

People



Augusto E. Maxwell

Chair, Cuba Practice

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vCard

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Gus Maxwell, chair of Akerman’s cutting edge Cuba practice, helps Fortune 500 and other U.S. companies develop viable business interests on the island. A Cuban-American, clients appreciate his first-hand knowledge and understanding of Cuba’s culture, government, and business climate. Ranked by both *Chambers Latin America* and *Chambers Global*, where he is described by clients as “extremely knowledgeable, well connected and responsive.” He is the only U.S. lawyer ranked by both organizations.

Working on normalization since 2003, Gus has led discussions between U.S. and Cuban government officials and industry leaders on the realities of establishing ongoing business relations between the two nations. His significant experience, familiarity with the marketplace, and pragmatic long-term vision, allow him to frame client issues from both nations’ perspectives. Gus regularly accompanies clients looking to do business in Cuba.

In addition to co-teaching a seminar titled “Cuba: Law Policy and Transition” at Columbia University School of Law, Gus frequently writes and speaks on topics ranging from Cuba’s energy outlook to the island’s booming art market. He is frequently sought out for his insights by the media, including *The Wall Street Journal*, *The Financial Times*, *The Guardian*, *The Miami Herald*, CNN, NPR, Fox News and *The American Lawyer*.

Notable Work

Home Sharing: Represented industry leader in establishing its successful launch in Cuba within four months after the normalization of relations between the two countries.

JetBlue: Assisted one of the largest U.S. airlines in obtaining regulatory permission from Cuba to become the first U.S. carrier to make regularly scheduled flights to and from the island.

Stonegate Bank: Represented the first U.S. commercial bank in establishing a correspondent banking relationship with a Cuban

Areas of Experience

Cuba
 Real Estate
 Government Contracts
 International
 Land Use and Development
 Local Government Advocacy
 Public-Private Partnerships
 Economic Sanctions and Export Controls
 Sports and Entertainment Law

Education

J.D., Columbia Law School, 1990, with honors, International Fellow
 B.S., Georgetown University, 1985, cum laude

Admissions

Bars

Florida

Languages

Spanish

Related Content

Akerman Ranked Among the Best By *Chambers Global* Yet Again
 February 25, 2025

Akerman’s Cuba Team Authors *Chambers* Chapter
 December 05, 2024

Chambers Names Akerman “Law Firm of the Year” for Work in Cuban Market
 December 02, 2024

bank. This historic agreement was the first major business deal transacted after the United States and Cuba resumed diplomatic relations.

Related Professional Experience

- Assistant Miami-Dade County Attorney, 1990-2001

Published Work and Lectures

- *Chambers and Partners*, Litigation 2023 Trends and Developments, Co-Author, “Update on Helms-Burton Act Cuba ‘Trafficking’ Cases,” 2023
- *Law360*, Co-Author, “How Cos. With Cuba Ties Can Fight Helms-Burton Act Suits,” April 25, 2019
- American College of Mortgage Attorneys, Speaker “Real Estate Transactions in Cuba,” September 14, 2017
- Symposium on Cuba-U.S. Relations, King Juan Carlos I of Spain Center at New York University, May 22, 2017
- Amicorp’s Crossing Borders and Doing Business in Cuba Conference, Speaker, “Practical Experience with Investing in Cuba,” April 26, 2017
- Doing Business in Cuba: Legal Ethical, and Compliance Challenges – Barry University, Andreas School of Business, March 10, 2017
- Industry Exchange LLC, Cuba Investment Forum 2016, Moderator, “Cuba’s Energy Outlook,” May 12, 2016
- The 41st Annual Wolfgang Friedmann Conference, Panelist, “Comparative Perspectives: Economic Sanctions Versus Military Intervention,” April 1, 2016
- Miami Herald CEO Rountable, “The Future of Cuba-Investing and Tourism,” October 6, 2015
- 2015 ULI Florida Summit, Moderator, “Real Estate Opportunities in Cuba, Fact or Fiction?” June 5, 2015
- 2015 Puerto Rico Investment Summit: LatAm Edition, Speaker, May 2015
- Good Government Initiative, Community Conversation Series, Speaker, “The Cuba/Miami Connection - Politics, Policy, and Economics,” April 17, 2015
- Akerman LLP and Herrick, Feinstein LLP Seminar, Speaker, “The New Cuba? What You Need to Know About the Cuban Art Market,” April 15, 2015
- Yale Law School Roundtable, Speaker, “Cuba-U.S. Relations,” March 13, 2015
- Miami Branch of the Federal Reserve Bank of Atlanta, Roundtable Seminar, Speaker, “The Economic Impact of U.S.-Cuba Relations,” March 4, 2015, March 16, 2016
- Greater Miami Chamber of Commerce, South Florida Economic Summit, Panelist, “Perspectives on the Impact of Changes with Cuba,” January 29, 2014
- Columbia University Law School Seminar, Instructor, “Cuba: Law Policy and Transition,” 2011 - 2017

Honors and Distinctions

- *Chambers Latin America* 2016-2021, 2024-2025, Ranked for Cuba, Corporate/Commercial: International Firms
- *Chambers Global* 2016-2021, 2024-2025, Ranked for Cuba, General Business Law: International Firms

- *South Florida Business Journal* 2016, Recognized as a “Power Leader in Banking and Finance”