



Greg Duff

Owner - Seattle

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Greg Duff founded and chairs the firm's Hospitality, Travel and Tourism group. Greg's practice is largely directed at operational matters, including management contracts, franchise agreements, sales and marketing, distribution and technology. He also frequently represents clients on transactional matters including acquisitions and dispositions, ground-up development and debt / equity financing.

Mr. Duff serves as general counsel and legal advisor to many of the Pacific Northwest's hospitality industry associations and trade groups, including the Washington Tourism Alliance, Seattle King County Convention and Visitors Bureau, and the Seattle Hotel Association.

Prior to joining Garvey Schubert Barer, Greg served as Associate General Counsel at the Westin Hotel Company, Assistant General Counsel at Homegrocer.com / Webvan Group and General Counsel at Columbia Hospitality.

Mr. Duff is regularly sought-after to present at hotel and restaurant industry events and conferences.

Representative Engagements

- Reviewed and negotiated franchise agreements with national franchisors Hilton, Marriott, Intercontinental Hotel Group, Starwood Hotels & Resorts, Jimmy John's, Black Bear Diner and Quiznos.
- Reviewed and negotiated corporate and property-level distribution and sales agreements with Expedia, Priceline, American Express, Advanced Reservations Systems, Inc., Gullivers Travel Associates and Kayak.
- Prepared form group sales and leisure sales contracts for a national hotel management company.
- Secured liquor licenses for a large corporate campus and a first-of-its-kind corporate campus bar and restaurant.
- Reviewed and negotiated limited service, full service and extended stay management contracts for hotels in Washington, Oregon, Nevada, California, New York, Massachusetts and Texas.
- Formed and handled equity financing for two newly created Northwest restaurant chains.
- Integrated celebrity chef signature restaurant and catering operation into existing Dallas convention hotel.
- Represented court-appointed receiver for multiple hotels in Oregon and Washington.

Services

- ▶ Intellectual Property Transactions
- ▶ Real Estate

Industries

- ▶ Hospitality, Travel and Tourism
- ▶ Technology and E-Commerce

Education

- ▶ University of Puget Sound Law School, J.D., *magna cum laude*, 1994
 - ▶ Editor-in-Chief, *University of Puget Sound Law Review*, 1993-1994
- ▶ Pepperdine University, B.S., *magna cum laude*, 1991

Admissions

- ▶ Washington, 1994
- ▶ Oregon, 2012

Professional Recognition

- ▶ Named a "Top Lawyer" by *Seattle Metropolitan Magazine*
- ▶ Named by peers as a "Super Lawyer" in *Washington Law & Politics* magazine

Professional Activities

- ▶ Member, Washington Lodging Association
- ▶ Member, Academy of Hospitality Industry Attorneys
- ▶ Member, Global Alliance of Hospitality Attorneys
- ▶ Member, Oregon Lodging Association
- ▶ Member, Washington Restaurant Association
- ▶ Member, Hotel Electronic Distribution Network Association
- ▶ Member, Washington Tourism Alliance
- ▶ Member, Hospitality Financial and Technology Professionals
- ▶ Member, Hospitality Sales and Marketing Association International
- ▶ Member, Professional Convention Management Association
- ▶ Member, Meeting Professionals International

Events

- ▶ Hospitality Forum: Playing Your Cards in 2012, Garvey Schubert Barer, Seattle, WA and Portland, OR,

February 29-March 1, 2012

- ▶ "Group Sales Contracts: Current Trends and Critical Contract Principles," Smart Fam Tulalip Resort Casino & Spa, Seattle, WA, December 1, 2011
- ▶ "Venue Contracts: The Current Trend, Interesting Case Studies, and Looking Ahead," MPI-OC November Monthly Meeting, North Plains, OR, November 15, 2011
- ▶ "Hotels and Resorts: Time to Check In?," Appraisal Institute's Fall Real Estate Conference, Seattle, WA, October 27, 2011
- ▶ "State of the Industry: Benchmarks and Trends," Washington Lodging Association, Seattle, WA, October 3, 2011
- ▶ "Whose Property Is It? Practical Guidance for Handling Third Parties' Music, Images and Brands," Oregon Restaurant & Lodging Association, Portland, OR, September 25, 2011
- ▶ "Hospitality, Food and Travel Panel," ZINO Zillionaire Investment Forum, Seattle, WA, September 13, 2011
- ▶ "Understanding and Negotiating Leisure Sales Agreements," The 2011 Hospitality Law Conference, Houston, TX, February 9-11, 2011
- ▶ "Where Do We Go From Here? Event Contracting in the New Norm," MPIWSC and PCMA Northwest 9th Annual Meetings Industry Summit, Seattle, WA, 2011
- ▶ "Survival of the Fittest - Preparing to Thrive in the New Economy," Washington State Hotel & Lodging Association, Seattle, WA, 2009
- ▶ "Contracting 101 for People with Better Things to Do," Greater Puget Sound Chapter of Hospitality Financial & Technology Professionals, Seattle, WA, 2009
- ▶ "Mixed-Use Components of Hospitality Development," The Annual Hospitality Construction Expo, Florida, 2009
- ▶ "Where Do We Go From Here? Group Contracting for a Challenging Economy", Seattle, WA, 2009
- ▶ "Thriving in the Recession," NEWH, Inc. Northwest, the Hospitality Industry Network, Seattle, WA, 2009
- ▶ "Contracts Revealed: Understanding Your Event Contract," International Association of Conference Centers("IACC") 28th Annual Conference, Braselton, GA, 2009
- ▶ "Buying & Selling Hotels; Successfully Navigating the Landscape of Hotel Deals", Seattle, WA, 2008

Publications

- ▶ "Premises Security 101 for Northwest Hoteliers and Restaurateurs," *Washington Restaurant Magazine*, May 2011.