

# Snell & Wilmer

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## Kerry Heard

Associate | Salt Lake City

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### Main Bio

Kerry Heard is a corporate and securities associate who focuses his practice on business transactions. He regularly negotiates and drafts documents for mergers, acquisitions, and reorganizations. In addition to M&A transactions, Kerry represents clients in regulatory compliance, corporate governance efforts and other general business matters. He regularly assists clients in alcohol beverage regulatory matters, including providing guidance through complex federal, state and local alcohol licensing requirements. His practice involves preparing a wide variety of corporate, commercial, and real estate related agreements. Kerry represents clients in the restaurant/food and beverage, healthcare, construction, manufacturing and financial service industries.

Kerry also has experience representing lenders and borrowers in various types of debt and equity financing transactions, including negotiating, drafting and reviewing loan documents.

Prior to joining Snell & Wilmer, Kerry had a number of internships and externships, including working as a legal intern at the Rocky Mountain Elk Foundation and as a teaching and research assistant at the Alexander Blewett III School of Law, University of Montana where he received his juris doctor.

### Representative Experience

- Counsel to national franchisee of popular restaurant chains in acquisition of new restaurants across the country and in large-scale buy, sell and leaseback of related real property
- Counsel to eyewear company in acquisition (via merger) of digital eyewear fitting company
- Counsel to client in purchase and sale of numerous skilled nursing facilities, home health agencies and hospice business
- Counsel to Utah company in its sale of its nutrition company to private equity group
- Counsel to regional construction company in acquisition of numerous hardware stores and other construction-related businesses
- Counsel to purchaser of distressed, Asian-based plastics company
- Counsel seller in its sale of nation-wide residential property management company
- Counsel to corporate and individual buyers of private aircraft and related structuring and aircraft leasing agreements
- Counsel to auto finance company for several capital raising transactions

- Counsel for international service-provider of deaf and hard of hearing services in its acquisition of related businesses
- Counsel for various ski resort owners and operators in its acquisition of new resorts, sale of certain assets, and negotiation of loan facility and related documents
- Counsel to asset management and advisor group in purchase and sale of portfolio investments
- Counsel to national bank to administer SBA 504 loan program pooled loan facility
- Counsel to national bank and affiliated industrial bank in numerous assets sales, acquisitions and business combination transactions
- Counsel to public company client in internal corporate restructuring project and acquisition and sale of various assets under management

## Education

- Alexander Blewett III School of Law, University of Montana (J.D.)
  - High honors
  - CALI Excellence for the Future Award
  - Dean of Students Award
- University of Montana (M.A.)
- University of Montana (B.S., Business Administration)

## Professional Memberships & Activities

- Utah State Bar
  - Business Law Section
  - Securities Section
- Montana State Bar
  - BETTR Law Section

## Professional Recognition & Awards

- The Best Lawyers in America®: Ones to Watch,
  - Corporate Law (2024)

## Community Involvement

- Pheasants Forever - Volunteer with wildlife and habitat conservation group
- Master Basketball Official - High school basketball official

## Previous Professional Experience

- Alexander Blewett III School of Law, University of Montana, Teaching Assistant and Property Law Tutor (2016-2018)
- Rocky Mountain Elk Foundation, Legal Intern (2017-2018)
- Moulton Bellingham, PC, Legal Intern (2016)

## Bar Admissions

- Montana
- Utah

## **Court Admissions**

- Supreme Court of Montana
- Supreme Court of Utah
- United States District Court, District of Utah