

# 2008 Law Firm Statistical Survey

## Client Concentration - 2008

Please report all dollar values in thousands and percentage values to the nearest tenth.

		Total Firm
<b>Client Concentration</b>		
Percent of revenue generated by clients with collections:		
Greater than \$10m		
Between \$5m - \$10m		
Between \$1m - \$5m		
Between \$501k - \$1m		
Between \$100k - \$500k		
Less than \$100k		
Total ( <i>Sum of lines 11 to 16 should equal 100 %</i> )		
Number of clients with revenue:		
Greater than \$10m		
Between \$5m - \$10m		
Between \$1m - \$5m		
Between \$501k - \$1m		
Between \$100k - \$500k		
Less than \$100k		
Total number of clients ( <i>Sum of lines 18 to 23</i> )		

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## Bank Borrowings & Lines of Credit - 2008

Please report all dollar values in thousands and Interest Rates to the nearest tenth.

### **Bank Borrowings/Line of Credit**

*(report all values as of 12/31/08)*

- With how many banks or financial institutions does your firm carry a line of credit?
- What is the aggregate dollar amount of credit available?
- What is the aggregate amount available to draw?
- What is the remaining term of your (largest) line of credit? *(months)*
- What is the interest rate of your (largest) line of credit?
- Is the interest rate of your (largest) line fixed or floating?
- What is the average annual spread of your variable interest rates?
- What is the outstanding obligation of all property and equipment lease agreements?

Total Firm


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## New Partner Capital Buy-In

Please report all dollar values in thousands and percentage values to the nearest tenth.

<b><u>New Partner Capital Buy-In</u></b>	Lateral Partners	Organic Partners
Initial Buy-In is: (check all that apply)		
A one-time contribution based on a fixed amount		
Over a defined time period and is based on a fixed amount		
Over a defined time period and is based on partner tenure or points		
Other: <input type="text"/>		
If over a defined time period, what is the number of years to be fully contributed?		
Funding of Initial Buy-in: (check all that apply)		
The firm has a bank arrangement to finance at favorable rates		
Partners expected to raise the funds independently		
The firm has an established deferred payment program		
The firm has a deferred forgiveness program		
Amount of Initial Capital Contribution is: (check all that apply)		
Formula based on the modified-cash basis value of the firm		
Formula based on the accrual basis value of the firm (ie., including WIP and A/R)		
Formula based on first-year earnings		
Formula based on current and anticipated earnings		
Other: <input type="text"/>		

# 2008 Law Firm Statistical Survey

## Treatment of Non-Equity Partners

Please report all dollar values in thousands and percentage values to the nearest tenth.

	Total Firm
<b><u>Treatment of Non-Equity Partners</u></b>	
Ratio of highest compensated to lowest compensated (full-year NEPs only)	
Average compensation for a newly promoted Non-Equity Partner	
Percentage of Non-Equity Partners who are eligible for promotion to Equity status	
Percentage of Non-Equity Partners who contribute capital	
Percentage of Non-Equity Partners who have voting privileges	