

Snell & Wilmer



Jorge E. Fragoso

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Main Bio

Jorge Fragoso focuses his practice on real estate development, corporate and cross-border business transactions. He is admitted to practice law in California and Mexico. Jorge has broad legal experience with advising clients on domestic and international matters, evaluating legal risks associated with real estate interests, agencies, distributors and representing clients in dispute resolution forums. He has also advised clients in structuring complex commercial transactions, evaluating civil matters, working with local counsel and representing clients in litigation, mediation and arbitration procedures. Through his experience, Jorge has developed solid business acumen and cultural sensitivity when conducting business locally and abroad, dealing with real estate interests, acquisitions, dispositions, title insurance and legal risk assessment to identify factors that can mitigate the client's exposure. He has experience in private practice in Mexico and has participated as in-house counsel in the United States assisting with the company's businesses in Mexico, Latin America and the Caribbean.

Representative Experience

- Participated in drafting, negotiating and executing revolving loan agreements and finance programs with an aggregate value over USD \$100 million
- Drafted master form template agreements for financing maritime vessels, agricultural and construction machinery
- Conducted due diligence for the purchase and sale agreements for properties situated in many states in Mexico
- Handled and administered title insurance claims related to properties in California, the Caribbean, Latin America and Mexico; including, investigation, coverage evaluation, risk assessment and identifying avenues to address claim
- Evaluated real estate transactions for the acquisition of a real property interest, conducted legal risk assessment for each transaction
- Advised clients in structuring and incorporating businesses in Mexico
- Acted as outside general counsel for small and medium corporations doing business in Mexico and others expanding their footprint into California
- Collaborated with the implementation of U.S. internal policies in regulated entities in Mexico
- Represented clients on civil and commercial cases adjudicated before Federal and State courts in Mexico as well as participated in mediation and arbitration procedures

- Collaborated with global litigation counsel in internal corporate investigations on alleged violations under the “Foreign Corrupt Practices Act”
- Assisted insurance carriers in coverage evaluation, tender of defense and general risk assessment of insurance claims under fidelity and liability policies
- Supported, as part of the outside legal team, a company listed as a Fortune 500® with their litigation risk assessment and loss prevention programs
- Assisted team of lawyers with conducting insurance investigations and tendering insurance claims on behalf of global retailer

Education

- Instituto Tecnológico Autónomo de México (Graduate Diploma in Commercial Arbitration)
- American University, Washington College of Law (LL.M. in International Legal Studies, 2004)
- Universidad del Noroeste (J.D. equivalent, 2001)

Languages

- English
- Spanish

Professional Memberships & Activities

- American Bar Association, Section of International Law
 - Mexico Committee, Vice-Chair (2008-2010)
 - Editorial Committee of Mexico Update, Member (2008-2010)
- Hispanic Bar Association
- Hispanic National Bar Association
- Los Angeles County Bar Association
- Los Angeles Hispanic Chamber of Commerce
- Orange County Bar Association

Representative Presentations & Publications

- "Real Estate Practices in the U.S. and Mexico in Today's Market," Panelist, U.S.-Mexico Bar Association(2012)
- "Getting the Deal Through - Mergers and Acquisitions, Mexico Chapter," Co-Author, International Bar Association (2006)
- "International Legal Development in Review," Co-Author, 2005 Corporate, International Mergers and Acquisitions, American Bar Association, Section on International Law, The International Lawyer Magazine (Spring 2006)

Other Professional Experience

- Law Office of Jorge E. Fragoso
- First American Title Insurance Company
- Kutak Rock LLP

- Goodrich Riquelme y Asociados A.C.

Bar Admissions

- California
- Mexico

Court Admissions

- Supreme Court of California
- United States District Court, Central District of California
- Mexico