SpencerFane®

Spencer Fane Spotlighted in Kansas City Business Journal for Industry-Leading, 'All Fronts' Growth

In a recent feature, the *Kansas City Business Journal (KCBJ)* spotlighted Spencer Fane as an industry leader in both growth and organizational innovation.

In the article, Spencer Fane Becomes Fastest-Growing Am Law 200 Firm, reporter James Dornbrook noted that the firm – which has seen a 111% increase in revenue over the past five years – has experienced a growth trajectory "on all fronts, including organically, mergers and acquisitions, lateral hires and opening new offices" while also earning recognition from U.S. News & World Report as the only firm on its Best Companies to Work For: Law Firms list to earn perfect scores on all six of its dimensions. In his discussion with Spencer Fane Chair Patrick J. Whalen, James explored the factors behind the firm's effective pursuit of top talent, new markets, and organizational transformation.

"Our growth has been a blend of many drivers, which allows us to not rely too much on any one of them," Pat said, reflecting on some of the latest firm and talent acquisitions, geographical and practice group expansions, and client needs at Spencer Fane. "It wasn't just about geographic diversification, but top-line growth by creating a niche that is market-leading in terms of national expertise," he continued, using the firm's industry-leading water rights team as an example.

The recent internal restructure was also highlighted as a key driver in ongoing success at Spencer Fane. Pat noted that the new organizational model continues to "almost daily reap not just benefits in the client market, but also in terms of engagement and truly being an entrepreneurial platform. Over 80 market teams have organically been created from the ground up … It's folks throughout the firm creating teams on their own initiative."

This enterprising mindset combines with firmwide commitments to collaboration, exceptional service, and continuous development to not only aid growth at Spencer Fane but also fuel the firm's innovative and unique work environment. In earning a perfect scorecard in the Best Companies to Work For while maintaining its position in the Am Law 200 as fastest growing law firm over the past five years, Spencer Fane defies the common experience inside most organizations that growth must come at the cost of culture.

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