

SETON HALL | LAW

Sports Law Symposium: Money in Sports: The Year of Investment in Sports
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Andrew Lance is a partner in Gibson, Dunn & Crutcher's Real Estate Practice Group. He is resident in the New York office, where he is Head of the Real Estate Practice Group's Hospitality and Leisure Practice. Andy also served as Co-Partner in Charge of the firm's New York office from 2017 to 2023.

Andy's clients include private real estate equity funds, hedge funds, sovereign wealth funds, corporate and individual developers and owners, mortgage and mezzanine lenders, REITs and other public and privately held companies investing in or using real estate. Andy also represents many not-for-profit organizations, particularly for charter schools and performing arts forums. His practice includes acquisitions, sales, leasing and financing of office, retail, hotel, industrial, recreational, professional sports and entertainment real estate, origination of mortgage and mezzanine loans and construction loans, real estate joint ventures and other ownership structures, master leases, sale-leasebacks and ground leases, and private and public-private ground leased and fee-owned development projects, as well as restructuring of complex debt structures and of equity interests in development ventures, and enforcement of remedies and realization on collateral by lenders in such projects.

Among Andy's representations involving professional sports venues are the New York Islanders' recently opened UBS Arena in Elmont, New York, a new stadium for the Oakland A's in Las Vegas, and a multi-stadium tennis complex. Andy's legacy work includes the New England Patriots' stadium, and Gibson Dunn was counsel for SoFi Stadium, the Golden State Warriors' Chase Center, and the Los Angeles Clippers' Intuit Dome. He also has been counsel for Madison Square Garden, Roundabout Theatre Company, Signature Theatre Company, Atlantic Theater Company and Lincoln Center for the Performing Arts.

Andy has been recognized as a leading real estate lawyer by:

- Chambers USA
- Law360 as an "MVP" in the Hospitality category
- The Best Lawyers in America®
- New York Magazine's "New York Area's Best Lawyers"
- The International Who's Who of Business Lawyers
- Who's Who Legal Hospitality
- Who's Who Legal Real Estate
- The Legal 500
- Real Estate Board of New York's Most Creative Retail Deal of the Year Award twice, for the lease by Hard Rock Café of the former World Wrestling Entertainment site at Times Square and for the lease by Walgreens of the entire building at One Times Square, where the New Years' Eve ball drops.

Andy earned his Juris Doctor in 1983 from Yale Law School, where he was a member of the Yale Law Journal. He earned a Bachelor of Arts cum laude in 1980 from Princeton University and attended the University of Paris.

Additional relevant information about Andy includes:

- Andy is a member of the American College of Real Estate Lawyers and a fellow of the American College of Mortgage Attorneys.
- Andy joined Gibson Dunn in March 1999. He previously practiced law as Special Counsel with Sullivan & Cromwell in New York from 1984 to 1993.
- Andy has been an Adjunct Professor at New York Law School, a Visiting Lecturer at Yale Law School, and a lecturer at the New York University Schack Institute of Real Estate.
- He has been Co-Chair of the annual Hotel Law and Practice program of the Practising Law Institute.
- His speaking engagements include a Council on Foreign Relations teleconference on “Investing Capital in Real Estate in the Current Economic Climate,” at the Real Estate Investment World Latin American Conference on “Evolution of Private Equity Transactions in Latin America,” and as a plenary speaker at the annual meeting of the American College of Real Estate Lawyers on “Workouts in the Age of Capital Stacks.”
- Andy was a Fellow of the Coro Foundation Leadership New York Program.
- Andy has been honored twice by the Alliance of Resident Theatres/New York, the service organization for not-for-profit performing arts organizations in New York City, for his support for A.R.T./New York and its member organizations. He joined the Board of A.R.T./New York in 2004.