



CUSTOMER STORY

Fulton Bank Retains Trust of Leading Law Firm: Semanoff Ormsby Greenberg & Torchia, LLC

CHALLENGE:

Semanoff Ormsby Greenberg & Torchia, LLC, a law firm based in Huntingdon Valley, Pennsylvania, knows a thing or two about client relationships. Their big-firm approach combined with small-firm attention has enabled the practice to build lasting relationships with clients across the country.

As the law firm grew, so did its need for additional office space. When the time came to secure financing for a deal to purchase a new property, Semanoff's banking partner (a large, popular regional bank) declined the

opportunity to collaborate on the new deal leaving the law firm in a bind to find a new lender rather quickly.

Despite their disappointment, the law firm decided to find a banking partner with a more responsive and attentive relationship style—similar to their own. In 2019, they reached out to a former contact at Fulton Bank with a big request.

SOLUTION:

Fulton Bank came through as the lender for the property financing deal. Shortly after, the Bank was asked to submit a full proposal for Semanoff Ormsby Greenberg & Torchia's entire banking relationship, from operations to loans to deposits.

Not only did the firm move a significant piece of their banking business to Fulton, but the firm's leadership also referred several clients to the bank. Over the past few years, the Fulton team has worked closely with numerous partners in the firm to manage equity purchases along with its current bid to secure the firm's retirement business.

OUTCOME:

From day one of its partnership with Fulton Bank, the firm found the real trusted advisor relationship it was looking for in the industry.

"The team at Fulton Bank understands how to manage client relationships better than any other financial institution I've encountered over the years,"

said Charles W. Ormsby, Jr., Esquire, of Semanoff Ormsby Greenberg & Torchia, LLC. "The trust they establish with their clients is the reason why we've referred them to our own clients with 100% confidence."

"Whether it's finding a new and creative solution to a challenge or navigating our way through a pandemic, we've built a strong and successful partnership with Semanoff Ormsby Greenberg & Torchia and we look forward to a long, collaborative future with their team," said Mike Sullivan, Vice President, and Commercial Relationship Manager, of Fulton Bank.



Fulton Bank

ABOUT SEMANOFF ORMSBY GREENBERG & TORCHIA:

Semanoff Ormsby Greenberg & Torchia, LLC seeks to build long-term relationships with its clients. In doing so, the firm provides comprehensive “outside general counsel” services for middle market companies, non-profit organizations and start-ups, niche services for multinational corporations and general legal advice and services for many long-standing, satisfied business clients including mergers and acquisitions and employment advice, as well as estate planning and administration from individual clients. By providing comprehensive and consistently excellent legal services, the Firm’s practice has continued to grow in so many ways in addition to earning the highest rating in both Legal Agility and Ethical Standards—AV®—granted by Martindale-Hubbell® the world’s leading directory of lawyers and law firms

ABOUT FULTON BANK:

Headquartered in Lancaster, PA, Fulton Bank is a premier community bank in the mid-Atlantic region. As a subsidiary of Fulton Financial Corporation, a \$27 billion financial services holding company, Fulton Bank offers a broad array of products and services at more than 200 financial centers across Pennsylvania, New Jersey, Maryland, Delaware and Virginia. At Fulton Bank, we seek to change lives for the better by building strong customer relationships, providing significant community support, and empowering more than 3,300 employees to do the same. Through the Fulton Forward® initiative, we’re helping build vibrant communities.

[Learn more at fultonbank.com](https://www.fultonbank.com)



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