

Scott D. Greenwood-Meinert

Partner

Wine Country

Details

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Scott Greenwood-Meinert focuses on real estate, land use, business matters, and winery law. He represents companies, investors, developers, wineries of all sizes and their owners, hoteliers, and farmers.

He has considerable experience with real estate transactions, development, finance, leasing and joint ventures. Scott also assists in forming business entities, and handles related acquisition, financing, and disposition.

Scott represents applicants on property entitlement and use permit processing matters, and has particular experience in winery and vineyard use permitting and winery rights. His wine law experience also includes development strategy, water law, financing, succession planning, environmental and conservation issues, CEQA, and code compliance.

Scott regularly advises clients on buy-side and sell-side real estate/land use feasibility and due diligence studies for winery and hospitality targets.

Scott has extensive experience in a wide array of water issues, including water rights, water transfers, water supplies, and environmental and regulatory compliance.

Scott earned his J.D. at Willamette University College of Law, and his undergraduate degree in political science at Stanford University.

Notable Representations

Represented majority of ownership groups of large Napa golf resort in contested disposition to private equity.

Represented one of Napa Valley's most successful wineries in securing planning approval for 425,000 gallon new winery – largest entitlement approval in over 20 years.

Represented a large regional insurer in the sale and financing of the Napa Town Center and adjacent buildings.

Represented many wineries with use permit modifications and original applications through the Napa County process, with significant visitation and production increases and complex vested rights issues.

Represented multi-national buyer in largest value winery/vineyard acquisition in Napa Valley in 2022.

Represented buyer in the purchase of a wetlands-impacted site for over 200,000 square feet of warehouse development in Napa County.

Represented the investors in over \$65 million in commercial redevelopment in downtown Napa.

Represented a major condominium/hotel development in downtown Napa.

Represented Old Bridge Cellars in brand acquisitions and development in Chile, France, Oregon, and New Zealand.

Represented the ownership group of Hotel Yountville as land use and transactional counsel in its record Napa Valley "key value" sale to Ashford Properties.

Represented several Napa Valley wineries in the purchase or sale of wineries.

Assisted clients in developing tasting rooms and restaurants in Yountville, Napa, and St. Helena.

Professional Activities

Scott is a member of the Business, Real Property, and Environmental Law Sections. He is a member of Stanford

Professionals in Real Estate. Scott is a founding board member of The Amy Biehl Foundation and Relief Wines, and a member of the Suisun Valley Vintners and Growers Association.

Publications & Speaking Engagements

- Speaker, “Growing Season Series: Part 1 – Contracts and Negotiation Strategies,” Napa Valley Grapegrowers (May 2020)
- Co-Chair, “The Business of Wine,” The Seminar Group (November 2017)
- Speaker, “Winery Definition Ordinance Seminar,” The Seminar Group (2016)
- Speaker, “Regulatory Water Matters”, DP&F Wine Industry Forum (August 2013)
- Guest speaker, “Business Entities”, Sonoma State University EMBA (June 2013)
- Speaker, “Winery Purchase and Sale Complexities”, Winery Purchase and Sales Seminar, The Seminar Group (November 2011)

Education

- J.D., Willamette University College of Law (1994)
- B.A., Stanford University (1989)