

Dan Wadkins

Principal

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Dan has a passion for helping startups and emerging companies navigate the complex business and legal landscape, assisting his clients in every stage of the business lifecycle, from formation and financing to a successful exit.

Dan focuses his practice on advising clients in corporate, securities and financing, trademark and brand protection, intellectual property licensing, wine and beverage law, and commercial transactions.

His experience includes drafting and negotiating complex commercial transactions in the areas of manufacturing, services and technology development. In addition, Dan regularly counsels and assists clients with the strategic acquisition, protection, registration, commercialization and enforcement of all types of intellectual property rights.

Outside of work, Dan is active in several local and charitable organizations by serving as a member of the Board of Directors of Big Brothers Big Sisters of the Inland Northwest and as a member of the Advisory Board for Gonzaga's New Venture Lab and Gonzaga's Entrepreneurship Advisory Board. He holds his Juris Doctor from Gonzaga University School of Law.

Education

J.D., Gonzaga University School of Law (*cum laude*)

Services

Business & Corporate
Finance

Commercial & IP
Transactions

Food & Beverage

IP & Technology

Artificial Intelligence

Beauty & Wellness

Consumer Brands

Emerging Companies

Luxury Law

Admissions

Washington, 2009

- *Gonzaga Law Review*, Editor-in-Chief

B.A., Gonzaga University (*magna cum laude*), Economics, concentration in Entrepreneurial Leadership, minors in Analytical Finance and Spanish,

Honors & Recognition

Rising Star, Washington Super Lawyers (Business/Corporate), 2022-present

Rising Star, Washington Super Lawyers (Intellectual Property), 2014-2020

Featured as a Top Lawyer by *Spokane Coeur d'Alene Living* magazine each year from 2016-2020

Professional Activities

American Bar Association, Member

American Intellectual Property Law Association, Member

International Trademark Association (INTA), Member

Spokane County Bar Association, Intellectual Property Section, Member

Washington Association of Wine Grape Growers, Member

Washington State Bar Association, Member

- Business Law Section
- Intellectual Property Section

Community Activities

Big Brothers Big Sisters of the Inland Northwest, Board of Directors

Gonzaga University

- Entrepreneurship Advisory Board
- New Venture Lab Advisory Board

Experience

Securities/Startup Fundraising

Venture capital seed funding and preparation of offering documents

Represented fast-growing startup in connection with raising more than \$12 million in venture capital seed funding and prepared offering documents.

Regulation A+ offering and follow-on Regulation D offering

Represented startup company in raising more than \$10 million in a Regulation A+ offering and follow-on Regulation D offering on online platform.

Regulation CF crowdfunding and Regulation D offering for multiple startups

Represented multiple startup companies in connection with Regulation CF crowdfunding and Regulation D offerings on online platforms.

Fundraising strategy for multiple early-age startups

Represented many early-stage startup companies in connection with fundraising strategy and pre-seed and seed funding.

Corporate/M&A

Joint venture involving U.S. based company and Chinese company

Represented U.S. based company in connection with the creation of a Hong Kong joint venture with Chinese company.

Sale of consumer products business

Represented consumer products client in the sale of its business for \$15 million.

Sale of services company with international presence

Represented services company with international presence in the sale of its business for \$8 million.

Sale of SaaS startup

Represented SaaS startup in the sale of its business for \$5 million.

Purchase of business assets of services business

Represented client in connection with the purchase of business assets of services business for \$5 million.

Intellectual Property & Commercial Transactions

Negotiation of multiple six-digit ARR subscription agreements for SaaS company

Represented SaaS company in the negotiation and execution of multiple six-digit ARR subscription agreements.

Negotiation of multiple technology joint development agreements for a variety of industries

Represent clients in the negotiation and execution of multiple technology joint development agreements (both cross-border and domestic) in industries from agriculture and education to mining and aerospace.

Regular obtainment and maintenance of trademark assets for brands in global jurisdictions

Regularly represent brands in obtaining and maintaining trademark assets in jurisdictions around the world.

Assignment of hundreds of global patent assets for a public corporation
Represented a public corporation in the assignment of hundreds of patent assets around the world as part of a corporate restructuring.

News

Foster Garvey Helps Usher In Salon.com's New Chapter
11.21.23

13 Attorneys Recognized on 2023 Washington Super Lawyers Lists
Foster Garvey Newsroom, 7.31.23

12 Attorneys Recognized in Washington Super Lawyers for 2022
Foster Garvey Newsroom, 7.14.22

Full-Service Capabilities, Stellar Attorneys Lead Dan Wadkins to Foster Garvey
Law360, 7.7.21

Foster Garvey Welcomes Dan Wadkins as Principal in the Business & Corporate Finance Practice
Foster Garvey Newsroom, 7.6.21

Speaking Engagements

Foster Garvey Celebrates Entrepreneurship at 2024 Washington State University's Business Plan Competition
Event
Spokane, WA, 4.25.24

"Ryan McNeice Law & Entrepreneurship CLE: Starting a Winery," Gonzaga University School of Law
CLE
Spokane, WA, 10.13.23

"Business Formations," SP3NW's Startup Advisor Lunch and Learn
Speaking Engagement
Spokane, WA, 4.12.23

"Starting a Business in the Knowledge Economy," WESKA (WSU Entrepreneurship Skills & Knowledge Accelerator) Program
Speaking Engagement
Washington State University, Pullman, WA, 6.17.22