



Mariel J. Giletto

Shareholder

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Shareholder Mariel J. Giletto is the firm's Business and M&A Practice Group Lead and the immediate-past chair of the Diversity, Equity, and Inclusion committee.

With nearly 20 years of experience, Mariel is a respected New Jersey corporate and business attorney who serves as a trusted legal and strategic advisor to business owners, family owned and founder led businesses, entrepreneurs, private investors and investment groups, family offices, and executive teams throughout New Jersey, including Camden County, Burlington County, Gloucester County, Cumberland County, and the greater Philadelphia and Northeast regions.

Mariel provides practical, business-minded counsel to businesses so they can protect, prevent, and resolve the legal and operational challenges they face each day. Mariel helps businesses develop solutions that fit their organizational personality and are comfortable for the business to implement.

General Counsel/Strategic Transactional Counsel

Mariel counsels a full range of businesses from small, local businesses, to multi-generational, family owned businesses, founder-led businesses and start-ups, to large, publicly traded companies through all aspects of the business life cycle. She has counseled businesses beginning with business formation; moving through such life cycle with growth and investment strategies, including corporate governance and compliance, mergers and acquisitions, joint ventures, financing (including equity and debt financings) and real estate transactions, and guiding companies through the wind-down and dissolution processes.

Mariel's practice is industry agnostic and includes a variety of industry sectors. Current industry representations include supply chain logistics, cold storage warehousing, real estate developers and owners, real estate brokers, daycare operators and owners, environmental remediation, recycling, waste management, product manufacturers, fleet management, greenhouses, solar energy, software developers, technology, life sciences and healthcare, travel agencies, medical providers, and more.

Practice Areas

Business and M&A
Real Estate and Land Use Law
Transportation, Logistics, and Supply Chain
Artificial Intelligence, Privacy, and Cybersecurity

Industry Groups

Sports Law
Women's Advisory Group

Admissions

New Jersey
Pennsylvania

Education

- Villanova University School of Law, J.D.
 - Federal Tax Clinic
 - *Environmental Law Journal*, Member
- Rutgers University, New Brunswick, B.S., Finance

Clerkships

The Honorable Steven P. Perskie, Superior Court of New Jersey, Atlantic County, Civil Division, and Cape May County, Chancery Division

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Despite the range of industries, Mariel's goal is always the same: to protect what her clients have built and position them for what comes next. She is known for her ability to combine sharp legal acumen with a deeply personal, client-focused approach. She is committed to being more than just outside counsel; she strives to serve as a long-term partner and trusted advisor, invested in her clients' success at every stage.

South-Jersey Family-Owned Business Attorney

Mariel was raised in a multigenerational family of entrepreneurs, which provides her with a unique, insiders' understanding of the dynamics that drive—and sometimes complicate—family-owned businesses.

Family businesses involve sensitivities and interpersonal dynamics that set family-owned businesses apart from other organizations. Mariel understands that those dynamics create both a sense of pride to drive the organization into the next generation as well as complications that require empathy and understanding.

Her approach blends legal skills with emotional intelligence to meet the complex needs of families in business together, which allows her to leverage this unique understanding to deliver practical, forward-thinking legal solutions that align with each family's business goals, values, and legacy. Mariel understands that the success of a family-owned business depends on thoughtful planning, clear communication, and the ability to adapt to change, and her legal advice and counsel is uniquely crafted for each business to help strengthen their foundations and prepare them for long-term success.

Helping Woman-Owned Businesses Flourish in NJ

As a woman making an impact in a traditionally male-dominated field, Mariel is a corporate attorney committed to empowering other women to lead with confidence, especially those stepping into leadership of family businesses during generational transitions. She serves as general counsel to a growing number of women-owned and women-led companies in New Jersey and helps them navigate complex legal landscapes while asserting their voice and vision.

SUCCESSFUL OUTCOMES & NOTABLE CLIENT MATTERS AND TRANSACTIONS

PRIVATE EQUITY & INVESTMENT ACTIVITY

- Represented family-owned, multi-generational business in a \$400 million joint venture, private equity investment.
- Represented a company in a \$90 million equity redemption from a private equity owner, including refinancing of existing debt and creation of preferred equity.
- Represented start-up entities in connection with fundraising through debt and equity.
- Represented start-up pharmaceutical, ARPA-H awardee in connection with Series A and B financing rounds as well as the venture capital funding.

MERGERS AND ACQUISITION (M&A) ATTORNEY

- Represented an environmental consulting company in acquiring a competitor's assets, providing full-service legal counsel, including negotiating the asset purchase and consulting agreements, addressing regulatory and corporate considerations, and ensuring a smooth transition of client relationships and operational assets.
- Represented a leading office supply distributor in multiple strategic acquisitions to expand its footprint, diversify product offerings, and strengthen its competitive position, providing end-to-end legal support, including negotiating asset purchase agreements and conducting comprehensive due diligence.
- Represented the seller in the asset sale of a landscape architecture company to key employees, negotiating the purchase agreement, promissory note, guarantees, and post-closing consulting agreement while ensuring a smooth transition and protecting the seller's interests.
- Represented the seller of a stamp and engraving equipment business in an asset sale, negotiating the Asset Purchase and post-closing Supply Agreements, managing due diligence and risk assessment, and structuring terms to protect the seller's interests and minimize post-closing exposure.
- Represented the purchaser of a landscaping architecture business and related commercial real estate in a strategically structured acquisition, including entity formation, negotiation of the asset purchase and loan documents, preparation of governing and intercompany agreements, and securing all necessary real estate approvals to facilitate a legally sound and operationally efficient transaction.
- Represented purchaser of division of a multinational stamp industry company in U.S. and Canadian asset acquisition following multi-year negotiations.
- Represented newly formed company in multi-year acquisition of sandwich meat processing and distribution business, including investor and rollover equity arrangements.
- Represented private equity company in acquisition of 92.5% interest in shopping center entity in San Jose, California, involving complex tax analysis.
- Represented purchase of accounting practice involving professional standards considerations.
- Represented veterinary practice in asset sale to private equity-backed rollup platform.
- Represented US company in the travel industry in a multi-national joint venture with companies located in Germany and India.

COMMERCIAL REAL ESTATE & DEVELOPMENT ATTORNEY

- Represented the purchaser in the acquisition of commercial office space in New Jersey, providing comprehensive transactional support including land use and zoning approvals, coordination with local authorities and consultants, due diligence, negotiation of the purchase agreement, and title review to mitigate risk and ensure regulatory compliance and development readiness.
- Represented the owner of a real estate limited partnership in a springing sale of a 50% partnership interest in exchange for a development agreement.
- Represented owner of self-storage facilities, including corporate structuring and Regulation D filings.
- Represented the seller in two separate \$20 million healthcare facility asset sales (dialysis facilities and a nursing facility).
- Negotiated and drafted purchase agreements for land condominium acquisitions in Camden, New Jersey.
- Advised clients through Garden State Growth Zone (GSGZ) and Urban Renewal PILOT processes.

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- Negotiated and drafted Grow NJ tax credit purchase agreements.
- Represented equity investors in a \$65 million student housing acquisition and refinancing in Boston.
- Represented the seller of a \$90 million student housing development in Boston.
- Represented equity investor in acquisition of general partner interests in complex real estate investment structures.

CORPORATE FINANCE & CAPITAL MARKETS TRANSACTIONS

- Represented the founder of an investment fund in forming and structuring a new investment vehicle, drafting all foundational and governance documents, preparing an initial investor teaser memorandum, and providing strategic guidance on securities, tax, and regulatory compliance to support a compliant and efficient launch.
- Represented an air purification equipment company in a convertible note financing, negotiating key terms, drafting all financing and ancillary documents, and advising on securities compliance, capital-raising strategy, investor rights, and risk management to secure flexible growth capital while preserving operational and financial control.
- Flaster Greenberg represented a biotechnology company in a convertible note financing. The firm provided full-service legal support, including drafting and negotiating all financing documents and advising on the overall deal structure and key economic terms, such as valuation cap, discount rate, and maturity. Flaster Greenberg coordinated closely with investors and opposing counsel to facilitate efficient negotiations and ensure alignment among all parties. The firm also guided the client on compliance with applicable securities laws, helping to mitigate regulatory risk and ensure the transaction met all legal requirements. Through this representation, Flaster Greenberg enabled the client to secure flexible growth capital while protecting its financial and operational interests.
- Represented a biotechnology company in multiple financing rounds, including stock issuances and convertible note financing, advising on valuation caps, conversion mechanics, discounts, maturity, governance, and securities compliance; drafting all financing and ancillary documents and advising on securities compliance and investor rights, including private placement memorandum and offering documents.
- Represented a family-owned construction company in a comprehensive restructuring, including tax-efficient structuring and governance revisions for succession planning.
- Represented investment fund founders in forming and structuring a new investment vehicle, including governance documentation and investor materials.
- Represented borrower/landlord in refinancing a commercial loan tied to office buildings leased to a Community College.
- Represented joint venture borrower in \$155 million syndicated financing for office tower development in Camden, NJ.
- Represented affordable housing borrower in \$37 million construction financing for mixed-use development.
- Negotiated \$10 million liquidity support facility tied to guarantee obligations.
- Represented borrowers in multiple commercial real estate acquisitions, refinancings, credit facility amendments, and corporate restructures ranging from \$17 million to \$32 million.

CORPORATE GOVERNANCE & COMPLIANCE

- Represented the owner of an operations company in a comprehensive restructuring, providing strategic and tax-efficient structuring advice and revising governance documents to streamline operations, enhance financial performance, and support succession planning and long-term stability.
Represented the sole proprietor of a greenhouse and plant distribution business in implementing a comprehensive corporate structure, including entity formation, tax and transportation law compliance, loan and Farm Credit financing negotiations, governance documentation, succession and estate planning integration, and strategic restructuring to support growth and long-term continuity.
- Represented the owner of an operations company in restructuring its business lines, conducting operational and governance analysis and revising key corporate documents to streamline management, enhance efficiency, and establish a legally sound framework for long-term growth and stability.
- Represented a startup in forming and structuring its corporate governance framework, drafting and negotiating foundational documents and employee equity compensation arrangements, and advising on securities and tax compliance to position the company for growth, investment readiness, and long-term stability.

CORPORATE LEASING

- Drafted and negotiated all commercial retail leases for one of the worlds most recognized casino brands.

GAMING & REGULATORY

- Negotiated and drafted equity investment and acquisition agreements for New Jersey casinos.
- Represented Atlantic City property owner in successful application before the New Jersey Casino Control Commission.
- Represent owners of sports wagering facility in connection with New Jersey regulatory approvals and negotiation of online sports betting license agreements.

HONORS & AWARDS

- Certified Blockchain and Law Professional, Certification through Examination & Training administered by Blockchain Council, 2022
- Named a Leaders in Law, *NJBiz*, 2023
- Named a Law Influencer, *ROI-NJ*, 2022
- Named to SJ Mag Medias Attorney Resource List, Mergers & Acquisitions, *SJ Magazine*, 2022, 2023, 2024
- Named to SJ Mag Medias Attorney Resource List, Business, 2025
- Named a Leading Business Attorney - *South Jersey Biz*, 2022
- Voice of Business Award Recipient, Burlington County Regional Chamber of Commerce, 2020
- Best 50 Women in Business Award Recipient, *NJBiz*, 2019
- "20 Under 40 Award Recipient, *SJBiz*, 2019
- Burlington County Regional Chamber of Commerce and *Burlington County Times*, Class of 2017 Emerging Leaders

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A description of the standard or methodology on which the accolades are based can be found here. No aspect of this advertisement has been approved by the Supreme Court of New Jersey.

PROFESSIONAL AFFILIATIONS

- New Jersey State Bar Association
 - Former Chair, Casino Law
 - Former Officer
- Pennsylvania Bar Association
- Atlantic County Bar Association
- Forum of Executive Women
- National Association of Women Business Owners, South Jersey Chapter (NAWBO-SJ)
 - Former Public Policy Director
- Burlington County Regional Chamber of Commerce
 - Member, Board of Directors (2024 - 2026)
 - Women's Business Network

COMMUNITY ACTIVITIES

- Burlington County Women's Advisory Council
- Rancocas Woods Business Association
 - Chair
- American Red Cross, South Jersey Chapter
 - Former Member, Board of Directors
- Alice Paul Institute
 - Fundraising Planning Committee