SHULMAN ROGERS

Cannabis

Cannabis Law Attorneys in Maryland, Virginia & Washington, DC

The cannabis industry moves fast. Regulations shift, capital structures evolve, and the stakes are high at every stage. Shulman Rogers has been advising cannabis businesses, investors, and operators since the earliest days of legalization in the Mid-Atlantic, and we know how to keep clients ahead of what's coming.

We bring the full strength of the firm to cannabis clients, drawing on deep expertise across corporate law, real estate, employment, tax, intellectual property, zoning, and regulatory compliance. Whether you're launching a new venture, navigating a complex transaction, or managing ongoing compliance requirements, our team provides clear guidance and stays close to your business through every phase.

Clients work with us because we are trusted leaders in cannabis law, with deep roots in the Mid-Atlantic market and a track record that spans the full business lifecycle. We understand the industry: the conflicts between state and federal law, the evolving licensing landscape, the capital constraints, and the opportunities. And because we're accessible, responsive, and invested in what comes next for their business.

Services

We advise cannabis businesses, investors, and operators across a wide range of matters, including:

- Entity structure and formation
- Strategic planning and general corporate governance
- Capital raises and securities compliance
- Mergers, acquisitions, and reorganizations
- Tax-efficient structuring, including 280E matters
- Joint venture negotiations
- License procurement and regulatory compliance
- Management agreements
- Employment and labor matters
- Real estate, leasing, and land use
- Intellectual property protection
- Employee equity incentive plans
- Risk mitigation and insurance

Cross-Practice Depth

Cannabis businesses operate at the intersection of multiple legal disciplines. Our team coordinates seamlessly across the following practice groups to deliver unified counsel and long-term strategy:

- Business and Financial Services
- Commercial Lending
- Commercial Litigation
- Employment and Labor Law
- Financial Regulatory and Compliance
- Intellectual Property
- Real Estate
- Startups and Emerging Growth Companies
- Zoning

Why Shulman Rogers

Cannabis law is not a side practice for us. Our attorneys have advised on transactions valued in the hundreds of millions, represented multi-state operators across the full business lifecycle, and built deep fluency in the regulatory frameworks that govern this industry at the state and federal level.

We serve clients throughout Maryland, Virginia, Washington, DC, and beyond, with offices in Potomac, McLean, Alexandria, Baltimore, and Washington, DC.

Results

- Represented Maryland-based multi-state operator in $240MM acquisition by a publicly owned mid-Atlantic multi-state operator.
- Represented Colorado-based cannabis cultivator in nearly $10MM acquisition by a Colorado-based cannabis operator.
- Represented Maryland-based cannabis dispensary in nearly $5MM acquisition by a fellow Maryland-based dispensary.
- Represented Maryland-based multi-state operator of cannabis cultivation, processing, and dispensary businesses across Pennsylvania, Ohio, and Virginia in strategic planning, general corporate matters, M&A, capital raises, joint venture negotiations, new license procurement, management agreements, employment law, and equity incentive grants.
- Represented Colorado-based multi-state operator of cannabis cultivation, processing, and distribution businesses across Colorado and California in strategic planning, general corporate matters, tax-efficient structuring under 280E, M&A (including cultivator and dispensary acquisitions), capital raises, joint venture negotiations, management agreements, and real estate leasing.

- Represented cannabis grower/cultivator/processor/distributor in a $32MM capital raise and advised on additional multi-million-dollar transactions.
- Represented Baltimore-based dispensary in tax-efficient structuring under 280E and internal restructuring.
- Represented membership-based organization of accredited investors formed for cannabis-related investing in connection with investment transactions, strategic planning, investment adviser and securities regulatory matters, and general corporate matters.
- Represented Maryland-based cannabis company in $500K convertible promissory note financing and advised on the company's application for a Maryland processing and cultivation license.
- Advised national grower/cultivator/dispensary with multistate operations on an $11MM capital raise.
- Represented investor in a $4MM investment in a Maryland dispensary.
- Represented Washington, D.C.-based multi-state operator of cultivation and processing businesses in strategic planning, general corporate matters, M&A, capital raises, joint venture negotiations, new license procurement, management agreements, employment law, and equity incentive grants.
- Represented a leading national company in protecting intellectual property interests related to cannabis industry financial and market information.
- Successfully negotiated a site amendment plan on behalf of a Maryland medical marijuana dispensary, enabling operation within an existing commercial center. Working collaboratively with city officials, the team secured approval for a parking solution incorporating surface parking, hydraulic lift spaces, and valet parking to meet increased requirements.