

Stacking up against your competition.*

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

During this challenging economy, many law firms struggle to manage the bottom line through appropriate cost-cutting initiatives.

Results from this Survey will provide detailed information and trends relative to staffing levels and expense management to allow your firm to maintain a competitive advantage.

Benefits to participation include

- Detailed expense metrics and staffing ratios
- Five year trends on key performance indicators
- “Hot Topics” to meet today’s growing challenges
- Strong participation base
- Free data extraction software designed to streamline the data collection effort
- Office-specific benchmarks
- Four different audience-specific reports
- Access to over 700 distinct comparison groups

“The PwC LFSS provides us 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

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.

View select sample report pages from the 2009 LFSS on the back page.

Timing of results

The due date for receiving completed data forms for the 2009 LFSS is April 9, 2010.

Results will be distributed on or before May 31, 2010.

2009 Law Firm Statistical Survey

2009 LAW FIRM STATISTICAL SURVEY

Operations per Lawyer

| | 2009 | | | | |
|---|-----------|------|--------------------------|-----------|--------------------------|
| | Your Firm | | Group | | |
| | Average | Rank | 1 st Quartile | Median | 3 rd Quartile |
| <input checked="" type="checkbox"/> Gross Fees | | | \$624,347 | \$503,416 | \$439,541 |
| Operating Expenses | | | | | |
| Compensation | | | | | |
| Lobbyists | | | 1,203 | 875 | 625 |
| Specialists | | | 3,272 | 1,659 | 695 |
| Litigation Support | | | 3,112 | 1,475 | 904 |
| Patent Agents | | | 1,203 | 875 | 625 |
| Paralegals | | | 14,070 | 11,497 | 9,844 |
| Case Clerks | | | 3,042 | 1,379 | 751 |
| Law Clerks & Trust Accountants | | | 2,899 | 1,997 | 1,350 |
| Administrative Management | | | 5,571 | 4,066 | 2,529 |
| Secretarial | | | 29,600 | 26,577 | 23,613 |
| Word Processing | | | 2,624 | 1,771 | 1,014 |
| Professional Staff Recruiting | | | 1,203 | 875 | 625 |
| Human Resources | | | 2,380 | 1,804 | 1,401 |
| Professional Development | | | 884 | 662 | 423 |
| Finance | | | 6,243 | 5,159 | 4,150 |
| Information Systems | | | 8,164 | 6,332 | 4,932 |
| Library | | | 1,819 | 1,321 | 914 |
| Marketing | | | 3,605 | 2,675 | 1,703 |
| Business Intake & Conflicts | | | 1,077 | 698 | 499 |
| Other Staff | | | 9,239 | 6,553 | 4,742 |
| Other Employee Costs ¹ | | | 25,646 | 21,456 | 17,574 |
| Employee Costs ¹ | | | 114,707 | 96,974 | 85,867 |
| <input checked="" type="checkbox"/> Occupancy | | | 47,053 | 33,861 | 26,818 |
| <input checked="" type="checkbox"/> Office Operating Expense | | | 15,788 | 12,155 | 9,354 |
| <input checked="" type="checkbox"/> Information Systems | | | 14,520 | 11,031 | 8,057 |
| <input checked="" type="checkbox"/> Professional Activities | | | 6,572 | 5,135 | 4,244 |
| <input checked="" type="checkbox"/> Marketing | | | 11,532 | 9,367 | 7,952 |
| <input checked="" type="checkbox"/> Professional Recruiting | | | 3,321 | 1,900 | 1,010 |
| <input checked="" type="checkbox"/> Professional Liability Insurance | | | 7,277 | 5,722 | 4,627 |
| <input checked="" type="checkbox"/> Other Insurance & Taxes | | | 4,685 | 2,787 | 1,531 |
| <input checked="" type="checkbox"/> Communications | | | 5,774 | 4,577 | 3,214 |
| <input checked="" type="checkbox"/> Reference Materials | | | 7,092 | 5,685 | 4,172 |
| <input checked="" type="checkbox"/> Professional Services | | | 4,522 | 2,914 | 1,797 |
| <input checked="" type="checkbox"/> Client Disbursements Written-Off/Misc. | | | 3,211 | 2,021 | 1,114 |
| Other Expenses | | | 124,313 | 99,652 | 81,326 |
| Operating Expenses ¹ | | | 244,259 | 192,458 | 171,487 |
| Operating Income | | | 377,975 | 308,841 | 269,981 |
| <input checked="" type="checkbox"/> Payments to Former/Inactive Partners & Of Counsel | | | 12,788 | 4,558 | 2,051 |
| <input checked="" type="checkbox"/> Other Non-Operating Charges/Credits | | | 3,228 | 1,648 | 118 |
| Net Income Prior to Attorney Compensation | | | \$368,538 | \$299,686 | \$257,187 |

¹Excludes compensation, discretionary benefits and taxes of Associates, Senior and Staff Attorneys. If a firm does not provide a benefits percentage value, a default of 15% of compensation is used.

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

2009 LAW FIRM STATISTICAL SURVEY

Detailed Expense Components - per Lawyer Occupancy & Office Operating

| | 2009 | | | | |
|---|-----------|------|--------------------------|----------|--------------------------|
| | Your Firm | | Group | | |
| | Average | Rank | 1 st Quartile | Median | 3 rd Quartile |
| Occupancy Expenses | | | | | |
| Rent - premises only | | | \$39,452 | \$29,892 | \$21,624 |
| Apartment rental fees | | | 2,001 | 947 | 406 |
| Building chargebacks | | | 967 | 570 | 300 |
| Depreciation of owned premises | | | 1,580 | 1,191 | 913 |
| Utilities | | | 1,876 | 945 | 504 |
| Occupancy and real estate taxes | | | 369 | 205 | 64 |
| Leasehold improvements (amortization) | | | 2,001 | 947 | 406 |
| Maintenance and repairs to premises | | | 967 | 570 | 300 |
| Off-site storage | | | 1,580 | 1,191 | 913 |
| Office moving settlement costs | | | 369 | 205 | 64 |
| Outside consultant fees (architects) | | | 2,001 | 947 | 406 |
| Office housekeeping | | | 967 | 570 | 300 |
| Security | | | 1,580 | 1,191 | 913 |
| Other | | | 900 | 304 | 147 |
| Subtotal | | | \$47,195 | \$33,773 | \$26,018 |
| Deduct: Sublease income & occupancy from clients for OT | | | 2,924 | 890 | 307 |
| Total Occupancy | | | \$47,053 | \$33,861 | \$26,818 |
| Office Operating Expenses | | | | | |
| Photocopying | | | \$3,247 | \$1,771 | \$652 |
| Stationery, printing, supplies and binding | | | 2,564 | 2,158 | 1,753 |
| Small office equipment (non-IS related) | | | 355 | 150 | 75 |
| Facilities management/sub-contracted svcs | | | 5,627 | 3,411 | 1,747 |
| Office furniture & fixtures depreciation | | | 3,782 | 2,564 | 1,337 |
| Interest expense for purchased assets (non-IS) | | | 485 | 305 | 173 |
| Maintenance and repairs to office equipment | | | 416 | 159 | 69 |
| Rental of office furniture & fixtures | | | 1,326 | 243 | 87 |
| Administrative dues/education | | | 485 | 305 | 173 |
| Admin travel, meals and accommodations | | | 1,664 | 938 | 433 |
| Overtime parking and taxi charges | | | 300 | 173 | 79 |
| Overtime meals for administrative staff | | | 183 | 119 | 75 |
| Automotive expenses | | | 2,123 | 577 | 258 |
| Non-lawyer hiring expense | | | 881 | 481 | 256 |
| Office coffee, soda, parties, etc. | | | 1,706 | 1,301 | 878 |
| Moving expenses for admin inter-office transfer | | | 355 | 150 | 75 |
| Gifts, flowers for employees | | | 300 | 173 | 79 |
| Plants - rental and care | | | 183 | 119 | 75 |
| Other | | | 2,123 | 577 | 258 |
| Subtotal | | | \$18,147 | \$14,637 | \$11,442 |
| Deduct: Client reimbursement of hard/soft disbs. | | | 4,039 | 3,145 | 2,107 |
| Total Office Operating Expenses | | | \$15,788 | \$12,155 | \$9,354 |

Your firm total may not foot due to rounding.

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

“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.”

– COO, AmLaw 100 Firm

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