



→ Laura M. Nava

Special Counsel
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Laura Nava is Special Counsel in the Corporate practice group. She provides expert guidance for international transactions, navigating them through intricate cross-border aspects specially involving Mexico and Latin American countries. She leads the firm's Latin American Team, demonstrating her commitment to delivering exceptional service and strategic insights in this dynamic region.

Areas of Practice

Laura's cross-border practice focuses on mergers and acquisitions, commercial and technology licensing agreements, financing transactions, international trade, manufacturing through an IMMEX (Industria Manufacturera, Maquiladora y de Servicios de Exportacion) program and related compliance, customs and United States-Mexico-Canada Agreement (USMCA), cross border employment matters, real estate development (resort and residential projects), acquisition and leasing of real estate in Mexico, 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 in 1996. 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

Media Mentions

Laura Nava: The Basis of Society
Líder Empresarial, 02.06.2025

Sheppard Mullin Draws on San Diego's Beach Culture for Remodeled Space
Daily Journal, 06.25.2024

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

Navigating US-Mexico Trade: Cross-Border Manufacturing Insights and Policy Shifts Amid Upcoming Presidential Changes
San Diego, CA, 09.12.2024

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 - 2025

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