



New law practice picks Latham

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By Greg Fry
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LATHAM — For attorney Maria Tebano, Latham is the place to be, both professionally and personally.

After 18 years as a partner at Capital Region law firms, Tebano, a Latham resident, has decided to take a different path, opening her own law firm, Tebano & Associates, PLLC, on Century Hill Drive. The firm's focuses will be matrimonial and family law, along with real estate and civil litigation matters. An associate of Tebano's will also handle issues related to state and federal employment.

“When we were thinking about branching off on our own, we really looked at this particular area,” Tebano says about Latham.

Tebano holds a law degree from St. Thomas University School of Law, and a Masters from the University of Miami School of Law. Previously, she served as a partner at well-known Capital Region firms such as Ainsworth Sullivan and Tully Rinckey. For the veteran attorney, it was now or never, when it came to the decision to start her own practice.

“After 18 years of being partners with a lot of different people and personalities, and some of us have the same philosophy, and some of us have different philosophies,” Tebano says. “I decided that after all that time, it was time for me to branch out on my own, and establish my own philosophy for my firm and my clients.”

Tebano will do so inside of a new, 1,900 square-foot office, which sits inside the 45,000 square foot office building at 26 Century Hill Drive off of Route 9 in Latham. For the long-time attorney, it serves her interests to be in such a strategic location.

“I love Latham,” says Tebano. “I live here, and one of the reasons why I picked Latham for my residence as well as my business is because it's centrally located, and it's really very convenient to travel.”

The owners of Century Hill Plaza, where Tebano & Associates will operate from, say the firm will join two other law practices at the location, and they couldn't be happier to have the new

tenants.

“Despite the downturn in the economy, Century Hill Plaza continues to attract professional companies, and currently boasts a 98.5 percent occupancy rate,” says First Columbia President Kevin Bette. Century Hill Plaza currently houses big-name clients such as BlueShield of Northeastern New York, Time Warner Cable, Bank of America, and the New York State School Boards Association, whose location is easily visible from the Northway.

As for the business complex’s newest tenant, Tebano says she doesn’t even have all the furniture set up yet, as she’s just opened her doors. For now, she is to be able to simply run a firm the way she envisions a law practice should operate.

“I can tailor myself to the needs of my clients, as opposed to taking a group approach,” Tebano says. “I think the client relations are going to be much better with a smaller law firm. I think it’s more one-on-one, and I think clients are happier when they see that they can get the attention that they deserve.”

Tebano sees growth in the firm’s future, but not to the size of larger firms that she’s worked for in the past, and not at the risk of losing the focus on client-based services.

“A lot of firms try to grow very quickly, and they are not really doing it in the appropriate manner,” Tebano says. “What we’re doing, we want to be able to grow, but not in a major way. I want to maintain as much control over the way files are handled, so that we can make sure needs are being met.”

With clients in counties throughout the Capital Region, and beyond, Tebano has her work cut out for her, but also has experience, and location, on her side.

Maria Tebano is the Founding Principal of Tebano & Associates, PLLC. They are located at 26 Century Hill Drive, Latham, NY 12110. The phone number is 518-250-4281.