What are the critical elements of a good management deal?
1. Operator that achieves LL objectives (which will vary across projects and owners)
2. Alignment of incentives
3. Profitable business model (assuming bottom line is a meaningful need for a given deal which is not always the case)
4. Validating pricing and revenue expectations up front

For example for a given deal, a more detailed look at those elements might include:	
Selecting an Operator:	Prioritize operator that treats you and the deal as though you are valued investor / partner. Operator interested in creating value for you. Operator that builds restaurants with their own capital or has a history of producing returns for their own investors. Consider if you are moved by an operator who has their personal brand as their core business and priority over return on a given concept or location.
Alignment of Incentives:	Balanced compensation for operator that weighs bottom line carefully. Avoid incenting operator to push top line with less regard for bottom line or a compensation structure that is more heavily weighted toward top vs. bottom line.
Business Model Meets Key Objectives:	Consider the degree to which a bar business and private dining will impact margins vs. a full-service restaurant. Consider that against the needs an asset has for a particular amenity. Typically, in these deals, amenity need will drive but should not be the only consideration.
Have Critical Information Up-Front Before Structuring Deal:	Ownership drives construction estimates in most cases (or is very heavily involved). Ownership seeks detailed information on business model and that information needs to be validated.
Occupancy Cost:	Make sure that occupancy cost is sustainable given operator's level of investment. Rent is LL preferred return, before an operator participates in net income, thus upside needs to be articulated.
Development Fee:	This is typically negotiated as a lump sum or time-bound, recurring payment to the operator for the creation of the concept.
Intellectual Property (IP):	Own the IP of what is created if any development fee is paid. This is significant and something we often see missed in management agreements.
Budgeting - Cost Control / Savings:	Have a strong estimate of cost going into the deal structure process (specifically have estimates from a GC going in as noted above in Critical Information). Set specific landlord contribution ceiling based on the above estimates, as part of deal structure. Include a mechanism to incent operator to value engineer on construction and save. Ex. create a savings promote for the operator.
Misc., Bank Account and Check Writing:	Withdrawal threshold can be set closer to $10k in a typical deal with certain exceptions (ingredients, etc.). Would avoid setting this higher than $25-50k.

Please note that these are most relevant for management agreements in mixed use projects, outside of a casino or typical hotel arrangement.