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New Jersey Law Journal

With 'No Appetite' for Merger or Acquisition, Archer Pursues 'Organic' Growth With Cape May County Office

By Nicholas Malfitano
November 17, 2026

An NLJ 500-ranked law firm is expanding its Garden State footprint with a new Jersey Shore office, a move its president says reflects the firm's strategy of measured growth without pursuing a merger or acquisition.

On Wednesday, Archer & Greiner announced the launch of its new, 2,600 square foot office in Cape May Court House, New Jersey. The 175-lawyer firm is headquartered in Voorhees, New Jersey, and operates additional offices in Hackensack, Red Bank and Princeton, New Jersey; New York City; Philadelphia; Wilmington, Delaware; and Houston, Texas.

The firm's new office will be led by partners Alexis B. Batten, Louis A. DeLollis and Lyndsy M. Newcomb. Batten focuses on public finance law and regulatory compliance for governmental issuers and underwriters; DeLollis handles corporate and business law, commercial transactions, real estate, land use and business succession planning; and Newcomb focuses on land use, planning and zoning, real estate, environmental law and regulatory compliance.



Courtesy photos

(l-r) Archer & Greiner partners in Cape May County, New Jersey Louis DeLollis, Lyndsy Newcomb, Alexis Batten, and president Marc Rollo.

Both DeLollis and Newcomb join Archer from Monzo Catanese DeLollis, while Batten has previously served clients in Archer's Voorhees and Red Bank offices.

All three partners have established ties to the Cape May County area, which Archer president Marc A. Rollo described as "a necessary attribute." Rollo explained the new office is an example of the "organic, measured and sensible growth" the firm has been targeting.

"We have always wanted to open an office down there, but didn't want to do it with 'transplants'

from other areas," Rollo said. "We were looking for the right match and the right people as attorneys who had established practices in Cape May County, and were from that area."

Rollo said the Cape May County office also reflects Archer's broader approach to growth.

"We have committed as a firm to maintaining our identity and culture as Archer & Greiner. 99.9%, if not 100% of our partners agree with that and want that, as opposed to merging with a larger firm or even being acquired. There's really no appetite for that," Rollo said. "But at the same time, we realized that if you're not growing at all, you're shrinking, right? You can't remain stagnant."

Rollo added the Cape May County market is growing year-round, which made it an ideal setting for Archer's expansion there and the further development of several of its existing practice groups.

"We like to lean into areas that we are strong in already. Part of the synergy with Lou, Lyndsy and Alexis is that they also have strength already in these areas," Rollo said. "I would say real estate, land use, environmental and regulatory compliance, general corporate and business law, New Jersey's liquor licensing. Two others would be estate planning and public finance."

Rollo said the partners' local experience, combined with Archer's broader resources, would help drive the new office's growth.

"We have an unbelievable commitment from the partners in the firm to support and be part of that office—and I've already seen in the short time that Lou and Lyndsy have been with us, an active commitment to that," Rollo said.

DeLollis said the move "evolved organically," as he and Newcomb's initial outreach to Archer only discussed possible employment. But as conversations with Rollo took place, DeLollis said, the opportunity of joining to lead the new office came about.

"Archer already had a presence down there. Maybe not a physical presence, but a presence in some of the practice areas that Marc laid out," DeLollis said. "What we realized was not only are they very good at what they do, but they're just really good people."

DeLollis mentioned having had prior experience both working alongside and as adversaries to Archer's attorneys, finding them to also be highly-skilled and resolution-oriented.

"That's kind of what got us onto wanting to reach out to them, and speak to them about an opportunity," DeLollis said.

Newcomb said hers and DeLollis's goal was to "serve Cape May County," and to do so with a firm whose name and reputation carries the weight of Archer was an ideal opportunity.

"We both have long-held ties and connections here, grew up here, and it was important that whatever we did, we felt like we were doing the best thing for the people that we work for," Newcomb said. "So, being able to join Archer with the incredible resources and people that they already have, was a huge draw."

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