

# **JORGE L. GARRIDO, ESQ.**

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## *Curriculum Vitae*

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### **EDUCATION & CREDENTIALS**

**Juris Doctor** – University of Miami School of Law, Coral Gables, Florida

**Bachelor of Science in Finance** – Georgetown University, Washington, D.C.

**Mediation** – Florida Supreme Court Certified Civil, County and Family Mediator

**Arbitration** – Florida Supreme Court Qualified Arbitrator

**United States District Court, Southern District of Florida** - Admitted to practice law

### **PROFESSIONAL LICENSES**

**Florida Bar 767948**

**Florida Civil, County, Family Mediator 20363CR**

**Florida Real Estate License SL367973**

### **PROFESSIONAL AFFILIATIONS**

**Florida Bar Association**, 1986 to Present

**Georgetown University Board of Regents**, 1986 to 1992

**Center for Strategic and International Studies (CSIS)**, 1987 to 1992

**American Bar Association (ABA)**, 1986 to Present

**Dade County Bar Association** – 2005 to Present

**Cuban American Bar Association (CABA)** – 2005 to Present

### **PROFESSIONAL EXPERIENCE**

Jorge L. Garrido, PA

**Attorney**, Solo Practitioner

Areas of Practice:

- MEDIATIONS in matters relating to: Real Estate, Condominium Associations and Insurance Claims
- EVICTIONS both Residential and Commercial Evictions
- COLLECTIONS Domestic and International
- REAL ESTATE, Construction Loan Agreements, Closings and Opinions of Title
- TRANSACTIONAL LAW, Negotiation and Structuring of several Selected Assets Purchases and Sales for both Domestic and International Entities

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- ALCOHOLIC BEVERAGE LAW – Represented clients before the US Treasury Department- Alcohol and Tobacco and Trade Bureau (TTB) in complying with COLAS and securing Import Permits and Submitting Comments to Notices . Represented clients before Florida DBPR – Division of Alcoholic Beverage in obtaining Licenses.
- US CUSTOMS AND INTERNATIONAL TRADE – Represented clients obtaining Bonded Warehouse Permits and in Dealing with French Customs for the Importation into the EU and specifically France of Foods and Beverages.
- FTC – Submitted Comments to Notices
- USDA – PACA Division – Dealt with matter relating to Fresh Fruit Transactions
- COMMONWEALTH OF PUERTO RICO - Departamento de Hacienda – Negociado de Impuestos al Consumo: Negotiated Lowering of Taxes to Alcoholic Beverages according to Section 4002 (b) (1) of Codigo de Rentas Internas. – Department of Justice: Dealt with Law 75 concerning Exclusive Distribution Rights.
- DOMINICAN REPUBLIC – Banco Central of the Dominican Republic: Exclusive Distribution Rights Issues - Departamento de Aduanas: Import Duties Issues – Completed several Merger and Acquisitions of Companies in the Dominican Republic – Duty Free Issues.
- FRANCE – Worked on Merger and Acquisitions of Companies - Dealt with French Customs concerning Importation of Products into France and EU – Dealt with Advertising and Labeling of Alcoholic Beverages in France and the EU.
- ARGENTINA: Issues with Importation and Exportation of Foods and Liquors with APHIDES and Customs
- LITIGATION – Represented clients in Litigation in Florida 11<sup>th</sup> Judicial Circuit on Civil Matters – US District Court Southern District of Florida: Litigation with Foreign Alcoholic Beverage Producers concerning Distribution Rights under Florida Applicable Law – Employment Issues under FSLA
- CORPORATE GOVERNANCE – Experience in issues concerning Corporate Governance in the USA, France, Dominican Republic and Argentina

STEEL, HECTOR AND DAVIS, Miami, Florida

**Of Counsel** – 2002 to 2005

SHUTTS & BOWEN, LLP, Miami, Florida

**Attorney**, 1986 - 1992

Demonstrated expertise in corporate and transactional law. Drafted contracts and served as counselor to corporate clients including Super Valu of Minneapolis, Minnesota. Assisted client in subscribing to an agency agreement for distributions of Super Valu brands and services in Puerto Rico with a leading importer and distributor.

**Of Counsel**, 1992 - 2002

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## **BUSINESS EXPERIENCE**

Groupe TRADELINK/France, Paris, France

**Administrateur & Director, 1989 to 2005**

Established French-based food, beer, and liquor distribution business from the ground up. Developed business and created/implemented marketing strategies. Directed activities of a staff of 50 persons. Selected as a Member of Grupo Modelo European Advisory Board.

- Ranked #1 from among all Grupo Modelo European distributors of Corona Extra, generating volume of 800,000 cases annually.
- Introduced off-premise sales in France, resulting in €30M+ in new revenues.

BEVERAGELINK DISTRIBUTORS, Miami, Florida

**President and COB 1987 to 2005**

Oversaw all aspects of operations for the beer, wine, and distilled spirits importer/distributor selling 400,000+ cases per year. Developed and managed relationships with key partners throughout Latin America, Europe, and the Caribbean. Built talented management team and maintained oversight for 45 employees.

- Created a completely new segment in the South Florida beer distribution industry with the introduction of value-imported beers including such brands as Hollandia, Henninger and Holsten.
- Introduced numerous other imported beers, wines, and spirits to on-premise and off-premise establishments. Including specialty package spirits (Caipirinha Ice) allows for sale in supermarkets

TRADELINK INC., Miami, Florida

**President, 1981 to 2005**

Built food export business from the ground up, maintaining responsibility for \$10M+ in annual revenue and performance of 12 employees. Traveled extensively as primary business development manager to build relationships with principal partners internationally. Handled product sourcing and developed strategic marketing and merchandising plans.

- Grew company to second-largest distributor of Corona Beer in the Caribbean.
- Introduced and developed Corona Extra in the markets of the Dominican Republic, Haiti, and St. Martin/St. Maarten.
- Established duty free boutiques in Las Americas Airport (Santo Domingo, Dominican Republic), serving as exclusive distributor of brands from Les Must de Cartier such as Mont Blanc, Baume et Mercier, and Dunhill.

LOULOU MARDI AIRPORT BOUTIQUES

**Owner 1983 to 2005**

Developed and Operated two Duty Free boutiques at Las Americas International Airport, Santo Domingo, Dominican Republic. The Boutiques had the exclusive for Las Americas of: Les Must de Cartier : Monte Blanc [Writing Instruments & Accessories]; Baume et Mercier [Watches]; Dunhill [Accessories, Watches, Ties & Writing Instruments] - 1a Classe [Bags & Accessories] –

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Loewe [Ladies Bags] – Bausch & Lomb [Non Exclusive] – Dominican De Luxe Hancrafted Jewerly & Accessories – Laguiole [Knives and Silverware] Participated in over 10 Meeting of the IAADFS both as Exhibitor and as Member.

TRADAR, Buenos Aires Argentina

**President**, 1992 to 1998

Principal owner/investor in Import Export/Distributor Company located in Munro, Buenos Aires [Provincia]

- Exclusive Importer into Argentina of Line of candies and baby diapers from the USA and subsequent Distribution to Supermarket Chains and retailer such as Carrefour/Argentina.
- Opened the Argentinean Market for the Importation of fresh apples from Washington State previously prohibited by APHIDIS [Department of Agriculture of Argentina]

GARREN INTERNATIONAL, INC., Miami, Florida

**President**, 1967 to 1981

Built food export company from start-up to long-term profitability. Maintained responsibility for international sales, strategic marketing, and principal relationship building. Recruited, trained, and supervised five-member management team, with oversight for 30 total employees. Developed new marketing strategy for juice products, leading to #1 ranking in sales volume of key product line (Clamato) for Duffy Motts Corporation.

CARIBE LINE COMPANY, Miami, Florida

**Operations Manager**, 1966 to 1967

Principal partner in start-up of small steamship line transporting general cargo from the Port of Miami, Florida to ports in the Dominican Republic and Haiti. Handled billing (calculation of bills of lading), preparation of the ship's manifest, and filing of tariffs with the Federal Maritime Commission. Solicited cargo business from freight forwarders, chartered vessels, and contracted services of stevedores and port agents in Miami, Dominican Republic and Haiti.

FIRST RESEARCH CORPORATION, Miami, Florida

**Business Consultant**, 1965 to 1966

Research and drafted economic feasibility studies related to the development and sanction of new branches for various commercial bank clients.

US AGENCY FOR INTERNATIONAL DEVELOPMENT/MISSION TO DOMINICAN REPUBLIC

**Program Officer**, Summer 1965

Compiled data of USAID Projects in the Dominican Republic and wrote Progress Reports to USAID Headquarters in Washington, D.C.

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## **COMMUNITY INVOLVEMENT**

Founder-Director, Cuban American National Foundation

Director – Cuban Museum of Arts

Member – Florida Foreign Trade Association

St. Augustine Catholic Church – Eucharistic Minister

Doctor's Hospital Coral Gables – Clergy Volunteer

Member Board of Code Enforcement • Budget Advisory Board • Board of Adjustments • Construction Regulation Board • Bus Terminal Development Panel – City of Coral Gables, Florida

## **LANGUAGE SKILLS**

Fully fluent in Spanish and French

Conversational skills in Portuguese, German, and Italian

## **MEMBERSHIPS**

**Riviera Country Club of Coral Gables**, 1976 to Present

**Big Five Club**, Miami Florida, Founder – Life Member

**Georgetown University Alumni Association**, 1967 to Present

**University of Miami Alumni Association**, 1986 to Present

**Hospitality Lawyer Association** 2005 to Present

**Cuban American Legal Forum** 2005 to Present

**Dade County Bar Association** 2005 to Present

**Cuban American Bar Association (CABA)** 2005 to Present