

2013 Law Firm Statistical Survey

The Bricks to Build Something of Value.

The PwC Law Firm Services staff is committed to providing law firms with the depth of information they need to **understand and build their market position.**

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

The LFSS is a consistently reliable source utilized in assisting law firm management with building solid business plans and strategies to stay on top of today's challenging financial and operational issues.

The ***LFSS*** maintains a strong and consistent participation base with many of the largest, most profitable firms participating.

Benchmarking information includes a comprehensive view of key operational metrics used by law firms to drive profitability such as: administrative staffing levels, leverage, cash management, and capitalization.

Many of the metrics contain seven years of information.

Free, automated and streamlined data collection tool.

Timing

The due date for completing data forms is April 11, 2014, with results distributed on or before May 16, 2014.

Sample Report

Contact a Survey staff member to better understand the content included in each Report offering at (703) 918-3077 or via email at pwc.law.firm.survey@us.pwc.com



2013 Law Firm Statistical Survey

2013 LAW FIRM STATISTICAL SURVEY

Operations per Lawyer

	Your Firm		Group		
	Average	Rank / Of	1 st Quartile	Median	3 rd Quartile
<input checked="" type="checkbox"/> Gross Fees			\$899,052	\$854,431	\$808,008
Operating Expenses					
Compensation					
Lobbyists			1,170	928	816
Specialists			9,515	5,492	3,233
Litigation Support			2,135	1,620	1,480
Patent Agents			1,812	1,559	1,104
Paralegals			11,551	9,196	7,689
Case Clerks			1,660	1,281	214
Law Clerks			2,922	1,567	1,252
Administrative Management			6,753	6,254	4,935
Practice Group Managers			3,299	2,766	2,304
Secretarial			25,549	22,660	20,433
Word Processing			3,379	2,876	549
Professional Staff Recruiting			1,300	1,118	1,058
Human Resources			3,299	2,766	2,304
Professional Development			1,170	928	816
Finance			8,285	7,657	6,603
Information Systems			13,208	10,767	10,369
Knowledge Management/Library			1,809	1,657	1,411
Marketing			5,458	5,132	3,794
Business Intake & Conflicts			1,130	883	777
Other Staff			11,704	9,739	5,239
Other Employee Costs ¹			29,108	26,381	19,483
Employee Costs ¹			134,046	116,754	104,874
<input checked="" type="checkbox"/> Occupancy			77,647	69,363	58,921
<input checked="" type="checkbox"/> Office Operating Expense			19,328	16,437	13,498
<input checked="" type="checkbox"/> Information Systems			18,056	13,359	12,263
<input checked="" type="checkbox"/> Professional Activities			5,812	4,502	3,318
<input checked="" type="checkbox"/> Marketing			13,007	9,947	9,359
<input checked="" type="checkbox"/> Professional Recruiting			8,219	5,961	5,404
<input checked="" type="checkbox"/> Professional Liability Insurance			8,722	7,927	7,744
<input checked="" type="checkbox"/> Other Insurance & Taxes			8,469	6,315	5,213
<input checked="" type="checkbox"/> Communications			7,910	6,844	5,264
<input checked="" type="checkbox"/> Reference Materials			9,378	8,074	7,298
<input checked="" type="checkbox"/> Professional Services			4,805	3,743	3,411
<input checked="" type="checkbox"/> Client Disbursements Written-Off/Misc.			4,726	2,425	1,960
Other Expenses			182,318	160,570	139,622
Operating Expenses ¹			312,526	269,762	258,698
Operating Income			607,458	566,888	515,747
<input checked="" type="checkbox"/> Payments to Former/Inactive Partners & Of Counsel			27,121	15,098	4,915
<input checked="" type="checkbox"/> Other Non-Operating Charges/Credits			10,477	3,649	2,302
Net Income Prior to Attorney Compensation			\$592,606	\$541,695	\$507,518

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

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¹ Excludes 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.

2013 LAW FIRM STATISTICAL SURVEY

Detailed Expense Components - per Lawyer Occupancy & Office Operating

	Your Firm		2013		
	Average	Rank/Of	1 st Quartile	Group Median	3 rd Quartile
Occupancy Expenses					
Rent - premises only			\$70,343	\$50,855	\$48,601
Apartment rental fees			140	133	92
Building chargebacks			110	95	87
Depreciation of owned premises			488	241	82
Utilities			2,601	1,935	1,527
Occupancy and real estate taxes			10,039	1,687	1,106
Leasehold improvements (amortization)			3,576	3,175	2,275
Maintenance and repairs to premises			2,701	1,839	1,831
Off-site storage			1,576	1,454	1,287
Office moving settlement costs			362	352	265
Outside consultant fees (architects)			110	95	87
Office housekeeping			140	133	92
Security			174	71	25
Other			75	62	41
Subtotal			\$80,455	\$74,001	\$62,554
Deduct: Sublease income & occupancy from clients for OT			4,773	1,577	1,482
Total Occupancy			\$77,647	\$69,363	\$58,921
Office Operating Expenses					
Photocopying			\$542	\$349	\$271
Stationery, printing, supplies and binding			2,097	1,789	1,133
Small office equipment (non-IS related)			87	68	25
Facilities management/sub-contracted svs			9,191	9,154	4,634
Office furniture & fixtures depreciation			2,480	2,346	1,630
Interest expense for purchased assets (non-IS)			110	95	87
Maintenance and repairs to office equipment			879	77	54
Rental of office furniture & fixtures			488	241	82
Administrative dues/education			1,202	342	327
Admin travel, meals and accommodations			2,674	2,269	1,868
Overtime parking and taxi charges			75	62	41
Overtime meals for administrative staff			575	136	83
Automotive expenses			140	133	92
Non-lawyer hiring expense			965	869	761
Office coffee, soda, parties, etc.			1,780	1,636	1,002
Moving expenses for admin inter-office transfer			140	133	92
Gifts, flowers for employees			199	147	95
Plants - rental and care			87	68	25
Other			3,756	1,989	666
Subtotal			\$23,129	\$20,048	\$18,749
Deduct: Client reimbursement of hard/soft disbs.			3,217	2,891	1,812
Total Office Operating Expenses			\$19,328	\$16,437	\$13,498

Your firm total may not foot due to rounding.

The Finance & Operations Report (FOR) provides over 30 pages of revenue and expense metrics covering each administrative function. A sample report 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 report page is included above.