

## Albany Law Firm Sets Up Shop in Syracuse

Albany-based Tully Rinckey, PLLC, which has plans to grow to 10 offices across the U.S. in the next five years, has opened its latest location in Syracuse. The local office opened Aug. 23. Tully Rinckey specializes in military law, civil litigation, family and matrimonial law, criminal defense, trust and estates, and real estate. The firm will be based in a 4,200- square-foot office at 507 Plum St in Franklin Square. The local practice will initially concentrate on civil litigation, criminal law, and family law. The firm will be able to offer its full range of services in Syracuse through its other offices, says Greg Rinckey, Tully Rinckey managing partner. One of the reasons the firm was interested in Syracuse is its proximity to Fort Drum, he adds. The firm was founded by a U.S. Army veteran, Mathew Tully, and Rinckey was previously an attorney with the U.S. Army Judge Advocate General's Corps. The base will be a good way for the firm to grow its military practice in Central New York, Rinckey says. The firm has expertise in areas like security clearances as well, he adds. "Syracuse was ripe for growth," he says. Delay

Tully Rinckey had originally planned to open its Syracuse office in April, but Tully, who is currently a lieutenant colonel in the New York Army National Guard, was deployed for duty in Afghanistan that month. He's expected back from active duty in the summer of 2013. Tully has been deployed overseas three times since founding the law firm. Tully's deployment delayed the Syracuse plans some, but the firm also decided to build out its own space when it couldn't find an existing office in the market that would work, Rinckey says. Tully Rinckey currently employs nine people in Syracuse, including four attorneys. Rinckey says the plan is to grow that total to 18 people, including nine or 10 attorneys, in the next year. The firm's goal is to have 10 offices around the country within five years and employ more than 100 attorneys in the next three to five years. Tully Rinckey currently employs 89 people, including 41 attorneys. Tully Rinckey started in Albany about seven years ago and then expanded to Washington, D.C. and Arlington, Va. The firm plans to continue its expansion in New York and is aiming to open offices in Rochester and Buffalo as well. Richard Sargent is the partner in charge of the Syracuse office. He has more than 40 years of experience in civil litigation, real estate law, and trusts and estates, according to Tully Rinckey. The law firm considered other markets for its fourth office including White Plains, the Springfield, Mass. area, and Maryland. Tully Rinckey leaders liked the potential for two offices working in the same state. Startup costs are also far lower in Syracuse than in a market like White Plains, according to the firm. Tully Rinckey launched in Washington, D.C. in 2008. It opened its third office, in' Arlington, in 2010. Earlier in August, the firm was named to the Inc. 5000 list of the nation's fastest growing companies. The firm ranked 1,672 with revenue of \$7.6 million in 2011, up 173 percent from 2008.