

Sally Hatcher, Esq.

Seasoned Executive with Experience in Strategic Planning, Innovation, Board Oversight, Teams and Fundraising



PROFILE

Sally Hatcher, Esq. is a serial entrepreneur, advisor and attorney, national high-tech accelerator faculty member, impact investor, and board member.

An engaged independent director with experience in venture-backed companies, Sally has built her career on driving technology innovation into products and new markets, growing successful entrepreneurial companies from early stage to scale-up and liquidity. As a serial entrepreneur who co-founded two successful high-tech companies (photonics, medical diagnostics), Sally has built and successfully exited her own ventures as well as provided strategic consulting and advisory service to other high-tech founders. As a highly regarded consultant, Sally has worked with the federal agencies (DOE, NSF, NIH), startups and Fortune 100 companies, Sally has a diversity of industries experience including: biotech, cleantech, photonics and quantum technology, medical diagnostics, and digital healthcare. Sally's extensive operations experience is informed by her analytical experience as a McKinsey & Co consultant, and as a practicing attorney (Assistant Attorney General for Colorado).

Energetic, independent thinker, collaborative approach, articulate communicator, respected for data-driven approach, depth and ability to ask the right questions.

PROFESSIONAL EXPERIENCE

Corporate Positions:

Venture Partners at the University of Colorado, Boulder

Commercialization Academy Director, 2018-present.

Founding Director of broad entrepreneurship program at Tier 1 Research University for high-tech startups across campus.

- Built a Startup Pipeline with collaborative team, launching 20-30 high-tech startups annually across biotech, quantum and photonics, AI, medical and robotics industries.
- Curriculum and coaching teach both mindset and toolkit for high-tech inventors, and connect to funding and resources to successfully launch companies and products.

Board Experience:

MBio Diagnostics, 2009-present.

Co-Founder Corporate Secretary/President attended, presented and made decisions with Board from inception to present accelerated growth stage.

Precision Photonics Corporation, 2000-2012.

Co-Founder, Corporate Secretary/President attended, presented, and made decisions with Board from inception to successful exit.

CDR, Collaborative Decision Resources, 2014-present.

Chair of Board, and Board member, non-profit, 40 years global resource: www.mediate.org.

Colorado State Housing Board, 2005-2013.

Representative of Colorado's Congressional District 2.

Appointed by Gov. Owens as consensus-builder. The Board advises the General Assembly, the Governor, and the Division of Housing on Colorado housing needs and financing requests; and adopts regulations as needed.

Sally Hatcher, Esq.

MBio Diagnostics Corporation

Co-Founder, Corporate Secretary & Board Advisor 2015-current. Co-Founder & President, 2009-2015.
Second company I co-founded, leading new company formation and spin-off into separate Delaware-registered C-Corp.

- IP strategy and portfolio key to company value and investor exit.
- Strategic focus is currently on market validation, building the right team, fund-raising and managing financials in growth stage.
- Launching COVID antibody and antigen tests in 2020, with EU CE mark and FDA approval.
- Recruited world-class team of medical collaborators to run field tests and clinical studies in San Diego, Seattle, Brazil, Mozambique, Vietnam, Kenya, Ireland, and Peru.
- Oversight of platform technology with additional verticals in veterinary, food testing, and water testing products. Negotiating key partnerships to increase market share.

U.S. Dept. of Energy, U.S. National Science Foundation, and National Institutes of Health

I-Corps Accelerator Faculty and Coach, 2016-present.

- Derisk technical innovation and commercialization path for \$Bs of federal innovation investment.
- Teach entrepreneurship methods and toolkit to Ph.D. scientists and engineers.
- Program goal is to commercialize R&D (e.g., solar, wind turbines, batteries, medical devices), and to change culture toward innovations with substantive practical applications.

Independent Consultant, 2016-present. Advise small businesses on business plans, strategic growth, connections to talent, and communications with funders and partners.

Kindara, Inc

President & COO, 2015-2016.

Built hardware, software, and firmware team and company foundation

- Monetized free app by shipping connected-device basal body thermometer
- Successfully launched highly-toleranced product from Thailand manufacturing plant with limited medical and startup experience,
- Achieved FDA, FCC, IC, HC, and CE approvals as well as ISO 13485.

Precision Photonics Corporation

Co-Founder & President, 2001-2012. Successful exit in 2012.

Comprehensive experience building a company from idea to established business to strategic exit. Company grew from garage start-up to \$20M sale with excellent ROI to investors. Functions included company formation, financing, legal, HR, patents, administration, ITAR, quality and negotiating international distribution. Notable achievements include:

- Launched start-up laser company and helped lead through 2 recessions
- Helped execute business plan, hired team, established G&A functions, oversaw operations.
- Closed multiple financing rounds including private investors, Silicon Valley venture capital, and commercial bankers.
- Secured several million dollars in grant funding under six different federal programs.

Sally Hatcher, Esq.

State of Colorado, Office of the Attorney General

Assistant Attorney General, 1998-2001.

Natural Resources attorney focused on water rights under Gale Norton (R) and Ken Salazar (D).

- Supported 3-state litigation in the U.S. Supreme Court (Nebraska v. Kansas, who interpleaded Colorado)
- Negotiated solutions on the Rio Grande with multiple stakeholders across borders.
- Experience in CERCLA/RCRA superfund cleanup.

State of Colorado, Water Court Division 1

Law Clerk. 1997-1998.

Clerked and wrote water law opinions for Judge Jonathan Hays.

McKinsey & Company, Inc., Dallas TX

Management Consultant. 1991-1993.

Worked on joint McKinsey-client teams for Fortune 5-500 companies.

- Assisted in an \$8B spinoff
- Benchmarked the oil and gas downstream mid-market players
- Created the I/T infrastructure to organize and improve coordination of 5 years of McKinsey teams on key transportation client
- Led internal review of womens' opportunities within the Texas office.
- Achieved early independence on managing comprehensive projects by leading non-profit projects to improve profitability and sustainability.

VOLUNTEER WORK

Colorado Office of Economic Development. 2016-present. Review grant proposals and assist in funding decisions for Advanced Industry Grants (\$3-5M annually across biotech, aerospace and other high-growth industries).

Dean's Advisory Council, CU School of Law, 2014-2017. Assisted Law School Dean to improve school's performance and reputation; judged competitions.

Zimbabwe AIDS Treatment Assistance Project, Advisory Board. 2012-2016.

Managed the 2013 annual fundraiser to provide HIV/AIDS anti-retrovirals to 900 patients, while supporting Zimbabwean artists.

Active volunteer in community, including **Blackstone Entrepreneur's Network**, **environmental and women's policies for state-wide political campaigns**, and **Boulder Women's Entrepreneurial Group**.

EDUCATION

University of Colorado School of Law, J.D. 1997.

Southern Methodist University, Dallas Texas, 1991.
B.A. 3.9 GPA. Phi Beta Kappa.