



Robert S. Winner

Partner | Group Leader, Cannabis Industry

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Southern Illinois - 314.345.4762

Rob is a seasoned corporate attorney with more than 25 years of experience advising clients on mergers and acquisitions, corporate finance, venture capital, private securities offerings, and a wide range of commercial transactions. He regularly advises boards of directors and senior management teams on corporate governance matters, often acting as outside general counsel and/or lead transaction counsel. His practice spans startups, developers, privately held businesses, and Fortune 500 companies.

Rob has expertise in representing traditional manufacturing, transportation, and logistics companies, with a strong focus on the cannabis and energy sectors. He regularly advises on renewable energy projects and is well-versed in negotiating and drafting complex commercial agreements related to project construction and finance, power purchase agreements, and intellectual property licensing.

Over the past several years, Rob has built a strong corporate, securities, and finance practice within the highly regulated cannabis industry. Cannabis and cannabis-adjacent businesses have the same fundamental legal needs as other companies, but with added complexity, navigating a patchwork of state regulations as well as unique tax and financing challenges. Rob tackles these complexities with a hands-on, solutions-oriented approach, earning the confidence of his clients as a trusted advisor.

Rob is an avid traveler, hiker, golfer, and tennis player, and enjoys the sights and sounds of St. Louis with family and friends.

Education

- Washington University (B.A., 1994)
- DePaul University College of Law (J.D., 1997)

Bar Admissions

- Illinois
- U.S. District Court, Northern District of Illinois

Professional Affiliations

Practices & Industries

- Cannabis Industry
- Business Law
- Mergers & Acquisitions
- Private Equity
- Energy
- Energy Industry

- Association for Corporate Growth, St. Louis and Chicago Chapters (Member)

Experience

- Logistics Company Merger: Represented a transportation logistics company in connection with the merger of its business with a strategic publicly traded purchaser.
- Oilfield Roll-up Acquisitions: Represented a sponsor of a newly formed oilfield services holding company in connection with a “roll up” acquisition of four oilfield services companies, including a publicly traded high-yield debt financing.
- EB-5 Financings: Represented developers of luxury residential, hotel, and commercial properties in connection with their securities offerings for EB-5 financings.
- Cannabis Transactions:
 - Represented several multi-state operators in various equity and debt financings, as well as a sale leaseback transaction of facility to a real estate investment company.
 - Represented multi-state operators in acquisitions and dispositions of fifteen dispensaries
 - Represented a multi-facility processor in merger/contribution transaction for cash, debt, and equity in multi-state operator.
 - Represented a hemp-derived infused beverage company in commercial, intellectual property, and contract manufacturing transactions
- Private Equity Transaction: Represented an e-discovery company in connection with the sale of its business to a private equity group.
- Energy Industry Financings: Represented a waste-to-energy developer in connection with a multi-plant financing, including multiple tranches of new market tax credit financings, senior and subordinated loan facilities, and equity raises.
- Real Estate Acquisitions: Represented a commercial real estate developer in connection with the acquisition of two national portfolios of suburban office properties, including an equity raise, senior and subordinated financings.
- Project Financing: Represented a biofuels refinery developer in connection with a joint development to construct a renewable diesel refinery, including equity and construction loan financing.
- Technology Investments: Represented the venture capital arm of a Fortune 500 company as the lead investor in connection with a series of preferred stock and debt investments in various software and hardware companies, including commercial development agreements.

Publications & Presentations

PUBLICATIONS

- *Mergers & Acquisitions*, Co-Author, “How to Manage Wage-Hour Risks in an Acquisition” (August 2017)
- *PREA Quarterly*, “EB-5 at a Crossroads (Again): Implications for Real Estate Investments” (May 2017)

- ACG Chicago's *The Journal*, "Shareholder Activism in Privately-Held Companies: Lessons to be Learned from the Public Market" (June 2015)

PRESENTATIONS

- CDFA Illinois Financing Roundtable, Presenter, "The Latest in Illinois Public Private Partnership Deals," Chicago, IL (May 2017)
- ACG Chicago Sunrise Session, Presenter, "Why Acquiring a Company with Workers Can Get You Sued, and What You Can Do About It" (March 2017)
- ILW.COM, Presenter, "Securities Issues in EB-5, EB-5 Summit for Attorneys and Developers" (September 2016, October 2016, December 2016)
- 2015 CDFA Illinois Financing Roundtable Conference, Panel Moderator, "Let's Make a Deal" (May 2015)

News & Media

August 6, 2025

Seasoned M&A Attorney Rob Winner Joins UB Greensfelder

In the News

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St. Louis Business Journal, "[Big law firm hires attorney to lead its cannabis industry group](#)" (August 7, 2025)