



Andrea H. Vossler | Partner | Team Co-Leader -  
Startups & Venture Capital | Team Co-Leader -  
Family Business

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## CAPABILITIES

Corporate  
Mergers and Acquisitions  
Startups and Venture Capital  
Private Equity  
Technology & Life Sciences  
Blockchain Technology, Cryptocurrency & Digital Assets  
FinTech  
Family Business

Ms. Vossler is a Partner with the Corporate & Securities Practice Team at Lippes Mathias Wexler Friedman LLP, where she co-leads the firm's Startup & Venture Capital and Family Business Practice Teams.

Ms. Vossler has extensive experience working with entrepreneurs, startups, later-stage companies, investors and funds across a variety of stages, sectors, and geographies. Her practice experience includes advising clients on general corporate matters, capital raising, and exit transactions; representing investors in equity and debt financings; representing sponsors in fund formations; and extensive M&A experience.

Her work with later stage and family-owned businesses focuses on helping them develop and implement succession, governance, compensation and other plans and policies, by applying strategies informed by social neuroscience and positive psychology.

She began her career in New York City at Mayer Brown LLP, a leading international law firm, where she worked on large-scale M&A transactions, private-equity financings and IPOs.

Ms. Vossler takes a holistic approach to advising clients by pairing her deep legal expertise with business acumen and investment experience. This range is reflected in her work as a Co-Founder and Managing Director of Varia, ([www.variaventures.com](http://www.variaventures.com)) a management consulting firm with a capital raising platform that, together with LMWF, provides businesses at all stages with the support, resources and capital they need to help grow their companies. Successfully.

Ms. Vossler is also General Counsel to Impact Capital, a Series A Venture Capital Fund that is focused on making investments in high-growth, revenue-positive companies primarily located in Upstate New York.

Ms. Vossler is extremely active in her community in numerous organizations that focus on entrepreneurship, democratizing access to capital, and women's leadership. She is an Entrepreneur in Residence at Columbia Technology Ventures, the technology transfer office for Columbia University as a Mentor to Endeavor, a non-profit organization and co-investment fund with over \$110 million of AUM, and Executive in Residence at the University of Buffalo's School of Management. She is on the Executive Committee of the Board of Directors of and General Counsel to the Upstate Capital Association of New York and Chairman of the Board WNY Women's Foundation.

Ms. Vossler is a frequent speaker at professional, university and corporate-sponsored events, and has co-authored numerous articles on topics of interest to businesses.

Ms. Vossler is the recipient of numerous awards, including: 40 Under 40, Business First of Buffalo, 2019; Legal Elite of WNY, Business First of Buffalo; 2018, Upstate New York Super Lawyers® Rising Star, 2015 – 2020; and Upstate Venture Ecosystem Award Finalist, Community Catalyst, 2018 and 2019.

Ms. Vossler received her law degree from Georgetown University Law Center (Top Third of her Class, Law Journal, Women's Rights Clinic) and B.A. from the University at Buffalo (Summa Cum Laude, Phi Beta Kappa, and Full Academic Scholarship). A Fulbright Scholar (France), she also trained in Harvard Law School's Negotiation Program.

## **EDUCATION**

- Georgetown University Law Center, J.D.
- University at Buffalo, B.A. *summa cum laude*

## **HONORS & AWARDS**

- 40 Under 40, *Business First of Buffalo* (2019)
- *Business First of Buffalo* and *Buffalo Law Journal*, Legal Elite of WNY, Rising Star (2018)
- *Upstate New York Super Lawyers®* Rising Star (2015-2020)
- Upstate Venture Ecosystem Award Finalist, Community Catalyst (2018 and 2019)

## **PROFESSIONAL ASSOCIATIONS**

- American Bar Association
- New York State Bar Association
- Erie County Bar Association, Corporation Law Committee
- Women's Bar Association of the State of New York, WNY Chapter

## **COMMUNITY INVOLVEMENT**

- Upstate Capital Association of New York, Director, Corporate Secretary and General Counsel
- WNY Women's Foundation, Director and Chair

- Impact Capital, General Counsel
- Columbia Technology Ventures at Columbia University, Entrepreneur in Residence
- Endeavor, Mentor
- University at Buffalo, School of Management, Executive in Residence



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