



**Sandra Y. Kellman**

Sócia

GLOBAL CO-CHAIR, HOSPITALITY AND LEISURE PRACTICE

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Sandi Kellman concentrates her practice on all aspects of commercial real estate development and finance, with particular focus in the hospitality sector on acquisition, disposition, development, management and financing of hotels and mixed use projects, representing owners and brands in single property and complex multi-state portfolio transactions.

Sandi works on projects throughout the United States and abroad, including projects in the Caribbean and Middle East.

Sandi is a member of DLA Piper's firmwide Policy Committee and she co-chairs DLA Piper's Global Real Estate Summit.

## EXPERIÊNCIA

### MAJOR TRANSACTIONS

- Represented The Wm. Wrigley Company, a subsidiary of Mars, Incorporated, in the strategic positioning and disposition of the iconic Wrigley Building in Chicago, along with several other real estate assets
- Representation of affiliates of the Blackstone Group in the acquisition, financing and sale of hotels throughout the US and Caribbean, including negotiation of hotel management agreements
- Representation of several hotel developers in the development of major mixed use projects in the Middle East, including Saudi Arabia, Oman and Dubai
- Representation of a hotel company in a multi-state portfolio acquisition and related securitized financing
- Representation of hotel owners and developers in negotiation of management agreements with domestic managers and international management companies expanding into the US
- Representation of institutional investor in acquisition of a multi-state four-star hotel portfolio
- Representation of a major hotel REIT in the acquisition, historic qualification, entitlements and vertical subdivision of a landmark hotel on Chicago's Michigan Avenue

### SERVIÇOS RELACIONADOS

- Imobiliário
- Societário
- Financeiro
- Projetos, Energia e Infraestruturas
- Reestruturações

### SETORES RELACIONADOS

- Hotelaria e Lazer
- Energia
- Imobiliário

- Representation of a major national developer in structuring ownership and management issues relating to a 90+ story mixed use tower
- Representation of a joint venture in redevelopment of an office campus in Washington, DC, leasing of the development and credit tenant financing. The transaction was named "DC Lease of the Year"
- Representation of a joint venture purchaser of air rights adjacent to Union Station in Washington, DC, and all necessary easements and other development structuring
- Representation of The Ratkovich Company in its US\$241 million purchase of Macy's Plaza in downtown Los Angeles. The property includes a Sheraton Hotel, and we negotiated a long-term management agreement for the hotel
- Representation of a major private equity group in the acquisition and hotel management agreement negotiations for a suburban Chicago hotel
- Representation of a private equity group in hotel management agreement negotiations with Starwood Hotels for a two hotel new construction development in Boston
- Representation of the purchaser of a city block in historic downtown Charleston, South Carolina, with hotel, restaurant, office and retail components, including acquisition, financing, and negotiation of hotel and restaurant management agreements
- Representation of the developer of a major luxury mixed use project in downtown Chicago in analyzing and negotiating hotel management agreement proposals

## CREDENCIAIS

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### Admissões

- Illinois

### Reconhecimentos

*Chambers USA* has repeatedly recognized Sandi for her "dynamic practice." Praised as "a fabulous lawyer," she is "practical, pragmatic and effective," and clients have recognized her as a lawyer who "works towards achieving our goal." The directory identified Sandi as "a key figure in the practice [who] receives high praise from clients." One commentator noted she "is extraordinarily experienced and she will get the deal done. If I need someone with creative solutions on complex matters she is terrific." "She represents owners, financiers and brands with equal ease and this breadth of knowledge distinguishes her practice." Clients have recognized this extent and stated, "[s]he's very personable and has so much experience on both sides—she brings this 360 degree perspective on how to go forward. She's responsive and smart—she can see the forest through the trees."

*The Legal 500 United States* has also recommended Sandi. She has been named an Illinois Super Lawyer in Real Estate, as the result of research projects conducted jointly by *Law & Politics* and *Chicago* magazines. Sandi has also been selected as one of *Real Estate Forum's* Women of Influence, and the Leading Lawyer Network has named her among the Top 50 Women Real Estate-Related Lawyers in Illinois.

### Formação

- J.D., Northwestern University School of Law  
*cum laude*  
Note and Comment Editor, *Journal of Criminal Law and Criminology*
- B.A., University of Illinois at Urbana-Champaign  
*with high honors*

### Associações Profissionais

Sandi is a member of the International Society of Hospitality Consultants.

## INSIGHTS

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Sandi writes and speaks frequently on real estate development topics. She is on the planning committee and regularly speaks at the ALIS Hotel Investment Conference, and was on the planning committee and a guest speaker at the 2001 and 2000 UCLA Hotel Industry Investment Conferences. For several years, she has been a guest speaker and panel moderator at the NYU Hotel Conference and the Lodging Conference in Phoenix. Sandi is a guest lecturer at the University of Texas Austin McCombs School of Business.

## Eventos

- Panelist, "Hotel management agreements – what's important for each party," Caribbean Hotel & Resort Investment Summit, Miami, FL, (2016)
- Panelist, "Mixed-Use Development – Best Practices and Success Stories," Americas Lodging Investment Summit (2016)
- Panelist, "When and How Do You Select the Right Development Team?," Americas Lodging Investment Summit (2015)
- Moderator, "The Transactions Outlook – Both An Improving Economy And Improving Hotel Performance, Plus More Active Capital Markets: Does This Mean The Transaction Volume Is Also 'Going Up'? What Is The Outlook For 2014 And What Can We Expect?," Americas Lodging Investment Summit (2014)
- Panelist, "Loan to Own: Navigating Hotel NPL's – Moving from a Shunned Strategy to an Active One," NYU International Hospitality Industry Investment Conference (2012)
- Moderator, "The Transactions Outlook – What Is Trading, Where Are The Deals, How Are They Getting Done? Will 2012 Be A Buyers Or Sellers' Market?," Americas Lodging Investment Summit (2012)

## NOTÍCIAS

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## MEDIA MENTIONS

- "Why secondary and tertiary hotel markets are pulling ahead," *Hotel Management*, April 2017