

Michael Gough

Partner

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A Partner in our Corporate & Commercial group and Lead Partner of our Hotels group, Michael Gough has extensive experience in commercial and residential property development, commercial and retail leasing, and commercial property acquisition and disposal, and a significant practice representing clients in the acquisition, disposal and development of hotels throughout Australasia.

Michael advises owners and developers of branded and unbranded hotels throughout Australia and overseas on hotel agreements including management agreements, franchise agreements, technical services agreements, sales and marketing agreements and hotel leases. He also advises on hotel investment structuring (including joint ventures), regulatory issues and the financing of hotels.

Michael also has experience and expertise in the structuring of property transactions and advising on property-related taxation issues, property financing, planning and land-use advice, and regulatory consents and approvals (including FIRB approvals).

He has acted for a range of clients, including listed and unlisted property funds and corporations, national retailers and developers, shopping centre owners, hotel owners, hotel developers and residential apartment developers.

Michael's clients appreciate his combination of strong negotiating skills, strategic and commercially focused advice and team management skills, which allow him to deliver on their 'end game' objectives.

Expertise

Corporate & Commercial
Property

Sectors

Hotels
International Business

Significant experience

Commercial property

- Acting for a Singaporean client on a transaction to acquire several adjoining commercial properties in Pitt Street, Sydney, for a proposed commercial redevelopment.
- Negotiating joint venture acquisition documentation for a Melbourne-based investor for proposed hotels in Fiji and Queensland.
- Joint venture development and sale of a 60-level residential apartment building in Southbank, Melbourne.
- Acting for a Melbourne-based private investor in the sale of a substantial development site in Malvern, Victoria.
- Advising the landowner of a large residential subdivision in Clyde, Victoria, including negotiations of project management agreements.
- Advising a Sydney-based purchaser on the acquisition of the Punt Hill serviced apartment business in Melbourne.
- Acquisition of a large mixed-use development property in Little Lonsdale Street, Melbourne, for a Melbourne-based developer.

Qualifications

Master of Laws,
*University of Technology
Sydney*

Diploma in Law (SAB)
The University of Sydney

Memberships

Law Institute of Victoria
Property Council of
Australia— Victorian
Division

Significant experience, cont.

- Advising on joint venture documentation on behalf of a Melbourne developer for a proposed mixed-use (residential/commercial/hotel) development on the far north coast of NSW.
- Acting for a Kuwait-based investor in the sale of a substantial residential development site at Waterfront Place, Beacon Cove, Melbourne.
- Acquisition of management rights in Melbourne residential apartment buildings for a Melbourne-based property management company.
- Representing a Sydney-based property fund in the leasing of its commercial properties in Melbourne.
- Leasing of the Casey Lifestyle Centre in Narre Warren, Victoria.

Hotels

- Negotiating all project documentation with the Victorian Government and other stakeholders for the development and lease of the 330-room Novotel hotel adjacent to the Melbourne Convention and Exhibition Centre in the Melbourne CBD.
- Advising the owner on the sale and leaseback of Veriu Central Hotel in the Sydney CBD.
- Acting for a Singaporean client on the sale of the 472-room Novotel and Ibis dual-key hotel in Little Lonsdale Street, Melbourne.
- Advising the UAE-based owner on the sale of the 430-room Ibis Styles Brisbane hotel in Brisbane, Queensland.
- Negotiating the hotel agreements for the Hyatt Place at Caribbean Gardens, Victoria.
- Negotiating hotel agreements for the Oakwood Hotel in South Melbourne and associated retail leasing.
- Negotiation of hotel agreements for the development and operation of a 250-room Fairmont branded hotel in Port Douglas, Queensland.
- Negotiating hotel agreements for the owner of the Courtyard by Marriott in West Melbourne, Victoria.
- Advising on the development of a Hyatt-branded hotel in Queenstown, New Zealand.
- Negotiating all hotel agreements for the operation of Mantra branded hotels in Brisbane and Airlie Beach in Queensland.
- Advising on the management agreements in Victoria and South Australia for a Melbourne-based third-party hotel manager.