

Carlos A. Encinas

Senior Associate

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Carlos A. Encinas is a senior associate with Alston & Bird's Real Estate Finance & Investment Group. He focuses his practice on public and project finance, infrastructure and public-private partnerships (P3), and development incentives.

Carlos's public clients include cities, states, school districts, housing authorities, development authorities, transportation authorities, rail authorities, state higher education authorities, and state gas and electric authorities. His private clients include financial institutions, investment funds, health care systems, renewable energy companies, and developers. Additionally, companies in various other industries have relied on Carlos for development incentives and financings, real estate transactions, and other matters.

Carlos previously served as an attorney-advisor fellow at the U.S. Securities and Exchange Commission. He also served as an assistant corporation counsel in the City of Chicago Department of Law, where he worked on P3s, general obligation and revenue bonds, interest rate swaps, tax credits, real estate finance and development (including tax increment financing and other development incentives), affordable housing, telecommunications, state and federal grants, and public pensions.

Carlos was listed in the "Ones to Watch" category of *The Best Lawyers in America*® in 2021 and 2022.

Representative Experience

Public Finance and 501(c)(3)

- Closed billions of dollars in taxable and tax exempt financings as bond counsel, disclosure counsel, issuer's counsel, underwriter's counsel, lender's counsel, bank counsel, trustee's counsel, rating agency counsel, company counsel, and developer's counsel on fixed and variable rate debt.
- Counsel for the lender in the negotiation and closing of a tax-exempt loan to the largest public health care system in Florida.
- Counsel to a North Carolina 501(c)(3) health care system in the issuance of Cinderella bonds, an interest rate conversion and remarketing, and other tax-exempt capital financings.
- Counsel to a Georgia 501(c)(3) health care system in the negotiation and closing of annual lines of credit.

Infrastructure and P3s

- Counsel to a developer for state of Georgia office buildings utilizing design-build-finance (lease-purchase financing) and design-build-finance-maintain models.
- Drafted procurement and project documents as part of the outside counsel team for the Texas Department of Transportation's Southern Gateway, a \$600+ million design-build highway project.
- Advised a state high speed rail authority on federal financing agreements and other legal compliance matters related to high speed rail development.

- Prepared a due diligence report for a global highway concession company's bid to acquire and modify concession interest in the Northwest Parkway toll road in metropolitan Denver.
- Advised on a university's legal structure and prepared a due diligence report on a master development agreement for the \$1.1 billion University of California, Merced DBFOM campus expansion project as part of the lender's counsel team for a consortium bidder.
- Advised a global infrastructure firm's Brazil team on a U.S. airport security RFP and related general corporate matters.

Publications & Presentations

News Items

- *Inframation News* | State Focus: Why Georgia's GDOT Is on the Mind of Investors | May 7, 2021
Carlos Encinas is quoted on the Georgia Department of Transportation's Major Mobility Investment Program and P3 pipeline.

Presentations

- "Infrastructure and P3s in Georgia," Georgia Government Finance Officers Association 36th Annual Conference, Braselton, GA, October 3, 2021.
- "P3 in the United States: Key Characteristics and Drivers," CDFR Virtual Summer School Intro Public Private Partnership (P3) Finance Course, webinar, August 5, 2020.
- "The Corporate Side of CIDS and Additional Approaches Regarding Public-Private Partnerships," Economic Development Law in Georgia, State Bar of Georgia Institute of Continuing Legal Education (ICLE), Atlanta, GA, November 20, 2019.

Professional & Community Engagement

- Atlanta Bar Association
- Chicago Bar Association
- National Association of Bond Lawyers
- Young Professionals in Infrastructure
- Georgia Government Finance Officers Association, Government Relations/Strategic Planning Committee, chair

Education

- UIC John Marshall Law School (LL.M., 2009)
- UIC John Marshall Law School (J.D., 2008)
- University of Illinois at Urbana-Champaign (B.A., 2004)

Languages

- Spanish

Admitted to Practice

- Georgia
- Illinois

Related Services

Real Estate & REITs | Financial Services & Products | Public Finance | Government & Economic Incentives |
Public-Private Partnerships | Construction | Commercial Construction