

Saul Ewing managing partner eyes expansion to Atlanta, Texas



Jason St. John of Saul Ewing

Story Highlights



- Jason St. John begins his second term as Saul Ewing's managing partner.
- The firm plans to expand into Georgia, Texas, Colorado and deeper California.
- Kelly Enache became chief operating officer of the Philadelphia-based law firm.

During his first four-year term as Saul Ewing's managing partner, Jason St. John expanded its presence to the West Coast for the first time. As he begins his second term this month, he said the law firm will target opportunities to plant its flag in Georgia, Texas, Colorado and deeper into California.

In addition to St. John's election to a second term, Saul Ewing also elevated Philadelphia-based Kelly Enache to the new role of chief operating officer.

St. John will continue to guide the firm's strategic growth, operations, business development and activities across its 18 offices. Enache will lead all business operations, oversee the firm's non-lawyer executive team and serve as its primary strategic integrator across functions, leaders and major initiatives.

St. John said he knew the California presence would be important to the firm's clients. It has also made it easier to recruit and retain lateral hires in big East Coast markets such as Philadelphia, New York and Washington, D.C., who have West Coast clients, he said. The result has been the firm planning to move into larger offices in New York and Washington, D.C.

"We have been able to continue to work with our existing clients and expand the work that we are doing with them because of the additional strength of the colleagues that we have added — not just from a geography standpoint, but because of the depth and expertise that we've added," St. John said.

St. John said the firm will continue to explore geographic expansion, by both growing existing offices and entering new markets with a specific eye toward the hot Texas market, Atlanta, Denver and Northern California. The business climate in Texas and Georgia and the firm's existing clients there make those markets attractive, and St. John said Denver would serve as a bridge between its offices in Chicago and on the West Coast.

The preference would be growing through mergers and acquisitions to give Saul Ewing critical mass as it enters large markets.

"When we think about corporate, real estate, IP, litigation and our bankruptcy practice, places like Atlanta and Texas are prime areas," St. John said. "Think about our footprint on the East Coast, where we go from D.C. to Florida. Atlanta and even the Carolinas call out to you. Then as you sweep across the country and think about the breadth of the markets in Texas, those are some very big markets."

St. John said in his new term he would like Saul Ewing to continue to invest in talent development, technology and innovation to enhance client service and relations — with a specific focus on artificial intelligence.

PHILADELPHIA BUSINESS JOURNAL

St. John became the second consecutive Baltimore-based lawyer to lead the firm, which has been headquartered in Philadelphia since its founding in 1921, when he [succeeded Barry Levin as managing partner in 2022](#).

During his first term, the firm [changed its name back to Saul Ewing](#) after expanding its moniker upon the [2017 acquisition](#) of Chicago-based Arnstein & Lehr to Saul Ewing Arnstein & Lehr. In August 2023, the firm entered California with the acquisition of 47-lawyer Freeman Freeman & Smiley. The deal added new offices in Los Angeles and Orange County.

Saul Ewing spent much of its history with offices only in Pennsylvania. By the late 1990s, it had expanded across the mid-Atlantic region into New Jersey, Delaware and Maryland. It then made moves into Boston (2011) and Pittsburgh (2012) before adding 145-lawyer Arnstein & Lehr and a [Minnesota location \(2019\)](#) to enter the Midwest, followed by California. Since the Arnstein deal nine years ago, the firm has grown from 270 lawyers spread across 11 offices to 450 lawyers in 18 offices.



Kelly Enache of Saul Ewing
SAUL EWING

With all of that growth, St. John said Saul Ewing realized it wanted its lawyers focused on serving clients while its cadre of non-lawyer business professionals would see their

The logo for Philadelphia Business Journal, featuring the text "PHILADELPHIA BUSINESS JOURNAL" in white, bold, uppercase letters on a dark blue background with a diagonal line pattern.

PHILADELPHIA BUSINESS JOURNAL

influence grow in areas such as finance, marketing, business development and information technology. He said it was logical to turn to Philadelphia-based Enache to fill the COO role.

Enache earned her law degree from Rutgers Law School in 2003 and has worked at Saul Ewing for the past 11 years, moving from director of business development to marketing director, chief marketing officer and, for the past year, chief strategy officer. Prior to that, she spent 12 years at Dechert, first as an associate before switching over the marketing and business development.

Saul Ewing is ranked No. 15 on the Philadelphia Business Journal's list of the largest Philadelphia law firms with 114 lawyers spread across locations in Wilmington, Chesterbrook and Center City, where it [relocated its headquarters](#) last year to 1735 Market St. from Center Square at 1500 Market. The firm ranked No. 133 in the [latest AmLaw 200](#), up five spots from the prior year, as gross revenue increased by 10% from \$256 million to \$282 million.