



Jose Luis Carbonell
Attorney/Shareholder/Director
Chair – International Section

Areas of Concentration

- International Trade & Cross-Border Business
 - Immigration & Nationality Law
 - Customs
- Mexico Law
- Corporate & Securities
- Mergers & Acquisitions
- Manufacturing
- Transportation & Logistics
- Aerospace, Defense & Government Services
- Banking, Lending & Financial Institutions
- Real Estate

Education

J.D., St. Mary's University
M.B.A., St. Mary's University
B.A., St. Mary's University

Admission & Qualifications

State Bar of Texas

Languages

- English
- Spanish

Contact Information

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Jose Luis Carbonell, a business attorney with dual offices in San Antonio and El Paso, Texas, is a member of the Firm's Board of Directors. His law practice encompasses international and cross-border business; export control and import control; mergers and acquisitions; immigration; corporate and securities; aerospace, defense, and government contracts; manufacturing; and real estate.

Mr. Carbonell has represented a variety of companies in U.S.-Mexico cross-border matters related to maquiladora operations, contract manufacturing, shelter agreements, and international mergers and acquisitions. His international experience includes assisting U.S. companies in doing business in countries around the world, including, without limitation, Mexico, Europe, and China. In particular, he has assisted U.S. companies in the formation of entities in Mexico, as well as in establishing maquiladoras, contract manufacturing, and shelter operations in Mexico. Mr. Carbonell also represents foreign companies of all sizes in establishing and operating a business in the U.S.

Mr. Carbonell's mergers and acquisitions experience includes special expertise in cross-border mergers and acquisitions (stock or asset purchase) involving businesses from the U.S., Mexico and other countries.



In international trade and customs, Mr. Carbonell has assisted companies in developing international trade and customs strategies under NAFTA and other international and domestic laws. He is experienced in obtaining export licenses and import licenses under the International Traffic in Arms Regulations (ITAR), Export Administration Regulations (EAR), and other U.S. export

control laws, including obtaining approvals from the U.S. Department of State of Technical Assistance Agreements and Manufacturing License Agreements.

Mr. Carbonell's corporate and securities experience includes the formation of various business entities, such as corporations, limited liability companies, and limited partnerships for companies both in the U.S. and Mexico. He has extensive experience in drafting and negotiating commercial contracts which involve both domestic and international transactions, such as an international sale of goods contracts and international distribution agreements.

Regarding immigration matters, Mr. Carbonell has assisted companies from the U.S. and individuals from other countries in obtaining business and family immigration visas.

Mr. Carbonell is active in the cross-border maquiladora industry throughout the Texas/Mexico trade corridor and the interior of Mexico. He has participated in seminars and conferences in both the U.S. and Mexico, in which he has addressed issues related to cross-border transactions and international law.

Representative Matters

International and Cross-Border Transactions

- Counsel to one of the largest direct mail companies in the U.S., assisting such company on a daily basis with its cross-border business activities, including its maquiladora operations in Mexico.
- Counsel to a U.S. subsidiary of one of the largest electronics company in the world in the establishment of logistics operations in Texas and Mexico.
- Counsel to a U.S. company in the formation of a company in Mexico for the sale of oil lubricants to businesses throughout Mexico.
- Counsel to a U.S. company in the formation of a company in Mexico for the sale of medical devices in Mexico.
- Counsel to a U.S. company in the establishment of maquiladora (manufacturing) operations in Texas and Mexico.
- Counsel to many U.S. companies in shelter agreements and contract manufacturing agreements to allow the U.S. Company to do business in Mexico without establishing direct operations (permanent establishment) in Mexico.
- Counsel to a restaurant franchisor from Mexico in establishing and selling restaurant franchises throughout the United States.
- Counsel to a large packaging/pallet business from Mexico in the formation of a company and the establishment of operations in Texas.

- Counsel to many U.S. individuals in the acquisition of real estate (condominiums and vacation homes) throughout important vacation spots in Mexico through the appropriate Mexican trusts (fideicomisos) and contracts with purchase prices that have ranged from \$500,000 to \$2 million.
- Counsel to a U.S. company in the acquisition of manufacturing plants in Mexico with financing obtained from U.S. lenders.
- Counsel to many companies and individuals from other countries, such as Mexico, Japan and Germany in establishing operations in the U.S. and in the acquisition of U.S. real estate.

Merger & Acquisitions

- Counsel to Buyer in the acquisition of a pecan business with operations in the U.S. and Mexico.
- Counsel to Buyer in the acquisition of several multimillion-dollar manufacturing, packaging and logistics businesses with operations in the U.S. and Mexico (maquiladora operations).
- Counsel to Seller in a \$71.1 million sale of its business with operations in the U.S. and maquiladora operations in Mexico.
- Counsel to Seller in a \$16 million dollar sale of its packaging business with operations in the U.S. and maquiladora operations in Mexico.

Immigration

- Counsel to U.S. companies in obtaining an L-1 intracompany work visa for purposes of transferring an officer from the Mexican parent company to the U.S. subsidiary.
- Counsel to several U.S. companies in obtaining the appropriate H-1B or TN (NAFTA) visas for foreign individuals hired by the company as engineers and/or managers.
- Counsel to several foreign investors in obtaining immigrant visas/lawful permanent residence under the EB-5 Regional Center Program.

International Trade and Customs

- Counsel to a U.S. subsidiary of one of the largest aerospace companies in Germany in obtaining the appropriate export licenses, import licenses Technical Assistance Agreements and Manufacturing License Agreements under ITAR and other U.S. export control laws for purposes of selling its products in the U.S. defense industry.
- Developed Export Control Program and Export Control Manuals for U.S. companies.

- Counsel to a U.S. subsidiary of one of the largest electronics company in the world and assist in the development of international trade and customs strategies, particularly under NAFTA, to allow for the temporary import of raw materials from Asia to Mexico, produce the final product in Mexico and eventually export the finished product for sale in the United States and Canada.

Presentations & Publications

- 2012, April 2. *I-9 & Immigration Issues in a Bi-National Community*. Lecture presented at ScottHulse Labor & Employment Law Seminar in El Paso, Texas.

Organizations

- State Bar of Texas
- American Bar Association
- Texas Camino Real District Export Council, Member and Chair (January 2016 – present)
- San Antonio Free Trade Alliance
- U.S. Mexico Border Export District Council
- World Trade Center of El Paso/Juarez (Board of Directors, 2002–2007)
- TransPecos/El Paso R.C.I.C. (Advisory Council)
- El Paso Housing Finance Corporation (Board of Directors, 2008-2015)