

Managing Director
ncheng@starnlaw.com
(808) 537-6100

Education:
University of Hawaii
William S. Richardson School of Law J.D. (2002)
Student Bar Association President
Two Term Member-
Client Counseling Moot Court Team
U.H. Law Review - Production Editor

Georgetown University
B.A. English and Psychology
(1999)

Areas of Practice:
Real Estate, Hotels & Resorts, Finance, Leasing, Business Structure and Operations, Commercial Transactions, Business Sales and Acquisitions

Professional Activities:
Various Community Non-profit board participation

Language:
Cantonese

NORMAN H.Y. CHENG

Norman H.Y. Cheng is the Managing Director of the firm and focuses his practice on complex real estate, hospitality, and commercial transactions. He represents developers, investors, hotel owners and operators, and closely held businesses in acquisitions and dispositions, hotel and resort developments, commercial leasing, and joint venture arrangements. Mr. Cheng also advises clients on commercial financing matters, including acquisition financings, construction loans, and preferred equity investment structures for real estate and hospitality projects.

Mr. Cheng holds ***Martindale-Hubbell's®*** highest possible professional rating ***AV®*** given to him by other professionals based on their knowledge of his work, reputation and integrity. He has also been recognized by ***Chambers and Partners USA Leading Lawyers for Business*** in the practice area of Real Estate Law. Mr. Cheng has been selected for inclusion by his peers to the **"Top 25"** , Hawaii ***Super Lawyers®*** list in 2021-2025, and selected for inclusion to the **Hawaii *Super Lawyers®*** list each year since 2016 in the area of real estate law. Mr. Cheng has been selected by his peers for inclusion in ***The Best Lawyers in the America®*** in Honolulu list in the practice areas of Real Estate Law, Corporate Law, Business Organizations (including LLCs and Partnerships and Leisure & Hospitality Law.

Mr.Cheng has been selected to the 2025 ***Forbes America's Best-in-State Top Lawyers List*** representing Hawaii for his work in real estate law.

Mr. Cheng is actively engaged in the community through involvement on the boards for several non-profit organizations that are focused on helping women, children and the aging population in Hawaii.

Some examples of Mr. Cheng's work include:

Real Estate Development. Represents landowners and developers in the planning, acquisition, financing, and development of hotels, golf courses, and mixed-use resort projects throughout Hawaii.

Hotel Acquisitions and Sales. Advises hotel owners, investors, and operators in the acquisition and disposition of hotel, resort, commercial, and golf course properties on Oahu, Maui, Hawaii Island, and Kauai, including due diligence, transaction structuring, and closing.

Corporate and Investment Structures. Advises clients on the formation and

governance of business entities and joint ventures, including the negotiation of operating agreements and the structuring of investment vehicles for real estate and hospitality projects. His work frequently involves the design and negotiation of complex capital structures, including preferred equity investments, private equity participation, and other sponsor-investor arrangements.

Commercial Financing. Represents lenders, borrowers, and investors in a broad range of commercial financing transactions, including acquisition loans, construction financing, and recapitalizations for hotel, resort, and mixed-use developments.

Hotel Management Agreements. Represents both hotel owners and hotel management companies in the negotiation of hotel management agreements and related operational arrangements with national and international hotel brands.

Leasing. Represents landlords and tenants in the negotiation of retail, office, and industrial leases, with particular experience in hospitality, resort, and mixed-use developments.

Shopping Center Repositioning. Assisted a publicly traded client in the redevelopment and repositioning of aging shopping centers across the country into modern mixed-use retail developments.

Construction Agreements. Represents both owners and contractors in the negotiation of construction and development agreements for commercial care facilities, large residential developments, and hotel renovation projects.

Business Sales and Acquisitions. Represents clients in the acquisition and sale of privately held businesses, including construction companies, professional practices, and international marketing companies