



Rachel Gillette

Partner

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

PRACTICES

Federal Income Taxation
Tax Controversy and Litigation
Corporate
Tax
International Services
Cross-Border Transactions

INDUSTRIES

Cannabis and Psychedelics
Food, Beverage, and Consumer
Products
Pet Care

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 marijuana industry, Rachel leverages more than fifteen years of experience guiding cannabis clients to establish, expand, and protect their business in a rapidly-evolving legal, regulatory, and economic environment. Rachel's clients range from entrepreneurs and investors to industry start-ups to publicly traded companies with operations in one or multiple states in cannabis, hemp, natural medicine, ancillary businesses, and service providers.

In an uncertain and ever-changing environment, clients value Rachel's ability to distill complex, often overwhelming information, into a prioritized plan of action or business strategy. As a strategic advisor, Rachel offers businesses critical advice to navigate complex state regulatory frameworks. She vigorously protects clients' interests in complex business matters, including corporate governance, regulatory compliance, mergers and acquisitions, tax, and litigation support. Rachel counsels companies on IRC §280E strategies as well as negotiating tax controversies and collection matters with the IRS and other state and local tax authorities.

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, tax, and regulatory issues involving hemp, marijuana, CBD, and other novel 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

"the buzz: Cannabis News & Policy Update | July 2025," *Cannabis and Psychedelics Monthly Newsletter*, July 24, 2025

"the buzz: Cannabis News & Policy Update | June 2025," *Cannabis and Psychedelics Monthly Newsletter*, June 18, 2025

"the buzz: Cannabis News & Policy Update | Special Edition for June 2025," *Cannabis and Psychedelics Monthly Newsletter*, June 5, 2025

"the buzz: Cannabis News & Policy Update | May 2025," *Cannabis and*

Psychedelics Monthly Newsletter, May 20, 2025

"the buzz: Cannabis News & Policy Update | April 2025," *Cannabis and Psychedelics Monthly Newsletter, April 24, 2025*

"the buzz: Cannabis News & Policy Update | March 2025," *Cannabis and Psychedelics Monthly Newsletter, March 28, 2025*

"Dear Congress: 280E Isn't a Tax Break for Cannabis Companies," *MJBizDaily, March 14, 2025*

"the buzz: Cannabis News & Policy Update | February 2025," *Cannabis and Psychedelics Monthly Newsletter, February 26, 2025*

"the buzz: Cannabis News & Policy Update | February 2025 Special Tax Edition," *Cannabis and Psychedelics Monthly Newsletter, February 6, 2025*

"the buzz: Cannabis News & Policy Update | January 2025," *Cannabis and Psychedelics Monthly Newsletter, January 22, 2025*

"the buzz: Cannabis News & Policy Update | December 2024," *Cannabis and Psychedelics Monthly Newsletter, December 18, 2024*

"Are Republicans Friend or Foe of the State-Regulated Marijuana Industry?," *MJBizDaily, December 13, 2024*

"the buzz: Cannabis News & Policy Update | November 2024," *Cannabis and Psychedelics Monthly Newsletter, November 2024*

"the buzz: Cannabis News & Policy Update | October 2024," *Cannabis and Psychedelics Monthly Newsletter, October 2024*

"the buzz: Cannabis News & Policy Update | September 2024," *Cannabis and Psychedelics Monthly Newsletter, September 2024*

"the buzz: Cannabis News & Policy Update | August 2024," *Cannabis and Psychedelics Monthly Newsletter, August 2024*

"the buzz: Cannabis News & Policy Update | July 2024," *Cannabis and Psychedelics Monthly Newsletter, July 2024*

"DEA Agrees to Reclassify Cannabis, But Many Questions Remain," *Cannabis Law Update, April 30, 2024*

"Opinion: Is Trulieve's refund claim the cannabis industry's way out of 280E?," *MJBizDaily, February 9, 2024*

"Cannabis Remains an 'Industry Interrupted' Without Federal Change," *Reuters Westlaw Today, December 20, 2023*

"Mitigating Risk: Should Cannabis Businesses Withdraw ERC Claims?," *Holland & Hart Cannabis Legal Update, November 2, 2023*

"Why Bankruptcy Is A Budding Alternative For Cannabis Cos.," *Law360*, October 12, 2023

"Is Reclassifying Marijuana as a Schedule III Drug the Right Move?," *Holland & Hart Legal Update*, August 30, 2023

"Demystifying the Dormant Commerce Clause's Considerations for Cannabis," *Reuters Westlaw Today*, August 2, 2023

"Publicly Traded Cannabis Companies: To Be or Not To Be?," *Holland & Hart Client Alert*, July 12, 2023

"An Ounce of Prevention Can Stop Financial Distress," *mg Magazine*, April 6, 2023

"Colorado's Proposition 122: Too soon for the mushroom boom?," *Thomson Reuters Westlaw Today*, March 13, 2023

"Finally, Good News from the IRS: Cannabis Operators Could Be Eligible for the Qualified Business Income Deduction," *Holland & Hart Client Alert*, February 15, 2023

"Viva Las Lounges: No, You Still Can't Consume MJ Like Alcohol in Vegas," *Cannabis Business Executive*, 10/20/2022

"The Great Delta-8 Debate: Many Shades of Grey?," *Cannabis Business Executive*, June 17, 2022

"IRS Cannabis/Marijuana Initiative May Signal Increased Tax Scrutiny," *Holland & Hart News Update*, 10/01/2021

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

SPEAKING ENGAGEMENTS

"Connecticut Marijuana Taxation: The Latest Rules," *Marijuana Business Law in Connecticut*, July 21, 2025

"Keynote - Navigating the Impacts of Cannabis Rescheduling," *AICPA & CIMA Cannabis Industry Conference*, August 12, 2024

"Industry Insights Forum: Exploring Emerging Trends and Challenges," *AICPA & CIMA Cannabis Industry Conference*, August 12, 2024

"Where There's Smoke, Is There Fire? Weeding through the ethical issues confronting the cannabis practitioner," *myLawCLE: Delta-8 and other Cannabinoids, Regulated or Not, and the Impact of Cannabis (2024 Edition) [Including Ethics]*, June 26, 2024

"Ask Me Anything: Practical Answers to Your Questions," *MJBizCon*, November 28, 2023

"Ask the Experts: What's Having a Cannabis Practice Really Like?,"

AICPA Cannabis Conference, August 15, 2023

"INDIEConvo: Weed: A Growing Topic in Hospitality & Travel," Moderator, INDIEConfab, April 27, 2023

"Avoiding Costly Taxation Pitfalls," Panelist, Cannabis Industry Conference, 11/08/2022

"Why is the IRS Targeting Cannabis Businesses with 280E Audits? What Cannabis Operators Need to Know to Prepare," 07/14/2022

"The Next Generation of Cannabis Tax Issues: Lessons from the Front Lines," Cannalaw Summit, May 3, 2022

"How to Hash it Out with the IRS," Cannabis Higher Learning: Your Legal Roadmap, April 19, 2022

"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

RECOGNITION

- *The Best Lawyers in America*®, Tax Law, 2022-2026
- *Chambers USA*, Nationwide Cannabis Law: Western United States, Band 1, 2019-2025
- *Cannabis Law Report*, Global Top 200 Cannabis Lawyers, 2020-2025
- *Cannabis Law Report*, Global Top 200 Psychedelic Lawyers, 2025
- *Law Week Colorado*, Barrister's Choice, Best Marijuana Law Lawyer, 2019-2020
- *Denver Business Journal*, Outstanding Women in Business, Finalist, 2019; Winner, 2021
- 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

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
- University of Colorado Law School, Boulder, Adjunct Professor, Cannabis