

# ACQ

[www.acqmagazine.com](http://www.acqmagazine.com)

## The Road to Recovery

Industries slowly awake from their slumber

### This Issue:

> **A forth-coming leader**

Accuracy details its involvement in bespoke solutions on the M&A market

> **Anti-Fraud Forensic Auditing**

Rogers, a CPA Firm, discuss the latest in the uncovering of financial scandals

> **From strength the strength**

Nabarro voices its opinion on life after the recession

> **The best advice**

Quayle Munro shows why they outshine the competition



Vic Goel

“The firm also advises clients with new water-conveyance systems and scores of “green” energy projects.”

Iraq, and is Distinguished Senior Fellow at the Law of the Sea Institute at the University of California, Berkeley. In recent months he has represented the Port of Richmond in the planning and construction of a major new auto-carrier terminal, the developer of a 2000-acre project in California, and an organization of port authorities and oil refiners in a case in the United States Supreme Court.

Ms. Guerra is one of, if not the preeminent land-use lawyer in California. “California’s history, from the Gold Rush on, has been one of boom and bust,” she told ACQ. “The State is emerging from its latest bust cycle, and it may do so with a particularly high-decibel boom. The high-tech industry, located principally in the San Francisco Bay Area, is robust as ever, and California is finally, after a lull of forty years, investing in infrastructure. Ms. Guerra currently is assisting the developer of an intermodal facility in Sacramento with state and federal permitting requirements. She is also advising landowners and developers with the entitlement and disposition strategies for properties in the Bay Area, Central Valley, and also the California coastline so they are well-positioned for the economic recovery. The firm also advises clients with new water-conveyance systems and scores of “green” energy projects. These projects are creating jobs, which will increase the demand for housing, which will revitalize the home-building industry. “Actually we’re seeing a lot of that now – residential developers who’ve been sitting on the sidelines the last two years have stowed their golf clubs in the attic and are out kicking the proverbial dirt.”

#### GOEL & ANDERSON LLC - VIRGINIA

**Vic Goel talks to ACQ about Corporate Immigration Law.**

#### **Please can you tell ACQ readers more about your Company?**

Goel & Anderson is a boutique firm focused exclusively on corporate immigration and compliance issues involving U.S. and global markets. Our clients include several of the highest volume users of corporate immigration programs.

#### **Can you tell ACQ readers more about Corporate Immigration Law in your country?**

Corporate immigration in the United States encompasses permanent and temporary visa programs affecting both skilled and unskilled workers, as well as investors seeking to establish or grow a business enterprise. There are specific visa classifications applicable at all levels.

#### **How is the affecting International Trade?**

Increased globalization and newer communications technologies have made the world a much smaller place. A complex situation arises when globalization is juxtaposed with the current global economic crisis and the spectre of national security concerns. The climate becomes ripe for protectionist measures to gain momentum.

In the U.S. immigration legislation has failed to advance for the past few years, but there is growing pressure on both sides of the issue to do something. It will be important to advocate for increased flexibility in temporary and permanent visa programs as they are key drivers for ensuring continued business and technological innovation, as well as growth in worldwide markets.

#### **What new areas of focus have been identified with the changing needs of Clients?**

In the U.S. ‘compliance’ and ‘global mobility’ are today’s en vogue buzzwords. While immigration com-



Michael Neifach



Erik Anderson

#### DETAILS

  
**GOEL & ANDERSON**  
 ATTORNEYS AT LAW  
 1984 Isaac Newton Square West  
 Suite 203  
 Reston, Virginia 20190  
 T: +1 703 796 9898  
 F: +1 703 796 9005

pliance has always been a critical area of our practice, the demand for these services is trending upward.

ards Property Management Inc. to administer and manage such investments.

**What distinguishes your Company from the competition?**

Our immigration Lawyers have worked for years with the full spectrum of Federal Agencies involved in U.S. immigration, and our partners have served in key positions at the White House, U.S. Citizenship and Immigration Services, the Department of Labor and the Immigration and Customs Enforcement division of the Department of Homeland Security. Goel & Anderson LLC are true immigration strategists.

We believe that the South Florida real estate market will slowly return to normal. In the meantime, there are many bargains for buyers with cash... Many of our clients have made bulk purchases of luxury condominiums //

**TRG THE RICHARDS GROUP - FLORIDA**

**ACQ talks to Richards about the future of Tax.**

**Please can you tell ACQ more about your Company?**

Richards specializes in domestic and international tax planning, real estate, estate planning, wealth preservation planning, entity formation, mergers and acquisitions, mutual fund formation, asset protection and the formation of non-profit and tax exempt organizations.

Richards is a member of IAG, the Integrated Advisory Group, which is a worldwide organization consisting of a select group of law firms and accounting firms satisfying the demand for expertise.

**It has been a tumultuous 24 months. What new areas of focus have been identified with the changing needs of clients?**

We believe that the South Florida real estate market will slowly return to normal. In the meantime, there are many bargains for buyers with cash. Accordingly, we have created Richards Title Insurance Inc., a title company which acts as title insurer and closing agent for our clients.

Many of our clients have made bulk purchases of luxury condominiums which they plan to hold and rent. In response to this trend we have formed Rich-

**What distinguishes your Company from the competition?**

All our attorneys and staff are multilingual. We offer international tax planning, international business planning and family office services. We are able to offer extremely competitive pricing and personalized service unavailable at larger firms. In addition, we have a Colombian subsidiary which allows us to provide for our clients' legal needs in the jurisdiction of Colombia. Finally, we offer private trustee services to clients through SwissCo Trust GmbH, our own private trust company located in Zurich.

**What do you see for the remainder of 2010?**

We see three areas of continued growth: (1) pre-immigration tax planning for Venezuelan immigrants; (2) advising clients on inbound investments in Colombia; and, (3) increased activity in the South Florida real estate market. We also anticipate various changes in US tax law which will affect the foreign investor. Lastly, we anticipate opening of offices in Mexico City and a consulting firm in New Delhi, India.

**DETAILS**

