



Albert E. Guarnieri

Partner

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t 704.335.9888



Al Guarnieri has more than 30 years of experience in international business, site selection, economic development, and mergers and acquisitions. He represents a range of U.S. and foreign corporations and has particular experience with manufacturing and distribution companies.

Al assists companies with their investments and expansions in the United States, outbound investments and structuring, and domestic and cross-border M&A. He is the director of the Charlotte Chapter of the American Council on Germany and serves on the leadership team of the German American Chamber of Commerce's North Carolina Chapter. He also frequently speaks on international business issues.

REPRESENTATIVE EXPERIENCE

- Advised corporations on foreign investments in the U.S. and U.S. investments overseas.
- Counseled businesses on U.S. and global corporate structuring and governance, including incorporation, tax planning, and related issues.
- Represented U.S. subsidiaries of foreign-owned enterprises.
- Advised companies on international joint ventures, mergers and acquisitions, and technology licensing agreements.
- Counseled businesses on corporate relocation and expansion projects.
- Advised corporations on import and export regulation, including customs duties, export licenses, and related issues.
- Counseled businesses on corporate finance, including equity and debt financing, industrial revenue bond financing, and other public and private financing.
- Represented corporations in immigration and visa matters.
- Provided general corporate counseling and commercial representation.



CHARLOTTE OFFICE



PRACTICE AREAS

International Business
 Economic Development
 Mergers, Acquisitions &
 Joint Ventures
 Business Law
 Immigration
 Commercial Contracts



EDUCATION

University of Virginia
 JD, 1986
 University of Michigan
 BA, 1982



ADMISSIONS

North Carolina, 1986



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CLIENT ALERTS

- "Some Chinese Imports Will Be Cheaper for U.S. Businesses in Spite of This Week's Tariff News. Here's Why.," September 2018
- "U.S. Plans Tariffs on More Chinese Products," July 2018
- "Uncertain About Tariffs on Chinese Products? Here's the Updated List," July 2018
- "New Governmental Accounting Standards Board ("GASB") Rules Require Governments to Disclose Tax Abatement Agreements in Financial Statements," November 2015
- "North Carolina Changes in County Tier Designations: Your Company May Need to Act During December," December 2012
- "Exploring for State and Local Business Incentives: Finding the Highest Ground for Growth," November 2009

SPEAKING ENGAGEMENTS

- "Doing Business in the USA," Roadshow USA in Austria, May 2017
- "Legal Aspects of North American Expansion," Enterprise Ireland, May 2017
- "Essentials of Business Succession Planning," Monroe-Union County Economic Development, May 2017
- "Business Credits and Incentives: Site Selection Trends in the U.S. and Mexico," Parker Poe Tax Forum, November 2016
- "The NAFTA Market: Selling and Expanding into Mexico and Canada," Navigating the Legal Waters: Foreign-Owned Businesses in the U.S., December 2015
- "Doing Business in the Carolinas"
- "Doing Business in the Charlotte Region," South African Skype Presentation
- "Expanding Internationally: Best Practices for International Transactions and Investments," Manufacturing Symposium



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- "Groundhog Day Economic Summit
- "How to Master the Risks of the U.S. Marketplace," Karlsruhe Chamber of Industry and Commerce, Karlsruhe Germany
- "Managing Risk: Commercial Contracts & Sales Procedures," Parker Poe Webinar
- "Maximizing Growth in the New Economy," Manufacturing & Distribution Symposium

HONORS

- World Affairs Council of Charlotte, Harold P. Josephson Award, recognition for significant contributions to the Council and the international life of the community, 2016
- Martindale-Hubbell AV® Preeminent™ in International; Economic Development; Mergers, Acquisitions & Joint Ventures; Business Law; Immigration Law; Corporate

MEMBERSHIPS

- The American Council on Germany Charlotte Chapter, Director, 2007-present
- German American Chamber of Commerce, North Carolina Chapter, Leadership Team, 2003-present
- Charlotte Global Vision Leaders Group, Member, 2015-present
- Greater Raleigh Chamber of Commerce, Chairman, International Committee, 1997-1998
- North Carolina Bar Association, Chairman, International Law section, 2000-2001
- World Affairs Council, Board of Directors, Charlotte Chapter, 2002-2011