

# REGIONAL RESULTS

## PACIFIC

- Average gross receipts per equity partner: \$906,000
- Average total expense per equity partner: \$541,000
- Average firm income per equity partner: \$365,000
- Median hourly billing rate, equity partners: \$350
- Average total compensation, equity partners: \$337,000
- Average total compensation, nonequity partners: \$191,000
- Average total compensation, associates: \$139,000

## HIGHLIGHTS FROM ACROSS THE NATION

- Equity partners in the East South Central region clocked the highest number of billable hours: 1,849. The lowest? New England, 1,512.
- Average expense per lawyer fell fastest in the Pacific region: -28%.
- Expense per lawyer climbed fastest in New England: +13%.
- New England firms had the highest ratio of staff to lawyers: 1.09 staffers for every lawyer. Middle Atlantic firms had the lowest: .78:1.
- Top realization rate: West North Central, 87.2%. Lowest: Pacific, 83.6%.

## WEST NORTH CENTRAL

- Average gross receipts per equity partner: \$594,000
- Average total expense per equity partner: \$289,000
- Average firm income per equity partner: \$304,000
- Median hourly billing rate, equity partners: \$265
- Average total compensation, equity partners: \$299,000
- Average total compensation, nonequity partners: \$161,000
- Average total compensation, associates: \$118,000

## EAST NORTH CENTRAL

- Average gross receipts per equity partner: \$1,029,000
- Average total expense per equity partner: \$643,000
- Average firm income per equity partner: \$387,000
- Median hourly billing rate, equity partners: \$350
- Average total compensation, equity partners: \$376,000
- Average total compensation, nonequity partners: \$205,000
- Average total compensation, associates: \$134,000

## NEW ENGLAND

- Average gross receipts per equity partner: \$735,000
- Average total expense per equity partner: \$423,000
- Average firm income per equity partner: \$312,000
- Median hourly billing rate, equity partners: \$265
- Average total compensation, equity partners: \$298,000
- Average total compensation, nonequity partners: \$270,000
- Average total compensation, associates: \$127,000

## MIDDLE ATLANTIC

- Average gross receipts per equity partner: \$1,171,000
- Average total expense per equity partner: \$730,000
- Average firm income per equity partner: \$431,000
- Median hourly billing rate, equity partners: \$375
- Average total compensation, equity partners: \$427,000
- Average total compensation, nonequity partners: \$257,000
- Average total compensation, associates: \$145,000

## SOUTH ATLANTIC

- Average gross receipts per equity partner: \$982,000
- Average total expense per equity partner: \$590,000
- Average firm income per equity partner: \$392,000
- Median hourly billing rate, equity partners: \$350
- Average total compensation, equity partners: \$367,000
- Average total compensation, nonequity partners: \$211,000
- Average total compensation, associates: \$139,000

## MOUNTAIN

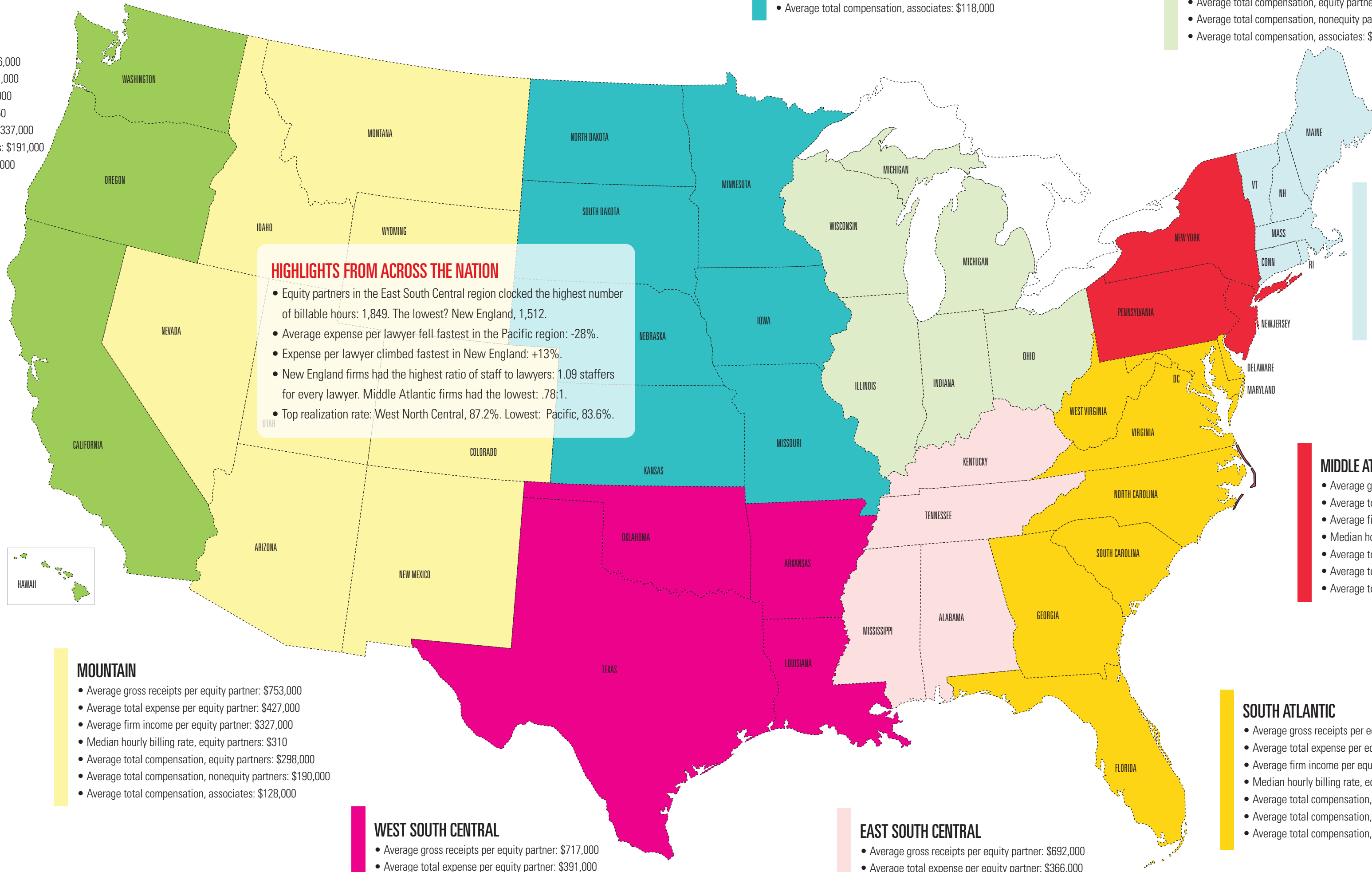
- Average gross receipts per equity partner: \$753,000
- Average total expense per equity partner: \$427,000
- Average firm income per equity partner: \$327,000
- Median hourly billing rate, equity partners: \$310
- Average total compensation, equity partners: \$298,000
- Average total compensation, nonequity partners: \$190,000
- Average total compensation, associates: \$128,000

## WEST SOUTH CENTRAL

- Average gross receipts per equity partner: \$717,000
- Average total expense per equity partner: \$391,000
- Average firm income per equity partner: \$327,000
- Median hourly billing rate, equity partners: \$295
- Average total compensation, equity partners: \$320,000
- Average total compensation, nonequity partners: \$195,000
- Average total compensation, associates: \$143,000

## EAST SOUTH CENTRAL

- Average gross receipts per equity partner: \$692,000
- Average total expense per equity partner: \$366,000
- Average firm income per equity partner: \$326,000
- Median hourly billing rate, equity partners: \$275
- Average total compensation, equity partners: \$332,000
- Average total compensation, nonequity partners: \$208,000
- Average total compensation, associates: \$128,000



SOURCE: 2010 Survey of Law Firm Economics; compensation, revenue, expense and income figures are rounded to the nearest thousand.