

2011 Law Firm Statistical Survey

A Focus on Tomorrow, Starting Today.

The PwC Law Firm Statistical Survey (LFSS) has been recognized as a leader in providing operational and profitability metrics to law firms since 1957.

During these continuing challenging economic times, law firm management seeks the tools necessary to assist them in their cost-cutting initiatives.

The Law Firm Survey staff is committed to providing detailed information and trends relative to staffing levels and expense management that can allow your firm to maintain a competitive advantage.

NEW in 2011

The inclusion of “Hot Topics” will continue this year. In addition, we have expanded the Technology Information section to include aspects of Social Media.

Sample reports

To better understand the breadth of information this Survey provides, contact a Survey Staff member to receive a free comparison group from last year or view sample report pages from the 2011 LFSS on the back page.

Timing

The due date for receiving completed data forms is April 13, 2012.

Results will be distributed on or before May 31, 2012.

- Detailed expense metrics and staffing ratios
- Five-year trends on key performance indicators
- Strong and consistent participation base with a 90% retention rate year-over-year

- Four different audience-specific reports
- Availability of over 700 distinct comparison groups
- Free data extraction software to streamline the data collection efforts
- Office-specific benchmarks



2011 Law Firm Statistical Survey

2011 LAW FIRM STATISTICAL SURVEY

Operations per Lawyer

	2011			
	Your Firm		Group	
	Average	Rank	1 st Quartile	3 rd Quartile
<input checked="" type="checkbox"/> Gross Fees			\$678,038	\$529,042
Operating Expenses				
Compensation				
Lobbyists			2,238	655
Specialists			3,999	808
Litigation Support			2,776	990
Patent Agents			1,025	229
Paralegals			12,614	8,380
Case Clerks			2,238	655
Law Clerks & Trust Accountants			1,574	604
Administrative Management			6,161	3,320
Secretarial			24,986	21,240
Word Processing			2,798	1,297
Professional Staff Recruiting			1,133	589
Human Resources			2,207	1,461
Professional Development			1,091	489
Finance			6,800	4,582
Information Systems			9,816	6,616
Library			1,694	968
Marketing			4,040	2,558
Business Intake & Conflicts			1,280	581
Other Staff			9,502	4,882
Other Employee Costs¹			24,571	17,998
Employee Costs¹			112,197	88,275
<input checked="" type="checkbox"/> Occupancy			59,826	35,235
<input checked="" type="checkbox"/> Office Operating Expense			15,083	9,246
<input checked="" type="checkbox"/> Information Systems			16,212	9,449
<input checked="" type="checkbox"/> Professional Activities			5,592	3,612
<input checked="" type="checkbox"/> Marketing			9,753	6,427
<input checked="" type="checkbox"/> Professional Recruiting			2,995	966
<input checked="" type="checkbox"/> Professional Liability Insurance			7,976	5,176
<input checked="" type="checkbox"/> Other Insurance & Taxes			6,394	2,664
<input checked="" type="checkbox"/> Communications			6,219	4,541
<input checked="" type="checkbox"/> Reference Materials			8,375	5,018
<input checked="" type="checkbox"/> Professional Services			5,654	3,038
<input checked="" type="checkbox"/> Client Disbursements Written-Off/Misc.			3,885	1,336
Other Expenses			139,302	101,291
Operating Expenses¹			249,324	196,485
Operating Income			415,212	325,408
<input checked="" type="checkbox"/> Payments to Former/Inactive Partners & Of Counsel			16,841	2,972
<input checked="" type="checkbox"/> Other Non-Operating Charges/Credits			4,221	1,293
Net Income Prior to Attorney Compensation			\$403,705	\$316,515

¹ Excludes compensation, discretionary benefits and taxes of Associates, Senior and Staff Attorneys. If a firm does not provide a benefit.

2011 LAW FIRM STATISTICAL SURVEY

Detailed Expense Components - per Lawyer Occupancy & Office Operating

	2011			
	Your Firm		Group	
	Average	Rank	1 st Quartile	3 rd Quartile
Occupancy Expenses				
Rent - premises only			\$46,686	\$28,010
Apartment rental fees			1,886	876
Building chargebacks			1,278	654
Depreciation of owned premises			1,785	1,019
Utilities			2,009	781
Occupancy and real estate taxes			5,722	498
Leasehold improvements (amortization)			2,627	882
Maintenance and repairs to premises			1,387	464
Off-site storage			1,436	989
Office moving settlement costs			278	116
Outside consultant fees (architects)			1,945	1,397
Office housekeeping			1,177	432
Security			1,254	1,089
Other			1,714	134
Subtotal			\$58,761	\$34,071
Deduct: Sublease income & occupancy from clients for OT			3,624	840
Total Occupancy			\$59,826	\$35,235
Office Operating Expenses				
Photocopying			\$2,540	\$190
Stationery, printing, supplies and binding			2,248	1,347
Small office equipment (non-IS related)			133	53
Facilities management/sub-contracted svcs			4,928	1,215
Office furniture & fixtures depreciation			3,956	1,746
Interest expense for purchased assets (non-IS)			1,897	468
Maintenance and repairs to office equipment			489	83
Rental of office furniture & fixtures			532	52
Administrative dues/education			385	98
Admin travel, meals and accommodations			1,867	432
Overtime parking and taxi charges			623	129
Overtime meals for administrative staff			786	328
Automotive expenses			812	446
Non-lawyer hiring expense			519	138
Office coffee, soda, parties, etc.			1,245	717
Moving expenses for admin inter-office transfer			227	57
Gifts, flowers for employees			202	60
Plants - rental and care			165	65
Other			2,232	337
Subtotal			\$16,915	\$11,416
Deduct: Client reimbursement of hard/soft disbs.			3,864	1,870
Total Office Operating Expenses			\$15,083	\$9,246

Your firm total may not foot due to rounding.

The Finance and Operations Report (FOR) provides over 35 pages of revenue and expense metrics covering each administrative function. A sample page is included above.

The Detailed Operations Report (DOR) supplements the FOR with benchmarking for the individual components within each broader expense category. A sample page is included above.

“The Survey allows us to benchmark both top level firm wide statistics as well as detailed expense line items.”

– CAO, AmLaw 100 Firm

“Our operational goal as a law firm is to provide the same high quality client service to our attorneys as they provide to their clients. If we are successful at our goal, we ensure having a viable successful law firm in the future.”

– CFO, AmLaw Second 100 Firm