



## Marie T. DeFalco

Partner  
Vice Chair, Investment Management Group

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Marie is Vice Chair of the firm's Investment Management group, which has been selected as one of the preeminent practices in the United States for its representation of private funds. Marie represents investment management clients throughout the United States and internationally. Her clients include fund managers, from first-time and emerging managers to very large and well-established firms; institutional investors considering and negotiating fund investments; and fund professionals joining or separating from investment organizations. Marie specializes in structuring business transactions to maximize the achievement of clients' goals from both a business and tax perspective. She particularly focuses on venture capital funds; joint ventures; and shareholder, limited partner, and limited liability company agreements.

## HONORS & AWARDS

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- > **Chambers USA: America's Leading Lawyers for Business (2019-2021)**  
Ranked for work in Investment Funds: Venture Capital: Fund Formation in USA - Nationwide
- > **Chambers Global (2021)**  
Recognized in the area of Investment Funds: Hedge Funds – USA
- > **The Legal 500 - USA (2017)**  
Recognized in the area of Investment Fund Formation and Management – Alternative/Hedge Funds

## NEWS & INSIGHTS

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### In the Media

- > March 2, 2021  
Lowenstein's representation of **Avid Ventures** in the launch of its \$68 million-plus debut venture capital fund founded by **Addie Lerner**, decade-long investor at General Catalyst, General Atlantic, and Goldman Sachs, is noted in the **Global Legal Chronicle**. The Lowenstein deal team included **Ed Zimmerman**, **Marie T. DeFalco**, **Max Karpel**, **Robert J. Menendez**, **Joseph F. Hendricks**, and **Bettina C. Elstroth**. **View Lowenstein's news announcement about this transaction.**
- > February 19, 2021  
**Ed Zimmerman**, Chair and co-founder of **The Tech Group** and Adjunct Professor of Venture Capital at Columbia Business School, teamed up with **Marie T. DeFalco** (Vice Chair of Lowenstein's Investment Management Group) to represent Avid Ventures in its \$68 million-plus debut. Zimmerman tells **Business Wire** that managing partner Addie Lerner is "a brilliant, hard-charging, and charismatic force within the venture community. She will win deals by force of intellect, personality, and the reputation for excellence and integrity that she has already developed here in the States, in the UK, and in Israel. Having been opposite Addie in my role as counsel to startups, I've been impressed to see, more than once, founders rapidly transition from meeting Addie to making room for her in oversubscribed venture rounds."  
In **Pitchbook**, Zimmerman says: "LPs back the person in a solo GP fund. ... I'm excited to see how people react ... [to Avid], and whether others say this strategy is different and I'd like to copy it, or at least pivot into it a little bit more."  
Zimmerman tells **TechCrunch** that Lerner has a reputation for being "extraordinarily thoughtful about deals" and that one entrepreneur called her "one of the smartest people she has met in a decade-plus in venture." He adds: "I've seen it myself in deals and then I've seen founders turn down very well branded funds to work with Addie. ... Addie will find and win and be invited into great deals because she makes an indelible impression on the people who've worked with her and the data is remarkably consistent."

## SPEAKING ENGAGEMENTS

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- > Roundtable Lead, **Venture Fund GC: Open Discussion**, TechGC, New York, NY, November 4, 2021
- > Speaker, **Marketing Private Funds in Europe and the United States**, Lowenstein Sandler and Osborne Clarke, Webinar, September 17, 2020
- > Panelist, **Direct vs. Co-Investment vs. Commingled Funds**, Opal Group's Family Office Winter Forum, New York, NY, March 3, 2020

- > Panelist, **Emerging Manager Strategies & Manager Selection**, The Ivy Family Office Network (IvyFON), New York, NY, September 10, 2019
- > Speaker, **Venture Education Symposium: Legal Topics to Consider When Venture Investing**, Lowenstein Sandler, New York, NY, May 6, 2019
- > Panelist, **Opal Group's Family Office Winter Forum 2019**, New York, NY, March 6, 2019
- > Panelist, **Opal Group's Family Office Winter Forum 2018**, New York, NY, March 1, 2018
- > Facilitator, **Private Equity Fund of Funds Roundtable**, Lowenstein Sandler, New York, NY, October 24, 2017
- > Moderator, **Emerging Women Owned Venture Capital Funds**, The Ivy Family Office Network (IvyFON), New York, NY, September 26, 2017
- > Panelist, **How LPs Are Thinking About the VC Landscape**, VentureCrushSF, San Francisco, CA, June 22, 2017
- > Panelist, **Investing in Venture Capital**, Opal Group – Family Office Winter Forum, New York, NY, March 1, 2017
- > Speaker, **WE Capital Launch Event**, Washington, D.C., November 15, 2016
- > Moderator, **Emerging Manager Strategies**, The Ivy Family Office Network (IvyFON), New York, NY, September 13, 2016
- > Moderator, AIFMD and Other Fund Developments in the Age of Brexit: A UK Perspective, **Investment Management Breakfast Series**, New York, NY, September 14, 2016
- > Moderator, **AIFMD and Other Fund Developments in the Age of Brexit: A UK Perspective**, Investment Management Breakfast Series, New York, NY, September 14, 2016

## EDUCATION

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- > Yale Law School (J.D. 1998), Case Notes Editor, *Yale Law Journal*; Editor-in-Chief, *Yale Journal of Law & the Humanities*
- > Cornell University (A.B. 1995), Economics; Phi Beta Kappa

## ADMISSIONS

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- > New York
- > New Jersey
- > Connecticut