



Harter Secret & Emery LLP

ATTORNEYS AND COUNSELORS

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For More Information:

Phil Pantano

Pantano & Associates

716.601.4128 or phil@pantanoPR.com

**HARTER SECREST & EMERY PARTNER MARIO C. FALLONE NAMED
'TRANSACTION PROFESSIONAL OF THE YEAR' BY UPSTATE CAPITAL ASSOCIATION
OF NEW YORK**

Rochester, New York, December 27, 2018 – Harter Secret & Emery LLP, a full-service business law firm with offices throughout New York, announced that Mario C. Fallone, a partner and leader of the firm’s Venture Capital practice, was named Transaction Professional of the Year by the Upstate Capital Association of New York. The announcement was made December 5, 2018 at the association’s 3rd Annual Awards Celebration in Rochester.

The Upstate Capital Awards Celebration is designed to highlight the achievements of companies and individuals within the Upstate New York investment ecosystem in four categories: Investment of the Year, Early Stage Dealmaker of the Year; Middle Market Dealmaker of the year; and Transaction Professional of the Year. Fallone was named Transaction Professional of the Year for 2018 following his nomination by Upstate Capital board member Brian Model of Stonehenge Growth Equity Partners. “Mario has been a great partner for companies Upstate and is deserving of recognition for his role in helping get companies funded,” said Model of the nomination.

Fallone focuses his practice on venture capital, private equity, and general corporate matters, with particular emphasis on representation of startups, strategic investors, and venture capital funds in all aspects of venture financings, including initial and follow-on financings with preferred equity and convertible debt structures. Fallone has been recognized in *Chambers USA 2018 America’s Leading Lawyers in Business* for Corporate/M&A, and selected by his peers for inclusion in [*The Best Lawyers in America*[®] 2019](#) in the area of Corporate Law. He is a graduate of Hamilton College, *summa cum laude*, and Harvard Law School.

The Upstate Capital Association of New York connects investors across the capital stack to investment opportunities across New York State. Founded in 2003, the organization increases access to capital for companies, and increases deal flow for investors by maintaining a robust statewide network of capital providers professional advisors, and supporting organizations.

Harter Secrest & Emery [Private Equity and Venture Capital](#) attorneys have substantial experience representing private equity and venture capital funds, portfolio companies, start-up companies and management teams in connection with leveraged buyouts and recapitalizations, mergers and acquisitions, venture financings, public offerings, executive compensation, and other corporate matters. The firm also represents clients in connection with the organization and operation of funds, as well as their respective management companies. Harter Secrest & Emery attorneys regularly represent and advise private institutional investors in connection with their investments in private equity, mezzanine, venture hedge and other funds.

About Harter Secrest & Emery LLP

Harter Secrest & Emery LLP is a full-service business law firm providing legal services to clients ranging from individuals and family-owned businesses to Fortune 100 companies and major regional institutions. With offices in Buffalo, Rochester, Albany, Corning, and New York City, New York, the firm is a recognized leader in litigation, corporate, private equity and venture capital, employee benefits, environmental and land use, health care, higher education, immigration, Intellectual Property, labor and employment, real estate, and trusts and estates law. Harter Secrest & Emery has 35 *U.S. News - Best Lawyers* 2019 “Best Law Firms” top tier metropolitan practice group rankings—more Western New York rankings than any other law firm. The firm has been top ranked in *Chambers USA* for Corporate/M&A, Litigation, Immigration and Real Estate law and 45 attorneys are recognized as *The Best Lawyers in America*® for 2019. For more information visit www.hselaw.com.

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