

DLA Piper Hospitality Partner Joins Manatt's Growing Real Estate Platform

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By Jessie Yount

What You Need to Know

- Lynn Cadwalader, formerly of DLA Piper, has joined Manatt as the leader of its hospitality team in San Francisco.

- Cadwalader has represented clients involved in projects such as L.A. Live, Calistoga Ranch, Talus (SilverRock) La Quinta, Four Seasons Napa Valley, and the Residences at Salamander.

Manatt, Phelps & Phillips is expanding its real estate chops with the addition of DLA Piper hospitality partner Lynn Cadwalader in San Francisco.

“My practice has always been on the forefront of change as the industry experiences disruption. Manatt is a perfect fit because it offers the same flexibility and creativity in providing professional services advice,” Cadwalader said.

Cadwalader joins the firm’s real estate transactions and finance team, and will serve as the leader of Manatt’s hospitality and leisure practice. She spent nearly seven years at DLA Piper, and was previously the co-chair of the hospitality, resorts and timeshare group at Holland & Knight.

Her practice focuses on hotels and mixed-use projects in resort and urban locations for both hotel brands, and owners, developers and investors. She has represented clients involved in projects such as L.A. Live, Calistoga Ranch, Talus (SilverRock) La Quinta, Four Seasons Napa Valley, and the Residences at Salamander.

Cadwalader said Manatt’s integrated professional services platform will enable her to expand capabilities for clients “in a big way.”



(Courtesy photo)

Lynn Cadwalader of Manatt

“Once you’ve been practicing law for a while, you provide both legal and business advice for your clients, particularly in hospitality. It is much more cost-effective for clients to have those services provided by real estate professionals or financial professionals,” she said, noting that many of her clients are following her to Manatt.

Cadwalader explained that her hospitality practice tends to intersect with a variety of legal and business needs, such as financing, entertainment and even litigation expertise.

For instance, one of her matters in Napa Valley involved a luxury hotel and club project based on historic recreational vehicle entitlements. She is also working on a current master-planned community being developed in California, the first phase of which will include two hotels and branded residential, will share outdoor natural amenities, with connecting trails and pathways, and the redevelopment of a city golf course to benefit the community as a whole.

She attributed demand, in part, to being driven by a “migration out of urban areas to resort areas.” For instance, there is a greater desire for RVs, glamping or rural experiences that take travelers off the beaten path, opposed to traditional hotel experiences, she said.

In addition to alternative lodging, Cadwalader also works with clients involved in master-planned communities, which are evolving as consumers desire more of a “village” feel where they can walk everywhere and access amenities onsite, she said. These urban projects tend to include a mix of hotel, residential, retail, commercial and entertainment uses, she said.

Manatt, which organizes itself by sector, already has real estate capabilities that span legal and business services, including an internal brokerage and a hybrid legal and business consultancy that supports workforce housing projects in California.

Manatt CEO Donna Wilson said Cadwalader’s arrival will build upon the firm’s real estate offerings and help it create a

destination offering for clients in the hospitality industry.

“As one of the most respected legal and business minds in this space, Lynn is an invaluable asset for the developers, investors, owners and operators who are driving the transformation of the sector, and her exceptional business acumen has never been more important for clients that are pioneering new, innovative consumer experiences,” Wilson said.

In other recent real estate moves, Manatt added tax incentive financing partner Sameer Patel, formerly of Holland & Knight, and real estate dealmaker Ted Hunter, formerly of Lowenstein Sandler.

DLA Piper did not immediately respond to request for comment on Cadwalader’s departure.