As legal pioneers of the resort and leisure industry, we formed the Ballard Spahr Resort and Hotel Group to help our clients structure innovative first-to-market projects. Our role extends beyond offering documentation and general legal information to providing our clients with comprehensive business and legal advice to manage the most complex projects.

The industry and market knowledge we bring to each project results in inspired solutions for our clients. We work with clients ranging from independent developers to internationally recognized hospitality companies. We go where client needs take us, following projects throughout the country, as well as Canada, Mexico, the Caribbean and Europe.

## Resort and Leisure Product Development Is Our Passion

From start to finish, we help client visions become reality with legal advice in key areas:

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



Additional integrated capabilities:

- Environmental assessment and remediation
- Public/private financing and special districts
- Tax planning
- Water rights
- Gaming issues and regulation
- Labor, employment and immigration issues
- Trademark and copyright
- International legal advice
- Workouts and bankruptcy
- Zoning and land use



Project Photos: The Cliff Lodge at Snowbird Ski & Summer Resort / Salt Lake City, Utah / Snowbird Corporation; Esperanza Resort / Cabo San Lucas, Mexico / A Signature Development of Timbers Resorts; Glenwild / Park City, Utah / Grayhawk DMB Park City, LLC; Vail Plaza Hotel Resort Club / Vail, Colorado / Daymer Corporation

## Working Together

We advise and represent developers, hospitality and management companies, lenders, marketing and sales companies and governments involved in resort development.

## Taking Action

Issues that matter to our clients are important to us. That's why our lawyers have played an active role in the American Resort Development Association since 1971. Our involvement ranges from service on the board of directors, legislative committees and forums to drafting legislation that impacts the industry. We are active members of the American Bar Association, National Land Council, Urban Land Institute, American College of Real Estate Lawyers and Association of Real Estate Licensing Law Officials.

We are frequently called upon to provide insight as speakers and authors on new and evolving products and their legal requirements.