

Albany Law Firm Plans Syracuse Expansion

An Albany-based law firm with its sights set on nationwide offices in the next five years will set up its next location in Syracuse.

Tully Rinckey PLLC plans to open its local office in April with three attorneys and expects to expand to seven in the following and expects to expand to seven in the following year. The firm is aiming for 10 attorneys in Syracuse within about two years after opening here.

Tully Rinckey started in Albany about seven years ago and then expanded to Washington, D.C. and Arlington, Va. Rather than spend years and years building a large firm in a single geography through challenging local recruiting, Tully Rinckey decided to expand through establishing a number of smaller offices in different markets, Founding Partner Mathew Tully says.

For its fourth office, the firm explored markets including White Plains, Maryland, and the Springfield, Mass. area. The firm liked the potential for two offices working in the same state and so settled on starting its next location in New York.

"What really made us like Syracuse was the commonality of law with our Albany office," Tully says.

Plus, starting up in Syracuse is far less expensive than in White Plains, near New York City, he adds.

Practice areas at Tully Rinckey include matrimonial law, trusts and estates, criminal defense, real estate, and general litigation. Filling the Syracuse office with experienced lawyers in those areas will be the firm's top priority, Tully says.

That doesn't mean the firm won't expand into other areas if the right attorney with a slightly different practice focus comes along, he adds.

The firm aims to recruit mid-level lawyers from other firms and has sent nearly 3,800 letters to attorneys within an hour's drive of Syracuse, Tully says he wants to attract attorneys with experience, but not those at a senior level.

"A mid-level person might be making \$90,000 a year, but generating \$400,000 in revenue for that firm," Tully says. "That's the perfect candidate for us."

One of Tully Rinckey's experienced attorneys will move to Syracuse to help start the local office. The firm is already in talks with two local attorneys about joining, Tully adds.

After launching Syracuse, Tully Rinckey expects to continue its expansion west. The firm plans to open offices in both Rochester and Buffalo, including launching in one of those two cities by the end of 2012.

Overall, the firm's goal is to employ more than 100 attorneys in the next three to five years, Tully says. The firm currently employs 84 people total, including more than 30 attorneys.

Tully Rinckey started in Washington D.C, in 2008. That office now has 14 attorneys. It opened its third office, in Arlington in 2010.

“He took on this case with vigor and ZERO FEAR of the government!”

"LITERALLY THE BEST MONEY I EVER SPENT!!!! The USAF charged my son with Article 92, Violate General Order and Article 128, Simple Assault. I spoke to many attorneys who said to me, "Your son will be convicted of the Simple Assault because putting lotion on someone's face is considered an assault as it is an unwanted touch." They all wanted me to work on a plea deal with the government that ended with my son being discharged, spending time in the brig and having a federal conviction for the rest of his life. Knowing that this just didn't warrant a federal conviction, bad conduct discharge and time in the brig, I was on a search to find an attorney who would look at this case for what it was: a couple of 19-21 year-old immature young men horse playing. I was looking for someone who would say something different; someone who would be able to look at the case from more than one view. When I spoke to Mr. Rinckey, I thought I was going to get the same ole speech, but to my surprise, I IMMEDIATELY felt at ease and I knew right then that he was going to be my attorney (not sure if he knew it at this time). He took on this case with vigor and ZERO FEAR of the government! He wanted them to know that this was NOT going to go away with any plea deal! And he went to work! Then, LITERALLY 2 DAYS BEFORE trail the government added an additional charge, which was Article 134, Unlawful Entry. Mr. Rinckey stayed focused, developed a plan, and off to trail we went. He was so prepared, calm and at ease. I remember him saying to me, "I am ready to try this case." And yesterday – 14 APR 2016 – my son was found NOT GUILTY on ALL CHARGES AND SPECIFICATIONS!!! Yesss!!! You know, it's always hard to find money for an attorney, but I learned one thing with this case. Although I thought we couldn't afford an attorney, the truth of the matter was that we couldn't afford NOT TO HAVE an attorney. I only wish I had found Mr. Rinckey sooner, but that's okay. I have found my ATTORNEY for life," Y.W. on Founding Partner on Greg Rinckey, Esq.

Prior results do not guarantee similar outcomes.

"Well Informed Legal Advice" – G.C.

Received sound and well informed legal advice. Responses were timely and extremely relevant. – G.C. on client relations attorney Derrick T. Hogan

“Great Service” – E.S.

I want to thank you all for the great service rendered [to] myself and family. - E.S. on Client Relations Attorney Derrick Hogan

"High Regard" – R.E.M.

"Your firm held my best interests with high regard... I thank you for your efforts." - R.E.M.

“Prompt and Efficient” – K.B.

"Prompt and efficient in processing claim, all correspondence handled in prompt and efficient manner." – K.B.

“Impressed” – W.W.

"As a retired heavy user of attorneys, I'm impressed with your concerns and your efforts to stay in touch with your clients. Its damned good management aligned with top notch expertise." – W.W.

"Excellent Service" – J.R.

"Excellent service, very professional, and understanding and considerate of clients needs. Attorney was very approachable and there was a very good comfort level." – J.R.

"Full Service" – K.M.

"I like the fact the office is close enough to where I work and live and that it is a full service practice, not just estate planning." – K.M.

"Professional and Informative" – J.H.

"Professional and informative... I was pleased with the handling of the case. I was treated as a person, and kept abreast of all aspects of the case. Thank you all." – J.H.

"Thanks So Much" – J.D.

"Without your firm, I would not have known of my claim. Thanks so much!" – J.D.

"Gets Results" – F.P.

"Most certainly – The firm gets results!" – F.P.

"Outstanding" – M.P.

"Results are outstanding." – M.P.

"Quite Satisfied" – R.W.

"I am quite satisfied with the services your office has provided." – R.W.

“Exceptional Legal Services” – A.S.

“Your firm, Tully Rinckey, has provided and continues to provide me with prompt, keen, exceptional legal services. After the initial consult, I felt relieved that I had the representation from Tully Rinckey... I have found a new found hope with Tully Rinckey...” – A.S.

“Absolute Best” – R.H.

“My attorney was the absolute best I could ever have hoped for. A pure professional in every sense of the word. She was very mindful of my financial expenditure and still was able to represent me very well in my court case.” – R.H.

“Outstanding Service” – A.R.

“Outstanding service, true professional.” – A.R.

“Top Notch” – V.W.

“My attorney was top notch. Very pleasant and helpful.” – V.W.

“Very Thankful” – C.P.

“Very thankful for the help and guidance I received from your law firm. Because of your law firm I was able to return to work with all my back benefits.” – C.P.

“Ideal Choice” – D.H.

“My attorney knew exactly the approach to take and was the ideal choice. She was extremely responsive. She was clear, balanced, and open to our views and feelings. She made it clear she was there for us and ready to answer questions.” – D.H.

“Very Satisfied” – D.D.

“I was very satisfied with the services provided which were completed in a very timely and professional manner.” – D.D.

“Excellent” – B.M.

“Your firm provides excellent & free service to federal workers and NG/USAR members.” – B.M.