

Additional Evidence

Bacon & Wilson Expands Westfield Office

Steve Krevalin says it took one lunch for him to know the move made perfect sense — for both parties.

He was referring to the addition of long-time Westfield attorney Gary Bevilacqua to Bacon & Wilson's office in that city. The expansion effort positions the Springfield-based firm to capitalize on projected residential and commercial growth in Westfield and surrounding communities, said Krevalin, its managing partner. Meanwhile, it gives Bevilacqua access to the knowledge and experience of the firm's 29 other lawyers, paralegals, and support staff, which will enable him to better serve current and future clients.

This scenario provides the necessary ingredients for Bacon & Wilson to become more of what Krevalin calls a truly *regional* law firm.

Elaborating, he said the firm, which has main offices in Springfield and additional facilities in Westfield and Northampton, is moving forward with aggressive plans to "go where our clients are," as he put it, meaning the establishment of a strong physical presence in communities well to the north and west of Springfield.

"We have a bold game plan," he told *BusinessWest*, adding quickly that the firm is doing much more than leasing space and obtaining local phone numbers in communities like Westfield



Gary Bevilacqua brings a wide range of experience to Bacon & Wilson's Westfield office.

and Northampton. Instead, it is taking steps to serve clients in those cities in ways that aren't possible from a large office in downtown Springfield.

Steps like adding Bevilacqua and two paralegals who have worked with him for several years to a Westfield office opened by Bacon & Wilson in 1999 and staffed by Philip (Chip) Smith. The firm has long considered plans to expand its Westfield office, said Krevalin, and was looking for the right individual for the assignment.

It found one in Bevilacqua,

who started practicing in the Whip City nearly 30 years ago, has served the community as assistant city solicitor, and was looking for a new opportunity following the end of a long-time partnership with Richard Pesto.

"I needed to make a move and was looking at several options," said Bevilacqua. "I had talked with Bacon & Wilson once before about joining their Westfield office; the timing wasn't right then, but this time, we were able to come together."

Like Krevalin, Bevilacqua sees Westfield — and the communities

surrounding it — as a potentially high-growth area.

"When you look at Westfield, you see a lot of residential growth and movement on the commercial side as well," he explained. "There are some good things happening downtown, many new businesses, and the promise of more to come."

Meanwhile, neighboring Southwick has enjoyed explosive growth in recent years, on both the commercial and residential sides of the ledger, he said, noting that most residents there look to Westfield for professionals to handle their legal needs. The same is true for many residents of communities known as the 'hilltowns' — Russell, Blandford, Granville, Montgomery, and others — that lie to the north and west of the city.

Bacon & Wilson is properly positioned to capitalize on that growth, said Krevalin, because of both its growing presence in Westfield, through the addition of Bevilacqua, and the resources available at its Springfield and Northampton offices.

"That's a strong combination," he explained. "We have two experienced, respected lawyers in that office and a great support team backing them up."

Bevilacqua agreed. "I have background in commercial and residential real estate, probate, wills, estates, trusts, and other areas," he said. "But expertise in virtually every other area is a phone call or an extension away."❖

Staff Photo