

# Daily Journal

AUGUST 14, 2019

## TOP 40 UNDER 40

California's leading lawyers of 2019

### Dan Harris

After Harris launched BraunHagey & Borden LLP's corporate transaction group in 2017, he's wasted no time growing the practice. The group has closed more than 50 financing and mergers and acquisition transactions worth more than \$400 million combined.

Harris helped build the practice from the ground up with six lawyers, working with entrepreneurs specializing in lifestyle products, food services and the like. Harris shares the entrepreneurial spirit with his clients and works toward helping environmentally responsible and healthy products and services come to market.

"To be a good early stage lawyer, you have to be more of a business partner and advisor, not just a lawyer," he said. "It's really interesting for me to really be able to get involved and work closely with these founders who care about what they're doing. It allows you to be more valuable to the business itself."

Harris represents founders of companies who create anything from organic feminine products to "functional beer" to cannabis.

Harris made his mark in the cannabis sector representing Flow Kana. In February, he helped Flow Kana close a \$125 million Series B round, the largest private fundraising for a U.S.-based cannabis company to date. The record-setting deal occurred less than a year after he helped the Northern California manufacturer and distributor secure \$22 million in its initial investment round.

"The CEO is very passionate about building an ecosystem working with sustainable



**BraunHagey & Borden  
LLP**

San Francisco  
Practice: Corporate transactions /  
venture capital  
Age: 38

farmers, which ties to other companies we work with, including in the food space," Harris said.

He has also handled matters for Outdoorsy since its formation in 2015. Outdoorsy is referred to as the Airbnb of the recreational vehicle and experiential travel space.

In the last year, Harris helped Outdoorsy raise \$75 million in two fundraising rounds.

The money helped the company sign up more than 31,000 RV owners and is shooting for 65,000 by the end of the year by expanding to Australia, New Zealand and Europe.

Harris also led the acquisition of Sufferfest Beer, which specializes in gluten-free beer. Sufferfest was acquired by Sierra Nevada Brewing Co. in February.

— Gina Kim