

## Introduction

**This is the seventh annual Texas Lawbook Law Firm Finance survey. We have made a few changes/adjustments at the request of our partners at the Association of Corporate Counsel's DFW and Houston Chapters. The survey is divided into five parts: (1) Your Contact Information, (2) Offices and Employment, (3) Firm Financial Data, (4) Hiring and Diversity, and (5) Your Confidential Forecasts. Parts TWO through FOUR are firm-specific and will be reported as such, THE FIFTH and FINAL PART (Law firm forecast) IS CONFIDENTIAL and will be reported only as a cumulative response.**

**DUE DATE: March 15. *The Texas Lawbook* is working with our partners at the *Houston Chronicle* and *Dallas Business Journal* on this project.**

**Any questions? Please send them to Mark Curriden at:**

**[mark.curriden@texaslawbook.net](mailto:mark.curriden@texaslawbook.net)**

**Also, when the survey has been submitted, please send an email to that address in case we need to set up an interview with your managing partner or a leader at your law firm.**

**Your Contact Information**

**1. Your Name**

**2. Your Position/Title**

**3. Firm Name**

**4. Firm Headquarters**

**5. Your Email Address**

## Offices and Employment

**Information from this section will be made publicly available and used in stories by *The Texas Lawbook*, the *Houston Chronicle* and the *Dallas Business Journal*. All numbers should reflect FULL TIME EQUIVALENTS.**

### 6. Total Lawyers Firm-wide

On Dec. 31, 2020

On Dec. 31, 2019

### 7. Total Lawyers in Texas

On Dec. 31, 2020

On Dec. 31, 2019

### 8. Total Texas-based Equity Partners

On Dec. 31, 2020

On Dec. 31, 2019

### 9. Total Texas Non-Equity Partners

On Dec. 31, 2020

On Dec. 31, 2019

### 10. Please list Texas offices and number of lawyers in each office on Dec. 31, 2020

Office (#Lawyers)

Office (#Lawyers)

Office (#Lawyers)

Office (#Lawyers)

Office (#Lawyers)

Office (#Lawyers)

**11. Please list Texas offices and number of lawyers in each office on Dec. 31, 2019**

Office (#Lawyers)

Office (#Lawyers)

Office (#Lawyers)

Office (#Lawyers)

Office (#Lawyers)

Office (#Lawyers)

**12. As of Dec. 31, 2020, how many lawyers do you have outside Texas, but inside the U.S.?**

**13. As of Dec. 31, 2020, how many lawyers do you have outside the U.S.?**

**14. Please identify your FIVE largest offices outside Texas (whether U.S. or global) and the number of lawyers in each office as of Dec. 31, 2020**

Office (#Lawyers)

Office (#Lawyers)

Office (#Lawyers)

Office (#Lawyers)

Office (#Lawyers)

## Firm Financial Data

**Information from this section will be made publicly available and used in stories by *The Texas Lawbook*, the *Houston Chronicle* and the *Dallas Business Journal*. All numbers should reflect FULL TIME EQUIVALENTS.**

### 15. Total Revenues Firm-Wide

In 2020

In 2019

### 16. Total Revenues for Texas-based Offices/Operations

In 2020

In 2019

### 17. Revenue per Lawyer in Texas

In 2020

In 2019

### 18. Revenue per Lawyer Firm-wide

In 2020

In 2019

### 19. Total Firm-wide Net Income

In 2020

In 2019

### 20. Total Net Income for Texas Offices

In 2020

In 2019

**21. Profits per Lawyer Firm-wide**

In 2020

In 2019

**22. Profits per Lawyer in Texas**

In 2020

In 2019

**23. Profits per Partner Firm-wide**

In 2020

In 2019

**24. Profits per Partner in Texas**

In 2020

In 2019

**25. Net Profits in Texas**

In 2020

In 2019

**26. Net Profits Firm-wide**

In 2020

In 2019

**27. Firms Total Pro Bono Hours for Texas Lawyers**

In 2020

In 2019

**28. Pro Bono Hours per Lawyer in Texas**

In 2020

In 2019

**29. Were Personnel Expenses UP, DOWN or THE SAME in 2020 compared to 2019?**

- UP
- DOWN
- SAME

**30. If your NON-personnel expenses, NON-real estate expenses changed in 2020 compared to 2019, by what percentage?**

**31. What percentage of firm revenue was the result of ALTERNATIVE FEE ARRANGEMENTS?**

In 2020

In 2019

**32. What was your firm's REALIZATION RATE?**

In 2020

In 2019

**33. What was the firm's LEVERAGE (associate to partner ratio) in its Texas offices?**

In 2020

In 2019

**34. In 250 WORDS OR LESS, please describe the firm's most important successes in its Texas offices 2020.**

**35. In 250 WORDS OR LESS, please describe the firm's most important CHALLENGES in its Texas offices in 2020.**

**36. In 250 WORDS OR LESS, please describe the firm's most important CHALLENGES in its Texas offices in 2021.**



**The results of the following FOUR questions on Firm Finance will NOT be reported by law firm, but presented cumulatively. Your law firm will NOT be identified with this data.**

37. Compared to 2019, were LITIGATION practice group revenues HIGHER, LOWER or THE SAME in 2020?

- HIGHER
- LOWER
- THE SAME

38. Compared to 2019, were CORPORATE TRANSACTIONAL practice group revenues HIGHER, LOWER or THE SAME in 2020?

- HIGHER
- LOWER
- THE SAME

39. Compared to 2019, were BANKRUPTCY practice group revenues HIGHER, LOWER or THE SAME in 2020?

- HIGHER
- LOWER
- THE SAME

40. Compared to 2019, were REGULATORY/WHITE COLLAR practice group revenues HIGHER, LOWER or THE SAME in 2020?

- HIGHER
- LOWER
- THE SAME

## Hiring & Diversity

**This section reviews hiring and lawyer diversity for the years 2020 and 2019. Information from this page will be made publicly available and used in stories by *The Texas Lawbook*. All numbers should reflect FULL TIME EQUIVALENTS.**

**41. Total Texas lawyers added to the firm through lateral hiring**

In 2020

In 2019

**42. Total Texas lawyers who left the firm through lateral hiring**

In 2020

In 2019

**43. Total Texas lawyers who left the firm to join a client or other in-house positions**

In 2020

In 2019

**44. Total number of first-year lawyers hired for Texas offices from law school**

In 2020

In 2019

**45. As of Dec. 31, 2020: How many LAWYERS are persons of color?**

Firm-wide

In Texas

**46. As of Dec. 31, 2020: How many PARTNERS are persons of color?**

Firm-wide

In Texas

**47. As of Dec. 31, 2020: How many LAWYERS are women?**

Firm-wide

In Texas

**48. As of Dec. 31: How many PARTNERS are women?**

Firm-wide

Texas

**49. As of Dec. 31, 2020: How Many Lawyers are on your Firm's Management Committee?**

Total

Persons of Color

Women

**The results of the following questions will NOT be reported by law firm, but presented cumulatively. Your law firm will NOT be identified with this data.**

50. Do you believe that firm revenues for your Texas-based lawyers will be HIGHER, LOWER, or ABOUT THE SAME in 2021 than in 2020?

- HIGHER
- LOWER
- ABOUT THE SAME

51. Do you believe that revenues for LITIGATION WORK by Texas-based lawyers will be HIGHER, LOWER or ABOUT THE SAME in 2021 than in 2020?

- HIGHER
- LOWER
- ABOUT THE SAME

52. Do you believe that revenues for TRANSACTIONAL WORK by Texas-based lawyers will be HIGHER, LOWER or ABOUT THE SAME in 2021 than in 2020?

- HIGHER
- LOWER
- ABOUT THE SAME

53. Which practice area do you think will have the most significant INCREASE in work for Texas lawyers in 2021?

- Litigation
- M&A
- Capital Markets/Corporate Finance
- Bankruptcy/Restructuring
- Intellectual Property
- Regulatory Compliance
- Other (please specify)

54. Which practice area do you think will face HEADWINDS in work for Texas lawyers in 2021?

- Litigation
- M&A
- Capital Markets/Corporate Finance
- Bankruptcy/Restructuring
- Intellectual Property
- Regulatory Compliance
- Other (please specify)

## **You're Done!**

**In the coming weeks, *The Texas Lawbook* may need to arrange interviews with your firm's managing partner or a leader from your firm. Look for articles from the results of this survey beginning in April.**

**And Thank You for your participation.**