

THE REAL DEAL

SOUTH FLORIDA REAL ESTATE NEWS

Miami lawyers negotiate Hard Rock deal in the D.R.

Tenzer PLLC negotiated license and more for owner of 400-room Santo Domingo project
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Attorneys with Miami law firm Tenzer PLLC negotiated a hotel license and casino management agreement on behalf of the owner of the planned Hard Rock Hotel & Casino Santo Domingo in the Dominican Republic.

Construction of the 400-room hotel and state-of-the-art casino started February 9 with a groundbreaking ceremony attended by Dominican Republic President Danilo Medina.

Tenzer PLLC Member Ari M. Tenzer and Associate Adriana Blanco Maurisset represented the owner of the planned hotel and casino in downtown Santo Domingo, a Cancun, Mexico-based group with a large portfolio of hotel properties bearing the Hard Rock brand.

The Cancun-based group that owns the Hard Rock development in Santo Domingo developed and now operates a second property in the Dominican Republic, the 1,800-room Hard Rock Hotel & Casino Punta Cana.

Tenzer PLLC represented the group in its 2009 negotiation and closing of a license and casino management agreement for the Punta Cana property.

To complete the Santo Domingo deal, Tenzer and Blanco Maurisset negotiated five separate agreements, including the main hotel and casino agreements and three ancillary agreements for reservations, sales services and memorabilia.

“The Dominican Republic is unquestionably a very hot market for hospitality and gaming,” Tenzer said in a prepared statement. “Big international hotel brands are increasingly attracted to the nation as travelers realize Las Vegas and the Bahamas aren’t the only appealing options for upscale, non-cruise ship casinos with all of the popular gaming options.”



Ari Tenzer



Adriana Blanco Maurisset