

Meghan Cocci

Partner



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Overview

Meghan Cocci is co-chair of Dentons' global Hotels and Leisure practice and a member of both Dentons US Board and Dentons Global Board. She is passionate about the hotel industry and has focused her career solely on the hotel and leisure sector for almost 20 years. During that time she has represented owners, investors and operators around the globe on the most complex transactions in the industry.

Her experience includes negotiations for the management, acquisition, joint venture, financing and development of hotels, resorts, spas, restaurants, golf courses and mixed-use projects in the United States, Europe, the Middle East and Asia.

Because the hotel industry is her primary focus, Meghan brings to the table a true understanding of how complex business, operations and legal issues must be balanced in long-term management and license agreements, especially those in the upper upscale and luxury space.

Meghan also has negotiated numerous transactions for specialty areas of hotels and resorts, such as management and licensing arrangements for golf courses, spas and food and beverage providers. Meghan understands how all the pieces and parts fit together—whether a matter involves a celebrity chef licensing his name for use on a single restaurant in a luxury hotel or a master mixed-use resort project with responsibility divided among multiple niche operators.

Meghan's hotel clients have taken her around the globe on hotel transactions. She understands the delicate balance and patience necessary when negotiating transactions with parties from different geographies and different legal systems. And her experience dealing with vastly diverse and complex projects enables her to provide creative and practice solutions to address her clients' business objectives.

Meghan forges longstanding relationships with her clients, forming a collaborative team when developing and revising their policies and procedures, counseling their management teams as they enter new markets and explore new projects. Meghan's clients have labeled her "a go-to person for strategic advice, quick-paced decision-making and good business knowledge" and singled her out as "the cream of the crop in the industry" who "meets the gold standard for client service." Clients also value her ability to "react incredibly well in high pressure situations" adding "she is thoughtful, thorough and an advocate for her clients."

Experience

- **Brookfield Real Estate Financial Partners:** Representing with respect to its hotel portfolio in the United States, Mexico and the Caribbean, including all management, franchise, mixed-use and operational matters.
- **Apollo Global Management:** Representing with respect to its hotel acquisitions and dispositions, as well as franchise and management agreement negotiations.
- **Hilton Hotels Corporation:** Representing with respect to its management agreements, strategic and general operational matters for hotels, resorts, condo hotel and mixed-use projects. This representation involves projects across North America, the Caribbean, Europe, Africa, Asia and the Middle East.
- **Geolo Capital:** Representing in an outside general counsel role as to various development projects, hotel acquisitions, joint ventures, financing and management agreement negotiations.
- **Starwood Capital Group Global:** Representing with respect to hospitality related corporate matters, brand roll-outs, management agreements, dispute resolution and strategic and general operational matters involving hotels, resorts and mixed-use projects. This representation involved projects across North America, Asia and the Middle East.
- **Wheelock Street Capital:** Representing with respect to its hotel acquisitions, financing, joint venture and management agreement negotiations.
- **Montage Hotels & Resorts LLC:** Representing with respect to its corporate matters, joint ventures, management agreements and strategic and general operational matters involving hotels, resorts, mixed-use projects.
- **KSL Capital:** Representing with respect to hospitality related acquisitions and operational matters.

Recognition

Honors and Awards

- Meghan holds a Band 1 ranking in the Nationwide (USA) Leisure and Hospitality category in the prestigious *Chambers USA: America's Leading Lawyers for Business*, one of only five lawyers in the country to receive this recognition. Every year since 2007, Meghan has been selected by her peers and clients as one of the top hospitality and leisure lawyers in the United States.
- Meghan is recognized in the "Leisure and Hospitality" category of *The Best Lawyers in America 2020* edition.
- In February 2017, the *Phoenix Business Journal* named Meghan one of its 2017 Outstanding Women in Business. The accolade recognizes Meghan's professional and personal accomplishments, including her community leadership.
- In May 2015, Meghan was named to *National Law Journal's* list of Outstanding 100 Women Lawyers.
- In February 2014, Meghan was named to *Law360's* Hospitality Editorial Advisory Board.
- For three consecutive years from 2013 through 2015, Meghan was named a *Law360* MVP in Hospitality.
- Meghan was awarded the Distinguished Alumna of the Year from the James E. Rogers College of Law, University of Arizona, in May 2012.
- In October 2010, the Commercial Real Estate Women (CREW) Network recognized Meghan as a Top 20 Under 40, an emerging woman leader in the field of commercial real estate.

Activities and Affiliations

Presentations

- Panel moderator, "Leaders' Perspective: Current Cycle Realities: Transactions and Money," 41st Annual New York University International Hospitality Industry Investment Conference, New York, June 2019
- Panel moderator, "Putting TI Risk to Bed: A Practical Guide to Avoid Liability for Tortious Interference in Hotel Transactions," 7th Annual Hotel and Lodging Legal Summit, Georgetown University Law Center, October 2018
- Panel moderator, "Treading Water, Leaping into the Deep End or Staying out of the Sun Altogether?," Main Ballroom C--Suite Hotel Executives Panel, 40th Annual New York University International Hospitality Industry Investment Conference, New York, June 2018
- Panel moderator, "Buffett, Kardashian, and Zuckerberg: How Boomers, Gen-Xers, and Millennials are Shaping the Landscape of Luxury," 39th Annual New York University International Hospitality Industry Investment Conference, New York, June 2017
- "Know When to Hold 'Em, Know When to Fold 'Em: What Some of the Industry's Leading Owners/ Investors Are Doing and Why," Main Ballroom C--Suite Hotel Executives Panel, 39th Annual New York University International Hospitality Industry Investment Conference, New York, NY, June 2017
- "Buffet, Kardashian and Zuckerberg – How Boomers, Gen-Xers and Millennials are Shaping the Landscape of Luxury," 38th Annual New York University International Hospitality Industry Investment Conference, New York, June 2016
- Panel moderator, "Industry Differentiated and Experiential Luxury," 38th Annual New York University International Hospitality Industry Investment Conference, New York, June 2016
- Panel moderator, "Luxury, Luxury, Luxury...Demographic Shifts...From Millennials to Baby Boomers: A Sought After Lifestyle of Five Star Service and Upscale Accommodations," 37th Annual New York University International Hospitality Industry Investment Conference, New York, June 2015
- Panel moderator, "The Hospitality Marketplace: Those 'In the Know' Share Insider Perspectives on the Latest Transactions," 36th Annual New York University International Hospitality Industry Investment Conference, New York, June 2014
- Panel moderator, "Where Are the Deals and How Are They Getting Done? Acquisition, Development and/or Repositioning Opportunities in the Marketplace," 35th Annual New York University International Hospitality Industry Investment Conference, New York, June 2013
- Featured speaker, "Counseling Deal Clients," Phoenix College of Law, Phoenix, May 2013
- Panel moderator, "Legal Perspectives, Hospitality in a Changing World," ISHC Annual Conference, Istanbul, October 2011
- Keynote speaker, "Hospitality Law Practice Insights," University of Arizona, James E. Rogers College of Law, September 2011
- Panelist, "Conversions—Reinventing Existing Properties into New Products," International Hotel and Investment Forum, Berlin, March 2010

Memberships

- International Society of Hospitality Consultants (ISHC) 2010 - present
- Women in Hotel Investment Network

- American Hotel and Lodging Association, and they have listed Meghan as one of "Arizona's Finest Lawyers."
- James E. Rogers College of Law Dean's Economic Council, University of Arizona

Areas of focus

Practices

- Corporate
- Real Estate

Industry sectors

- Gaming
- Golf
- Hotels
- Marinas
- Mixed-Use Properties
- Resorts
- Restaurants
- Ski Resorts
- Spa and Wellness

Education

- University of Arizona, 1998, JD
- University of Texas at Austin, 1995, BBA

Admissions and qualifications

- Arizona
- District of Columbia
- New York
- US District Court for the District of Arizona