



## → Laura M. Nava

**Special Counsel**  
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Laura Nava advises international and real estate clients through complex cross-border transactions involving Mexico and other countries of Latin America. She is the Leader of the firm's Latin American Team.

### Areas of Practice

Laura's cross-border practice focuses on mergers and acquisitions, commercial and technology licensing agreements, financing transactions, international trade, IMMEX (Industria Manufacturera, Maquiladora y de Servicios de Exportacion) compliance, customs and United States-Mexico-Canada Agreement (USMCA), employment matters, real estate development (resort and residential projects), acquisition and leasing of real estate, matters involving Mexican trusts (*fideicomisos*), energy projects and the startup of manufacturing operations. Laura also handles international mediation cases involving cross-border issues with Spanish-speaking parties.

Laura began practicing law in Mexico. She moved to the U.S. to practice law within its borders. She is Certified Dispute Resolution Mediator. Laura is fluent in Spanish and English and conversant in French.

## Experience

### Representative Matters

- Representing various U.S. companies involved in manufacturing operations in Mexico, including corporate and IMMEX (Industria Manufacturera, Maquiladora y de Servicios de Exportacion) compliance, employment issues, construction agreements, real estate leases and acquisitions and operational issues.
- Representing U.S. and Latam companies in connection with customs and international trade matters; including import and export controls and United States-Mexico-Canada Agreement (USMCA) related issues.
- Representing U.S. individuals in connection with acquisition of large and mid size parcels of land in restricted zones that require a Mexican Trust (Fideicomiso).
- Representing a U.S. developer of condominiums and a resort hotel in Baja California, Mexico, including advice on corporate structuring, condominium regime, ejido matters, and other real estate issues.
- Representing Mexican landowners regarding sale or joint development of Mexican real estate, including response to due diligence requests, deal structuring and documentation.
- Represents U.S. companies in connection with international technology licensing and operating agreements.
- Representing various U.S. companies with financing transactions, secured under Mexican law with traditional mortgages and non-possessory pledge (security) agreements.

- Representing U.S. companies in connection with Mexican human resources and employment issues.
- Representing borrowers in Mexico with lending transactions secured by pledge (security) agreements.
- Representing U.S. companies buying and/or selling companies and operations in Mexico, assisting with due diligence, corporate compliance, employment law, real estate issues, stock transfer, and related matters.
- Representing Sares Regis/Prudential Real Estate in sale of industrial properties in Baja California, sold for U.S.\$16 million; advised clients on real estate, ejido issues, industrial development, FCPA compliance and related matters.
- Representing Silicon Border Industrial Park in Baja California as borrower in U.S.\$27 million credit transaction with ING Clarion using pledge (security) agreement and multiple mortgages.
- Representing Heller Financial on Mexico-related lending transactions totaling U.S.\$20 million, involving non-recourse loans to a leasing company in Mexico.
- Representing Sempra Energy (NYSE), the parent company for San Diego Gas & Electric and Southern California Gas, with respect to its Mexico projects. For its gas pipeline projects, involved in forming the Mexican joint venture companies, drafting the joint venture agreements and forming other Mexican subsidiaries.
- Acting as mediator and arbitrator for disputes and controversies between U.S. corporations and Mexican/Latin American corporations and individuals.

#### **Pro Bono Matters and Charitable Activities**

- Assisting transgender client with legal name change.
- Casa Cornelia – Assisting in asylum matters and visas.
- Door of Change - Board member in non-profit helping homeless youth.

## Articles

#### **Labor and Employment Law Blog Posts**

- "New Labor Obligations Contained In USMCA Present Risks for Covered Employers," April 28, 2021

#### **Latin American Blog Posts**

- "Gone but Not Forgotten: The Continuing Importance of NAFTA Compliance," July 24, 2023
- "Visas and Immigration in 2021 Under the Biden Administration," February 26, 2021
- "Special Edition Newsletter – Legal Impact of COVID-19 in Mexico ABA – Section of International Law – Mexico Committee," June 11, 2020
- "Paycheck Protection Program Loan Applications – Eligibility for Small US Businesses Owned by Latin American Companies," April 7, 2020
- "Business in Mexico? Five Tips for Success," January 28, 2020

## Speaking Engagements

"U.S. History of Mediation and Role of Women in International Mediation," ICC Mexico Monthly Meeting, Mexico City, 2016

"A Guide to Mexican Law for the U.S. Lawyer," Lorman Education Services, April 21, 2015

"US and Mexico Energy Outlook," ABA International Section Fall Conference, Buenos Aires, Argentina, October 22, 2014

## Events

Hispanic National Bar Association Annual Virtual Conference  
09.22.2020

US Mexico Chamber - Not Doing Business as Usual, Doing Business the New Way Webinar  
05.07.2020

US Mexico Chamber - "Situación Migratoria e Inversiones en el Entorno de COVID-19 (California)" - Webinar  
04.06.2020

U.S. Mexico Fashion Industry: Dressing Up with Innovation & Evolution in North America  
Join Sheppard Mullin and The United States - Mexico Chamber of Commerce for the U.S. - Mexico Fashion Industry Commerce Conference  
Sheppard Mullin New York, 02.27.2020

Mexican Tax Reform Update Webinar  
Webinar, 11.20.2019

## Memberships

President, U.S. Mexico Chamber of Commerce, West Coast Chapter, 2022 - 2024

Member, International Mediation Committee, Section of International Law, American Bar Association, 2016-Present

Steering Committee, Mexico Committee, Section of International Law, American Bar Association, 2022-Present

## Podcasts & Webinars

Nota Bene Episode 66: Latin America Check In: What to Know About Doing Business in Mexico with Laura Nava and Alejandro Moreno  
01.22.2020

## Practices

Corporate

International Arbitration

Labor and Employment

International Reach

Latin America

Práctica Latinoamericana

International Arbitration

## Education

LL.M., University of San Diego School of Law, 1995

J.D., Universidad de Monterrey A.C., 1989

## Admissions

New York

Mexico

## Languages

English

French

Spanish