



Rachel Gillette

Partner

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A leading cannabis-focused lawyer, Rachel helps clients nationwide proactively plan and implement strategies to capitalize on strategic business opportunities.

PRACTICES

Income Tax
Tax Controversy
Corporate

INDUSTRIES

Cannabis
Food, Beverage, and Consumer
Products

EDUCATION

Quinnipiac University, J.D., 2007
University of Colorado at Boulder, B.A.,
2004

BAR ADMISSIONS

Colorado
Connecticut

COURT ADMISSIONS

U.S. District Court, District of Colorado
U.S. Tax Court
U.S. Court of Appeals for the Ninth
Circuit

At the vanguard of the retail marijuana industry, Rachel leverages more than a decade of experience guiding clients to establish, expand, and protect profitable businesses in a rapidly-evolving legal, regulatory, and financial environment.

From years of interacting with regulators and taxing authorities Rachel knows how state and local provisions will be applied in practice and what clients can anticipate at every step of the licensing process and beyond. She vigorously protects clients' interests in tax audits and deficiency assessments at the state and local level, as well as IRC §280E adjustments.

Clients value Rachel's ability to distill complex, often overwhelming information, into a prioritized plan of action. As a strategic advisor, she helps clients prepare and get positioned to seize opportunities, like starting operations in newly legalized states, scale businesses into multiple jurisdictions, or launch new brands and products.

Rachel's clients range from individual entrepreneurs and investors, to start-ups to publicly traded companies with operations in one or multiple states in cannabis and cannabis-adjacent businesses. Domestic and international entities exploring cannabis business opportunities turn to Rachel for pragmatic, industry-savvy counsel as they evaluate potential options. Rachel also serves as an expert witness on legal and regulatory issues involving hemp, marijuana, CBD, and other cannabinoids.

Before she joined Holland & Hart, Rachel was a partner at Greenspoon Marder, serving as Chair of the firm's Cannabis Law practice and as a member of the Management Committee.

PUBLICATIONS

"What Colorado Cannabis Businesses Need to Know—Changes in 2022," *Holland & Hart News Update*, 08/09/2021

SPEAKING ENGAGEMENTS

"Cannabis Law," *W420 Radio Network*, 04/20/2021

"Weeding Between the Ethical Lines: Cannabis and Conflicts," *West*

LegalEdCenter, 02/10/2021

"Get in the Game: Business Opportunities in Cannabis," *Sports, Money & Meds Virtual Conference, 10/08/2020*

"Audit, Tax & Accounting for Cannabis," *07/16/2020*

"Elevate Your Grind," *Cannabis LAB Webinar, 06/30/2020*

"The Changing Landscape of Cannabis & CBD: How it May Affect Your Business," *Convenience Distribution Marketplace, 02/26/2020*

"The Cannabis Industry: Taxes, IRS Audits and Sec. 280E," *AICPA Webcast, 01/27/2020*

"Accounting For Cannabis And The IRS," *CLAB's 4th Annual Cannabis Law and Business Conference, 10/28/2019*

"Moving the Needle at the Federal Level," *Institutional Capital & Cannabis Conference East (IC3), 10/21/2019*

"The Business of Cannabis," *Legal 500 Roundtable, 05/08/2019*

"CBD and Hemp after the 2018 Farm Bill: Legal in All Fifty States?," *NORML Legal Seminar, 05/03/2019*

"Improving Your Tax Strategy," *The Cannabis Conference, 04/02/2019*

"Is CBD the New Energy Drink?," *Convenience Retailing University Conference, 02/28/2019*

"Best Practices for Cannabis Industry Companies," *Denver Business Journal's The Business of Cannabis: The State of the Industry, Moderator, 01/30/2019*

"Status of Industry, Legal and Business Updates," *Cannabis LAB Conference, 11/07/2018*

"Tax, Accounting and What to Legally Do With The Money," *Cannabis LAB Conference, 11/07/2018*

"Income Tax Audits and 280E in the Cannabis Industry," *State Bar of Michigan Marijuana Law Section Conference, 10/26/2018*

"The ABC's of CBD," *CWCBExpo, 09/27/2018*

"How to Stop the Train: Lessons Learned Defending 280E Audits," *NCIA Cannabis Business Summit & Expo, 07/26/2018*

"From Potential Crackdowns to Changing Regulations: Surviving and Thriving Amid Uncertainty," *MJBizConNEXT 2018 Conference and Expo, 05/11/2018*

"Cannabis Legalization and the Waterfall Effect: How Each State Impacts

the Next," *National Law Journal*, 04/18/2018

"Services to Businesses Involved in Marijuana," *2018 Florida Institute of CPAs Valuation, Forensic Accounting & Litigation Services Conference*, 01/11/2018

"Services to Businesses Involved in Marijuana," *AICPA National Tax Conference*, 11/07/2017

"High on Loss Prevention: Representing Clients in the Marijuana Industry," *Aon Law Firm Symposium*, 10/18/2017

"North Meet South: Integrating Northern California Cultivation into the Southern California Market," *Cannabis World Congress & Business Expo Los Angeles*, 09/14/2017

"Silicon Valley Meets Bob Marley: The Right Way To Do Drugs," *The Economist Canada Summit*, 09/07/2017

"Live Twitter Chat on the Drug Enforcement Agency's Actions Tied To Marijuana Rescheduling and Research," *Marijuana Business Daily*, 08/25/2017

"Conflicts and Cannabis," *The Florida Bar's Annual Convention*, 06/21/2017

"Suing the regulators. Can you? Should You?," *National Cannabis Industry Association Cannabis Business Summit & Expo*, 06/13/2017

"Challenges of Representing A Client In An IRS Audit," *NORML Aspen Legal Seminar*, 06/01/2017

"Navigating the Regulatory, Compliance and Tax Landscape," *Institutional Capital & Cannabis Conference*, 03/27/2017

"Marijuana, the Law, and Banking," *South Florida Banking Institute*, 03/15/2017

"Cannabis Legalization and the Waterfall Effect: How One State's Failures Impact The Next," *National Law Journal Webcast*, 02/16/2017

"What You Need to Know About Compliance & Regulation," *Women Grow Leadership Summit*, 02/03/2017

"Banking in the Marijuana Business and Tax Matters," *Colorado Bar Association Cannabis Law Committee CLE Cannabis Symposium*, 02/02/2017

"The Domino Effect of Cannabis Legalization," *High Times Summit*, 01/19/2017

RECOGNITION

- *Chambers & Partners*, Cannabis Law - Nationwide - Western

United States, Band 1, 2019-2020

- *Cannabis Law Report*, Global Top 200 Cannabis Lawyers, 2020-2021
- *Law Week Colorado*, Barrister's Choice, Best Marijuana Law Lawyer, 2019-2020
- *Denver Business Journal*, 2019 Outstanding Women in Business, Finalist, 2019
- Greendorphin.com, 20 Most Influential Women In Cannabis, 2019
- *High Times* magazine, Women of Weed, 2018-2019
- *National Law Journal*, Cannabis Trailblazer, 2018 - 2019
- *5280 Magazine*, Top Lawyers, Marijuana Law, 2015-2019
- *Remedy Review*, Top 20 Women on the Move in Cannabis, 2018
- *mg Magazine*, Powerful Cannabis Attorney, 2018
- *Complex Magazine*, 15 of the Most Powerful Women In the Weed Industry, 2017
- NORML, Distinguished Counsel's Circle, 2016
- *Sensi Magazine*, Named One of 24 Cannabis Pioneers, May 2016
- *Cannabis Business Executive*, 100 Most Influential People in the Cannabis Industry, 2014
- Cannabis Business Awards, MVP, 2014-2015
- *The Best Lawyers in America*®, Tax Law, 2022

PROFESSIONAL AND CIVIC AFFILIATIONS

- Colorado NORML, Board Member and Former Executive Director
- NORML, Legal Committee, Member
- Women Grow, Founding Member
- International Cannabis Bar Association, Founding Member
- National Cannabis Industry Association, Member
- Colorado Bar Association, Member