

Blake Tengberg

Partner

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Blake Tengberg is a business lawyer who guides companies and entrepreneurs through the complexities of scaling, protecting their ventures, and navigating legal challenges. He advises businesses in many different industries, including innovative technology, entertainment, restaurants, consumer product, and food and beverage companies.

Blake has extensive experience with corporate mergers and acquisitions – particularly cross-border M&A – dispositions, minority investments, joint ventures, fund transactions, debt and equity financings, and recapitalizations for corporate and middle-market companies throughout the United States. He handles all aspects of the deal process, including working with corporate boards and senior management on pre-acquisition planning, transaction structuring, drafting, and negotiating acquisition and related agreements and post-acquisition integration planning.

In addition to being a deal lawyer, he often serves as outside general counsel for his clients, who appreciate his pragmatic approach to complex situations.

“I truly appreciated Blake’s assistance. One of the best decisions I made was seeking his legal counsel.”
-Joshua Kwon, GC Foods

“I got to know Blake back at BYU when we lived near each other. He immediately impressed me as someone that is dedicated to growth and excellence. I had the opportunity to work with Blake when I started DentalRay, and his personal growth and excellence have translated well into his legal practice.”
-Caleb Manscill, DentalRay

Blake is a member of our Business Law Department and Transactions Practice Group and is based in our Salt Lake City office.

Representative Experience

Mergers & Acquisitions

Represented buyers and sellers in the acquisition and disposition of businesses by stock purchase, merger, asset purchase, and license, including:

- ETC Group, including its software subsidiary companies BuildingFit and GrowFit Analytics, in its sale to Bernhard, the largest privately-owned Energy-as-a-Service company in the United States.
- Lincoln Insurance Group in its sale to a Top 50 Insurance Brokerage company.
- Abora Capital in its acquisition of numerous insurance agencies nationwide.
- American Secure Title Insurance Agency, in its all-stock sale to US Title Insurance Agency.
- Battle Road Digital in a license of its proprietary metaverse, multi-player real-time strategy game software product to one of the world's largest software companies.
- First Chair Partners in its acquisition of Sea to Ski Property Management Company.
- Dimension Marketing & Sales in its merger with Premier Foods.
- FBII in its acquisition of Frodsham Better Lawns & Trees.
- CWB3 Corp. in the sale of its assets to Backcountry.com.

Venture Capital & Growth Equity

Represented numerous business and venture capital groups in making or receiving investments, including:

- Lionel Ventures in its initial fund formation, fund management matters, and over half a dozen early- to late-stage investments in technology businesses.
- Udo Investment Group in a late-stage investment in Udo, LLC.
- Oliver Software in a preferred equity growth investment by Startup Ignitions.
- Flex Energy in a debt and equity investment by VJAM Holdings.
- Tamarack Ventures in Parlor Doughnuts, a prominent and rapidly-expanding F&B business.
- Toothy Cow Productions in a private preferred equity investment by Angel Studios.
- ZapMoto in an early stage equity investment by Sepio Capital Private Growth Fund.
- DentalRay in a strategic debt and equity investment by Coldwater Capital.
- Masset in a SAFE offering round.

Regulation Crowdfunding and/or Regulation A+ Offerings

- The Riot & the Dance (2021)
- Freelancers (2021)
- Let's Get Epic (2021)
- The Shift (2021 and 2022)
- David (2022), resulting in the largest audience-funded entertainment project in history
- Testament Pictures (2022)
- The Wingfeather Saga (2022 and 2023)
- His Only Son (2023), which was the first prints and advertising (P&A) crowdfund for a theatrical release in history

Affiliations

- Member, Utah Bar Association
- Board Member, Boys & Girls Clubs of Greater Salt Lake

Languages

- Portuguese

Sectors

- Consumer Product Safety
- Food & Beverage
- Innovative Technology
- Manufacturing

Practice Areas

- Corporate
- Mergers & Acquisitions
- Private Equity
- Transactions

Education

- J. Reuben Clark Law School, Brigham Young University (J.D., 2012)
 - Dean's List
- Brigham Young University (B.A., 2009)
 - English

Admissions

- Utah