



Archer & Greiner Seeks to Double Philadelphia Presence Behind New Office Managing Partner

In the News

10.01.2026

With her new role as Managing Partner of our Philadelphia office, [Shelley Smith](#) sat down with the Philadelphia Business Journal to discuss her vision for the office, her deep connection to the city, and the opportunities ahead. Archer President [Marc Rollo](#) also shares how this growth fits into the firm's broader strategy of thoughtful, organic expansion. Archer is positioning its Philadelphia office for significant growth, with a goal of reaching approximately 50 attorneys over the next several years. The firm is focused on building its capabilities in key industries throughout the region, including higher education, healthcare, life sciences, sports and entertainment, nonprofits, and land use.

As Managing Partner, Shelley is leading the office's growth strategy, drawing on her deep roots in the city and extensive experience in both the public and private sectors. A Philadelphia native and former Philadelphia City Solicitor, Shelley brings a longstanding understanding of the city's legal, business, and civic landscape. She said the firm also aims to establish a distinct identity for its Philadelphia office while continuing to leverage the resources and talent of its neighboring offices.

Marc emphasized that the expansion will build on Archer's existing strengths rather than pursue growth for its own sake. The firm intends to deepen its bench in practice areas where it already has substantial experience, creating the critical mass needed to serve Philadelphia businesses and institutions.

The firm is also expanding innovative service models, including its fractional general counsel offering, which provides businesses with dedicated legal support through flexible fee arrangements. Marc pointed to the firm's work with Race Street Partners as an example of the model in action.

With its Philadelphia office positioned for continued growth and a focus on industries central to the region's economy, Archer is strengthening its commitment to the city and the clients it serves.

To read the full article [here](#).

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