

Sara Whitford

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General Counsel / Business Partner / Leader

- Extensive experience as a company leader, participating at senior executive level in strategic planning and operations for a real estate hospitality company
- Proven history of delivering exceptional service while managing a large volume and wide variety of real estate acquisition and legal work, always under budget
- Possesses day-to-day skills, work ethic, and attitude necessary to be a strong leader of productive and positive departments

EXPERIENCE

2008 - Present [Exclusive Resorts](#) | General Counsel / Senior Vice President, Portfolio & Partnerships
Denver, CO

- Overseeing all legal and compliance matters for private equity-backed luxury hospitality company with annual revenues in excess of \$150M and real estate assets in excess of \$600M located primarily in the United State, Central America, the Caribbean, and Europe
- Advising the company's executive team and Board of Directors on legal matters, real estate matters, and business strategy
- Working with a worldwide network of brokers and real estate developers on identifying and acquiring new properties valued at \$25-40M annually for hospitality portfolio including financial analysis of prospective projects and presentation to Real Estate Committee
- Managing all legal and real estate aspects of development, construction, and operation of luxury residences, including negotiation of contracts, land use review, contracting with architects, contractors, engineers, and consultants, drafting and reviewing governing documents, and serving on board of directors for common interest communities
- Supervising and handling a broad spectrum of legal matters including real estate acquisition and construction, intellectual property, employment, corporate governance, mergers and acquisitions, litigation, and contracting
- Creating, monitoring, and approving \$7M+ budget for Legal and Portfolio & Partnerships departments
- Managing identification, acquisition, and implementation of brand partnerships

2003 - 2008 Johnson and Repucci, LLP | Partner
Boulder, CO

- Represented residential and commercial real estate developers in all aspects of real estate business, including acquisition, financing, entitlement, development, leasing, operation, and sale of real property both domestic and international; representative projects include:
 - Annexation, entitlement and sale of more than 700 acres in Winter Park, CO, including project management of planners, civil engineers, water engineers, and construction consultants throughout annexation and entitlement process
 - Acquisition, financing, development, and construction of hotel project with costs in excess of \$120M in Sevierville, TN

- Entitlement, development, construction, and leasing of 50,000+ square foot commercial real property in Avon, CO, including negotiation and drafting of construction contract with general contractor, negotiation and drafting financing documents, and negotiation and drafting commercial lease agreements with restaurant, retail, and office tenants
- Represented clients in civil litigation as first and second chair, including construction-related litigation
- Participated in management of prestigious, local law firm, including strategic planning and community representation

2001 - 2003 The Finberg Law Firm, P.C. | Associate
Boulder, CO

- Represented commercial and residential real estate developers and investors in all aspects of real estate transactions, including acquisition, financing, development, leasing, and disposition
- Represented plaintiffs and defendants in general civil litigation practice

2000 - 2001 University of Colorado Office of University Counsel | Legal Staff Associate
Boulder, CO

- Represented prominent state university in general civil litigation, including employment and discrimination cases
- Designed, coordinated and implemented curriculum for university faculty and staff on harassment and discrimination issues

EDUCATION

UNIVERSITY OF COLORADO SCHOOL OF LAW (*May 1999*)

Boulder, Colorado

Juris Doctorate

Moses Lasky Award Winner (merit based scholarship)

Environmental Law Society: President (1998-1999)

UNIVERSITY OF MICHIGAN (*December 1994*)

Ann Arbor, Michigan

Bachelor of the Arts, English

G.P.A.: 3.65

Class Honors: Spring 1994; Winter 1994