



Benjamin Aguilera

Partner
Corporate; International; M&A;
Hospitality and Real Estate
baquilera@aguileralaw.com
www.aguileralaw.com

Aguilera International Counsel, LLP
2525 E. Arizona Biltmore Circle,
Suite D-140
Phoenix, AZ 85016
T. (602) 682-8401 | F. (602) 682-8451

Ben Aguilera has an extensive background in US corporate, finance, and securities matters (private placements). In addition, Ben has represented corporations and individuals in international corporate, M&A, venture capital, finance, hospitality and real estate transactions.

Ben has over 20 years of international experience representing clients in cross-border mergers and acquisitions; venture capital investment; formation of joint ventures and strategic alliances; incorporation of foreign subsidiaries; acquisition, financing, entitlement, development, and sale of hospitality, resort, commercial, and residential real estate developments; and transactions and issues regulated by NAFTA and other treaties and conventions between the U.S. and other countries. In addition, Ben assists in the development, coordination, and implementation of litigation, intellectual property, environmental, labor, and tax strategies in Mexico and other Latin American countries.

He was born and raised in Mexico. He obtained his bachelor's degree in accounting in 1982 in Mexico; obtained his Mexican public accounting license in 1983; and practiced public accounting in Mexico until 1984. He earned a master's degree in accounting in 1986. He earned his JD degree in 1993 and was admitted to practice law in Arizona in 1993. Ben is also a licensed CPA in Arizona.

Before founding Aguilera International Counsel, LLP, Ben practiced law as a shareholder at Greenberg Traurig, LLP from 2001 to June 2007; as an associate at Squire, Sanders & Dempsey from 1998 to 2000; and at Snell and Wilmer from 1993 to 1998. He also practiced as a CPA with PricewaterhouseCoopers from 1986 to 1990.

Areas of Experience

- International
 - Mergers and acquisitions, including both stock and asset purchase transactions
 - Cross-border financing of real estate projects in Mexico
 - Acquisition, financing, entitlement, development, and sale of residential and resort projects in Mexico
 - Commercial lease agreements for industrial space in Mexico
 - Joint ventures and other strategic alliances
 - Incorporation of entities in various Latin American countries
 - Licensing and permitting under foreign manufacturing programs
 - Due Diligence for the acquisition of credit portfolios and other asset-backed portfolios in Mexico
 - Manufacturing agreements, services agreements, and shelter agreements between U.S. corporations and Mexican contractors
 - Sale of goods agreements between U.S. and Mexican corporations
 - Alternative dispute resolution methods for cross-border transactions
 - Coordination and supervision of litigation, environmental, labor, and tax matters in foreign jurisdictions



Key Clients

- **The Apollo Group – The University of Phoenix** – Phoenix, Arizona.
2007-Present. Legal counsel for acquisition of university in Santiago, Chile.
- **Mayan Palace Resorts** - Puerto Vallarta, Jalisco, Mexico.
2004-Present. Puerto Peñasco - Master Planned Community of 14,500 residential units. Legal Counsel for Entitlements and Selling and Marketing in Sonora, and Corporate and Real Estate in Arizona.
- **ILX Resorts Incorporated** - Phoenix, Arizona.
2005-Present. Puerto Peñasco - Time Share project. 75 Condominiums. Legal Counsel for Acquisition and Entitlements in Sonora.
- **Circa Capital Corporation** - Dallas, Texas.
2005-Present. Riviera Maya. Legal Counsel for Acquisitions.
- **Textron Financial Corporation** - Glastonbury, Connecticut.
2006-2009. Punta Mita. Legal Counsel for Financing Four Seasons project.
- **NCH Corporation** - Tucson, Arizona.
2004-Present. Puerto Peñasco - Legal Counsel for Acquisition of 200 keys Hotel and 6 vacant lots for condominium and commercial development;
2005-Present. Puerto Peñasco - Legal Counsel for Acquisition of 3 beachfront lots; Entitlements for 600+ Condominiums.
- **Kyowa Hakko Kogyo, Co., Ltd.** – Tokio, Japan.
2004-2007. Legal counsel for sale of Mexican industrial plant.
- **Villas Sirenas, S.A. de C.V.** – Scottsdale, Arizona.
2006-Present. San Carlos - Legal Counsel for Acquisition and development of 45 condominium project.
- **Hotelera Fiesta San Carlos, S.A. de C.V.** – Scottsdale, Arizona.
2006-Present. San Carlos - Legal Counsel for Acquisition of Hotel Fiesta San Carlos.
- **Loreto Investments Group, LLC** - Phoenix, Arizona.
2006-Present. Loreto, BCS. Legal Counsel for Acquisition of The Whales Inn Hotel and conversion to 220+ Condominium Project.
- **Vil Cor Development, S.A. de C.V.** - Scottsdale, Arizona.
2005-Present. Puerto Peñasco - General Legal Counsel for Villa Cortez Condominiums, First Phase 5 Buildings with 320 Condominiums.
- **Perini Building** - Phoenix, Arizona.
2004. Los Cabos - Legal Counsel for Construction Contract - Hotel.
- **The WorldWide Group** - Hermosillo, Sonora.
2002-Present - Puerto Peñasco - Legal Counsel for Joint Venture for Las Palomas Seaside Golf Community, a Master Planned Community of 2,100+ Residential Units including 14 Buildings with approximately 1,600 Condominium Units.
- **MXC Properties, S. de R.L. de C.V.** - Los Angeles, California.
2003-Present - Puerto Libertad, Sonora - Legal Counsel for Acquisition and Financing of Liberty Cove project, a Master Planned Community of 25,000+ Residential Units and Lots.
- **Carolina Barriles, LLC** - Raleigh, North Carolina.
2005-Present. Los Barriles, BCS. Legal Counsel for Acquisition of Rancho Buena Vista Hotel and La Capilla 100+ lot development.
- **Resorts Solutions, Inc.** - Scottsdale, Arizona
2002-2005. Legal Counsel for Marketing and Sales of Mayan Palace Puerto Vallarta.
- **Phoenix Holdings II, LLC** - Scottsdale, Arizona
2004-Present. Puerto Peñasco. 200+ Del Mar Condominium Project.
2005-Present. Puerto Peñasco. 38 Unit Commercial Strip Mall.
- **Black Mountain Development** - Phoenix, Arizona.



2006-Present. Puerto Peñasco. Legal Counsel for Marketing and Selling of 140+ Custom Lots.

- **Limited Edition Developments, LLC** - Phoenix, Arizona

2006-2008. Puerto Peñasco. Legal Counsel for Joint Venture with Banca Mifel, S.A. and Mexican investors for 220+ units in the TESSORO Condominium Project.

Professional & Community Involvement

- Co-Chair, Finance, Business and Legal Committee, Arizona-Mexico Commission, 2000 - Present
- Board of Directors, Member, Border Trade Alliance, 2001 - 2004
- Greater Phoenix Chamber of Commerce
 - Board of Directors Member, 2001-2008
 - Executive Committee Member, 2004-2008
 - Audit & Governance Committee Member, 2005-2008
- Chair, Executive Council of the Securities Regulation Section, State Bar of Arizona, 2002 - 2003
- Member, American Bar Association
- Member, Hispanic National Bar Association
- Member, State Bar of Arizona
- Member, Arizona State Board of Accounting
- Member, Arizona Governor's Latin Advisory Council, 2003-2006

Awards & Recognition

- VIP Member, "Madison Who's Who of Professionals," 2008-2009 Edition
- Listed, *Best Lawyers in America*, 2006 Edition
- "Leading Lawyers," "Who's Who in Law," *The Business Journal of Phoenix*, 2006
- "Best of the Bar," International Law, *The Business Journal of Phoenix*, 2005
- "Best of the Bar," Corporate Law, *The Business Journal of Phoenix*, February 2003
- 25 Awesome Arizonans, *Today's Arizona Woman*, January/February 2003
- Top Minority Leader, "Arizona All Stars," *The Business Journal of Phoenix*, October 14, 2002

Education

- J.D., Texas Tech University School of Law, 1993
- M.A., Accounting, University of Texas at El Paso, 1986
- B.A., Business Administration/Accounting, Universidad Tecnológica de México, 1982

Languages

- Spanish

Admitted to Practice Law

- Arizona

Admitted to Practice Accounting

- Arizona
- Mexico