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Hodgson Russ to finish 2024 with record revenue



Image: Buffalo Business First

Benjamin Zuffranieri, managing partner, Hodgson Russ LLP

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This will be a year of record revenue for [Buffalo's largest law firm](#), which will finish 2024 about 10% larger than in 2023.

The week of Dec. 16 pushed Hodgson Russ beyond 2023 revenue, according to [managing partner Benjamin Zuffranieri](#).

“My hope and anticipation is that we’ll be 10% to 12% higher on revenue from last year,” he said. “We have grown our head count, and we’ve grown the number of hours that people have worked.”

The firm [added 39 attorneys](#) this year, bringing total number of lawyers to 225. Of those, 142 are in Western New York. The firm has offices in Albany, New York City and Toronto as well as Florida, North Carolina and New Jersey.

“We’re predominantly a New York-focused firm, but more than half of our revenue is from outside Western New York,” Zuffranieri said. “We do work all over the country.”

This year, the firm increased the Rochester office with 14 lawyers, bringing the total there to 25. Growth was largely due to an acquisition of a litigation boutique firm, Ward Greenberg, with 10 attorneys.

“That group came, and we continued to add from other Rochester firms,” Zuffranieri said.

Though the firm still has two offices in Rochester, the plan is to consolidate over the next two years.

“What we want to do is grow in areas where we have specialization and that command higher rates,” he said. “The international cross-border work we do in

Canada, and the work we do in New York City and in Florida, typically command higher rates than Upstate New York. We're looking to grow in our most profitable markets, but more importantly, in the most profitable practices."

That includes the firm's new energy practice and its tax practice, with 10 different categories of tax lawyers, he said.

He said the firm will also look at potential acquisitive growth with small- to mid-sized firms that are strategic moves based on practice specializations.

"We would like to grow in New York City and grow further in Toronto, and we will look to see if it makes sense to grow elsewhere in the country," Zuffranieri said. "But we're more focused on the practice specializations than we are about geography. Where the professional office is located is less important than the specialty and expertise the attorney can bring."

Next year will be Zuffranieri's last in his four-year term as managing partner, as a new one will be appointed by the board to take over in January 2026.

Zuffranieri, who will train his successor, expects 2025 to be an interesting year, as a new president and administration could change the speed of the renewable energy industry and alter tax laws.

"If there are any significant tax law changes, that will drive a whole bunch of work to our estate planning lawyers and income tax lawyers," he said. "We'll see what the year brings us, but we're planning to grow."