



FABIO GIALLANZA

PARTNER

Miami
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Fabio Giallanza is a corporate and real estate attorney. He represents businesses and investors in the acquisition and financing of property, along with business transactions and corporate matters. As a Florida Bar Board Certified attorney in International Law, Fabio specializes in cross-border transactions involving clients based in the United States, Europe, and Latin America.

Prior to joining the Firm, Fabio practiced at a South Florida law firm where he assisted foreign investors and entities with structuring inbound U.S. investments. He also represented purchasers and sellers of commercial and residential property, including complex FIRPTA questions and assistance with title issues and corporate documentation for foreign clients.

Fabio earned certificates in European Private Law from Universität Salzburg and in Transnational Intellectual Property from the University of Washington. Prior to law school, Fabio graduated from the Francesco Morosini Naval Military School in Venice, Italy. He is fluent in Spanish and Italian.

PRACTICE AREAS

- [Business Organizations, Acquisitions and Conveyances](#)
- [Corporate Affairs and Governance](#)
- [Real Estate](#)
- [Road to The World Cup 2026 Focus Group](#)

ADMISSIONS

Florida, 2014

Italy, 2022

PROFESSIONAL & COMMUNITY INVOLVEMENT

- The Florida Bar International Law Section, Executive Council Member, 2016-present
- Tax Section of The Florida Bar, Member, 2019-present
- Italy-America Chamber of Commerce Southeast, Member, 2016 - present
- Nicklaus Children's Hospital Foundation, Young Ambassador, 2022 - present

AWARDS & RECOGNITION

- Daily Business Review Florida Legal Awards, Innovators category - RTWC2026 Focus Group, 2024

REPRESENTATIVE EXPERIENCE

- Represented purchaser in the acquisition of operating marina, both real property and business assets, in the Florida Keys.
- Represented purchaser in the acquisition of mixed-use development site and negotiation of related joint venture agreements.
- Represented distillery from Central America in the negotiation of various supply chain agreements.
- Represented purchaser of residential development site in Brevard County, including due diligence and negotiation of related partnership agreement.
- Represented purchaser of industrial property in Central Florida and negotiation of lease amendment with national tenant.
- Represented purchaser of boat manufacturer in the SBA-financed acquisition of business assets and industrial real estate.
- Represented buyer in the acquisition and financing of >5,000 sq. ft. restaurant space in the Brickell area including renegotiation of lease with existing tenant.
- Represented buyer in the asset acquisition of an electronic components supplier for the aerospace industry, including the acquisition of industrial real estate.
- Represented multinational utility company in the acquisition of Florida-based engineering company, including due diligence and acquisition structure.
- Negotiated lease of prime office space to co-working space provider.
- Represented buyer in the acquisition of >200 ft. super-yacht from Italian manufacturer.
- Negotiated, on behalf of service provider, concession agreement with Miami-Dade County for the setup of an electric bike-sharing service.

EDUCATION

University of Miami, LLM
Taxation, 2020

- Director Award in Federal Wealth Transfer Taxation

Nova Southeastern University,
Shepard Broad Law Center, J.D.,
magna cum laude, 2014

Università degli Studi "Roma
Tre", J.D., *cum laude*, 2012

- The European Law Students Association, Treasurer

LANGUAGES

Italian

Spanish

Portuguese

CERTIFICATIONS

Board Certified by The Florida
Bar in International Law, 2023

PRESENTATIONS

- *Doing Business in the USA - Cultura, Commercio, Investimenti*, Italian Trade Agency, and Confindustria Lombardia, May 24, 2022
- *Structure and Practice of Inbound Real Estate Transactions in Florida*, Ordine degli Avvocati di Roma, March 2021
- *Tax Tips for International Arbitration*, The Florida Bar International Law Section, September 2020
- *Financial Privacy e Notorietà degli Ultimi Beneficiari*, Ordine degli Avvocati di Roma, December 2018

PUBLICATIONS

- *Corporate Transparency Act: Where We Are and What Is to Come*, Daily Business Review, October 23, 2023
- *Use of False U.S. Consulate Notarial Seals to Commit Deed Fraud: Twenty-First Century Solutions Required*, Florida Bar International Law Quarterly Newsletter, June 23, 2023
- *New Restrictions to the Sale of Florida Real Estate to Foreign Buyers*, Daily Business Review, May 24, 2023
- "Accidental Italians and the U.S. - Italy Estate Tax Treaty Exemption Tax Section Bulletin," Florida Bar, November 25, 2020

PRESS MENTIONS

- *WSHC+B Names Four New Partners*, Attorney at Law Magazine, January 10, 2024
- *WSHC+B Names Four New Partners*, Citybiz, January 10, 2024
- *September 1, 2022 On the Move*, The Florida Bar News, September 1, 2022
- *Caribbean American Attorneys Join WSHC+B South Florida Legal Team*, South Florida Caribbean News, July 29, 2022
- *WSHC+B Adds Six Attorneys Across South Florida*, citybiz, July 25, 2022
- *WSHC+B Adds Six Attorneys Across South Florida*, Attorney at Law Magazine, July 25, 2022