

## IMPACT INVESTING

Blue Dot Advocates, a public benefit cooperative, has built our practice exclusively around social impact investing. We specialize in cross-border and growth market transactions and work with our clients to shape the key business terms and structures being used in the impact investment space. Our attorneys are also founding partners of the Impact Terms Project (ITP).

[FIND OUT MORE ABOUT ITP](#)

Our team's background is replete with the experience and pedigrees found at other top international law firms, but unlike other firms, social impact is at the heart of what we do. We think of ourselves as lawyer-entrepreneurs: we leverage our unique network to tackle large projects while remaining agile and creative at our core.

[SEE OUR MISSION-DRIVEN HISTORY](#)

## OUR EXPERIENCE SUPPORTING IMPACT INVESTORS

- ◆ Advised a Hong Kong-based family regarding an investment into a British Virgin Islands entity, with operating subsidiaries in Bhutan and China.
- ◆ Assisted a European family with an investment into a US entity, with an operating subsidiary in India.
- ◆ Assisted an Indian-based fund with US investor closings, including US federal and state securities compliance.
- ◆ Assisted with formation of a Delaware-based fund that invests in revenue-generating grassroots projects in Asia and Latin America by identifying lending practices developed by grassroots groups themselves.
- ◆ Advised a California-based fund regarding investing in a mission-driven cacao supply-chain operator active in Latin America using redeemable equity.

## OUR EXPERIENCE IN AND AROUND ASIA



ATTORNEY  
ADVERTISING  
Prior results do not  
guarantee a similar outcome

[FIND OUT MORE ABOUT WHAT WE DO](#)

**\$233.4M**  
IN IMPACT DEALS

**CLIENTS IN  
51 COUNTRIES**

**227**  
IMPACT VENTURES,  
INVESTORS, AND  
IMMIGRANTS

**\$1 BILLION**  
INVESTABLE ASSETS  
IN THE AGGREGATE  
OWNED BY OUR  
INVESTOR CLIENTS

## WE CAN HELP WITH:

- ◆ Financing transactions / direct investments
- ◆ Fund formation
- ◆ Tax structuring
- ◆ PRI compliance
- ◆ Organizational structuring
- ◆ "Evergreen" funds
- ◆ Compliance with US regulations

## OUR INTERNATIONAL FUND TEAM



**BRUCE CAMPBELL** wakes up every day motivated by the opportunity to leverage his profession in service of the global community. With over 15 years of experience as a corporate attorney – including six years at the international law firm Hogan Lovells – Bruce brings a true depth of expertise to serve impact investors and entrepreneurs. He has advised clients on transactions worth billions of dollars in the aggregate, ranging from angel financings for start-ups to public offerings for multi-national companies. Bruce has completed corporate transactions on six continents, and he regularly visits with clients and collaborators and reviews projects in Europe, Asia, the UK, India, and Sub-Saharan Africa. Bruce is himself an impact investor and has committed to invest 100% of his assets in support of sustainable business practices.



**SOO JUNG CHOI** started her legal career as a funds lawyer with Sidley Austin in its International Funds Group, then was at Jones Day in its Private Equity Group, where she concentrated on the formation of a variety of all sized, private investment funds including private equity funds, venture capital funds, hedge funds, hybrid funds, and funds-of-funds. She joined Blue Dot Advocates in order to better align her career and values with her top-notch, sophisticated legal skills, and has advised both start-up and experienced fund managers to launch and scale their businesses. Soo also advises fund managers and investors world-wide, especially those with a global economy mission alignment, on capital raisings, side letter negotiations, and managed account arrangements. Soo is also an investor in a small early-stage impact fund with gender-lens initiatives.



**BRIAN MIKULENCAK** has been a tax lawyer since 2007 in various capacities, from representing large, often public, businesses to advising Silicon Valley start-ups and entrepreneurs. He now focuses on the tax laws that affect social impact enterprises and organizations, nonprofits, and worker-owned cooperative businesses. Brian has extensive experience counselling on the tax treatment of business formations, financings and lending transactions, equity compensation, mergers and other acquisitive transactions, divestitures, joint ventures, and cross-border transactions. He also works with nonprofit entities on formations and structuring, compliance with fundraising regulations, and entering into strategic relationships with other organizations, all in the name of improving the global economy by moving away from wealth inequality.



**GLEN W. ROBERTS II**, Of Counsel to Blue Dot Advocates, is a leader of our coordinated investment funds and international practices initiative. Glen is a member of the New York Bar and is also admitted as a Solicitor of England & Wales. He previously served as a leader of the private funds practice at the law firm now known as Dentons, the world's largest legal practice. Glen has extensive experience in designing operationally and tax-efficient international fund and business structures, and he has counselled clients including “conventional” and Shari’ah-compliant real estate funds and buy-out funds, hybrid private equity / hedge funds, investment managers, institutional investors and financial institutions on compliance with US and international securities laws and on structuring, negotiating and executing global funds, businesses and transactions offerings.



**PANKAJ JAIN** is founder and principal at Impact Law Ventures (ILV), an established law practice based in New Delhi, India, which provides affordable legal counsel to start-ups, small and growing businesses, social business enterprises, impact investors, and nonprofit organizations. He was looking at how corporate law could connect business and development, and the idea that private capital can be used for public good has guided his work ever since. ILV was the first India-based law firm for the Acumen Fund, a nonprofit social venture capital fund, and they have since worked across agriculture, healthcare, water, housing and energy portfolios, structuring transactions in social development. Together ILV and Blue Dot Advocates navigate the US-India corridor, creating successes in the Indian social enterprise and impact investment space.