SpencerFane®

Robert J. (Rob) Mahon

Partner

Contact

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Overview

Rob Mahon primarily serves as outside general counsel and lead mergers and acquisitions counsel for clients. He regularly represents private and public companies; family offices, private equity firms, and their portfolio companies; and startups, search funds, and self-funded entrepreneurs, for which he's handled billions of dollars of transactions.

Acting as lead counsel for clients on hundreds of multimillion-dollar acquisitions, Rob has significant experience counseling clients through all stages and types of mergers and acquisitions across a wide range of industries. He often leverages his substantial experience and his team of attorneys and support staff at the firm for highly acquisitive businesses, regularly handling dozens of deals for clients at any time.

As outside general counsel, Rob provides holistic, practical, and cost-effective approaches to accomplishing his clients' goals. He counsels on a wide range of business matters, including commercial, finance, and real estate transactions; mergers, acquisitions, and reorganizations; and corporate governance and compliance. Rob works hand in hand with his clients and their owners, board members, and executives to handles these matters in addition to working with his team to handle a full range of other legal matters, including securities offerings, tax structuring and guidance, employment and labor, litigation, and intellectual property.

Rob also has extensive experience in the entrepreneurship through acquisition (ETA) space, working with aspiring entrepreneurs to navigate the challenges and opportunities that emerge when acquiring an existing business.

Education

- Saint Louis University School of Law, 2017 (J.D.), *magna cum laude*
- University of Missouri - St. Louis, 2017 (M.B.A.)
- University of Missouri - St. Louis, 2013 (B.S.B.A.), *magna cum laude*

Bar Admissions

- Missouri

Distinctions

- *St. Louis Small Business Monthly*,
  - Top M&A Providers, 2025
  - Best Attorneys Honoree, 2023
- *Missouri and Kansas Super Lawyers*, Rising Stars, Mergers and Acquisitions, 2023, 2025
- Association for Corporate Growth (ACG), St. Louis, STL Emerging 20, 2022-2023

Presentations and Publications

- "The Building Blocks of M&A: Key Issues and Trends," Corporate Counsel Institute (CCI) for the Association of Corporate Counsel (ACC), St. Louis, 2024

Related Experience

- Represents a national veterinary clinic consolidator as its outside general counsel from its initial stages through multiple private equity recapitalizations, including representing the client in the acquisition of over 150 veterinary clinics across the U.S., legal compliance, corporate governance, equity transfers, real estate purchases, sales; and leasing, employment, financing, intellectual property and trademarks, immigration, technology contracts, and data privacy; and commercial contracts.
- Represented portfolio companies of a large family office in their acquisition of 100-plus quick-service franchise restaurants across multiple franchise concepts for over $100 million in aggregate consideration, including entity formation, portfolio structuring, development, and franchise agreement negotiations with the franchisors, purchase and leasing of real estate, commercial contracts, and other legal matters.
- Represented a consolidator of medical aesthetics, cosmetic dermatology, and plastic surgery clinics across the U.S. as general corporate counsel, including representing the client in the structuring and acquisition of clinics across multiple states, financing, real estate, and leasing, and intellectual property and trademarks.
- Represents a national aviation company as its outside general counsel, including representing the client in corporate governance, aircraft sales, leasing, commercial contracts, and employment matters.
- Represents, as its outside general counsel, a large commercial contractor that provides end-to-end supply chain, logistics, and construction services to companies throughout the construction industry, including those in power, commercial, industrial, civil, multi-family residential, oil & gas, and chemical markets, including representing the client in corporate governance, commercial contracts, real estate purchases and leases, information technology and software development arrangements, employment matters, and tax structuring and guidance.
- Represented search fund in formation, structure, and acquisition of early childhood centers throughout the U.S, with such client having acquired over 25 school locations and associated real estate.
- Represented private equity and multiple portfolio companies thereof in the acquisition of youth sports business and accounting firms throughout the United States.
- Represents an emerging veterinary clinic consolidator as general outside counsel, including representing the client in the acquisition of veterinary clinics across multiple states, financing, real estate leasing, and securities offerings.
- Assisted client with onboarding of and capital investments in startup technology companies as part of accelerator program in coordination with a local university and capital investors, including the closing investments in more than a dozen program participants.

- Represented acquired persons in a $111 million acquisition in the construction industry involving industrial building, pipelines, and power and communication lines.
- Represented a client in its acquisition of wellness franchises across multiple states and eventual divesture of the portfolio.
- Represented a private investment firm in its portfolio structuring and financing for, and acquisition of, quick-service franchise restaurants, including entity formation, franchise and area development agreement negotiations, and real estate purchases and 1031 exchanges.
- Represented acquirer of medical practices and surgery centers specializing in treatment of pain and spine conditions in the acquisition of pain management and ambulatory surgery centers across multiple states.
- Represented acquiring and acquired persons in an $850 million reorganization in the pet food industry.
- Represented self-funded searcher in corporate formation, structuring, financing, and acquisition work along with the negotiation of multiple franchise agreements for automotive services franchised locations in Texas.
- Represented an independent comics and graphic novel publisher in a merger with another comics and graphic novel publisher, resulting in a controlling interest being maintained by the client.
- Represented a heating, ventilation and cooling business in a sale to a large, private equity-backed HVAC consolidator.
- Represented a micro private fund through its entire life cycle, from fund formation through exit, in the acquisition of nationally recognized franchises of fast-food restaurants, automotive service providers, and personal services.
- Represented self-funded searchers in the acquisition of early childhood centers throughout the United States.
- Represented acquired person in $110 million acquisition in the insurance broker industry.
- Represented the acquiring company in an $81 million acquisition in the plastics industry.
- Represented an information management and payment services client in the acquisition of a digital charitable giving platform, which allows users to make donations to faith-based and nonprofit organizations through multiple channels including a mobile app, donation by text, and at kiosks.
- Represented client in acquisition of a family-owned car rental company with nine locations, expanding the client's presence in the Milwaukee, Wisconsin, market.
- Represented client in a recapitalization transaction, which included the client's holding company and all of its affiliates.
- Represented client in the acquisition of a commercial electrical contractor, with such acquisition supporting the company's goal of expanding service offerings in its core markets.
- Represented a private investment firm in its acquisition of franchise restaurant outlets across multiple states. Handled the acquisition agreement and other operative documents, due diligence, franchise documentation, and licensing.
- Represented client in multiple acquisitions of multiple franchise locations.