

**DAVID A. ZIPPIN, ESQ.**  
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## EDUCATION

### **NOVA SOUTHEASTERN UNIVERSITY - FORT LAUDERDALE, FLORIDA**

***Juris Doctor, 2007***

*Admitted to the Florida Bar*

*Admitted to the United States District Court for the Southern District Of Florida*

### **FLORIDA ATLANTIC UNIVERSITY - BOCA RATON, FLORIDA**

***Master of Business Administration, 2004***

*Finance and Management Track*

### **CORNELL UNIVERSITY SCHOOL OF HOTEL ADMINISTRATION - ITHACA, NEW YORK**

***Bachelor of Science, 2000***

## LEGAL EXPERIENCE

### **VANTAGE HOSPITALITY GROUP, INC. - Coral Springs, Florida**

October 2007 – Present

***General Counsel***

- Manage the legal department for Vantage and its affiliates including the Americas Best Value Inn and Lexington Hotel brands. Some of my main practice areas include: corporate, franchising, intellectual property, real estate, alternative dispute resolution (arbitration and mediation), and commercial litigation. Meticulously research, draft, review, and negotiate various types of agreements, pleadings and internal corporate documents. A more specific list of duties and transactions is available upon request.

### **WARNER MUSIC LATINA INC. - Miami Beach, Florida**

January 2007 – May 2007

***Business & Legal Affairs Internship***

- Researched, drafted, reviewed, and negotiated various agreements including recording, license, pressing, distribution, producer, joint venture, profit sharing, mobile and digital, video license, and talent management agreements. Also worked on trademark and copyright matters, new business models, corporate matters, acquisitions, and anti-piracy efforts for U.S. Latin Labels and all operating companies in Latin America.

### **ROBERT STEWART ZIPPIN P.A./GREAT AMERICAN TITLE CO. - Fort Lauderdale, Florida**

***Law Clerk/Administrative Assistant***

August 1999– Jan. 2000; Aug. 2002– Aug. 2004; Summer 2005/2006

- Practice areas included: real estate, probate, trusts and estates, alternative dispute resolution, commercial litigation. Reviewed commercial, residential, and unimproved real property contracts, including leases and purchase and sale agreements. Performed title searches and reviewed chains of title for mortgages, deeds, restrictive covenants and title defects. Prepared closing packages and recorded documents in the public records.

## NONLEGAL EXPERIENCE

### **PINNACLE ADVISORY GROUP - Pompano Beach, Florida**

September 2007 - December 2007

***Director***

- Asset management, valuation, acquisition and development, feasibility analysis and consulting for the hospitality industry. Worked closely with property executives, owners, and developers to complete asset management using discount cash flow, income capitalization, leveraged IRR and comparable sales approach. Conduct extensive market analysis focusing on supply and demand

trends and growth forecasts, identified strengths and weaknesses of hotels, sites, and markets, and prepared feasibility and detailed returns analyses using extensive Excel computer modeling.

**NATIONAL HOCKEY LEAGUE** - Fort Lauderdale, Florida January – February 2003  
**Operations Manager, NHL Block Party - All-Star Week**

- Trained and managed 50 volunteers and paid employees in a high volume environment. Assured guest satisfaction and safety. Managed various interactive events during the All-Star Game weekend.

**LOEWS CORPORATION** - New York, New York October 2000 – July 2002  
**Internal Auditor/Consultant – Hotel Division**

- Performed financial and operational audits for all Loews Hotel properties. Conducted extensive market analysis focusing on supply and demand trends and growth forecasts, identified strengths and weaknesses of hotels, sites, and markets, prepared feasibility and detailed returns analyses using extensive Excel computer modeling and worked closely with property executives on various special projects to improve and develop hotel operating procedures, revenues, and occupancy.

**WALT DISNEY WORLD** - Orlando, Florida January – August 1999  
**Restaurant Guest Service Manager, EPCOT Management Intern**

- Generated profit and loss statements, departmental expense reports, and sales analysis on Excel. Analyzed inventory, forecasted sales and trends, and created monthly budgets to develop effective cost controls, per cap rates, and profits. Oversaw the high volume production of the Outdoor Foods Department. Trained and supervised 100 employees.

**WALT DISNEY WORLD** - Orlando Florida June - August 1998  
**Outdoor Food Host, Magic Kingdom Summer Intern**

- Carried out high volume sales, cash handling, and daily inventory control.

#### PROFESSIONAL LICENSES

- Florida Real Estate Sales Associate
- Florida Mortgage Broker
- Florida Notary Public

#### PROFESSIONAL ORGANIZATIONS

- American Hotel and Lodging Association's General Counsel Committee
- Hospitality Industry Bar Association (founding director)
- Broward County Bar Association and Young Lawyers Division
- Cornell Hotel Society
- Cornell Alumni Association

#### ACTIVITIES

- Lecturer for graduate and undergraduate courses at Florida International University School of Hospitality and Tourism Management
- Cornell Alumni Admissions Ambassador Network

#### SKILLS

Proficient in Microsoft Office Suite on Macintosh and Windows platforms. Proficient in Filemaker, various database programs, Internet browsers, Westlaw, LexisNexis, Double Time and ProDoc.

**References Available Upon Request**