

Measuring the shape of things to come.*

The PricewaterhouseCoopers Law Firm Statistical Survey (LFSS) is recognized as the premier source in providing operational and profitability metrics to law firms.

The 2008 LFSS includes four “Hot Topics” that have been expressed by participants as important areas influencing their firm’s growth in the current economy.

2008 “Hot Topics”:

- Client Concentration
- Bank Borrowings & Credit Lines
- New Partner Capital Buy-In
- Treatment of Non-Equity Partners

Timing of results

The due date for receiving completed data forms for the 2008 LFSS is April 17, 2009. Results will be distributed on or before May 29, 2009.

View sample reports

Please contact a Survey Staff member to receive a complimentary comparison group from the 2007 Survey. See the back page to review two sample pages of the four types of reports included with participation.

“The PwC LFSS provides us with an important opportunity to assess how well our firm is managing its expenses, staffing ratios, debt and capital levels, and leverage in comparison to peer law firms.”

— CFO, AmLaw 100 Firm

“The LFSS is critical to running an operationally lean law firm infrastructure while at the same time ensuring we provide the highest quality support to our lawyers.”

— Controller, AmLaw 100 Firm

Operations per Lawyer

	2007				
	Your Firm		Group		
	Average	Rank	1 st Quartile	Median	3 rd Quartile
<input checked="" type="checkbox"/> Gross Fees			\$662,890	\$592,407	\$507,482
Operating Expenses					
Compensation					
Lobbyists			4,782	2,876	961
Specialists			4,372	2,073	762
Litigation Support			2,799	1,539	896
Patent Agents			799	443	275
Legal Assistants			14,923	11,567	9,975
Case Clerks			2,662	1,461	652
Law Clerks & Trust Accountants			3,754	2,648	1,713
Administrative Management			6,640	4,889	3,269
Secretarial			28,782	26,538	24,064
Word Processing			3,138	2,108	1,443
Professional Staff Recruiting			1,479	969	691
Human Resources			2,743	1,972	1,476
Finance			6,973	5,349	4,374
Information Systems			10,044	7,875	6,421
Library			1,928	1,571	1,096
Marketing			3,893	3,019	2,395
Other Staff			9,852	7,599	5,518
<input checked="" type="checkbox"/> Other Employee Costs ¹			25,852	22,053	17,968
Employee Costs¹			120,221	109,866	92,016
<input type="checkbox"/> Occupancy			57,462	43,763	33,981
<input checked="" type="checkbox"/> Office Operating Expense			18,000	13,096	11,014
<input checked="" type="checkbox"/> Information Systems			15,606	12,191	10,192
<input checked="" type="checkbox"/> Professional Activities			6,848	5,537	4,482
<input checked="" type="checkbox"/> Marketing			11,315	9,564	8,107
<input checked="" type="checkbox"/> Professional Recruiting			5,580	4,099	2,182
<input checked="" type="checkbox"/> Professional Liability Insurance			8,703	7,587	6,245
<input checked="" type="checkbox"/> Other Insurance & Taxes			5,171	3,709	2,082
<input checked="" type="checkbox"/> Communications			6,065	4,829	4,204
<input checked="" type="checkbox"/> Reference Materials			7,331	6,074	4,709
<input checked="" type="checkbox"/> Professional Services			5,830	3,930	2,478
<input checked="" type="checkbox"/> Client Disbursements Written-Off/Misc.			4,603	2,349	1,541
Other Expenses			142,457	125,315	100,772
Operating Expenses¹			261,209	238,277	192,895
Operating Income			414,977	359,056	299,696
<input checked="" type="checkbox"/> Payments to Former/Inactive Partners & Of Counsel			14,389	6,495	2,818
<input checked="" type="checkbox"/> Other Non-Operating Charges/Credits			4,679	1,840	946
Net Income Prior to Attorney Compensation			\$407,126	\$340,940	\$292,056

¹Indicates a category where additional detailed component benchmarks are included in the 'Detailed Operations Report'.

Detailed Expense Components - per Lawyer
Occupancy & Office Operating

	2007				
	Your Firm		Group		
	Average	Rank	1 st Quartile	Median	3 rd Quartile
Occupancy Expenses					
Rent - premises only			\$47,685	\$34,110	\$28,290
Apartment rental fees			108	56	18
Building chargebacks			378	251	162
Depreciation of owned premises			473	261	138
Utilities			2,079	1,326	787
Occupancy and real estate taxes			496	335	108
Leasehold improvements (amortization)			2,563	1,490	843
Maintenance and repairs to premises			1,536	952	527
Off-site storage			1,439	1,183	857
Office moving settlement costs			469	286	165
Outside consultant fees (architects)			351	207	136
Office housekeeping			611	351	250
Security			479	254	112
Other			807	378	95
Subtotal			\$55,814	\$43,524	\$33,225
Deduct: Sublease income & occupancy from clients for OT			4,719	1,838	286
Total Occupancy			\$57,462	\$43,763	\$33,981
Office Operating Expenses					
Photocopying			\$2,781	\$1,713	\$546
Stationery, printing, supplies and binding			2,949	2,417	1,774
Small office equipment (non-IS related)			204	141	89
Facilities management/sub-contracted svcs			6,608	3,003	1,857
Office furniture & fixtures depreciation			4,190	2,927	1,883
Interest expense for purchased assets (non-IS)			287	142	95
Maintenance and repairs to office equipment			676	300	108
Rental of office furniture & fixtures			678	144	74
Administrative dues/education			534	379	208
Admin travel, meals and accommodations			2,420	1,436	570
Overtime parking and taxi charges			471	287	75
Overtime meals for administrative staff			160	50	23
Automotive expenses			128	72	21
Non-lawyer hiring expense			1,484	838	519
Office coffee, soda, parties, etc.			1,720	1,360	966
Moving expenses for admin inter-office transfer			261	146	103
Gifts, flowers for employees			373	203	109
Plants - rental and care			202	165	123
Other			1,954	560	227
Subtotal			\$20,426	\$16,893	\$14,267
Deduct: Client reimbursement of hard/soft disbs.			4,756	3,662	2,629
Total Office Operating Expenses			\$18,000	\$13,096	\$11,014

The Finance & 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 supplements the FOR with benchmarking for the individual components within each broader expense category. A sample page is included above.

Benefits to participation include:

- A comprehensive view of key operational metrics plus current "Hot Topics"
- Office-specific benchmarks
- Four audience-specific report types
- Access to over 700 distinct comparison groups
- Comparison to a strong participation base
- Free data extraction software

Contact the Survey Team for further information at (703) 918-3077, or via email at pwc.law.firm.survey@us.pwc.com

Visit our website for participation materials and to view sample reports at www.pwc.com/lfsurveys