



BARRY SHAW SACKETT
**Managing Partner Trust Law
Counsel**

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Barry Shaw Sackett is your company's trusted advisor and the Managing Partner of Trust Law Counsel. He helps business leaders find solutions and engage in business opportunities by fostering trust and promoting action. Barry's business and legal experience stems from years as a business owner, chief financial officer, in-house counsel, assistant county attorney, and legal consultant. His current business involvement and past experience gives him perspective into the clients and leaders he interacts with in his work. Barry's formal and informal education gives him the language and structured thinking to handle pressure and complexity. His practice areas include development, mergers and acquisitions, real estate, tax, estate planning, probate, and mediations and is licensed to practice in Iowa, Minnesota, California and South Dakota.

Barry has been lead counsel for an equity infusion into a Northwest Iowa Company, which brought a \$60 Million valuation. He also served as lead counsel for the purchase and development of Boji Bay in the new Headquarters for the company - \$16 Million project. In addition to his notable M&A and development experience, Barry negotiated with USDA for additional compensation and helped develop insurance products for euthanized flocks during the Avian Influenza epidemic for the 3rd largest liquid egg products producer in the United States.

Barry's clients include owners, investors, business leaders, executives, developers, and entrepreneurs among the construction, manufacturing, banking, agriculture, commercial & residential real estate development, commodity sales, technology, and government relations industries. He helps these clients reduce risk and compliance expenses, manage opportunities, and set their businesses up for success to grow and find top talent.

Barry is curious and fluid in everything he does. He loves seeing visions become a reality, and this is the reason he became an attorney.

Education:

Carlson School of Management – University of Minnesota, Minneapolis, MN MBA., 2012

Executive Program

University of Iowa, Iowa City, IA, J.D., 1993

International Law Program, Arachon, France, 1992

B.B.A. Economics and Finance, 1991

Accelerated three-year program, Dean's List

University of Virginia, Charlottesville, VA, 1988

Past and Current Employment:

Buena Vista University: Storm Lake, IA

Professor, March 2009-Present

- Teach the following courses: *Business, Social Responsibility, Entrepreneurship, Business Law, Financial Accounting, Cost Accounting*

Sackett Law Firm, P.C.: Spirit Lake and Spencer, IA

Owner/Partner, November 2007–Present

Attorney, May 1991-October 1995

- Manage 10 employees including attorneys, paralegals, bookkeepers, and administrative staff
- General practice of law with emphasis in the following areas: *Business Formation, Business Transitions, Corporate and Personal Tax, Real Estate, Probate, Municipal, Entertainment*
- Multi-state and federal income tax preparations
- Trust returns
- Farm returns
- Corporate returns
- Estate returns
- Tax planning
- Title examinations
- Will preparation
- Probate
- Litigation and mediation of: Real estate disputes, Will Contests, Family Law Matters, Torts, Contract Disputes, Criminal Matters, Agency Action

Clay County Abstract/O'Brien County Abstract: Spencer, IA, Primghar, IA

Owner, March 2014–Present

- Advise and manage development and strategy

Clay County: Spencer, IA

Assistant Clay County Attorney, December 2015–Present

- Represented the Tribe and its Casino in all aspects of Tribal government and gaming business including commercial transactions, contracts, corporate, economic development, environmental, employment, family, jurisdiction, land use, law enforcement, litigation, and tax issues.
- Advise elected officials regarding all civil law matters in the following areas:
 - draft ordinances and resolutions
 - manage litigation
 - manage personnel issues
 - negotiate real estate and asset purchases and sales
 - consult with outside counsel on union negotiations and drainage law
 - mediate disputes between elected officials and county staff

Arbor Snowboards, Inc: Venice, CA

Chief Financial Officer/In-House Counsel, August 2006–October 2007

- Monthly reporting
- Account analysis

- Review of systems requirements
- Account receivable analysis
- General ledger processing
- Payroll
- Internal costing models
- Sales and marketing tracking
- Vendor relations
- Budgeting
- Hiring and training financial team
- Lease negotiation
- Building and zoning regulations
- Trademark prosecution and defense
- Employment law
- Investor negotiations
- International distribution agreement negotiation

TheBrain Technologies: Marina del Rey, CA

Controller/In-House Counsel, May 2003- October 2007

- Monthly reporting
- Account analysis
- Audit of past administration
- Monthly financial analysis and reporting
- Contract maintenance and billing
- General ledger processing
- Payroll
- Internal costing models
- Sales and marketing tracking
- Vendor relations
- Budgeting
- Business development
- Reseller relations
- Contract formation and negotiation
- Lease negotiation
- Patent and trademark prosecution
- Employment law and immigration issues for employees
- Corporate restructuring transaction and investor negotiations

California Waste Services: Los Angeles, CA

Chief Financial Officer/In-House Counsel, January 2002- May 2003

- Integrated new software for account receivable into QuickBooks
- Audited and restructured
- Hired and trained accounting staff
- Developed accounting systems for: payroll, accounts receivable, accounts payable, tax planning, internal costing models, sales and marketing tracking
- Negotiated land leases
- Tax issues with IRS and State of California
- Customer dispute mediation
- Lease and creditor issues
- Entered and managed company bankruptcy

F.W. Carson Companies: Incline Village, NV

Controller/In-House Counsel, January 1999- May 2001

- Multi-state prevailing wage payroll
- Accounts receivable and payable
- Tax planning
- Job costing/auditing
- Bid compilation
- Sales and business tax reporting
- Consolidated financial statement reporting
- Bonding audits
- Bank reconciliation
- Managed three companies in QuickBooks Environment
- Environmental compliance reporting
- Contracts negotiation with various affiliated companies
- Sub-contractor dispute mediation
- Multi-state wage and insurance reporting

ATI Title Company: St. Paul, MN

Accounting and Systems Supervisor/In-House Counsel, October 1995- October 1998

- Managed accounting staff
- Reconciled 22 accounts
- General ledger accounting
- Bank deposits for 8 offices
- Software training for closing personnel
- Hardware and software installation
- Budgeting and forecasting for multi-state operation
- Management of construction disbursement accounts
- Title examination of residential and commercial properties
- Mediation of escrow and closing disputes
- Legal training of closing personnel

Global Climate Coalition: Washington D.C.

Legal Consultant, October 1993- August 1994

- Prepared brief outlining effects of lobbying tax law changes on Coalition membership
- Developed analysis of U.S. Climate Change Action Plan
- Created and maintained Electronic Bulletin Board for the Coalition's Membership
- Established system to track international developments in climate change

Bar Admissions:

Iowa, Minnesota, California, and South Dakota

Professional Organizations & Community Involvement:

- Iowa Bar Association
- Minnesota Bar Association
- California Bar Association
- Dickinson County Bar
- Clay County Bar
- Bench-Bar Committee of the ISBA
- Lawyers Helping Lawyers under the ISBA

Certifications:

- Certified Mediator

Community Involvement:

- Iowa Lakes Corridor Development Corporation
 - Former Board Member and Treasurer
 - Current Capital Committee and Counsel
- Okoboji Foundation
 - Former Board Member and Treasurer
- Okoboji Sailing Center
 - Board Member
- Okoboji Yacht Club
 - Board Member
- Dickinson County Trails Board
 - Vice President
- YMCA of the Okobojis – Camp Foster
 - Former Board Member, Past President
 - Current Visioning Committee and Counsel
- Okoboji Protective Association
 - Treasurer, Past President

Achievements:

- 2021-2023 Great Plains Super Lawyer

Super Lawyers®

2023