



Spencer Fane Entrance into Utah Market Catches Attention of Business Media

Following the firm's [announced combination](#) with Utah-based firm Snow Christensen & Martineau, Spencer Fane has been featured in both legal and business media that have taken note of its growing national footprint.

In two recent *American Lawyer* articles, reporter Andrew Maloney cited the combining of Spencer Fane with both Snow Christensen & Martineau and [California's Pahl & McCay](#) as he examined merger trends in the legal industry. The publication reports that "the appetite for growth of any kind among firms has arguably never been higher."

Spencer Fane has been strategic in choosing what markets this enthusiasm for growth is best directed toward. As noted in a *Reuters* article, [Latest U.S. Law Firm Merger Boosts Spencer Fane Past 500 Lawyers](#), "the [Utah] merger gives Spencer Fane a foothold in Salt Lake City, which has become a go-to destination for U.S. law firms due to its growing tech sector and fast-growing population."

In a December [interview](#) with the *Kansas City Business Journal*, Spencer Fane Chair [Pat Whalen](#) explained the choice of combining with Snow Christensen & Martineau in particular.

"A lot of competitors have gone into that market and just never got any traction or have gone backward and maybe even left the market," he said. "So, the ability to go into that market with critical mass on day one provides the marketplace with a lot of confidence that we're not just another firm dipping our toe into the market. We're making an immense commitment."

This commitment is also just one of the ways Spencer Fane has intentionally grown its footprint in the past year. Through everything from expanded practice [offerings](#) to notable [enthusiasm for client development](#), Spencer Fane has added to what the *KCBJ* calls the firm's "status as the fastest-growing among the nation's 200 largest law firms the past five years, enjoying double-digit revenue growth the past 10 years."

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