



SUNSTONE ADVISORS



Gray Beverley

Gray has been advising cross-cultural projects since 2006, when he moved to Mexico from Argentina and began underwriting loans as well as analyzing large financing packages for a client in Mexico with a global reach. His work in the field took him throughout North America and Latin America. Gray's talent centers on getting the prescient information on any endeavor and bridging gaps in its path to success.

Since 2012, Gray has been assisting U.S.- and Europe-based organizations with their projects in Mexico. **Sunstone Advisors** was founded in 2014 to handle the growing business. This includes helping a multi-national with its local training program, advising a groundbreaking oncology hospital on its North American partnerships, guiding an education startup hoping to engage new markets, and conducting research as well as performing administrative tasks for a pair of rapidly expanding global non-profits.

While our work has included administrative and logistical support, the counsel also features a mastery of cultural perspectives vital to a project's successful implementation. Sunstone specializes not only in these intricacies but also in building the team to navigate them smoothly and cost-effectively.

Before Sunstone, Gray was a journalist, both for a midsize Knight Ridder newspaper and as a freelancer. His dispatches ranged from a teenage clown to being one of the first to report on George Tenet's post-CIA view on Iraq; they included being on one of the first flights to New York post-September 11th as well as elections, education, philanthropy, urban renewal and housing, feature profiles, police and courts, business and development, and legislative stories. He frequently traveled for work, coordinated one piece in Ghana - and has been quoted by CNN and *The New York Times*.

In 2005 Gray founded the Georgia News Service, spending that summer embedded with the U.S. Army in and around Baghdad. There he wrote about some of the hottest aspects of the war, inspiring at least one national-level piece, working closely with both brigade command and enlisted soldiers, and traveling throughout the Triangle of Death. The Georgia News Service typically had a circulation of more than 150,000 readers, sometimes topping 400,000.

Gray began his career in the entertainment industry, in which project coordination, conflict management, and administrative prowess are a part of everyday life. He worked for some of the top names in the business, including icons Forest Whitaker (in Los Angeles, Phoenix, and Northern California), Jonathan Demme (in New York), and Richard D. Zanuck (in South Carolina) - and spent nearly two years in the training program at the then-world's largest talent agency, International Creative Management, in Beverly Hills. Gray also worked on Broadway productions: "A Few Good Men," for which he assisted legendary producers Lewis Allen and Robert Whitehead (in New York), and "The Lion King," for which he worked in wardrobe in Atlanta with the ensemble cast.

Following nearly ten years in show business, Gray joined the administration of California Governor Pete Wilson, for whom he served as deputy chief of protocol and deputy liaison to the entertainment industry. Those roles had him working with studio executives, with the diplomatic corps in Southern California, ambassadors and other visiting dignitaries as well as in assisting the governor's senior policy advisor on issues concerning women and the Jewish community (he also represented the state at the opening of the nation's second-largest mosque). Additionally, Gray was an active member of the entertainment industry committee for the United Way of Greater Los Angeles.

Gray was born and raised in New York City. He holds a B.A. in political science from the University of California at Berkeley, where his studies concentrated on Asia as well as power, conflict, and violence. There he served as a resident assistant in the dormitory system, research assistant to a MacArthur Fellow, and as the undergraduate representative on the chancellor's Student Conduct Committee, presiding over serious infractions.

Gray has traveled to some 30 countries, living & working in five of them. He has resided in Mexico City since spring 2009 (in his early years in Mexico he lived in San Miguel de Allende, Zihuatanejo, and Ciudad Valles). In his spare time, Gray is establishing a volunteer-based philanthropy, partnering in an independent music festival, managing a million-square-foot warehouse in Shreveport, Louisiana, and exploring a country he loves.

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