

## Francisco J. Pavía

Capital Member, Corporate Practice Group

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Leader, International & Cross  
Border Transactions

### PRACTICES

Act 60

Corporate

Cuba

Government Affairs & Public  
Policy

Health Care

Hospitality

Housing Development

Immigration

Infrastructure/Public-Private  
Partnerships

International & Cross Border  
Transactions

Mergers & Acquisitions

### BAR ADMISSIONS

- Commonwealth of Puerto Rico
- Massachusetts
- District of Columbia

### EDUCATION

A.B., *Cum Laude*, Princeton  
University, 1986

1986-87, Fulbright Scholar,  
Bogotá, Colombia

J.D., Harvard Law School, 1990

He concentrates his practice in the representation of hospitality industry clients. He has structured joint ventures for investments in hospitality projects and has represented developers in all aspects of the financing of these projects, including the negotiation and execution of credit agreements, guaranty agreements and mezzanine financing arrangements. He has also represented developers in the negotiation and execution of hotel management agreements with some of the principal hotel brands in the world and has represented both landlords and tenants in the negotiation of complex commercial leases and has represented U.S.-based clients in the negotiation of joint venture agreements in South America and Central America.

Mr. Pavía, who served as Vice-Chair of the Practice Group until 2018, is ranked in both the Real Estate and the Corporate and M&A Law fields of the *Best Lawyers in Puerto Rico* guide. He is a former partner of the law firm of Winston & Strawn, a 1,000 lawyer multinational law firm, where he represented the government of the Commonwealth of Puerto Rico on all federal relations matters and also represented the Local Redevelopment Authority for Naval Station Roosevelt Roads.

He has extensive experience advising clients on contracting with governmental agencies in Puerto Rico, and he also designs and implements legislative and executive branch strategies for clients with specific needs in those areas. From 1991 to 1993 he served as deputy director and general counsel of the Puerto Rico Federal Affairs Administration, the Washington, D.C. office of the Governor of the Commonwealth of Puerto Rico. In 2008 he was Co-Director of the Obama for America Puerto Rico Primary Campaign, responsible for coordination of all aspects of the primary campaign in Puerto Rico, including representation before the Puerto Rico Elections Commission. He was a delegate to the Democratic National Convention, prior to which he negotiated all aspects of the National Democratic Party's Platform regarding Puerto Rico. He has served as member of the Board of Directors of the Puerto Rico Tourism Company and of the Puerto Rico Hotel Development Corporation.

PUERTO RICO 787.759.9292

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## REPRESENTATIVE TRANSACTIONS

Some of his representative transactions include:

- Local counsel on the sale and financing of a \$10 billion international retail chain of drug stores.
- Lead counsel on the financing of a \$115 million residential and tourism project.
- Lead counsel in the conversion of a high-end luxury resort from one luxury brand to another one.
- Local counsel on the sale of a \$261 million portfolio of warehouses and other commercial real estate properties.
- Lead counsel on the \$69 million sale of two hotel properties.
- Lead counsel on the sale of a healthcare facility with 104 beds.
- Lead counsel for the developer of a \$185 million urban entertainment center, with a 177-room hotel, a 6,000 person concert hall, movie theaters, restaurants, bars, and a first of its kind urban zip line, financed through multiple multi-layer credit facilities, tax credits, key money, and tenant contributions.
- Local counsel in the acquisition of a \$135 million portfolio of warehouses, and renegotiation of leases.
- Lead financing counsel for the developer of \$105 million hospital with 104 beds, financed through multiple credit facilities and tax credits.
- Lead counsel on a \$101 refinancing of credit facilities covering four hotel properties with over 450 hotel rooms and two casinos.
- Lead counsel for the developer of a \$30 million hotel with 165 rooms in Orlando, Florida.
- Counsel for the purchaser of a 135 unit timeshare project.
- Lead counsel for the developer of a \$45 million hotel and timeshare property with 107 rooms, financed through multiple credit facilities and tax credits.
- Lead counsel for the re-structuring of a hotel and timeshare tourism project with 244 condominium units.
- Lead counsel for of the developer of a 104-room hotel with a casino, financed through a \$23.9 million senior credit facility, with a guarantee from the Puerto Rico Tourism Development Fund, and a \$6 million subordinated municipal loan.

- Lead counsel for of the developer of a 126-room hotel, financed through a \$18.6 million senior credit facility, with a guarantee from the Puerto Rico Development Fund, and a \$3 million investment by the Hotel Development Corporation.
- Lead counsel to a U.S.-based health services organization in the acquisition and financing of a 108-bed acute care mental health facility, through a divestiture ordered by the Federal Trade Commission.
- Lead counsel to a U.S.-based health services organization in the sale of stock of various entities owning and operating acute care mental health facilities.
- Counsel to a Regional Center approved by the U.S. Citizenship and Immigration Services to process EB-5 visa investments and to its related lending company, in structuring a \$91 million transaction for the development of a 225 room full service hotel with a casino.