

## People



## Felicia Leborgne Nowels

Partner, Government Strategies

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vCard

### *International Trade and Customs*

Felicia Leborgne Nowels is Board Certified in International law, and focuses her practice on international trade and customs law. Felicia assists domestic and foreign companies with cross-border movement of goods and services. Whether drafting international distribution or trade agreements, consulting or litigating on customs procedures or trade benefits, Felicia's goal is to bring efficient business solutions to her clients' global issues.

Felicia counsels her clients on various aspects of international trade and customs transactional, regulatory and litigation matters including: product marking and labeling; tariff classification, valuation and preference; focused assessments; CTPAT; Free Trade Zone matters; drawback; antidumping and countervailing duty investigations and administrative reviews; Section 301 and Section 232 tariff proceedings; copyright and trademark protection; seizures; detentions; notices of action; debarment; export controls and enforcement related to the EAR and ITAR; trade benefits, and regulatory approval of highly regulated commodities, products, art, animals, food, medical devices, and chemicals.

Her fluency in several languages is advantageous to her clients in structuring businesses to best position themselves in the U.S. and international markets, and negotiating multi-national agreements. Felicia has drafted, negotiated and guided her clients on distribution agreements and cross-border transactions. Felicia also assists her clients in maintaining compliant business practices by conducting due diligence investigations, and drafting and implementing compliance manuals.

Felicia represents clients before federal agencies, such as: U.S. Department of Homeland Security, Customs and Border Protection, U.S. Department of Treasury, the Committee on Foreign Investment in the United States, the Small Business Administration, the Office of Foreign Assets Control, the U.S. Food and Drug Administration (FDA), Department of Agriculture, Federal Trade Commission,

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### Areas of Experience

Alcohol Beverage  
 Energy and Infrastructure  
 Government Strategies  
 Government Contracts  
 Health and Life Sciences  
 Hospitality  
 Hospitality Operational Matters  
 Hospitality Regulatory Compliance  
 International  
 International Litigation and Arbitration  
 International Trade and Customs  
 Latin America and the Caribbean  
 Pharmacy, Drugs, and Medical Devices  
 Restaurant  
 Cannabis  
 Data Centers and Digital Infrastructure  
 Renewable Energy and Electric Power  
 PFAS Litigation and Regulatory Counseling  
 Economic Sanctions and Export Controls  
 Equine Law  
 Gaming Law  
 Digital Health  
 Transactional Risk

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### Education

J.D., Florida State University College of Law, 2003, with honors, Dean's List, Phi Delta Phi, Pro Bono Fellow, Jessup Moot Court, 2001-2002, Journal of Land Use and Environmental Law, Associate Editor, 2001-2003, International Bar Association Internship, London, UK, 2003  
 B.A., Davidson College, French; Concentration: International Relations, 1999, 1997-1998, Université de Nanterre, Paris, France

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### Admissions

#### Bars

Florida

Alcohol and Tobacco Tax and Trade Bureau, Department of State, Department of Commerce, Environmental Protection Agency, Consumer Product Safety Commission (CPSC), and other regulatory agencies to obtain requisite licenses and approvals when entering goods into the U.S. market or exporting goods to foreign countries. She also represents her clients when faced with administrative action taken by federal and state agencies, including investigations, recalls and penalty proceedings.

### *FDA*

Felicia represents companies before the FDA. She assists clients with regulatory compliance issues such as labeling and regulatory approval, and recalls of drugs, dietary supplements, medical devices, cosmetics, and foods. Felicia also focuses her practice on the international trade of such products.

Felicia assists manufacturers and distributors of FDA regulated products in obtaining necessary FDA permits, registrations, and approvals. She guides her clients on labeling regulations and plays an integral role in the production and creation of labels and marketing materials of drugs, dietary supplements, medical devices, cosmetics, and foods.

Felicia also prepares and implements FDA compliance measures, good manufacturing practices, record keeping, and recall procedures.

### *CPSC*

Felicia represents companies before the CPSC. She assists companies in developing compliant labeling and marketing materials for its products. She works with manufacturers, private labelers, distributors, retailers and importers to ensure products meet the CPSC safety standards. Felicia also represents clients before the CPSC on recalls, consumer complaints, CPSC investigations and Corrective Action Plans resulting from a product recall.

### *FCC*

Felicia represents clients in licensing matters before the Federal Communications Commission. She frequently assists clients in transfer of license in mergers and acquisitions, as well as licensing entities for commercial users and non-commercial users. Felicia has assisted clients in obtaining Commission approval of licenses, as well as rule challenges.

### *Government Affairs/Administrative*

Felicia's Florida practice focuses on administrative and regulatory matters, including: telecommunications, licensing; Chapter 287 procurement; bid protests; rule challenges; escheatment laws; Chapter 120 hearings, and public records and the Sunshine Laws. She has represented clients before state agencies, local governments, school boards and the Division of Administrative Hearings.

### *Crisis Management*

With her expert foundation in regulatory and operational compliance, Felicia brings tremendous experience to her list of national clients, advising on crisis management and the various aspects of the Defense Production Act and the Coronavirus Aid, Relief, and Economic Security Act (CARES Act), including the SBA's Paycheck Protection Program, and Title IV air carrier Payroll

### Courts

U.S. Court of Appeals, Federal Circuit  
U.S. Court of International Trade  
U.S. District Court, Northern District of Florida

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### Languages

French  
Spanish

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### Related Content

U.S. and China Agree to 90-Day Tariff Reduction  
May 13, 2025

Akerman Represents TZP Group in Results Roofing Investment  
May 01, 2025

The Rundown on "Liberation Day" and the Reciprocal Tariffs  
April 05, 2025

Support and loan programs. She has been working with clients to navigate the complex executive orders for operation. Additionally, she is reviewing SBA PPP applications, advising on eligibility, affiliation, good faith certification, advising on caps for corporate groups and outlining considerations for various applicants.

### *Representative Industries and Products*

Consumer Electronics, FDA Regulated Products: Food, Dietary Supplements, Drugs, Medical Devices, Cosmetics, Veterinary Drugs, Apparel, Footwear, Jewelry and Accessories, Art, Antiquities and Furniture, Munitions and Controlled Technology, Fuel and Chemicals, Aircraft Parts, and Office Supplies.

### *FTC*

Felicia has substantial experience counseling clients on consumer advertising and marketing laws, including designing advertising audits. She represents clients before the Federal Trade Commission, State Attorneys General, National Advertising Division and Departments of Consumer Affairs related to investigations and enforcement of deceptive, unfair and anticompetitive business practices.

## Notable Work

- Representation of exporter and importer on antidumping review before the Department of Commerce.
- Representation of foreign exporters and U.S. importers before International Trade Commission's Sunset Review of Antidumping Order.
- Representation of manufacturer of munitions items before the DDTC in debarment proceedings.
- Representation of manufacturer and exporter of aircraft parts before Department of Commerce, BIS, in investigation of alleged export violations.
- Representation of various clients in obtaining export licenses for items covered under the munitions list and covered under the EAR.
- Representation of clients in obtaining licenses to export and import wild animals and endangered species.
- Representation of importer of electronics in Focused Assessment.
- Representation of large importer before CBP to become an approved C-TPAT member.
- Representation of large importer on post-importation duty refund claims.
- Representation of exporter of military aircraft to expedite review of seizure and detention of articles.
- Representation of exporters before OFAC and CBP in voluntary self disclosure of possible export and import violations.
- Representation of clients before FDA for 510(k) approvals of medical devices.
- Representation of one of the world's largest petrochemical companies with regard to its import and export compliance procedures and distribution agreements.
- Representation of medical device manufacturer with regard to its FDA compliance procedures.
- Representation of companies on recalls of consumer products.
- Representation of large importer of clothing and accessories regarding classification, valuation and marking laws.

## Published Work and Lectures

- The Osgoode Certificate in Managing Legal and Business Risk in the Supply Chain, Speaker, “Supply Chain Logistics and Supplier Management,” November 9, 2023
- Eighth Trade Law Fall Update, Speaker, “Panel III: Hot Topics in Customs and Trade Litigation,” October 20, 2023
- *Pinsent Masons (UK)*, Co-Author, “Foreign Direct Investment in the US,” Chapter in “Out-Law Annual Foreign Direct Investment Report for 2023,” June 2023
- Brazil-Florida Business Counsel Webinar, Presenter, “Doing Business in Florida: Legal Framework and Tax Considerations for Foreign Corporations,” February 25, 2021
- Central North Florida District Export Council Webinar, Panelist, “Understanding US-Mexico-Canada Trade Agreement – Exporters Perspective,” December 2, 2020
- *Law 360*, Quoted, “New Import Rule For Natural Materials May Create Headaches,” April 6, 2020
- Akerman’s Guide to Doing Business in Florida: A Legal Guide for Out-of-State and Foreign Businesses, Author, “Regulation of International Trade and Investment,” 2016 and 2020, Editor, 2020
- ALM-Akerman U.S. Latin America Legal Summit, Speaker, “U.S./Latin America Trade Developments: A Practical Review of Lessons Learned Over the Past Year,” November 10, 2015
- 2015 Florida Bar Annual Convention, Speaker, “NAFTA Symposium - Investment & Business Track,” June 26, 2015
- Mackrell International Trade Practice Group, Panelist, “Developments in U.S. Export and Import Compliance,” December 4, 2012
- American Bar Association Section of International Law, Moderator, “Recent U.S. Free Trade Agreements: Where We Are and Where We Are Going,” September 26, 2012
- ‘World Trade Connections: No Passport Required’ Forum, Keynote Speaker, “Exploring Investment Opportunities through the EB-5 Investor Program and other Investment Channels,” May 2012
- International Bar Association, Meeting of the Americas, Speaker, “Trade in the Americas: Where Is It Going?,” May 2011
- Metropolitan Corporate Counsel, “Attorney-Client Privilege Is Not Absolute in Foreign Jurisdictions,” October 2007

## Affiliations

- *Law 360*, 2020-Present International Trade Editorial Advisory Board, Member
- Appointed by the U.S. Secretary of Commerce to serve on the Florida District Export Council
- The Florida Bar, International Law Section, Customs and International Trade Committee, Vice Chair
- The Florida Bar, International Law Certification Committee
- American Bar Association, Customs Law Committee, International Law Section, Member
- The Florida District Export Council, Member
- Economic Development Council of Tallahassee/Leon County, International Business Council, Past Board Member
- Medical Device Manufacturers Association, Member
- Mackrell, Co-Founder of the International Trade and Customs subgroup

- Hancock Bank, Tallahassee Market Advisory Board
- American Red Cross, Capital Area Chapter, Past Board Member

## Honors and Distinctions

- Board Certified in International Law, The Florida Bar Board of Legal Specialization and Education
- *Best Lawyers*, 2023-2025, Listed in Florida for FDA Law, Administrative/Regulatory Law
- *Super Lawyers* Magazine, 2012-2017, Listed in Florida as a “Rising Star” for International
- *Florida Trend's* Legal Elite, 2023-2024, Notable Women Leaders in Law, Honoree
- Lexology Client Choice Award, 2017, Recognized for International Trade