

Team Member Spotlight: Todd Mulligan

Tell us a little bit about where you're from and your background.

I am originally from upstate New York. I grew up in Troy, directly next to Albany. I am also the youngest of seven children. As a kid, I was always active and outside playing sports "until the streetlights came on" or my mom called me in. Coming out of high school I was recruited to play football, which helped guide me towards going to college at Colgate University. That decision worked out extremely well for me, as I met my wife, Jess! After graduating I returned to the Albany area for a couple of years before relocating to Boston.



What was your first job?

I took over our neighborhood's newspaper route. The paper was the *Troy Record*. For those who have never had a newspaper route, the company drops off a stack of papers each morning and sends you the bill each month - delivering the papers and collecting the cost is your responsibility. Since we played a lot of street hockey, I quickly decided the most efficient way to complete my deliveries was on rollerblades! The exception, in a few feet of snow (then I got a ride - Thanks, Dad!). Every morning around 6:30am, I went skating up and down the streets and driveways with my stack of newspapers in hand. If anyone is reading this and doesn't know what a newspaper is or what rollerblades are... you can google it.



How did you choose your career path?

I was introduced to a Colgate alumnus from the Albany area during my senior year in college. I planned to go to law school after graduating, but by my senior year I couldn't imagine being in a classroom any longer. Over December break, I met with my mentor, Mark. He was a financial advisor in the Albany area, and we hit it off immediately. By the end of lunch, we began discussing an opening that he would have in June. At that point, I still don't think I knew what the job entailed! Fortunately, the situation could not have been better for me to step into. Mark had a great process, great clients, and he took time to show me the right way to do things. I can't thank Mark enough for setting me on this path.



Do you have any family traditions to share?

I have one newer tradition that has been a blast for my son Zach and me. On a random snowy day in 2025, we talked about trying to see two NHL hockey games in two different arenas back-to-back in one weekend. By chance, there was a weekend that worked in April to see a game in New Jersey on Saturday and then Long Island on Sunday. Little did we know at the time, during the game on Sunday, we would see Wayne Gretzky's NHL all-time goal record broken. At that point, I knew any future games would be hard to top, but we completed our second annual trip this past April, traveling to Ottawa and Montreal, with a brief stop at Lake Placid. It was a great trip, and we both have unforgettable memories. We are already talking about what cities we should aim for in 2027!



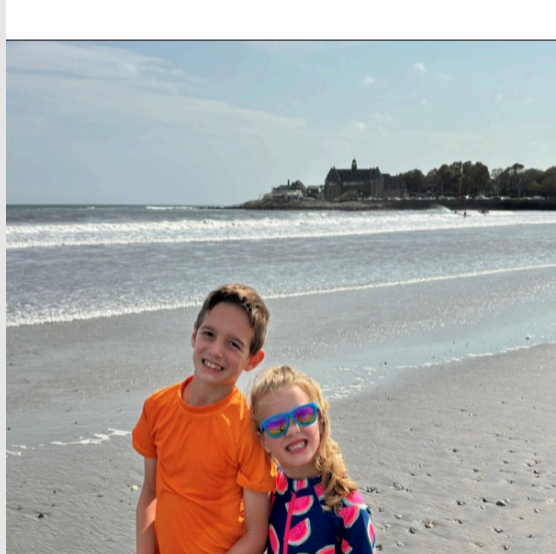
What hobby have you found as an adult that you would not have expected?

Running! As a former college football offensive lineman, there is no way you would have ever convinced me that distance running would ever be something I enjoyed. However, in 2018 I needed a way to get back in better shape, and I started out by walking, jogging, and biking, then finally decided to go on runs. Since then, I have completed a few half-marathons each year, run the Falmouth Road Race six consecutive years, and completed numerous other small races. Having one of these events on the calendar helps to keep me motivated to work out and compete to improve my times.



What do you enjoy outside of work?

We are a very active sports family and often cheering for our teams at the rink or on the local sports fields. My son, Zach (7), plays a variety of sports including flag football, basketball, and baseball, but he loves hockey the most. My daughter, Emilia (5), has taken to hockey as well, but also does gymnastics, dance, and soccer. I have enjoyed coaching Zach and Emilia on the ice for hockey over the past year. Spending time together in activities they are passionate about is a blast. Aside from sports, we love to get away to the beach, particularly in Narragansett, RI. We have a few beaches we love around Point Judith. Searching for sea glass, building sandcastles, and enjoying frozen lemonades are a few of our family's favorite beach activities.



What is your most interesting work story?

When Jess and I decided to move to Boston, we didn't know many people in the city. Jess grew up in the Boston suburbs, so we did have her family nearby, but it was a big change being on our own in a new place. I had a great job offer with a start date of September 15, 2008. After competing for a last-minute affordable rental with the students (*and possibly getting the last unit available in Brighton!*) we were set. I woke up that morning and began to prepare for the day, the bright red *Breaking News* banners were prominently letting me know that Lehman Brothers had filed for bankruptcy. While the economy had been struggling, this seemed like the nail in the coffin. I decided the only thing to do was go into the office and hope no one noticed me, so they couldn't let me go! It all ended up working out, but there are a lot of lessons from that time in 2008 that I will always hold onto.



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