

Gregory B. Wilcox

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DES MOINES OFFICE

Greg Wilcox practices in the [Business, Finance & Real Estate](#) group and has served as chairman of the firm.

Greg practices in many facets of business law, including [mergers and acquisitions](#), joint ventures, contracts, [corporate governance](#), and business reorganizations. He represents a diverse mix of organizations, including Fortune 500, multinational, closely held companies, and cooperatives. His work with closely held companies includes business formation, buy-sell agreements, business planning, disputes among owners, and liquidations.

In addition, Greg often acts in a strategic role similar to that of an in-house general counsel by advising boards, addressing clients' day-to-day business issues and assisting clients with business opportunities.

In guiding clients through transactions or business decisions, Greg knows it is important to be a good listener and to understand a client's business. "I enjoy working with businesses to assist them in solving their problems and structuring their business ventures."

RECOGNITION

Martindale-Hubbell

AV® Preeminent

The Best Lawyers in America®

- Agriculture Law, 2018–2025
- Corporate Governance Law, 2012–2025
- Corporate Law, 2005–2025
- Mergers & Acquisitions Law, 2011–2025
- Leveraged Buyouts and Private Equity Law, 2014–2025

The Best Lawyers in America®

- Lawyer of the Year, Corporate Law, Des Moines, 2022
- Lawyer of the Year, Corporate Governance Law, Des Moines, 2020
- Lawyer of the Year, Mergers & Acquisitions Law, Des Moines, Iowa, 2015, 2018

Chambers USA

Corporate/M & A (Band 1)

Great Plains Super Lawyers

Business/Corporate, Mergers & Acquisitions, Closely Held Business, 2009–2024

Order of the Coif

Drake University Law School: "150 in 150"

One of 150 individuals recognized by Drake University Law School in celebration of



PRACTICE AREAS

- [Business, Finance & Real Estate](#)
- [Agribusiness](#)
- [Business & Commercial Transactions](#)
- [Business Organizations](#)
- [Construction & Development](#)
- [Cooperatives](#)
- [Corporate Finance, Venture Capital & Securities](#)
- [Corporate Governance](#)
- [Gaming Law](#)
- [Mergers & Acquisitions](#)

EDUCATION

- University of Iowa (B.B.A., Finance; minor: Accounting)
- Drake University Law School (J.D., with honors)

BAR ADMISSIONS

- Iowa

PROFESSIONAL EXPERIENCE

- Adjunct Professor, Mergers & Acquisitions, Drake University Law School (2009; 2014; 2015)

its 150-year history

Drake Law Review

Associate Articles Editor

PROFESSIONAL & COMMUNITY AFFILIATIONS

American Bar Association

Fellow

American Bar Association

Business Law Section

Iowa State Bar Association

Fellow

Polk County Bar Association

PAST AFFILIATIONS:

Iowa Sports Foundation (Iowa Games, Adaptive Sports Iowa, Iowa Senior Games, and Live Healthy Iowa)

Board of Directors; Chair

Iowa State Bar Association

- Business Law Section, Chair
- *Business Law Practice Manual*, Editor
- Business Law Section, Subcommittee on Revisions to Iowa Limited Liability Company
- Business Law Section, Subcommittee on Revisions to Iowa Business Corporation Act
- Business Law Section, Legislative Subcommittee
- Business Law Section, Professional Corporation Committee
- Committee on Legal Forms, Chair

Iowa Institute for Cooperatives

Legislative Committee

Drake University Law School

- Board of Counselors; President

Lincoln Inn

Iowa Chapter of the March of Dimes Birth Defects Foundation

Board of Directors

Des Moines Golf & Country Club

Board of Directors

West Des Moines Community Schools Foundation

Board of Directors

REPRESENTATIVE TRANSACTIONS

Sale of assets of a brick manufacturer to a foreign publicly-held corporation (seller's counsel)

Acquisition of a biological product manufacturer (buyer's counsel)

Sale of assets of an aerospace parts manufacturer to private equity group (seller's counsel)

Sale of a 33-story hotel (seller's counsel)

Sale of assets of a food manufacturer to private equity group (seller's counsel)

Acquisition of the stock of a property and casualty insurance shell by a subsidiary of a Fortune 500 company from a publicly held corporation (buyer's counsel)

Leveraged buyout by the management group of a manufacturing division of a publicly held company (buyer's counsel)

Acquisition of 16 grain-handling and grain-marketing facilities by a regional agricultural business (buyer's counsel)

Acquisition of the assets of an automotive parts manufacturing company by a multinational manufacturing company (buyer's counsel)

Acquisition by a multinational manufacturing company of an automotive parts manufacturing division of a multinational manufacturing company (buyer's counsel)

Sale of assets of a technology company to a publicly held company (seller's counsel)

Purchase of assets of a regional juice manufacturing company by a regional food manufacturing company (buyer's counsel)

Representation over many years with respect to more than 70 mergers, consolidations, sale of assets, and purchase of assets involving agricultural cooperatives.

SPEECHES & PUBLICATIONS

PUBLICATIONS:

"Business Acquisitions," *Iowa State Bar Association Business Practice Manual*, 2000; Rev. 2004; Rev. 2010; Rev. 2018 (co-author)

"Indemnification of Officers and Directors," *Iowa State Bar Association Business Law Practice Manual*, 2004; Rev. 2010; Rev. 2018

"Third Party Legal Opinions," *Iowa State Bar Association Business Law Practice Manual*, 2004; Rev. 2010; Rev. 2018 (co-author)

"Commercial Law" chapter, *Iowa Legal Research Guide* (J. Edwards, ed.)

"Duties of the Board of Directors Under the Iowa Business Corporation Act," 40 *Drake L. Rev.* 687 (co-author)

"Director Liability Under Iowa Law—Duties and Protections," 13 *J. Corp. L.* 369 (co-author) Cited by the Iowa Supreme Court in *Cookies Food Products, Inc. by Rowedder v. Lakes Warehouse Distrib., Inc.*, 430 N.W. 2d 447

"The Relative Priority of a Landlord's Lien and Article Nine Security Interest," 35 *Drake L. Rev.* 27 (co-author) Cited by the Iowa Supreme Court in *Perkins v. Farmers Trust & Sav. Bank*, 421 N.W. 2d 533

SPEECHES:

Greg has been a speaker on M&A and corporate legal topics including:

- "Negotiating Physician Employment Agreements and Buy-In Agreements"
- "Special Drafting Considerations When Drafting Third-Party Legal Opinion Letters"
- "Applicability of the Hart-Scott-Rodino Act in Merger and Acquisition Transactions Involving Agricultural Cooperatives"
- "Drafting and Negotiating Exit Rights in Shareholder Agreements"
- "Buying and Selling Businesses"
- "Earnouts in Business Acquisitions"
- "Mergers & Acquisitions of Cooperatives"