



# Andrés Waisleder

## SPECIAL COUNSEL

### ABOUT

Andrés Waisleder, Special Counsel at BLP with over 20 years of experience, specializes in Real Estate & Hospitality and Business Law. He has provided legal counsel for hotel developments and negotiated contracts with international operators (Four Seasons, Marriott, Hyatt, and Hilton) in Costa Rica and Latin America. He represented tourism companies in concessions in the Golfo de Papagayo Tourist Pole. Andrés has led legal teams in real estate transactions, luxury resort sales, legal development of organized communities and tourism projects, and mergers and acquisitions. He was licensed to practice law in New York in 2002 and joined BLP as a Special Counsel in 2018.

### EXPERIENCE

#### **Real estate project Waldorf Astoria Hotel.**

BLP advises Revolution Group, Cacique Investors, and Garnier & Garnier on financing, structuring, and developing the mixed-use real estate project, Waldorf Astoria Hotel, and its branded residences. It is the country's first Waldorf Astoria hotel and the starting point of the development of the Peninsula known as Punta Cacique.

#### **Legal advice to Gencom Group on the development of the Ritz-Carlton Reserve.**

BLP assists the client in the development of the Ritz-Carlton Reserve. BLP acts as local counsel in negotiating agreements with Marriott on operating the hotel resort and branded residences component under the Ritz-Carlton Reserve brand. BLP assists the client in all aspects of its development efforts, including aiding codeveloper Athens Group in the entitlement process.

**BLP has worked in the structuring, financing and development of Costa Rica's first Ritz-Carlton Reserve**, which will feature 107 hotel rooms and 36 ultra-luxury branded residences. BLP advised its client in the funding of the construction of the Ritz-Carlton Reserve, provided by a group led by Banco BCT and Monroe Capital, which has loaned \$130 million on a combined basis.

#### **BLP assisted the client in the financing, development and sales of 25 Hyatt Andaz Branded Residences.**

BLP acted as local counsel in the negotiation of the agreements with Hyatt for the operation of the residences under the brand.

#### **BLP advised Gencom Group in the partial financing of the construction cost of the "The Enclaves, at Nacascolo Bay".**

TowerBank approved and granted a direct credit loan to be disbursed in tracts to Gencom Group up to the sum of fifteen million dollars (US\$15,000,000.00), which investment plan is the partial financing of the construction cost of the "The Enclaves at Nacascolo Bay" project, located in the Papagayo Peninsula, Guanacaste.

### ASSOCIATIONS & AFFILIATIONS

- Master Association of the Peninsula Papagayo Resort Community: Treasurer.
- Association of Concessionaires of the Golfo de Papagayo Tourist Pole: Treasurer.
- Growing Together Association: Treasurer.
- Costa Rican Bar Association.
- International Bar Association: Member.

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📍 Costa Rica

#### PRACTICE AREAS

- Business Law
- Real Estate & Hospitality

#### ACCREDITATIONS

##### Education

- "Tax Specialization", Fundación Tecnológica de Costa Rica (FUNDATEC), School of Business Administration, Tecnológico de Costa Rica, 2021.
- Executive Program "Investment Strategies and Portfolio Management", Wharton Business School, 2017.
- Master in Law, Georgetown University, 2001.
- Master in Business Administration (MBA), University of Derby, England, 2000.
- Law degree, Universidad de Costa Rica, 1998.

#### LANGUAGES

- Spanish
- English