

Julia A. Charnyshova

MEMBER
CO-CHAIR, HOSPITALITY GROUP

Julia Charnyshova is a corporate transactional attorney and she focuses her practice in the hospitality industry. A substantial portion of her practice is devoted to representing hotel owners, which range from publicly traded companies and large private equity funds to individual developers, in all aspects of hotel development and ownership. With the assistance of Eckert Seamans attorneys in other practice groups (construction, real estate, environmental, labor & employment, real estate, financial transactions and data privacy), Julia advises hotel owners in all aspects of hotel development, ownership as well as acquisition/disposition of hotels, including negotiation of purchase and sale agreements; title and due diligence review; negotiation of franchise and management agreements, hotel financing matters, corporate structure advice and drafting and negotiation of joint venture agreements.

Julia also represents hotel operators in connection with negotiation of hotel management agreements, subordination of management agreements and various vendor service agreements.

Additionally, Julia advises hotel lenders with respect to hotel-specific review of loan documents, including negotiation of subordination of management agreements and franchise comfort letters.

REPRESENTATIVE MATTERS

- Serves on lead counsel team for a leading U.S. investment firm in connection with the acquisition and disposition of numerous full-service and limited-service hotels, including drafting and negotiation of purchase and sale agreements and ancillary documents and representation through closing.
- Negotiates new franchise agreements on behalf of hotels owners and assists in restructuring existing licensing relationships with major U.S. hotel brands for hotels located in U.S., Europe and Asia.
- Handles large-scale management company transition matters with various hotel operators on behalf of major investment fund, including negotiation of new management agreements, termination of existing management agreements and lender approval matters for large portfolios of hotels.
- Assists major U.S.-based hotel management company with negotiation, drafting, translating and finalizing documents and agreements for hotels in Eastern Europe.

PITTSBURGH, PENNSYLVANIA

600 Grant St.
44th Floor
Pittsburgh, PA 15219

P: 412.566.6184

F: 412.566.6099

jcharnyshova@eckertseamans.com

PRACTICE AREAS:

Business Counseling

Hospitality

Mergers & Acquisitions

Asia & Pacific Advisory Group

STATE ADMISSIONS:

Pennsylvania

Florida

COURT ADMISSIONS:

U.S. District Court for the Western District of Pennsylvania

EDUCATION:

J.D., cum laude, Duquesne University School of Law, 2007; *Duquesne Law Review*

B.A., Brest State University (Belarus), 2000

LANGUAGES:

Russian

- Represents hospitality lenders with respect to negotiation of lender comfort letters and other franchise matters with major U.S. hotel brands.

COMMUNITY INVOLVEMENT

- Reading is FUNdamental Pittsburgh, elementary school reading mentor

AWARDS AND RECOGNITION

- Selected for inclusion in Chambers USA America's Leading Lawyers for Leisure & Hospitality Law

NEWS AND INSIGHTS

SPEAKING ENGAGEMENTS

- "Legal Challenges of Transactions for Branded Residences and Condominium Hotels," presenter, Georgetown Law 2024 Hotel & Lodging Legal Summit, September 2024.
- "Closing/Post-Closing Liabilities in Purchase and Sale Agreements," co-presented at the Eckert Seamans' Joel Lennen Legal Primer, August 2023.
- "Adding Lenders to the Mix: Everything You Wanted to Know About Three-Party Agreements But Were Afraid to Ask," panel presenter at the 7th Annual Georgetown Hotel & Lodging Legal Summit, October 2018.