

Robert L. Powell, Jr.

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About Robert

With a perspective forged while serving as a general counsel, Robert understands the internal pressures and operational realities facing corporate leaders and delivers highly responsive, practical transactional and government affairs advice. He represents companies across multiple industries—including manufacturing, energy, food and hospitality, and consumer products—in managing sophisticated corporate transactions as well as comprehensive regulatory and compliance strategies.

Robert advises on mergers and acquisitions, commercial financing, due diligence, vendor contracting, and corporate governance. He also counsels companies on complex regulatory and policy issues, provides strategic political guidance, and creates and implements comprehensive federal government advocacy plans.

Robert's Affiliations

- American Bar Association
- Florida Bar

Areas of Focus

Services: Corporate & Transactions; Regulatory & Compliance

Experience

- Achieved multiple successful steel plant acquisitions by representing an international private equity firm in manufacturing transactions ranging from \$30 million to \$1 billion.
- Closed sale and divestiture transactions ranging from \$85 million to \$225 million for public-facing companies selling to strategic and private equity buyers.
- Secured professional sports sponsorships by negotiating agreements for a food and hospitality client with NBA and NFL teams.
- Generated bipartisan and bicameral congressional support for clients' policy objectives by directing government relations and compliance programs across manufacturing, energy, and food and hospitality sectors.
- Resolved complex regulatory matters by representing manufacturing companies before state and federal agencies, including EPA, FCC, OSHA, EEOC, OMB, Commerce, Treasury, the State Department, and CFIUS.
- Completed complex financing transactions, including high-yield bond offerings and multiple-credit-facility financings for borrowers.
- Protected and expanded brand value by negotiating trademark licensing agreements for a consumer products company.
- Secured a special utility contract providing annual subsidy by successfully advocating before a state Public Service Commission on behalf of a manufacturing client.

Recognition

- Lawyers for Children America, John Edward Smith Child Advocacy Award, 2002

Credentials

Education

Benjamin N. Cardozo School of Law, JD, 1992

Hampshire College, BA, 1992

Bar Admissions

Florida

Interests

Did you know...

For Robert, public service is a family commitment. He has served as a vital sounding board and strategic counselor for his wife's political work while she served in the US House of Representatives and during her US

Senate campaign.

When not working on behalf of his clients, Robert loves to spend time on the water with his family in the Florida Keys, SCUBA diving, snorkeling, and lobstering.

Community/Civic Activities

- The Congressional Club
- GIFFORDS

Thought Leadership

Presentations

Robert regularly speaks on cross-border commercial transactions, M&A, and antitrust risk.

His recent presentations include:

- Panelist, “Cost Control and Workload Pressures: Strategies for Corporate Law Departments,” Consero General Counsel Forum, Coral Gables, Florida, November 10, 2024
- Panelist, “Transformation Starts with Your People: Change Management and Communication Strategies for Legal,” Consero Legal Operations Forum, Westlake Village, California, February 8, 2022
- Panelist, “The Impact of New Trade Policies on M&A Transactions,” Section on International Law Fall Meeting, American Bar Association, Miami, Florida, October 25, 2017
- Panelist, “Due Diligence in International M&A Transactions in a New Protectionist Era,” Section on International Law Fall Meeting, American Bar Association, Miami, Florida, October 25, 2017
- Moderator, “How Business Friendly Legal Environments Operate: Trade, Transit and Investment – Pillars of Security of Georgia,” 20th Annual Conference, America-Georgia Business Council, Tbilisi, Georgia, May 23, 2017