



Sara P. Sandford

Owner - Seattle

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Ms. Sandford works with clients from around the world in all stages of establishing, acquiring and operating businesses across borders. She concentrates her practice on representing Japanese companies and individuals in their business activities in the United States and on advising U.S. clients concerning business activities in Japan, Canada and other Pacific Rim countries. In this U.S. - Japan context, for example, Ms. Sandford has worked with clients in the formation, implementation and dissolution stages of joint ventures in industries ranging from livestock-exporting to sports equipment to internet entertainment.

She has helped clients create distribution and sales representative arrangements for toys, automotive parts and agricultural products, as well as manufacturers of log homes, software and microchips. Ms. Sandford has represented high-technology start-up companies, among others, in obtaining and documenting both bank and venture capital financing. Current clients include such prominent Japanese companies as NTT DoCoMo, Kenwood Corporation, UCC Ueshima Coffee Co. Ltd. and Sojitsu Corporation of America.

She serves as a Deputy to the Chair of the ABA/Section of International Law. She has also served many years as a leader of Garvey Schubert Barer's International Group and Business Group, and has served as the firm's Seattle Office managing director. Ms. Sandford was the chair of the Japan-America Society of the State of Washington in 2002-2003 and has served on the organization's board or in an executive capacity for more than fifteen years.

Ms. Sandford worked with the Japanese law firm of Matsuo & Kosugi in 1982 and again from 1986 to 1988. Having also been a Rotary International exchange student to Japan in high school and having conducted research in Japan during college, she speaks, reads and writes Japanese.

By virtue of her work experience and language ability, Ms. Sandford is able to explain complex American and Japanese legal concepts and issues in both Japanese and English. Ms. Sandford combines her corporate and commercial law experience, along with her cultural awareness, to assist clients in developing business strategies that allow foreign clients to transfer necessary personnel to the United States to oversee their investments and projects as well.

Services

- ▶ International Business

- ▶ Corporate Counseling
- ▶ Privately Held Companies
- ▶ Transnational Litigation
- ▶ Emerging Companies and Venture Capital
- ▶ Mergers and Acquisitions
- ▶ Charitable and Tax-Exempt Organizations

Industries

- ▶ Emerging Companies
- ▶ Food, Beverage and Hospitality
- ▶ Manufacturing and Distribution

Education

- ▶ Columbia University School of Law, J.D., 1984
 - ▶ International Fellow, 1982-1983
 - ▶ Forrest M. Anderson Scholar, 1982-1983
 - ▶ Writing and Research Editor, *Columbia Journal of Transnational Law*
- ▶ University of Washington, B.A., Japan Regional Studies, 1980

Admissions

- ▶ Washington, 1989
- ▶ California, 1984 (inactive)
- ▶ U.S. District Court, Northern District of California, 1984

Languages

- ▶ Japanese
- ▶ Conversant Italian

Professional Activities

- ▶ Fellow, American Bar Foundation, 2006-present
- ▶ American Bar Association, Section of International Law: Diversity Officer, 2010; Administration Committee, 2010; Council Member, 2006-2008, 2010; Liaison, Commission on Women in the Profession, 2010; Deputy to Section Chair on Task Forces and Special Projects, 2009; Co-Chair, Leadership Retreat, 2008 and 2010; Washington State Bar Association Liaison, 2008-present; Chair, Business Law Division I, 2008; Chair, Corporate Division, 2007; Chair, Africa/Eurasia Division, 2006; Co-Chair, Asia/Pacific Law Committee, 2004-2005; Chair, East Asia and Pacific Law Committee, 2003; International Law News Editorial Board, 2009-2010; Mayre Rasmussen Award of the Advancement of Women in International Law, 2008-2010
- ▶ Guest Lecturer, International Business Transactions course, Seattle University School of Law, 2005, 2006

and 2010

- ▶ Guest Lecturer, International Contract Negotiation course, University of Washington School of Law, 2005-2007
- ▶ Major Gifts Campaign Ambassador, Northwest Women's Law Center Member

Community Activities

- ▶ Chair, Japan-America Society for the State of Washington, 2002-2003; Chair-Elect, 2001-2002; Vice President, 2000-2001; Secretary, 1997-1998; Executive Committee Member, 1997-2005 and 2008-present; Director 1995-1997, 1998-2000; Board Member, 2003-present
- ▶ Member, Japanese Business Association, 2008-present
- ▶ Volunteer Attorney, Western Rivers Conservancy, 2001-present
- ▶ Volunteer Attorney, Seattle Opera and Seattle Opera Foundation, 1999-present
- ▶ Volunteer Attorney, River Network, 1993-2001

Events

- ▶ "You Say Potatoe and I Say Potato: Negotiation of Deals across the Common Law/Civil Law Divide," Spring Meeting, ABA Section of International Law, New York, NY, April 13-17, 2010
- ▶ "Understanding Deemed Export Licensing," NTT DoCoMo Legal Department, Tokyo, Japan, April 2010
- ▶ "Doing Business in Japan, Choice of Legal Structure & Practical Pointers," Brown Bag Teleconference, Asia/Pacific Committee – ABA Section of International Law, February 24, 2010
- ▶ "Civil Dispute Management," King County Bar Association and Seattle University School of Law, Seattle, WA, December 4, 2009
- ▶ "Legal Structures for Export Business," Washington State Export Certification Course, Washington Department of Commerce, Seattle, WA, November 2009
- ▶ "Negotiating & Finalizing the Deal," Strategies for Selecting, Structuring & Managing International Partnerships, World Trade Club – Washington State Bar Association, Seattle, WA, April 2009
- ▶ "International Business Communications," Guest Lecturer, Seikei University, Tokyo, Japan, July 2008
- ▶ "ABA Pathways to Employment in International Law," University of Washington School of Law, Seattle, WA, March 2008
- ▶ "Common Legal Issues for Inbound Investors," Foreign Direct Investment: Moving from Theory to Practice – FDI Training for Local Partners, Washington State Department of Community Trade and Economic Development, Seattle, WA, January 2008
- ▶ "International Contract Negotiation," University of Washington School of Law, Seattle, WA, January 2007
- ▶ "Market Entry: Strategic Alliance, Licensing, Joint Venture or Investment," Doing Business in Asia, AIJA, September 1, 2006
- ▶ "Teaching and Training Lawyers for Asian Practice: A Paradigm for Future Legal Education?," Fifth Annual Law School Deans/Practitioners Roundtable, ABA Section of International Law, April 2005
- ▶ "Avoiding Enron and Daiwa Bank: Corporate Compliance in the U.S. and Japan," Garvey Schubert Barer Seminar, Seattle, WA, March 2005

Publications

- ▶ "Doing Business in Japan," co-editor, *Doing Business in Asia*, 2010.
- ▶ "Conducting Discovery in China & Japan," co-author, *The International Litigation Quarterly*, Spring/Summer 2006.
- ▶ "Taking Sherlock Shopping - International Due Diligence," Garvey Schubert Barer, 2001.

Professional Recognition

- ▶ Named by peers to *The Best Lawyers in America* in the areas of International Trade and Finance Law, 2011
- ▶ Named a "Top Lawyer" for International Trade in *Seattle Met* magazine, 2010
- ▶ Martindale-Hubbell AV/5.0 Peer Review Rated
- ▶ Profiled, WSBA Bar Bulletin, September 2008
- ▶ ABA Section of International Law Outstanding Volunteer Award, 2006-07