

# Snell & Wilmer

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## Carlos A. Sugich

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## Main Bio

Carlos Sugich's practice is concentrated in the areas of real estate development, hospitality, financing, leasing and cross-border business transactions in the U.S., Mexico and Latin America. He is admitted to practice law in Arizona and throughout Mexico. Carlos led the firm in opening its first international office in Los Cabos, Mexico in 2008 and currently represents some of the most exclusive master planned and resort communities in the area. In addition, Carlos regularly advises domestic and foreign companies in the establishment and operation of foreign subsidiaries and has written extensively in the areas of foreign investment and cross-border transactions. Carlos has been selected by his peers to The Best Lawyers in America® since 2013 and has been ranked by Chambers Latin America® as Real Estate "Leader in the Field" since 2016. Carlos manages the Los Cabos Office and is a member of the firm's Expanded Executive Committee. He served as the Tournament Chairman of the 2018 Waste Management Phoenix Open and is the President of The Thunderbirds (Host and Organizer of the WM Phoenix Open) for 2018/2019.

## Representative Transactions

### Real Estate and Hospitality, Master Planned and Resort Communities

- Representation of residential and resort communities with respect to development, construction, entitlements, sales and closing documents, HOA management and structure and condominium formation in Los Cabos and along Mexico's coasts
- Representation of developers in the documentation and negotiation of hotel license and management agreements and other ancillary hospitality agreements with worldwide known hotel brands in Mexico and Latin America
- Representation of master planned communities with respect to formation and preparation of private club membership plans and documents
- Representation of real estate agents in the formation, licensing and preparation of brokerage, listing and sale agreements
- Representation of construction companies in preparation and negotiation of agreements concerning the construction of residential, hotel and industrial buildings

### Other Business Transactions

- Cross-border corporate restructuring of a U.S.-based corporation with multiple subsidiaries in Mexico and other tax and general business law-related issues
- Representation of companies with their manufacturing operations in Mexico, including work related to

incorporation, permitting, construction, financing, acquisition, leasing, employment and other general business transactions in Mexico

- Representation of U.S. and Canadian lenders in connection with commercial cross-border loans secured by real estate and other property and intangibles in Mexico and Arizona
- Representation of U.S. manufacturers of gaming equipment and machines with respect to sales and other transactions in Mexico
- Representation of one of the largest loan servicers of commercial mortgage loans in the U.S. in connection with regulatory issues concerning servicing of securitized loans secured by real property in Mexico
- Advised a publicly held mining company in the negotiation, due diligence, corporate incorporation and acquisition of mining claims in Mexico

## Education

- New York University School of Law (LL.M. in International Legal Studies, 2002)
- Universidad Autonoma de Guadalajara School of Law (J.D. equivalent, magna cum laude, 1998)

## Languages

- Spanish

## Professional Memberships & Activities

- The Thunderbirds (Hosts of the Waste Management Phoenix Open PGA Tour Tournament)
  - Big Chief (President) (2018-2019)
  - Tournament Chairman of the 2018 Waste Management Phoenix Open
  - Thunderbirds Charities
    - Board President (2018-2019)
- Snell & Wilmer Expanded Executive Committee
- Snell & Wilmer Managing Partner, Los Cabos Office
- United States-Mexico Bar Association, U.S. Chair (2014-2016)
- Arizona-Mexico Commission, Board of Directors (2016-present)
- American Bar Association
  - Section of International Law, Mexico Committee, Vice-Chair (2010-2013)
- Arizona State Bar Association

## Representative Presentations & Publications

- "Doing Business in Mexico: What You Need to Know," Co-Presenter, Snell & Wilmer (September 12, 2019)
- "[Selling real property in Los Cabos: Key contract provisions](#)," Co-author, Phoenix Business Journal (December 17, 2018)
- "[What to consider when developing resorts and master planned communities in Los Cabos](#)," Co-author, Phoenix Business Journal (December 4, 2018)
- "[Thunderbirds announce record donation from 2018 Phoenix Open](#)," Quoted, Scottsdale Independent

(October 5, 2018)

- "[2018 Phoenix Open raised record-breaking money for Arizona charities](#)," Quoted, 12 News (October 4, 2018)
- "[2018 Phoenix Open raises record-breaking \\$12.2M for Arizona charities](#)," Quoted, KTAR News (October 4, 2018)
- "[First Latino Waste Management Phoenix Open Chairman looks to expand tournament's audience](#)," Featured, Phoenix Business Journal (February 1, 2018)
- "[Phoenix Open reaching out to Hispanic Community](#)," Quoted, Cronkite News Arizona PBS (January 30, 2018)
- "Doing Business in Mexico. What you Need to Know," Instructor, National Live Webinar, Lorman Education Service (February 21, 2014)
- "Mexico to Simplify Purchase of Residential Beach Properties," Author, The AMC Catalyst (Arizona-Mexico Commission) (Winter 2014)
- "Real Estate Legal Issues Update," Speaker, American Bar Association, Second Conference on Legal Challenges & Opportunities of Mexico's Increased Global Integration (November 7-9, 2013)
- "Current US-Mexico Legal Issues in Arbitration-Challenging Awards," Moderator/Speaker, 2013 Annual Meeting and CLE Conference for the U.S. Mexico Bar Association (October 29-31, 2013)
- "Cross-Border Entrepreneurship Conference," Speaker, Chapman University, Orange, CA (October 20, 2012)
- "[Cultural liaisons](#)," Co-Author, The Phoenix Business Journal (July 6, 2012)
- "Legal Trends in Mexico's Real Estate Industry," Speaker, 2012 Mexico City Conference, American Bar Association (June 16, 2012)
- "Mexico's New Class Action Laws," Author, Global Connection Newsletter (March 18, 2012)
- "Mexican Regulations Imposing Restrictions on Mexican Banks for Transactions in Physical U.S. Currency," Speaker, Fraud and Security Seminar, sponsored by Arizona Bankers Association and Federal Bureau of Investigation, Phoenix, AZ (September 14, 2010)
- "Foreign Investment in Real Estate in Arizona," Speaker, Arizona Foreign Investment Attraction Seminar, sponsored by Arizona Department of Commerce and TechBA, Mexico City (February 18, 2010)
- "Cross-Border Lending in Mexico," Speaker, ASU School of Law, Prof. Orde Kittrie (November 18, 2008)
- "Cross-Border Lending," Speaker, Banking on the Border Seminar, Arizona Bankers Association and FDIC, Tucson, Arizona (October 29-30, 2007)
- "Cross-Border Finance," Speaker, Real Estate Summit Conference, Rivera Maya (October 25-27, 2007)
- "Cross-Border Lending in Mexico," Speaker, Doing Business in Mexico Conference, CLE International, Scottsdale, Arizona (March 26-27, 2008)
- "10 Things You Need To Know About Real Estate In Mexico," Author, Arizona Business Magazine (June-July, 2008)
- Featured on ABC News' segment "Cashing In," regarding the do's and don'ts of buying real property in Mexico
- "Cross Border Finance," Speaker, Seminar on Legal Strategies and Opportunities for Doing Business

in Mexico, Los Cabos, Baja California Sur, Mexico (April 4-6, 2006)

- "NAFTA's Indirect Effect on Real Estate Investment," Speaker, Stewart Title Attorney Referral Network Conference, Houston, Texas (November 29-December 1, 2004)
- "The Mexican Guaranty Trust," Speaker, Seminar on Inter-American Trade & Business Law, sponsored by National Law Center for Inter-American Free Trade and the Arizona Department of Commerce, held at Arizona State University and the University of Arizona
- Guest Lecturer, Arizona State University School of Law, Seminar on Mexican Law hosted by Prof. Dale Furnish
- "Arizona Personnel Law Update 2004," Seminar Panelist, topic of Business Immigration Law, sponsored by Council on Education In Management

## **Professional Recognition & Awards**

- Chambers Global®, Corporate Mergers & Acquisitions (2019)
- Chambers Latin America®, Real Estate "Leader in the Field" (2016-2018)
- Chambers Global®, Real Estate "Leader in the Field" (2016)
- The Best Lawyers in America®, Real Estate Law (2013-2020)
- Up & Comers Award, Arizona Business Journal 2004 Anniversary Edition (Sept./Oct. 2004)

## **Other Professional Experience**

- Stinson Morrison Hecker, LLP, Of Counsel

## **Bar Admissions**

- Arizona
- Mexico

## **Court Admissions**

- Supreme Court of Arizona
- Mexico