SpencerFane®

Successful Spencer Fane Growth Strategy Showcased in KCBJ Top 150 Private Companies List

Following the firm's continued inclusion in the *Kansas City Business Journal (KCBJ)'s* Top 150 Private Companies list, Spencer Fane Chair Patrick J. Whalen was spotlighted alongside seven other Kansas City business leaders as the publication explored the strategies that led to placement on their 2025 ranking.

The article, Top 150: What It Takes to Make the List, highlighted the multifaceted growth at Spencer Fane, which includes 111% revenue growth over the past five years, 20.65% revenue growth over the last year, a multitude of lateral hires, and multiple combinations with complementary firms in new markets. As a result, Spencer Fane rose to the #44 spot on the *KCBJ* Top 150.

As Pat explained, "Our growth has been a blend of many drivers, which allows us to not rely too much on any one of them." He also provided insight on the firm's updated internal leadership structure, which has created over 80 externally facing market teams to address specific client needs.

"We've been developing tools where folks stay apprised of the efforts of those marketing teams and making sure there is coordination, so we don't have any misalignment," Pat said, speaking to the value Spencer Fane places on communication and collaboration.

Read the full *KCBJ* article here and the full 2025 Top Kansas City Private Companies listing here. Please note, a subscription may be required.