

# STARN • O'TOOLE • MARCUS & FISHER

A LAW CORPORATION



**Director**

*pstarn@starnlaw.com*  
(808) 537-6100

**Education:**

**Stanford University**  
J.D. (1972)  
*Stanford Law Review*

**DePauw University**

B.A., *Political Science, Honors* (1965)  
*Phi Beta Kappa*

**Areas of Practice:**

*Hotels & Resorts, Commercial Real Estate,  
Construction Law, Corporate Mergers and  
Acquisitions, Corporate and Real Estate Finance,  
International Law*

**Professional Activities:**

*Licensed in California & Hawaii*  
*Board of Planning and Economic Development of  
the State of Hawaii*  
*Adjunct Professor for Advanced Real Estate Law at  
the University of Hawaii Law School*

Since 2009

## PETER STARN

Honolulu real estate attorney Peter Starn has over 45 years experience in the areas of commercial real estate development and operations. Mr. Starn has extensive experience in corporate finance, mergers, and acquisitions. His real property practice includes the development, sale, acquisition, financing, and restructuring of hotels, office buildings, condominiums, and shopping centers, with particular expertise in the hotel industry. He has a strong command of construction law and is skillful at finessing the fine points of dispute resolution.

Much of Mr. Starn's practice centers on international transactions. He has also managed large complex litigation matters for corporate clients and for large land holding trusts in Hawaii.

Mr. Starn holds **Martindale-Hubbell's** highest possible professional rating (AV) both in Hawaii and in California; this rating is given by his legal peers, based on their knowledge of his work, reputation and integrity. Mr. Starn has been recognized by **Best Lawyers in America**, as "**Lawyer of the Year**" in Honolulu, in the practice area of **Administrative/Regulatory Law (2014)**, and in the practice area of **Business Organizations (2018)**.

He is recognized by **Best Lawyers** in the practice areas of **Business Organizations, Construction Law, Corporate Law, Leisure & Hospitality Law, Mergers & Acquisitions** and **Real Estate Law**. Mr. Starn has been selected to the **Super Lawyers** list each year since 2008 in the practice area of Real Estate Law, and by **Chambers USA Leading Lawyers for Business** in the practice areas of Real Estate Law and Corporate/Commercial.

Mr. Starn is a former Naval Aviator and Marine Corps Officer and has on occasion undertaken matters relating to aviation law.

Some examples of Mr. Starn's recent work include:

**Morgan Stanley & Co., Inc.** Represented Morgan Stanley & Co., Inc. and the controlling shareholder of Regent International Hotels Limited in the sale of the controlling shareholder's stock in Regent International Hotels Limited. Mr. Starn has also worked with Morgan Stanley on other large (U.S. \$100 million plus) real estate acquisitions and dispositions.

**Goldman Sachs.** Represented Goldman Sachs Whitehall Street Real

Estate Limited Partners V in their review of several major commercial properties in Hawaii for potential acquisition. Work included due diligence review, advice concerning long-term commercial leasehold estates, contract review and negotiations with the Seller.

**Japanese Lending Consortium.** Representation of a consortium of major Japanese lenders in liquidating their ownership interests and loans related to a major hotel. Work included sale of the hotel, resolution of disputes with their U.S. partner and functioning as general counsel for the consortium by managing complex litigation involving more than twenty other laws firms.

**Campbell Estate.** Represented Campbell Estate in negotiating the master development lease and purchase rights with the developers for West Beach Resorts of a major destination resort on Oahu.

**Outrigger Hotels Hawaii.** Represented Outrigger Hotels Hawaii related to areas of expertise in the hotel industry, including hotel acquisitions and dispositions, structuring management contracts, technical service agreements and joint ventures.

**International Japanese Real Estate Ventures.** Represented large international Japanese corporate joint ventures in need of business law services including negotiating development agreements, construction and architect contracts, land acquisition and financing for major hotel developments in the Los Angeles and San Diego areas.

**Broadcasting.** Represented major broadcaster in acquisitions and dispositions of radio stations in multiple markets, as well as the merger and split-up of radio network and major bank financing of those activities.

**Damon Estate.** Represented major land owning estate in negotiating long-term commercial leases and development agreements.

**International Investment Company.** Represents major international investment company in its tax planning, structuring, operations and investments on a worldwide basis.

**Strategic Advice.** Represents a number of substantial individuals in business ventures and gives strategic advice concerning the best way to position them to maximize their opportunity to achieve their optimal objectives even in distressed situations.

**Major Landowner.** Represented major landowner in negotiating long-term development leases for major Hyatt and Marriott resort hotels, including financial protection of lessor's real estate in the event of either foreclosure during development or failure by developer to complete the

hotels.

**Hotel Operators.** Retained by three different major hotel operators because of Mr. Starn's expertise in the hotel industry to review and update their standard hotel management contract with latest innovations and provisions.

**U.S. Army Strategic Defense Command.** Represented prime contractor for U.S. Army's Strategic Defense Command in resolving dispute with a British aerospace company over lease provisions for aircraft leased to service the Kwajalein Missile Range Facility.

**Unicold Corporation.** Represents the largest frozen storage facility in Hawaii as general counsel, as well as in enforcing representations and warranties made by seller under the acquisition agreement and advice concerning various leasehold matters as well as any additional Hawaii real estate needs.

**Fortune 500 Corporation.** Represented the corporation in negotiating a major international LIBOR loan transaction and appropriate "swap" agreements to fully hedge loan back to U.S. dollars. Represented the same corporation in renegotiating its long-term corporate debentures which totaled more than U.S. \$500 million.

**Federation of Korean Industries.** Asked by the Government of South Korea to present seminar for the executives of Korea's largest industries, as well as to the Korean Foreign Contractors Association on considerations and techniques for international real estate development, financing and acquisition.

***What People Say About Mr. Starn:***

*"Peter Starn is a formidable attorney who you want on your side in complex real estate litigation. His strategy was right on, and his vast experience in real estate and litigation enabled him to outmaneuver the opposition counsel from a top Honolulu firm."*

Best Lawyers Client Comment

*"Peter Starn is a wise, insightful advisor who evaluates numerous options and scenarios provides guidance for decision making and strategic impact."*

Best Lawyers Client Comment

*Peter Starn has over four decades of experience, and peers describe him as "very successful" in the corporate space. He is known for his expertise and skill in cross-border matters.*

Chambers and Partners USA Directory of America's Leading Lawyers for Business, Corporate/Commercial

*Peter Starn is praised as "very thorough and extremely skilled."*

Chambers and Partners USA Directory of America's Leading Lawyers for Business, Real Estate

*The "extremely smart and thorough" Peter Starn.*

Chambers and Partners USA Directory of America's Leading Lawyers for Business, Corporate/Commercial

*"..tremendously experienced."*

Chambers and Partners USA Directory of America's Leading Lawyers for Business, Corporate/Commercial

*"A trusted legal adviser to the hotel industry for many decades, Peter Starn is described as: "A very detailed fellow, very experienced and knowledgeable." He also handles matters involving commercial and office real estate."*

Chambers and Partners USA Directory of America's Leading Lawyers for Business, Corporate/Commercial

*"Peter Starn is characterized by clients as a "very disciplined and technical negotiator who is good at problem solving."*

Chambers and Partners USA Directory of America's Leading Lawyers for Business, Corporate/Commercial

*"Firm founder Peter Starn has an outstanding reputation for his activity across real estate transactions, financing and resolving disputes..."A client describes him as "an unbelievably knowledgeable individual with decades of experience in this work."*

Chambers and Partners USA Directory of America's Leading Lawyers for Business, Corporate/Commercial

*"Peter Starn advises clients on a range of commercial matters, including finance, M&A and restructuring mandates. One source enthuses: "In particular I would give kudos to Peter Starn, he was simply outstanding. He builds relationships with a superb quality of legal thought and work product. I was very impressed."*

*Chambers and Partners USA Directory of America's Leading Lawyers for Business, Corporate/Commercial*