

# Hotels, Accommodation & Resorts

Capability Statement

**HILLHOUSE**  
legal partners



simply strategic

# Hotels, Accommodation and Resorts Capability

Drawing on over 30 years of specialist practice, Hillhouse Legal Partners has one of the most experienced and eminent hospitality and accommodation law teams in Australia.

Our highly qualified team support numerous tourism and hospitality ventures and operations, to manage the various challenges, complexities and opportunities within this diverse industry.

## We apply our detailed knowledge of hospitality law

We apply our in-depth knowledge of the accommodation sector combined with each jurisdiction's laws and regulations to smoothly advance transactions.

We are committed to adding value through expert advice, partnering with you to strategically guide you through each stage of the process.

## We support all businesses

We have developed associations with a large network of industry specific providers, including accountants, financiers, property agents and industry bodies equipping us to readily meet all of your requirements.

Hillhouse supports businesses of all sizes across Australia, including both franchised and independent motels, caravan parks, pubs, hotels and resorts, attending to every legal matter across diverse locations and operations.

## We get to know you and your business

We take the time to understand your hospitality business or project, along with your objectives.

With this knowledge, we deliver practical commercial legal solutions that are specific to your State jurisdiction.

## Expertise

### ADVISORY

Purchase structuring

Leasehold sale and purchase

Freehold sale and purchase

Freehold going concern sale and purchase

All lease issues including renewal, amendments, defaults and termination

Liquor licensing

Franchising

Tourism and hospitality development advisory

Sustainability in property development and management, including green leases

Property taxation including GST, stamp duty and land tax

Statutory valuation objections and appeals

Resumption claims

Tourism-related developments including marinas and resorts

Real estate agency compliance

### PEER ENDORSEMENT OF OUR CAPABILITY

Our team are sought after to regularly present at seminars and conferences to share their tourism and hospitality law expertise.

We regularly contribute articles to industry publications on relevant issues and trends.

The motel lease developed within our firm is the most widely used within the motels sector.

# Testimonials demonstrating our performance

Our specialist and highly experienced hotels, accommodation and resorts team apply their knowledge to provide responsive, specific and efficient legal strategy to achieve client objectives.

Our pedigree and achievements are demonstrated by long client association, with many companies and families seeking and benefiting from our support over decades.

*"After many years of being on the other side of motel deals, we finally got the chance to work with David Burrough and his team. David has been our first choice ever since and it is easy to know why. Fast, knowledgeable, commercial, responsive and efficient. David has done and seen it all and devises practical solutions to problems that arise during negotiations. His advice is tailored, practical and clear. A rare quality act in this sector deserving the full five stars; how appropriate for a hospitality specialist!"*

**John Zeckendorf - Principal**  
**Mandala Asset Solutions (Hotels)**

*"For over 20 years Hillhouse have been our legal representatives for our accommodation businesses and investments. From the purchase and sale of leasehold and freehold properties to the writing of new leases, appraisal of existing leases and all other aspects of our involvement with the accommodation industry, they have been our guide and mentor. David Burrough is the most knowledgeable and experienced legal mind in the industry which is matched only by his desire to care for his clients in the most professional manner possible."*

**Damien and Judy Kennedy**  
**Longreach Motor Inn.**

## Our Solutions

While we offer expert legal services to the accommodation sector, Hillhouse can also provide strategic practical advice across all legal specialities:

### Corporate

- ◆ Corporate and Commercial
- ◆ Debt recovery, Insolvency and Restructuring
- ◆ Employment and Industrial Relations
- ◆ Intellectual property and Technology
- ◆ Litigation and Dispute Resolution
- ◆ Property and Projects

### Sectors

- ◆ Agribusiness
- ◆ Building and Construction
- ◆ Government
- ◆ Health and Medical
- ◆ Hotels, Accommodation and Resorts
- ◆ Mining, Energy and Resources
- ◆ Retirement and Aged Care
- ◆ Technology and Startups

### Private

We are trusted to provide a range of personal legal services for individuals and families, often across generations. We are able to assist you with the following personal legal services:

- ◆ Conveyancing
- ◆ Family law
- ◆ Wills, Estates and Trusts

## Key Contacts



**David Burrough**

Expert Legal Consultant

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# Why Hillhouse:

## Expert

Team capability with over 30 years' experience in accommodation and hospitality related law, allowing us to set an effective and efficient pathway to meet your objectives

## Engaged

Client-centric partnership approach with direct liaison and frequent, open communication about progress through whatever means best suits, including face-to-face and electronic information exchange

## Commercial

Focused on your business objectives and commercial expectations

## Specialist services

Full range of tourism and hospitality legal services to advance transactions of any scale

## Timely

Responsive to the needs of the busy tourism and hospitality sector, with high volume delivery, within short time frames

## Transparent

Working to agreed strategy with cost transparency, flexible fee options, all within budget

See how we can assist you with the most efficient and effective legal solution. Contact us at 07 3220 1144 or [email@hillhouse.com.au](mailto:email@hillhouse.com.au) for an obligation free consultation and appraisal. As your legal partners, Hillhouse provides a diverse range of legal services delivered in a flexible way.

We understand our clients need legal support to suit their varied routine and locations. We always engage as needed, whether that be a meeting at your location or ours, by phone, email or video conferencing.

To see how we can meet your varying and changing needs, please review our full service offer at [www.hillhouse.com.au](http://www.hillhouse.com.au).

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