

September 25, 2024

Dear Conference Attendees,

Welcome back to campus! I am honored to co-chair the 12<sup>th</sup> Annual Hotel & Lodging Legal Summit at Georgetown University Law Center. This is our first conference on the campus of Georgetown Law since 2019. Despite a few logistical challenges, I am glad to be back. The setting reinforces the academic nature of this conference. We aim to distinguish this from other CLE conferences by taking a “deeper dive” into all of the subjects we explore.

This is the second year in which we are offering a full-day pre-conference primer on transactions fundamental to the industry. Last year’s primer was on hotel management agreements. This year’s is on hotel purchase and sale agreements. I hope to continue the series during the next two years with sessions on franchise agreements and loan transactions (including SNDAs and comfort letters).

This is also the second year during which Student Contributors are providing behind-the-scenes support to our panels. This year, six students from three law schools are contributing to the conference and learning from their work with panelists. If you know a law student who may be interested in being a Student Contributor next year, please feel free to refer the student to me.

Another advantage of holding this conference at a university is the opportunity to examine different points of view on important and challenging topics. This year, we are pleased to welcome as our keynote speaker Gwen Mills, the International Union President of UNITE HERE. Ms. Mills and her colleagues frequently negotiate at the opposite side of the table from labor attorneys who attend our conference. She will be interviewed by David Sherwyn, a labor attorney and professor at the Cornell University School of Hotel Administration, who serves on our Advisory Board. I am looking forward to a dialogue that will undoubtedly include respectful discussion of well-publicized events that have unfolded since Ms. Mills accepted our invitation, and differing views on the issues underlying those events.

Finally and most importantly, I want to thank all of the professionals who have contributed to the success of this year’s conference, including Co-Chair Margaret Egan, Sarah Stanley and her staff at Georgetown Law’s Department of Executive and Continuing Education, the members of our Advisory Board and Planning Committee, and all of our speakers.

I look forward to speaking with many of you over the next three days.

Hoya Saxa,



Bob Lannan  
Conference Co-Chair