

# Snell & Wilmer

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## **Sarah Hibbard**

Associate | San Diego

Tel. 858.434.5004

[shibbard@swlaw.com](mailto:shibbard@swlaw.com)

## **Main Bio**

Attorney and former in-house general counsel, Sarah Hibbard, helps technology, life sciences, and digital health companies create a strong legal foundation and position themselves for growth on the journey from research to commercial success, drawing on in-house start-up and multibillion-dollar company experience.

Her focus includes general corporate governance, private debt and equity financings, and mergers and acquisitions, as well as structuring and negotiating intellectual property and commercial transactions such as licensing and tech transfers, collaborations, pre-clinical and clinical research, research and development activities, and manufacturing.

Sarah also helps boards and C-suites balance corporate governance and risk, steward and deploy capital, and carefully navigate the interplay between stock performance, legal compliance, litigation, and operational continuity. In addition, she advises companies in dealings with government agencies, legislators, and other stakeholders.

Prior to joining Snell & Wilmer, Sarah was general counsel for a San Diego-based biotechnology company operating in the oncology space. Her experience includes biotech, medical device, and aesthetics, as well as hardware and XaaS technologies.

## **Representative Experience**

- [Advised fintech startup Greenwood in acquisition of Valence](#)
- [Advised technology food data company Galley Solutions as it raised \\$14.2 million in Series A funding](#)
- [Advised fintech startup Greenwood in acquisition of The Gathering Spot](#)
- [Represented Hothand Inc. in acquisition by fintech company AppTech Payments Corp.](#)
- [Represented microbrewery Mission Brewery in acquisition by California investment company](#)
- [Represented contract development and manufacturing organization Drug Delivery Experts in acquisition by Pace Analytical](#)
- [Advised technology-focused growth equity firm Blueprint Equity as it led \\$8M series A funding of Tovuti, Inc.](#)
- [Represented advertising technology company Proper Media, LLC in acquisition by Sovrn Holdings, Inc.](#)

- [Represented Biotech Nexturn Bio, Inc. in its majority stake investment in RosVivo Therapeutics Inc.](#)

## Education

- Thomas Jefferson School of Law (J.D., 2010)
- San Diego State University (B.S., Business Administration, 2006)

## Professional Memberships & Activities

- San Diego County Bar Association, Member (2021-Present)
  - Governance Committee (2021-Present)
- Women in Bio, Member (February 2020-Present)
  - Founders Forum, Co-Vice Chair (June 2020-Present)
- Athena, Women in STEM, Member (November 2019-Present)
- Licensing Executive Society, Member (2018-Present)
- California Lawyers Association, Member (2010-Present)
  - Working Group on Stakeholders Capitalism and ESG, Member (September 2020-Present)
  - Business Law Section Consumer Financial Services Committee, Past Co-Chair (July 2018-September 2019)
- Startup Legal Garage at University of California, College of the Law, San Francisco (formerly UC Hastings), Member

## Representative Presentations & Publications

- “Contracts for Start-Up Companies,” Presenter, SBDC @ University of California, Irvine Beall Applied Innovation Incubator (November 16, 2021)
- ["Collaboration Agreements: Critical Issues and Common Pitfalls,"](#) Co-Author, BioProcess International (October 28, 2021)
- “Pitch. Launch. Grow. Demo Day.” Judge Panelist, SBDC @ University of California, Irvine Beall Applied Innovation Incubator (August 26, 2021)
- [“Women in Bio Group Supports, Empowers Women in STEAM,”](#) Interview, ABC News 10 (March 9, 2021)
- [“Master Service Agreements, Part 2: Confidentiality and Intellectual Property Provisions,”](#) Episode Host, CalCurrent Podcast (March 4, 2021)
- “Student Bar Association Guest Speaker Series,” Speaker, Thomas Jefferson School of Law (February 10, 2021)
- [“Master Service Agreements, Part 1: The Basics,”](#) Episode Host, CalCurrent Podcast (January 21, 2021)

## Professional Recognition & Awards

- [40 Next Top Business Leaders Under 40 Finalist](#), San Diego Business Journal (2023)
- [2023 40 Under 40 Winner](#), San Diego Metro (2023)
- [San Diego Super Lawyers, Rising Stars Edition, Corporate and Securities](#) (2023)

- [2022 40 Under 40 Winner](#), San Diego Metro (2022)
- [Leaders of Influence in Life Science 2023 Honoree](#), San Diego Business Journal (2023)
- [Leaders of Influence in Life Science Top 50 2022 Honoree](#), San Diego Business Journal (2022)
- [40 Next Top Business Leaders Under 40 Finalist](#), San Diego Business Journal (2022)
- San Diego Super Lawyers, Rising Stars Edition, Corporate and Securities (2022)
- [Women of Influence in Life Sciences 2021 Honoree](#), San Diego Business Journal (2021)
- [2021 40 Next Top Business Leaders Under 40 Finalist](#), San Diego Business Journal (2021)
- [Women of Influence in Law 2021 Honoree](#), San Diego Business Journal (2021)

## Community Involvement

- Aztec Mentor Program, San Diego State University, Mentor (2015-Present)

## Previous Professional Experience

- EpicentRx, Inc., Vice President & General Counsel (2018-2020)
- Encore Capital Group, Inc., Manager of Public Policy (2012-2018)
- Bernstein Litowitz Berger & Grossmann, Staff Attorney (2011-2012)

## Bar Admissions

- California
- Maryland

## Court Admissions

- United States District Court, Southern District of California

## Client News

- Snell & Wilmer Advises Specialty Mechanical Contracting Company A.O. Reed & Co. in Acquisition to Legence
- Snell & Wilmer Advises Hardtech Investment Firm Pangaea Ventures As It Leads Series A Funding Round of Bidel AG
- Snell & Wilmer Advises Hardtech Investment Firm Pangaea Ventures As It Leads Series A Funding Round of Compact Membrane Systems
- Snell & Wilmer Advises San Diego-Based Medical Device Company Octet Medical, Inc. As It Secures \$10M in Series B Financing
- Snell & Wilmer Advises Sport Fintech Company Fanki as it Secures \$6M in Seed Capital
- Snell & Wilmer Advises Technology-Focused Growth Equity Firm Blueprint Equity as it Leads Series A Funding of Builder Prime
- Snell & Wilmer Advises Fintech Startup Greenwood in Acquisition of Kinly
- Snell & Wilmer Advises Fintech Startup Greenwood in Acquisition of Valence
- Snell & Wilmer Advises Technology Food Data Company Galley Solutions as it Raised \$14.2 Million in Series A Funding
- Snell & Wilmer Advises Fintech Startup Greenwood in Acquisition of The Gathering Spot
- Snell & Wilmer Represents Hothand Inc. in Acquisition By Fintech Company AppTech Payments Corp.

- Snell & Wilmer Represents Microbrewery Mission Brewery in Acquisition by California Investment Company