Duff on Hospitality Law

Conference Update – 2011 Hospitality Law Conference (February 9-11) – Leisure Sales

02.21.11

Earlier this month, Stephen Barth and HospitalityLawyer.com hosted the most recent installment of their successful hospitality law conference held each February in Houston. This year's conference saw attendance return to pre-recession levels with representation from many of the in-house legal departments of the largest national and international hotel operators. The conference dedicated the first day to three all-day pre-conference boot camps on real estate, privacy / PCI compliance and the unique issues faced by the restaurant and lodging in-house lawyer. I sat through the real estate presentations, which although a little slow at times (you can only define REVPAR so many times), did a reasonable job of summarizing the variety of issues associated with the development, purchase, sale and management of hospitality properties in one coherent presentation. Ruth sat through the privacy / PCI discussion and found it very informative. The second day was filled with a wide variety of topics - from alcohol compliance, to sweepstakes, to franchise negotiations, to receiverships to tips - in one of four breakouts dedicated to food & beverage, lodging, human resources and loss prevention. The highlight of the third and final day was the annual hospitality case update.

I had the pleasure of presenting on the second day as part of the "lodging" break out on leisure sales contracts, particularly wholesale contracts with both online (OTAs) and offline wholesalers and tour operators. Copies of the presentation and accompanying outline are attached. If you would like more information about the conference or any of the topics covered, please let me know.

If you've ever considered traveling to Houston to attend the hospitality law conference, I would encourage you to do so. Stephen does a great job of mixing up the topics and presenters to ensure that there is something of interest and practical application for just about everyone. Congratulations Stephen on another successful year.

Posted in Conference Notes

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