SpencerFane®

American Lawyer Spotlights the Factors Driving Spencer Fane Momentum

The *American Lawyer's* recently published feature – After Head Count Spurt, Spencer Fane Grew Revenue 25.5% – showcases the multidimensional catalysts behind the firm's continued, industry-leading growth.

In the article, reporter Andrew Maloney highlighted financial successes and expansions Spencer Fane achieved over the past year on both attorney and firmwide levels, including a 25.5% revenue increase to over $404 million and a 12th firm combination within 13 years. In his discussion with Spencer Fane Chair Patrick J. Whalen, Andrew illustrated the firm's multifaceted approach to progress.

"We really pitched a complete game. It was pretty evenly divided between adding timekeepers, modest rate increases, and then the organic growth," Pat said, explaining the firm's holistic strategy, which features "deepening client relationships and grabbing market share."

As an "example of what the foundation set in 2024 allowed us in 2025," he added that the firm's expanded footprint boosts resources for existing clients.

By aligning client priorities with talent and geographic focus areas, Spencer Fane earns rather than chases growth while demonstrating that value creation generates the best outcomes. Accordingly, the firm's performance continues to earn widespread industry recognition for innovation, culture, and talent.

Read the full *American Lawyer* article here. Please note, a subscription may be required.