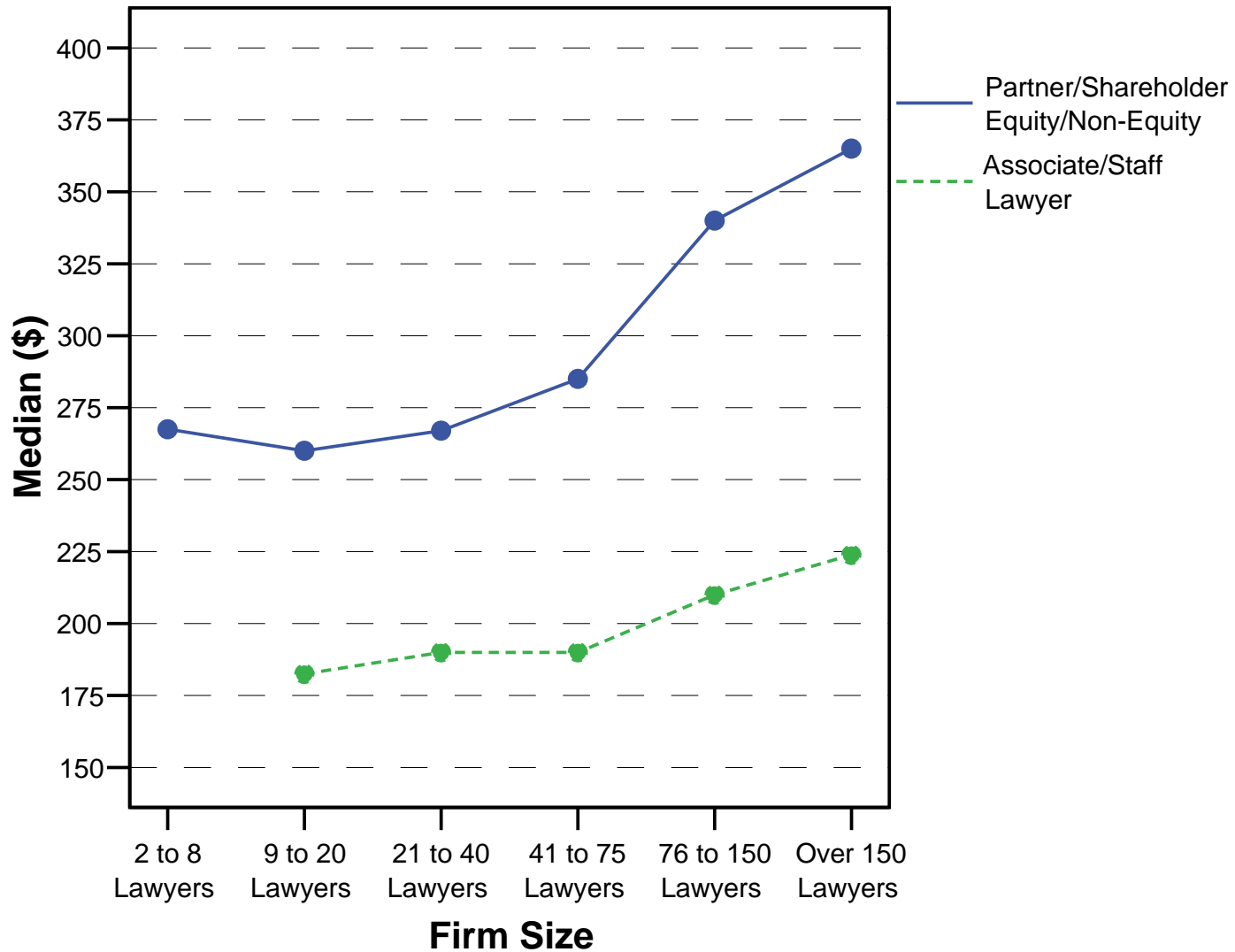


**GROSS RECEIPTS, EXPENSES AND INCOME  
AVERAGE PER FEE EARNER**

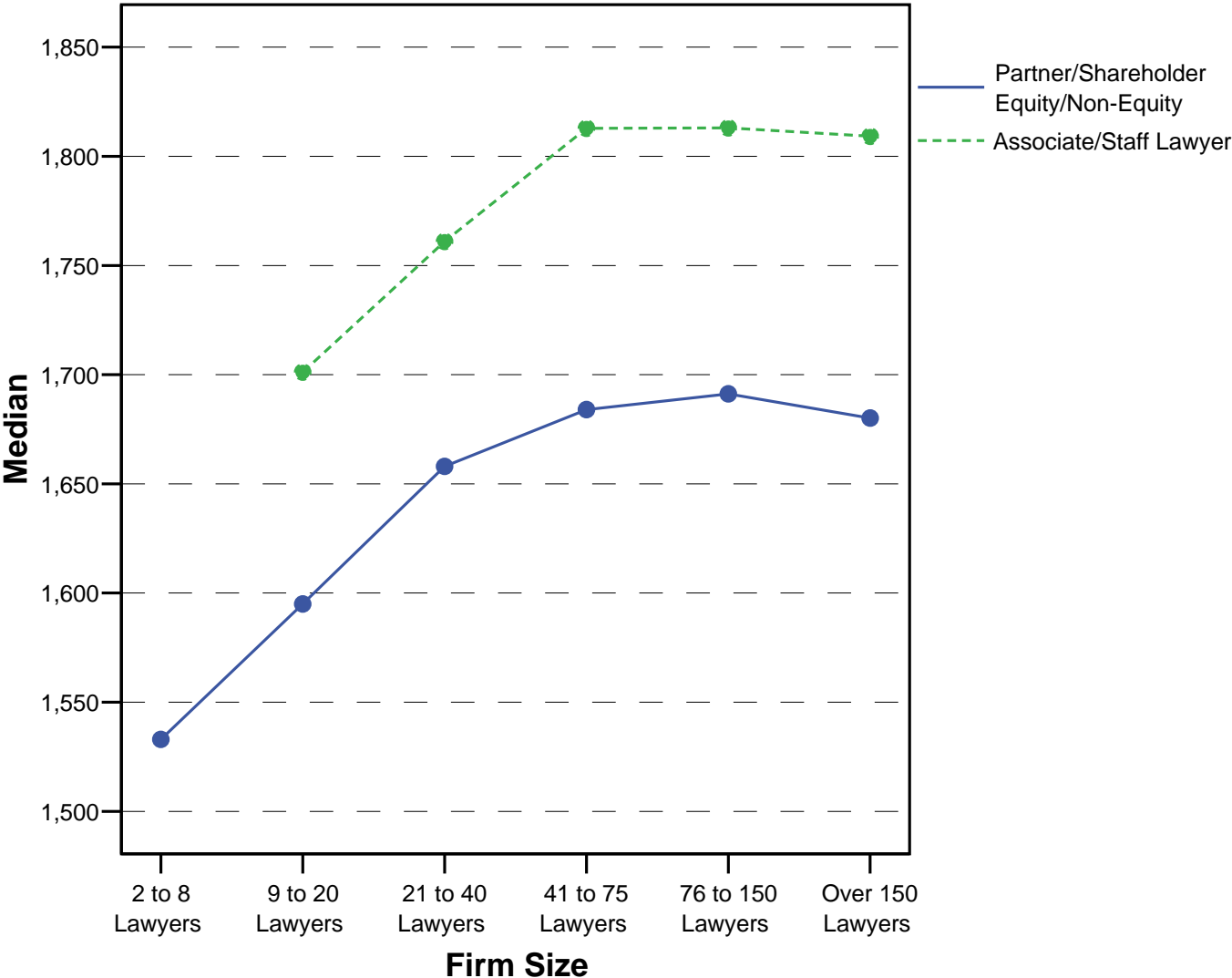
Breakout of Data		Firms	Average Gross Receipts \$	Average Total Expenses \$	Average Total Expenses %*	Average Firm Income \$	Average Firm Income %*
Region	New England	5	248,169	100,435	40.5	147,734	59.5
	Middle Atlantic	27	372,710	124,727	33.5	247,983	66.5
	South Atlantic	43	367,510	127,036	34.6	240,474	65.4
	East South Central	12	349,271	125,199	35.8	224,072	64.2
	West South Central	20	371,867	132,747	35.7	239,120	64.3
	East North Central	38	383,296	146,122	38.1	237,174	61.9
	West North Central	16	324,295	115,971	35.8	208,325	64.2
	Mountain	12	343,327	133,492	38.9	209,835	61.1
	Pacific	16	375,119	154,543	41.2	220,576	58.8
Population Area	Micropolitan/Rural	4	--	--	--	--	--
	Metropolitan	147	355,507	127,485	35.9	228,023	64.1
	Metropolitan Division	38	430,883	158,323	36.7	272,559	63.3
Size of Firm	2 to 8 Lawyers	11	267,837	113,266	42.3	154,571	57.7
	9 to 20 Lawyers	40	323,749	121,970	37.7	201,778	62.3
	21 to 40 Lawyers	47	330,133	116,033	35.1	214,100	64.9
	41 to 75 Lawyers	44	350,766	123,965	35.3	226,801	64.7
	76 to 150 Lawyers	34	374,845	139,162	37.1	235,683	62.9
	Over 150 Lawyers	13	400,126	141,465	35.4	258,661	64.6
Practice Area	Insurance Defense Litigation	15	327,223	121,479	37.1	205,744	62.9
	General Law	138	364,714	131,012	35.9	233,702	64.1
	Other	36	423,024	152,813	36.1	270,211	63.9
Multioffice		86	374,445	137,285	36.7	237,161	63.3
ALL FIRMS		189	367,381	132,506	36.1	234,875	63.9

\*Percent of Gross Receipts

## MEDIAN STANDARD HOURLY RATE BY FIRM SIZE



# MEDIAN ANNUAL CLIENT (BILLABLE) HOURS WORKED BY FIRM SIZE



**NATIONAL INDIVIDUAL STATUS CODES  
TOTAL COMPENSATION**

Status	Number of Offices	TOTAL COMPENSATION					
		Number of Lawyers	Average \$	Lower Quartile \$	Median \$	Upper Quartile \$	Ninth Decile \$
Equity Partner/Shareholder	298	4,503	352,569	224,139	304,918	418,381	573,934
Non-Equity Partner	191	1,187	211,034	160,000	190,033	240,000	300,000
Associate Lawyer	268	2,736	136,414	111,009	130,322	156,891	182,955
Staff Lawyer	38	167	128,118	89,054	122,468	148,774	199,200
Of Counsel	106	319	182,543	132,949	163,687	205,762	257,847

## AVERAGE PERSONNEL RATIOS BY FIRM SIZE PARALEGALS TO ALL LAWYERS

