



Patrick J. Kelly

SHAREHOLDER

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Services

Latin America Practice
Mergers & Acquisitions
Cross-Border Mergers & Acquisitions
International
Artificial Intelligence
Life Sciences
Commercial Law
Start Up & Rapid Growth Enterprises (SURGE)
Government Contracts & Grants
Food & Agribusiness
Corporate
Finance & Securities

Pat has more than 28 years of experience as a commercial lawyer representing clients both domestically and internationally.

Pat is founder and chair of the Latin America Practice Group. While he works with clients doing business all over the world, he has particular expertise in Mexico, Brazil, Chile, Costa Rica, Panama and Latin America generally. Pat has experience representing clients on a broad range of international business matters ranging from mergers and acquisitions, private equity, finance, securing debt, foreign investment, entity selection and tax structuring, foreign manufacturing, Mexico shelter, maquila/ IMMEX applications, agreements and permits, joint ventures, partnerships, distribution and sales representative agreements, supply agreements, international labor law, international real estate acquisition, development and concessions, and energy and mining. Pat's clients range from mid-sized growth companies, to publicly-held multinationals. Representative clients include one of the country's largest steel producers, industry leading machine tooling, auto parts and equipment manufacturers, biotech companies, software developers, including in the pattern memory and artificial intelligence fields, and financial service providers working with foreign investors.

Pat has represented clients on both domestic and international mergers and acquisitions ranging in size from several million dollars to \$3.2 billion dollars. He also works with corporate clients ranging from start-ups to Fortune 500 businesses, assisting them with general corporate matters, business strategies, funding and negotiating financing, and raising capital, manufacturing, domestic distribution and sales representative relationships, complex contract negotiations and technology transfer and related transactions.

Pat also works with emerging technology companies, including clients in the biotech and artificial intelligence fields, assisting them with structuring, financing and private placements and general corporate matters.

Pat acts as outside general counsel for many of his clients and structures attorney teams for them to ensure each client receives the best possible service for individual matters.

Pat oversees Fredrikson's subsidiary office in Saltillo, Mexico. He practices out of both the Minneapolis and Saltillo offices, traveling between the two offices as needed. Pat frequently accompanies the Minnesota and Iowa international trade offices and the governors from each state on international trade missions to countries in Latin America and elsewhere around the world, and frequently speaks at legal continuing education seminars, Minnesota Trade Office Events, and events during the trade missions. As a result of his representation of clients throughout Latin America, Pat has worked with and has strong relationships with attorneys from all around the world.

Credentials

Education

- University of Minnesota Law School, J.D., 1988
- St. John's University, B.A., Government with Spanish minor, 1983, *summa cum laude*

Admissions

- Minnesota, 1988

Languages

- Portuguese
- Spanish

Recognition

- AV Preeminent® Peer Review Rated, Martindale-Hubbell, 2023
- *Best Lawyers in Mexico*, Corporate Mergers and Acquisitions Law, International Trade and Finance Law, 2020-2021
- North Star Lawyer, Minnesota State Bar Association, 2012-2013, 2015-2016, 2019-2020
- Lifetime Recognition Award, CLUES, 2010
- Compadre of the Year, CLUES, 2005
- Minority Business Advocate Award, Department of Commerce, 1991
- Volunteer of the Year Award, MEDA, 1990
- SBA Minority Business Advocate Award, 1990

Civic & Professional

Professional Activities

- Global Minnesota (formerly Minnesota International Center), Past Member of the Board of Directors
- Hennepin County Bar Association, Business Banking & Financing Section, Member; Past Chair
- Minnesota State Bar Association International Institute Planning Committee, Chair; Vice Chair of the International Business Law Section Council, 2000-2001; Committee Member, 2000-present
- International Business Law Section of the Minnesota State Bar Association, Chair, 2001-2002; Executive Council Member, 2001-present
- International Bar Association, Member
- American Bar Association, International Section, Member
- University of St. Thomas Masters and Undergraduate programs, Lecturer
- William Mitchell College of Law on International Legal topics, Lecturer
- Metropolitan Economic Development Association (MEDA), Volunteer
- Comunidades Latinas Unidas en Servicio (CLUES), Board of Directors Chair, 2007; Board of Directors Member, 2000-2010
- Mexican Consulate of St. Paul, Honorary Legal Counsel, 2005-present

News

Firm News | 09.11.2015

Attorney Patrick Kelly Named to Regional Council of World Services Group

Speaking Engagements

Event | 11.09.2021

Doing Business in the United Kingdom and Finland

Legal Updates

Legal Update | 12.01.2011

Doing Business in Brazil

Publications & Presentations

Presenter, *The USMCA—What You Should Know*, Minnesota State Bar Association International Business Law Institute, February 3, 2021

Co-Presenter, *Key Transfer Pricing Considerations (and Opportunities) in the Era of COVID*, Fredrikson & Byron and RSM Webinar, September 30, 2020

Co-Presenter, *Doing Business in Latin America in the Age of COVID-19*, Fredrikson & Byron Webinar, June 30, 2020

Moderator, *China's Role in Latin America's COVID-19 Recovery: What U.S. Companies Need to Know*, Global Minnesota Program, May 21, 2020

Co-Presenter, *Global Supply Chain Trends and Developments: Asia and Latin America*, Fredrikson & Byron and Global Minnesota Program, June 18, 2019

Panelist, *360 Degrees of Doing Business Globally in Manufacturing Seminar*, April 16, 2019

Presenter, *Buying Real Estate in Mexico, Costa Rica and Panama*, Minneapolis Realtors Association, April 15, 2019

Guest Lecturer, *Impact of Sanctions, Tariffs, FCPA, Export Controls, NAFTA 2.0/USMCA on International Business, Legal Strategy for Global Executives*, University of St. Thomas Executive MBA Program, April 5, 2019

Presenter, *NAFTA 2.0 (or USMCA), Tariffs, Etc. – What's Next in the U.S.–Canada–Mexico Relationship?*, Minnesota CLE, March 21, 2019

Guest Lecturer, *NAFTA 2.0 or the New USMCA*, October 2018

Guest Lecturer, *NAFTA & the EU*, University of St. Thomas Business School, October 2017

Co-Presenter, *Best Practices for Practicing International Law*, Minnesota CLE, June 6, 2017

Co-Presenter, *Key Issues in Cross-Border M&A*, Fredrikson & Byron Cross-Border M&A Seminar, April 11, 2017

Panelist, *The North American Market in 2017 – Comparing the U.S., Canadian and Mexican Perspectives*, Dallas, Texas, March 3, 2017

Co-Presenter, *Trends in Global Manufacturing and Supply Chain Management*, Fredrikson & Byron Foreign Manufacturing Seminar, January 19, 2017

Doing Business in Argentina and Uruguay, Iowa Economic Development, July 13, 2016

Co-Presenter with Rachel Limón, Robert Scarlett and Frik Brand, *Pursuing Growth in Brazil: Business Opportunity and Legal Risk Considerations*, Minnesota State Bar Association International Business Law Institute, May 19, 2016

Co-Presenter, *Transfer Pricing and International Valuation*, Minnesota CLE, May 10, 2016

Panelist, *Building Ethical Cultures in Emerging Markets: Risks and Opportunities*, Corruption and Bribery: Cultural Challenges and Implications, Center for Ethical Business Cultures, Opus College of Business, University of St. Thomas, Minneapolis Campus, September 25, 2015

Presenter, *Doing Business in Mexico*, Briefing for Iowa Economic Development Trade Mission to Mexico, Monterrey, NL, Mexico, March 26, 2015

Presenter, *Cross Border Mergers & Acquisitions*, Practical Perspectives, February 26, 2015

Presenter, *Doing Business in Brazil*, Briefing for Iowa Economic Development Trade Mission to Brazil, February 5, 2015

Presenter, *Doing Business in Canada and Mexico*, The Minnesota Closely Held Business Conference, October 21, 2014

Presenter, *The Impact of Mexico's Structural Reforms on Business Tax and Transfer Pricing*, May 2014

Presenter, *Mexico Tax Reform Briefing*, February 2014

Presenter, State Economic Competitiveness Summit, Minnesota Department of Employment and Economic Development, January 2014

Presenter, *Cross Border Mergers and Acquisitions*, Minnesota CLE, May, 2013

Panelist, Minnesota Trade Office South America Forum, May, 2013

Presenter, Latin America Breakfast Series: Opportunities and Challenges to Doing Business in Brazil, August 15, 2012

Moderator, Business Challenges and Opportunities in Brazil & Chile, April 30, 2010

"Manufacturing In Mexico," *FredNEWS: International*, April, 2010

Speaker, Resilient Brazil: Economic and Political Insight on Business Opportunities, November 3, 2009

Presenter, *The New Lawyer Experience*, Minnesota CLE Webcast Seminars, January 16, 2008

Doing Business in Costa Rica, Fredrikson & Byron Global Perspectives Seminar, January 19, 2007

Cross Border Ethics: Privilege, Conflicts, The FCPA and More, CLE Presentation for the 2006 International Business Law Institute MSBA International Business Law Section, April 27, 2006

"Closing Real Estate Transactions in Mexico from Minneapolis," November, 2005

Co-Author with Luis G. Reséndiz, *Mexico: Basic Labor Law Concepts, Non-Competes, Non-Disclosures and Employee Inventions*, November, 2005

Co-Author with Luis G. Reséndiz, "Leap of Faith? Buying Real Estate in Mexico Through a Bank Trust (Fideicomiso)," *Fredrikson & Byron's International Focus Newsletter*, May, 2004

"Sun, Sand and Caveat Emptor: Buying Real Estate in Mexico," *Fredrikson & Byron's International Focus Newsletter*, November, 2003

"The Legal Eye—Global Reach," *Minnesota Technology*, Summer, 2003

"Doing Business in China: Following The Trend—Forming a Wholly Foreign-Owned Enterprise," *Fredrikson & Byron's International Focus Newsletter*, April, 2002

"Mexico, Maquiladoras and NAFTA," *Fredrikson & Byron's International Focus Newsletter*, March, 2001