

The Mississippi Bar Association

2006 Economic and Technology Survey

Survey Compiled by
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Introduction

- On May 31, 2006, the Economic and Technology Survey was mailed to a randomly selected sample of 3400 Mississippi Bar Association members. The purpose of this survey was to gather demographic, economic and technological data to provide Mississippi attorneys with useful information on law firm management and administration in Mississippi. This was the sixth bi-annual survey to be conducted since 1996. The survey consisted of 40 questions related to compensation, billing, practice management and technology.
- The questionnaire was developed by the Mississippi Bar Association. A letter from the Executive Director, Larry Houchins, was enclosed with the survey to explain the process and need for the survey. The questionnaire was requested to be completed and returned by June 23, 2006. The accounting firm of Grantham, Poole, Randall, Reitano, Arrington & Cunningham, PLLC, provided the Bar Association with distribution, tabulation and analysis of the surveys. Every effort was made to encourage participation and to insure confidentiality of the participants' responses. The number of usable questionnaires returned was 414 or 12% of the total members provided with a survey to complete.

- The major areas of information collected:

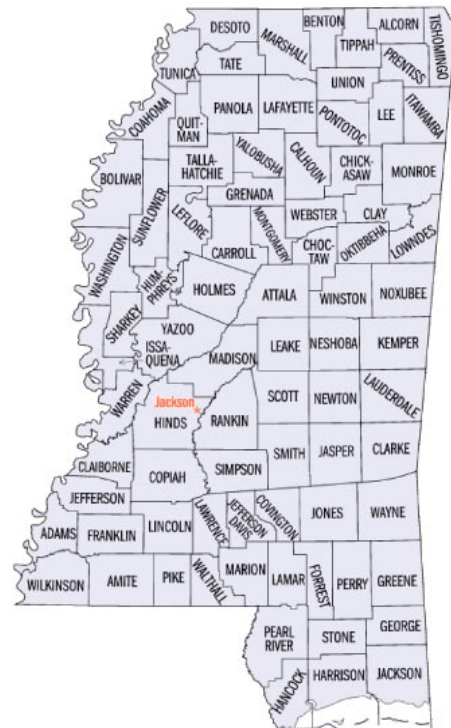
Employment / Type

Experience

Income

Technology

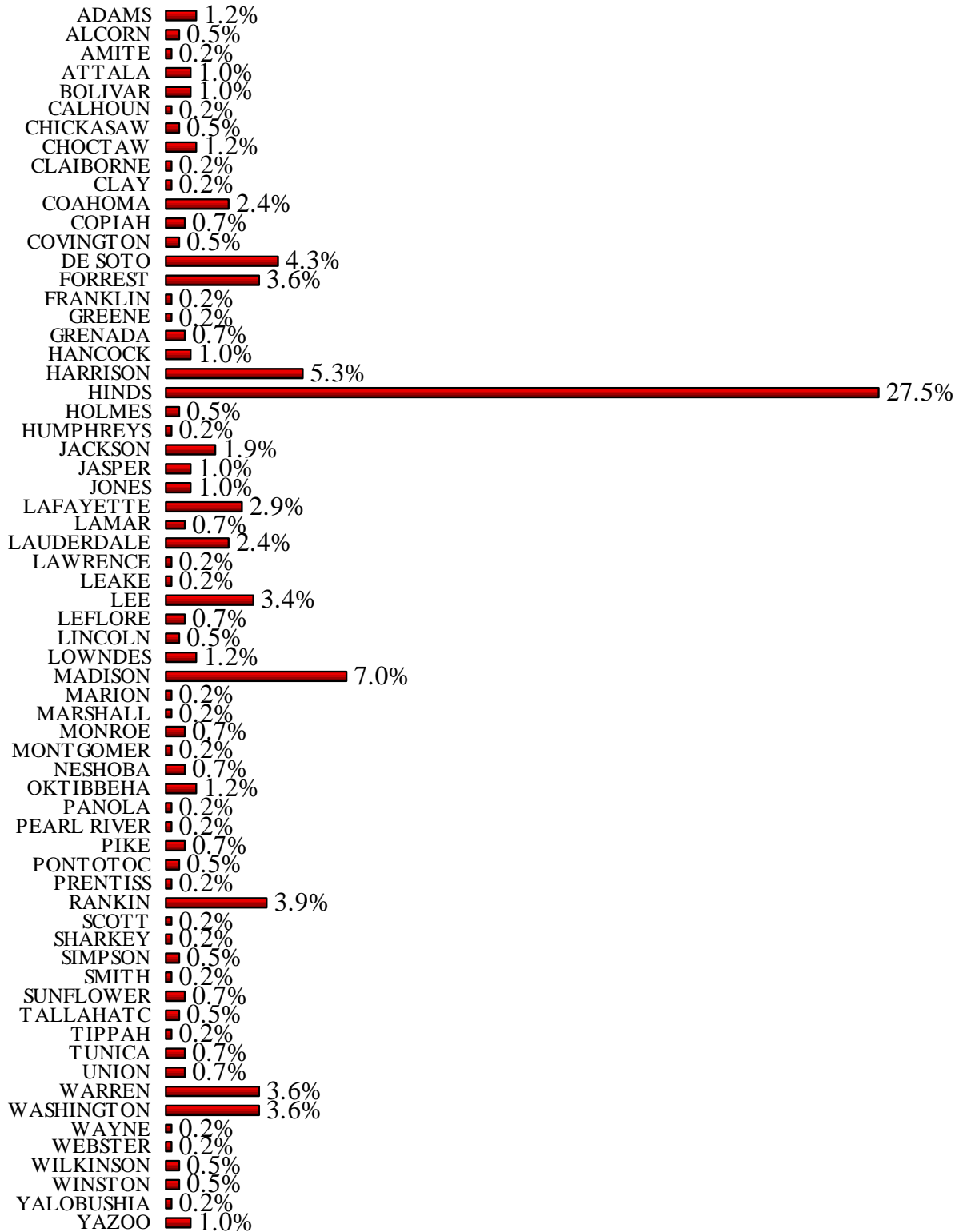
To make the information more meaningful, we segregated the responses by county. The survey involved a random sample of attorneys from around the state of Mississippi. Using a random selection process for survey distribution, each and every member of the Mississippi Bar had a statistically equal change of being selected to receive and complete a survey. After all of the completed surveys were received, we identified eight counties from which we experienced the greatest participation. Those eight counties with the greatest participation were: DeSoto, Forrest, Harrison, Hinds, Madison, Rankin, Warren and Washington.



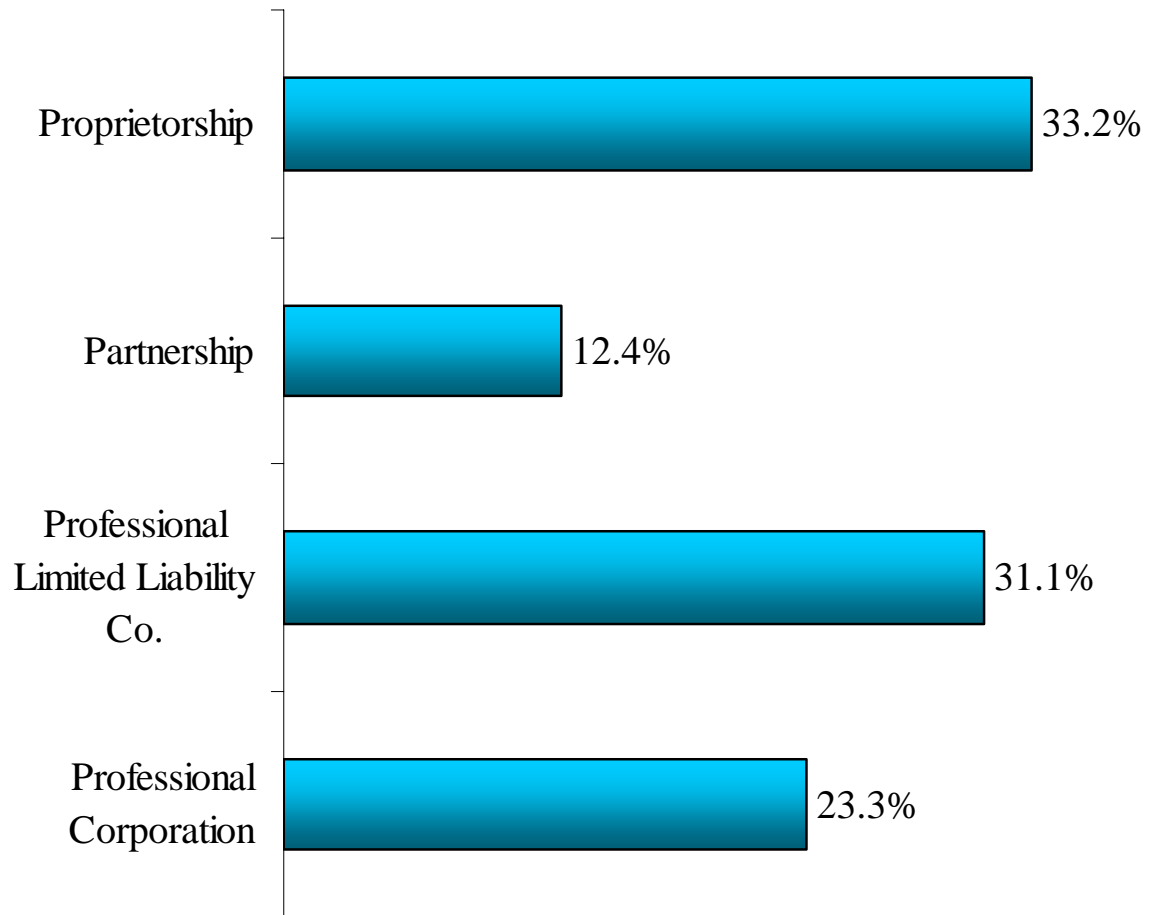
Introduction (Continued)

- Out of 3400 surveys issued, we received 414 usable surveys. The largest response received was from Hinds County, with 27.5% of the total. Other high response counties were Madison, 7.0%, Harrison, 5.3%, DeSoto, 4.3%, Rankin 3.9%, Forrest, 3.6%, Warren, 3.6% and Washington, 3.6%. No responses were received from the following counties: Benton, Carroll, Clarke, George, Issaquena, Itawamba, Jefferson, Jefferson-Davis, Kemper, Newton, Noxubee, Perry, Quitman, Stone, Tate, Tishomingo and Walthall.
- In order to provide Bar members with current economic and technological information, we performed an analysis of the survey responses received.
- For calculations involving salaries, the average and median salaries are presented to make the information more useful. The median represents a salary in the middle of all of the responses (50% fall below and 50% are above).
- When applicable comparative data is presented from the 2004 and earlier surveys.

Survey Responses by County

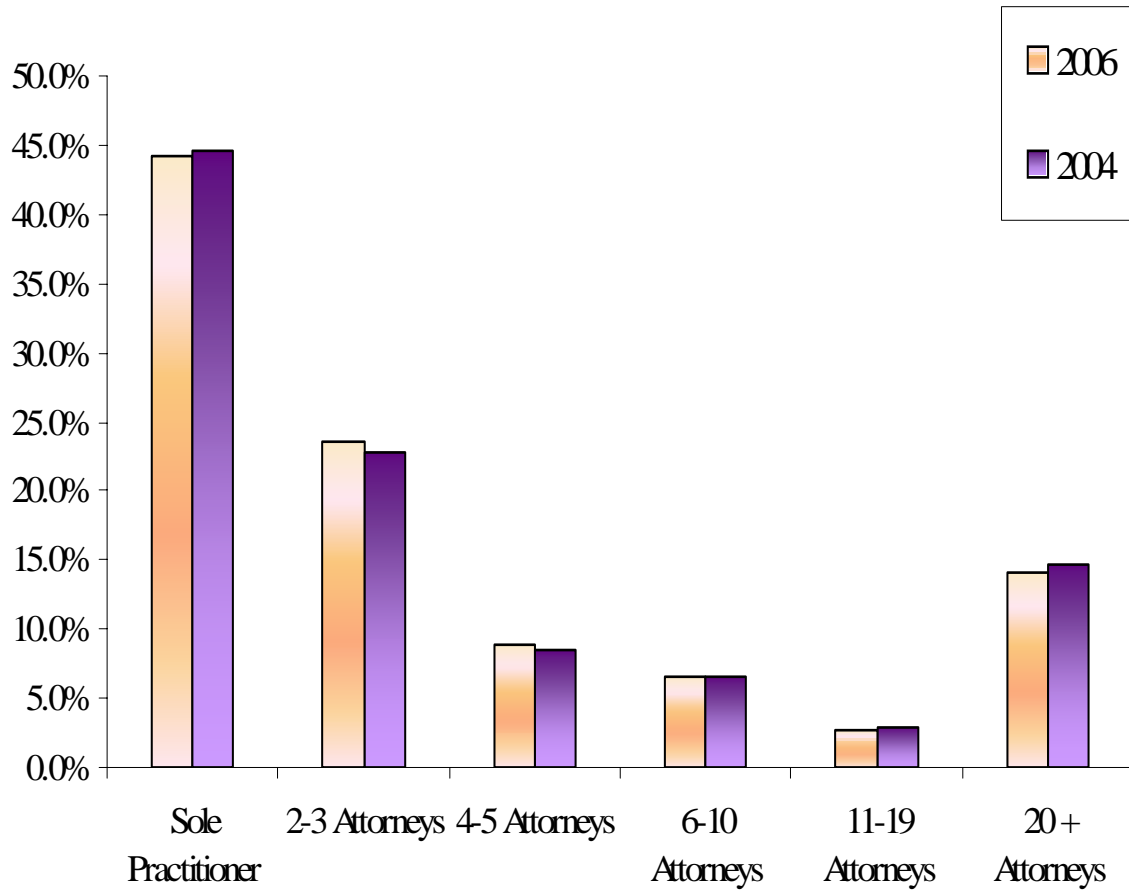


Firm Structure of Respondents

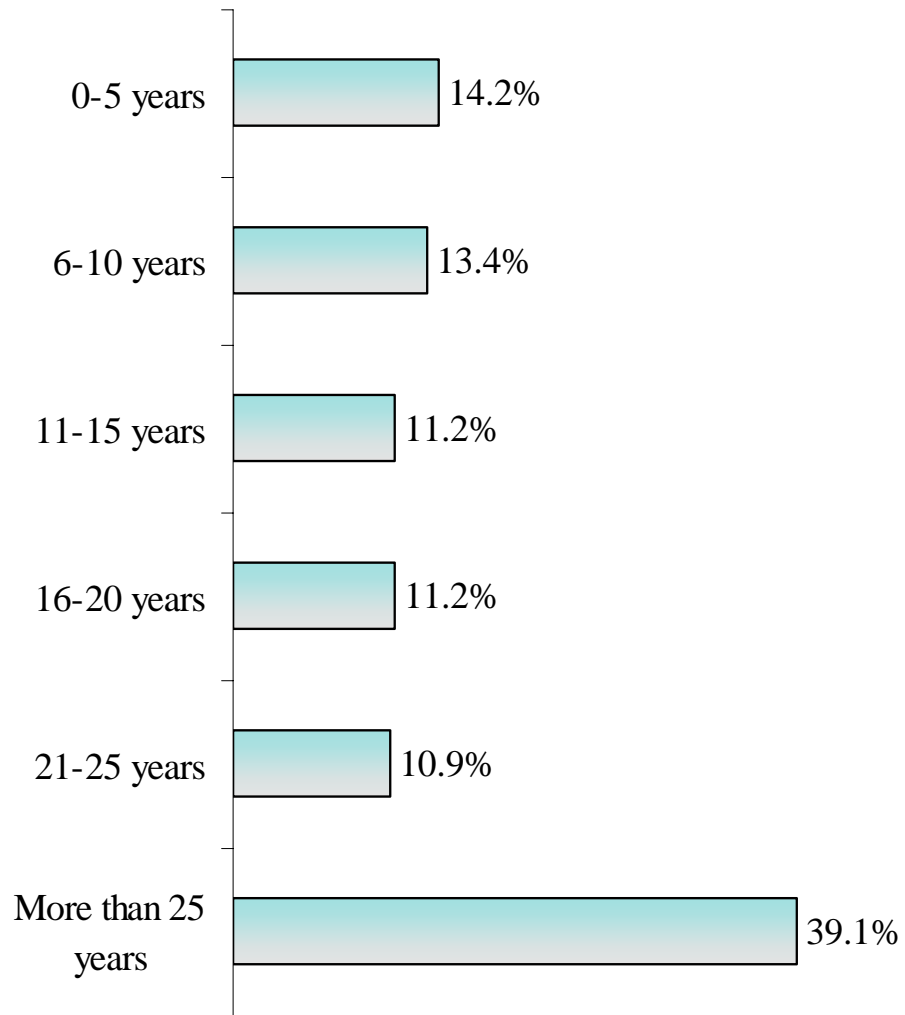


Private Practice Firms Responding to Survey

The following chart reflects the firm size for responses to the 2006 survey compared to 2004 responses.



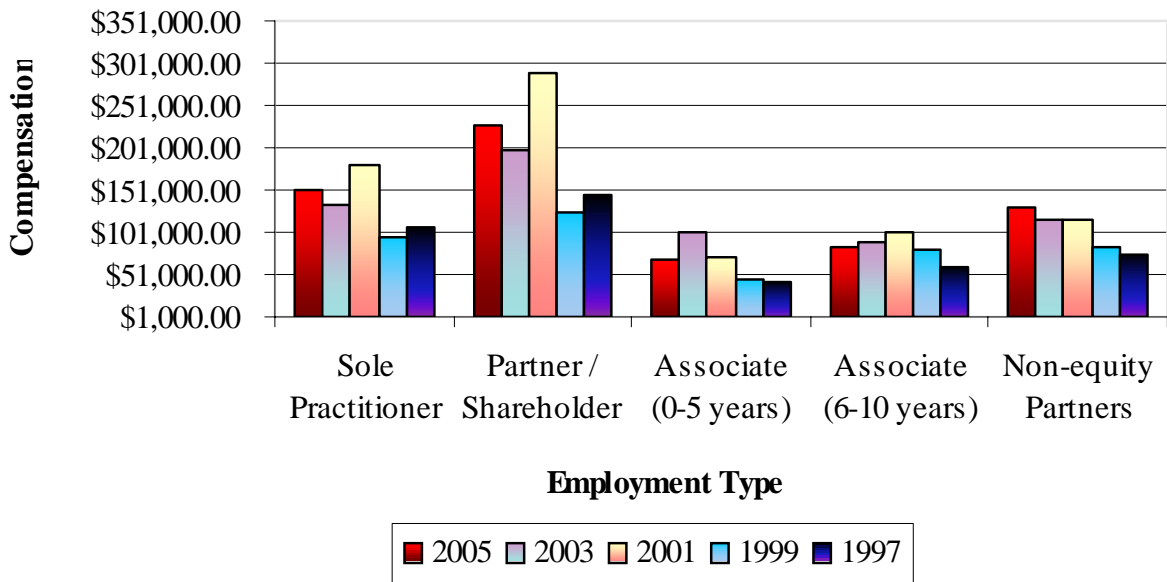
Years of Experience for Respondents



Annual Income Comparison by Employment Type

The highest average compensation of attorneys for 2005 by type of employment was reported by Partner/Shareholder with \$227,110 and the lowest by Associates of 0-5 years at \$67,285. Generally, compensation for 2005 increased from 2003, yet the survey data indicated a decline in associate compensation. The largest decrease from 2003 occurred at the Associate 0-5 level.

Average Annual Compensation

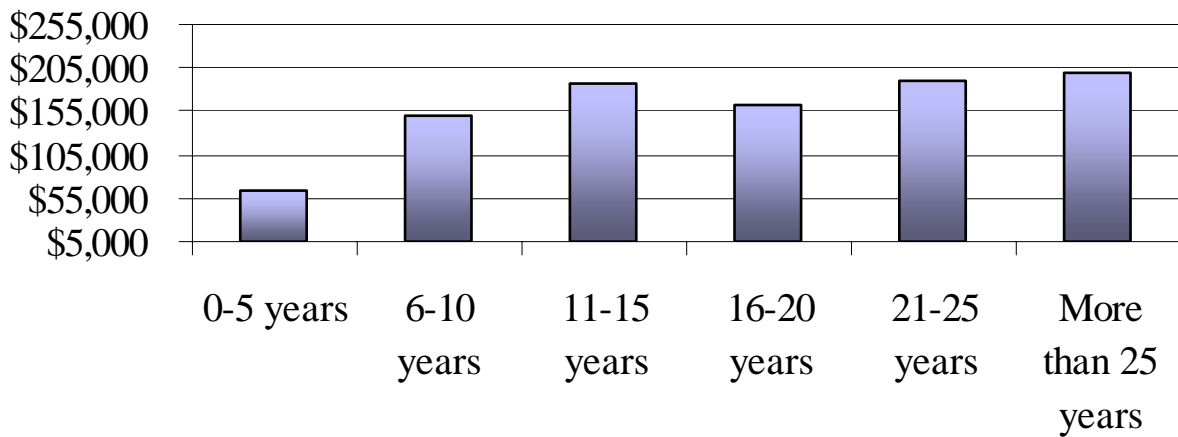


	2005 Median Salary	2005 Average Salary
Sole Practitioner	\$ 100,000.00	\$ 150,637.00
Partner / Shareholder	\$ 174,000.00	\$ 227,110.00
Associate (0-5 years)	\$ 70,000.00	\$ 67,285.00
Associate (6-10 years)	\$ 75,000.00	\$ 82,308.00
Non-equity Partners	\$ 120,000.00	\$ 129,500.00

Average Income by Experience and by Type in Mississippi

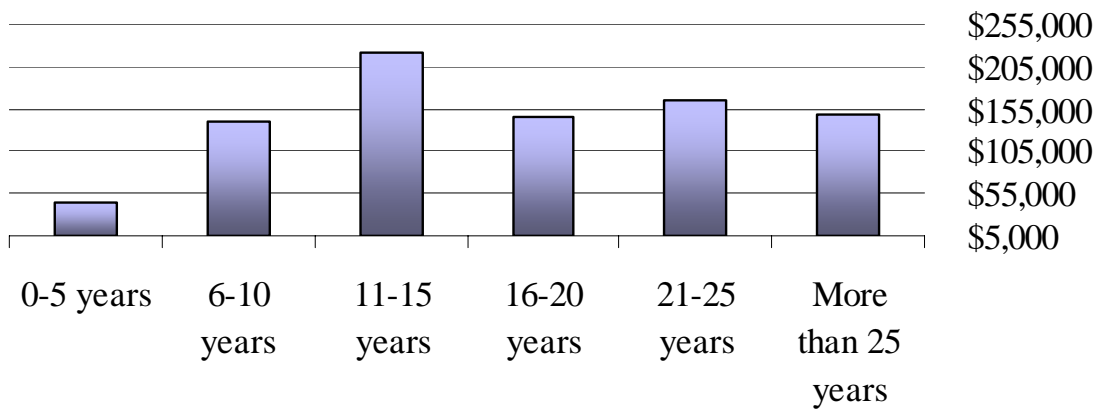
Graph I

2005 Income for all Attorneys by Experience



Graph II

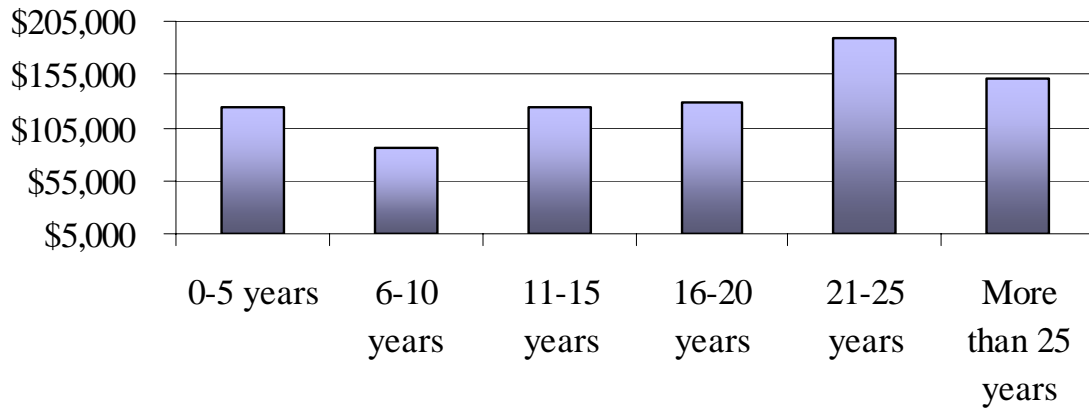
Sole Practitioner Income by Experience



Average Income by Experience and by Type in Mississippi (Continued)

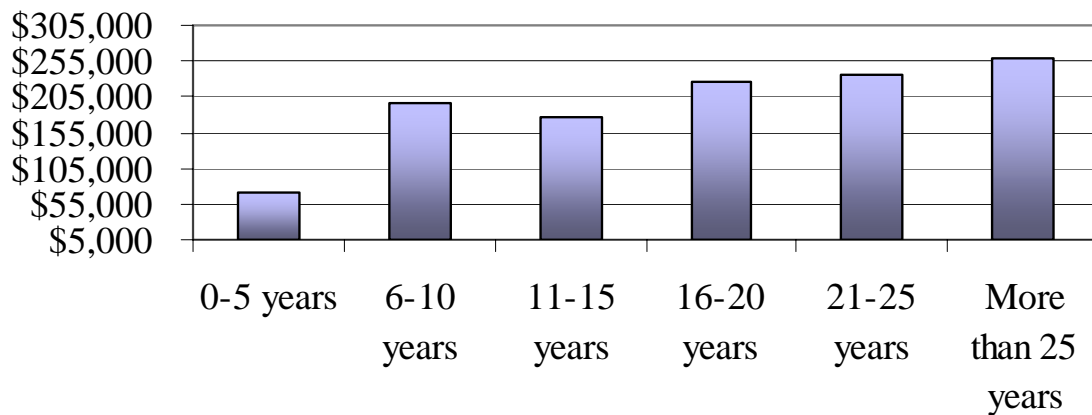
Graph III

Non-Equity Partner Income by Experience



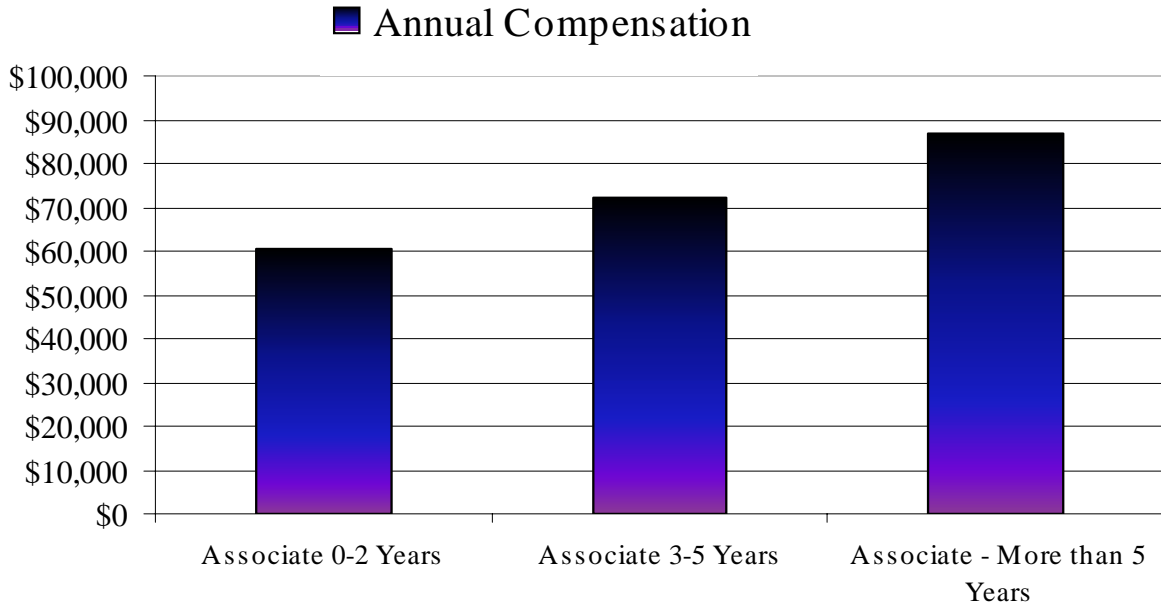
Graph IV

Partner/Shareholder Income by Experience

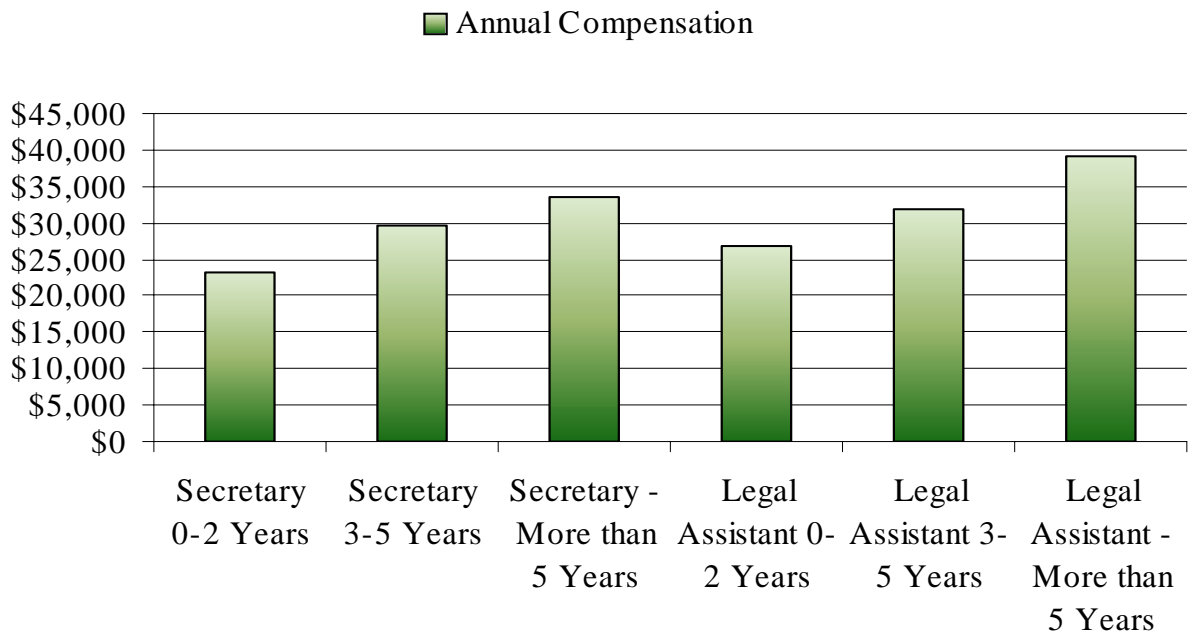


Average Income for Associates, Legal Secretaries and Legal Assistants in 2005

Associate Compensation

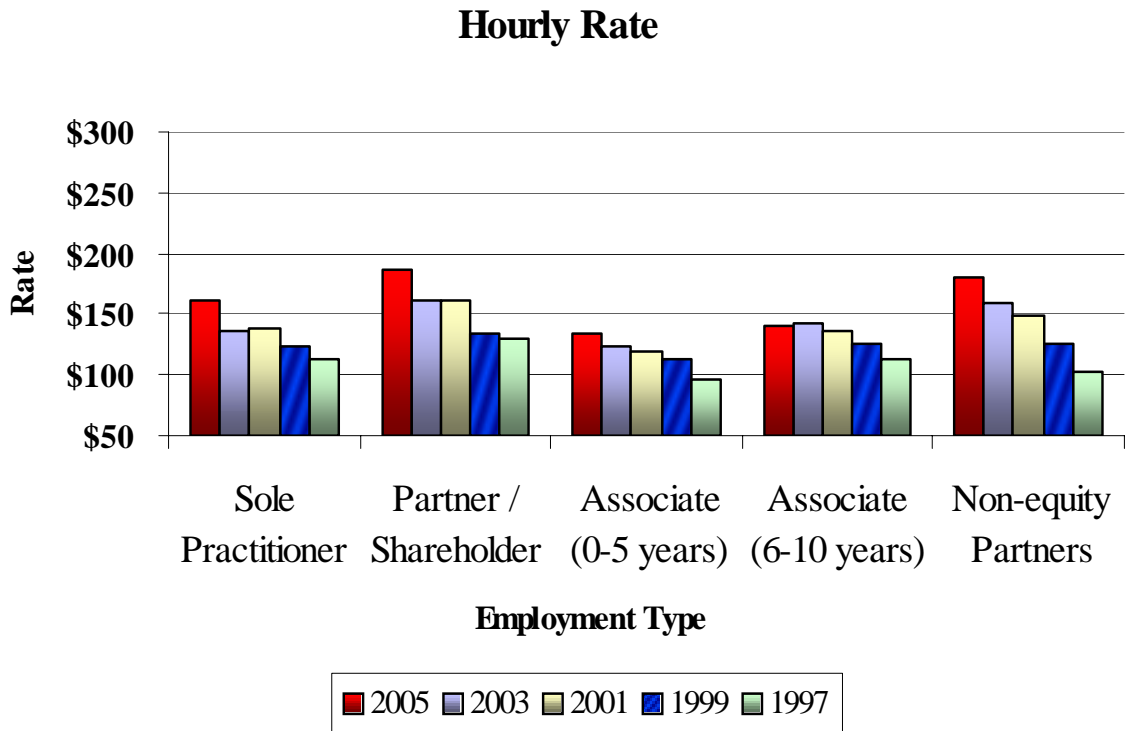


Secretary and Assistants Compensation



Hourly Billing Rate Comparison by Employment Type

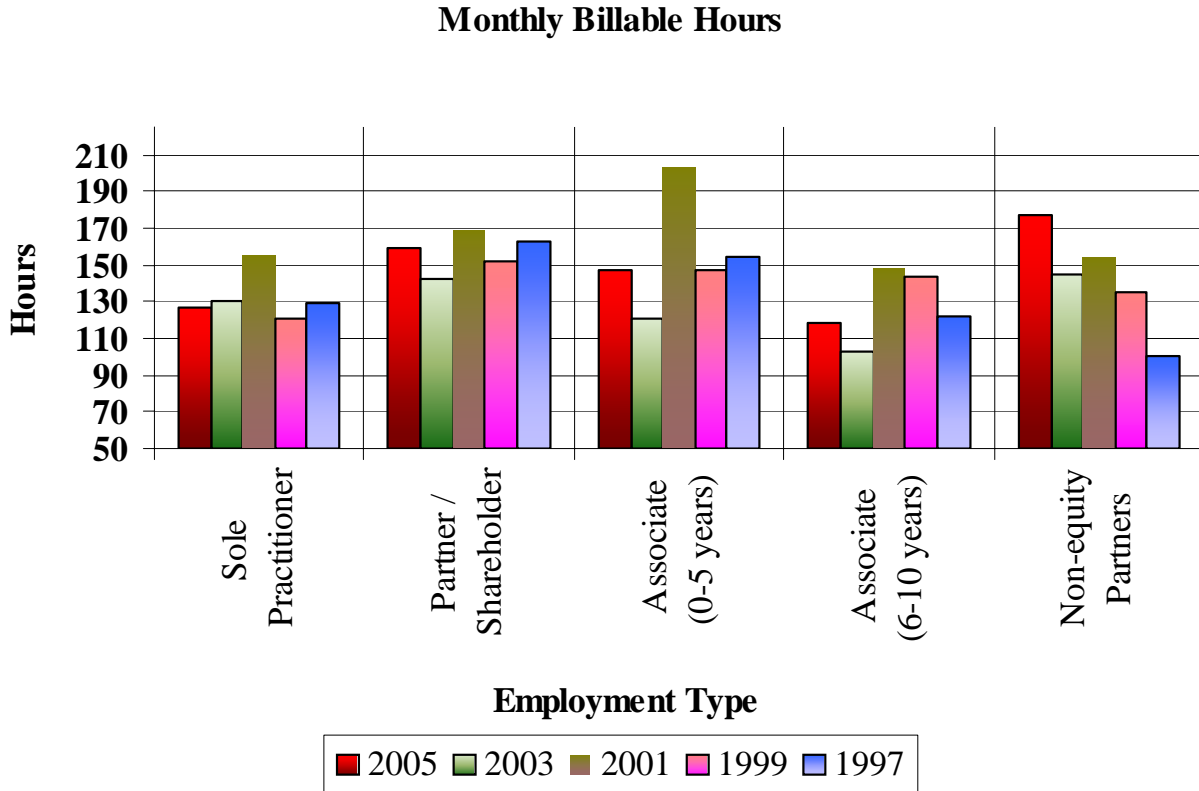
The following chart reflects the hourly billing rates for 2005 compared to 2003, 2001, 1999 and 1997 by employment type.



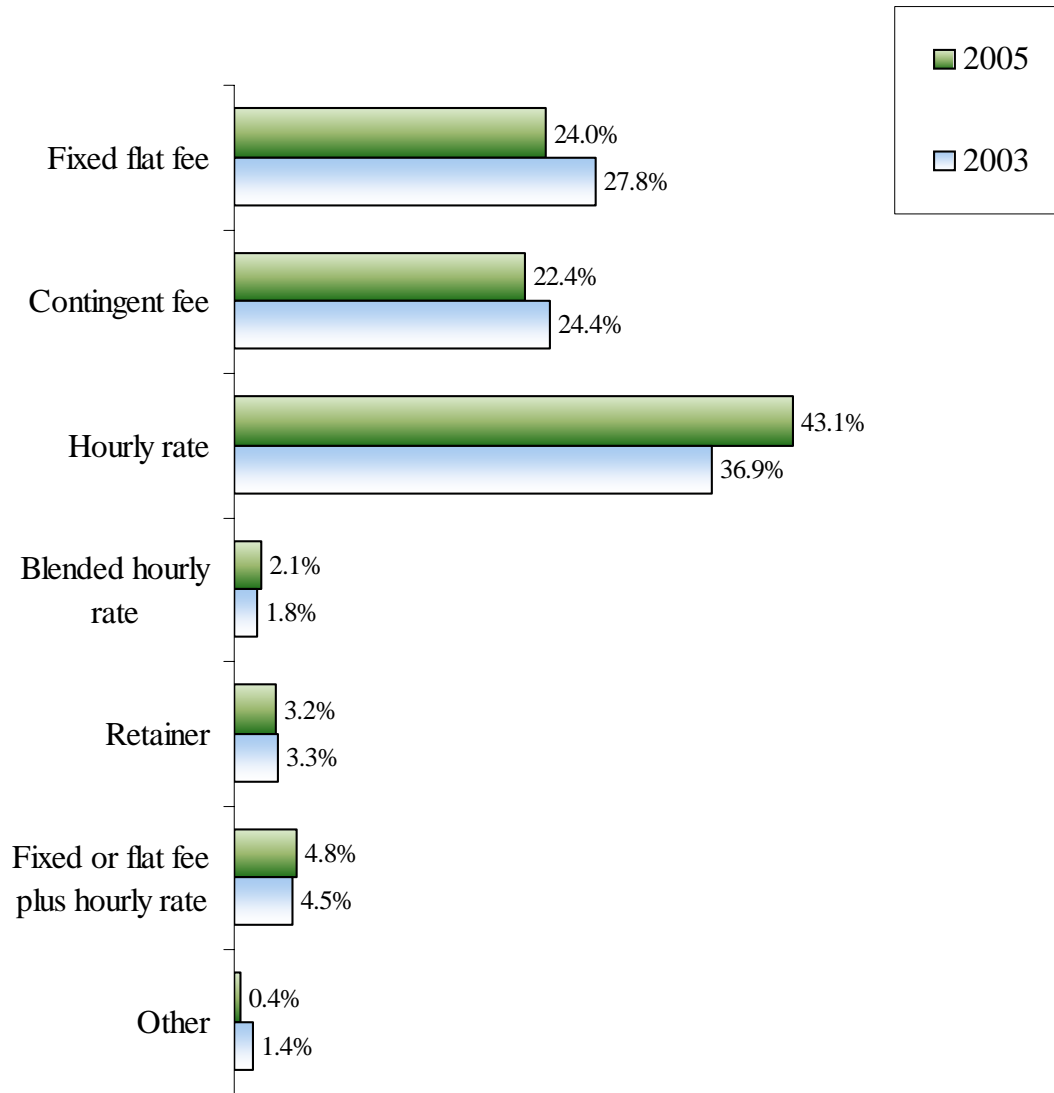
Hourly Rate	2005	2003	2001	1999	1997
Sole Practitioner	\$ 162	\$ 137	\$ 138	\$ 123	\$ 112
Partner / Shareholder	\$ 186	\$ 162	\$ 161	\$ 135	\$ 129
Associate (0-5 years)	\$ 135	\$ 123	\$ 119	\$ 114	\$ 96
Associate (6-10 years)	\$ 140	\$ 142	\$ 136	\$ 125	\$ 113
Non-equity Partners	\$ 180	\$ 160	\$ 148	\$ 125	\$ 103

Billable Hours Comparison by Employment Type

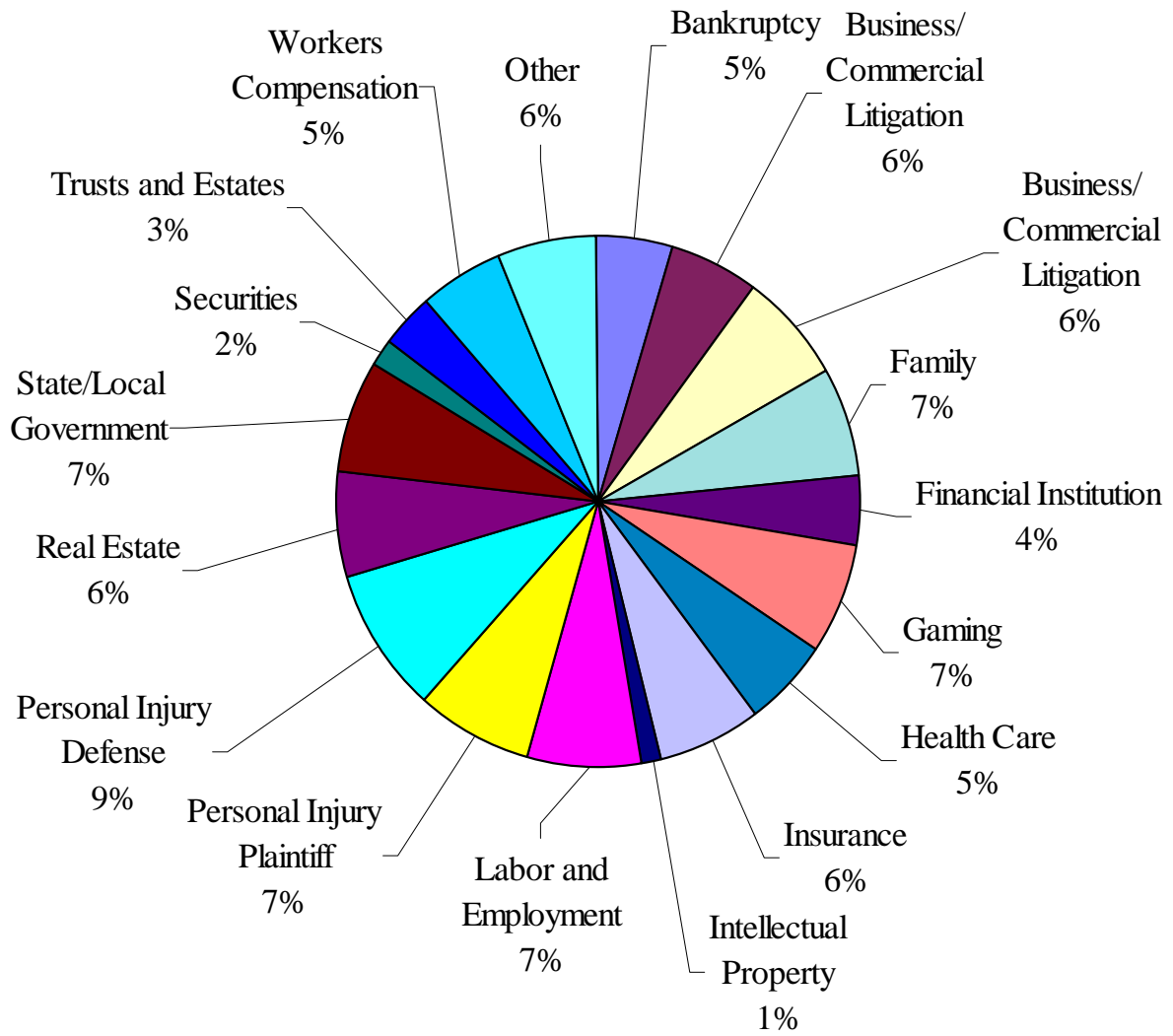
The following chart reflects the monthly billable hours for 2005 compared to 2003, 2001, 1999 and 1997 by employment type.



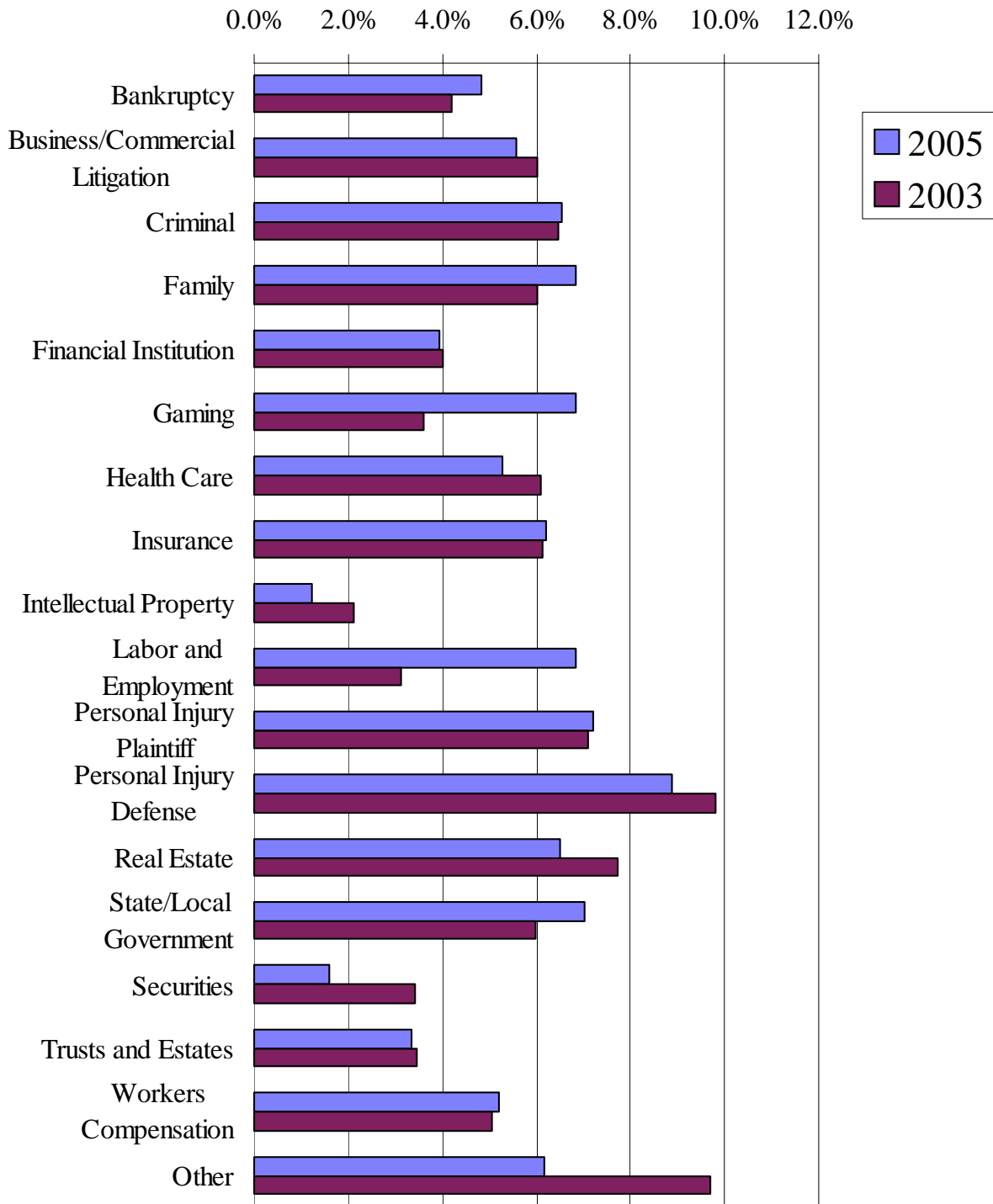
Percentage of Fees Billed Using the Different Billing Methods



Percentage of Gross Fees by Area of Practice

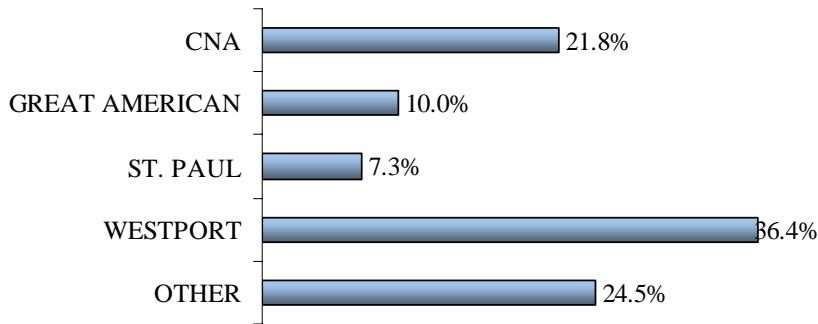


Comparison of Percentage of Gross Fees by Area of Practice

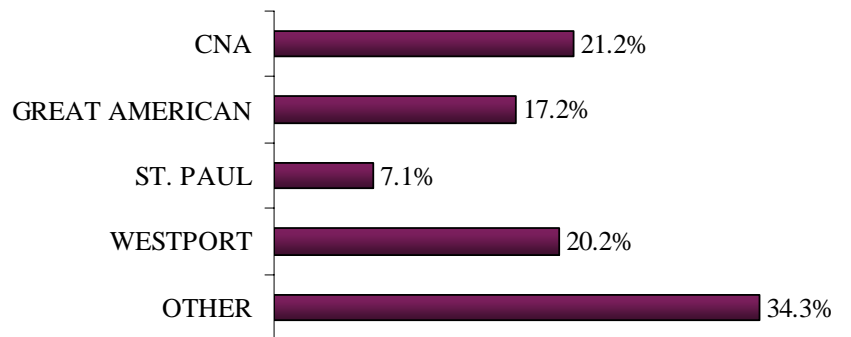


Malpractice Insurance Coverage by Firm

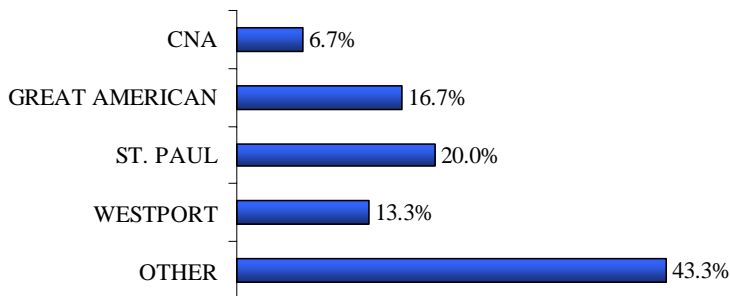
Sole Practitioner Malpractice Insurance



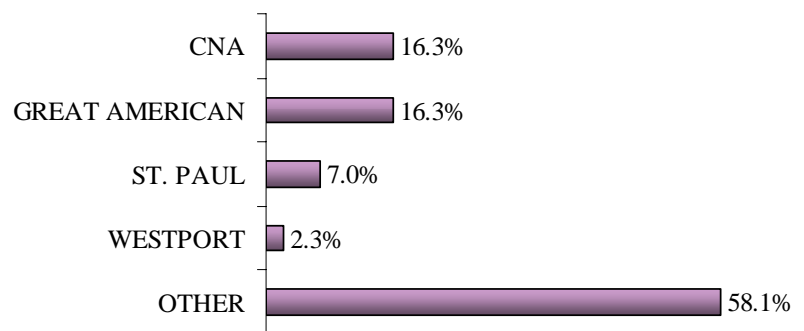
2-5 Attorneys Malpractice Insurance



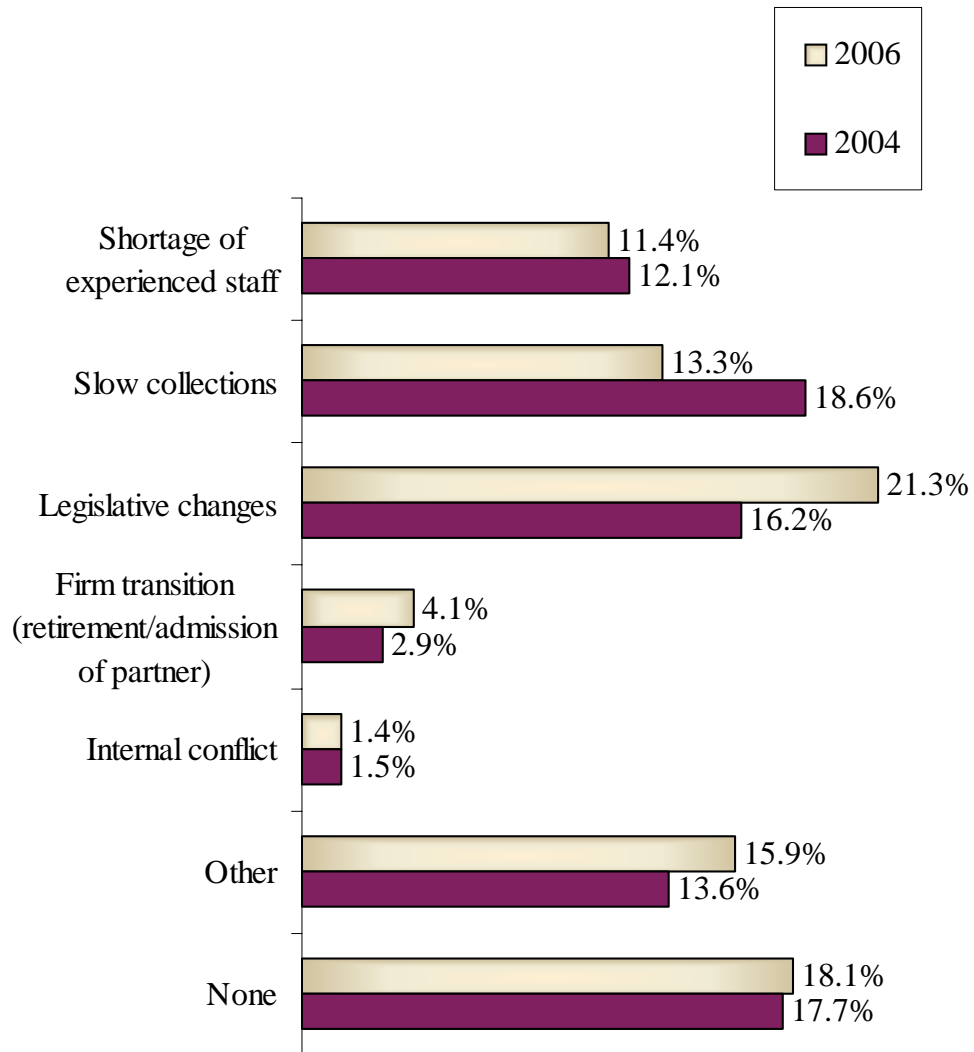
6-19 Attorneys Malpractice Insurance



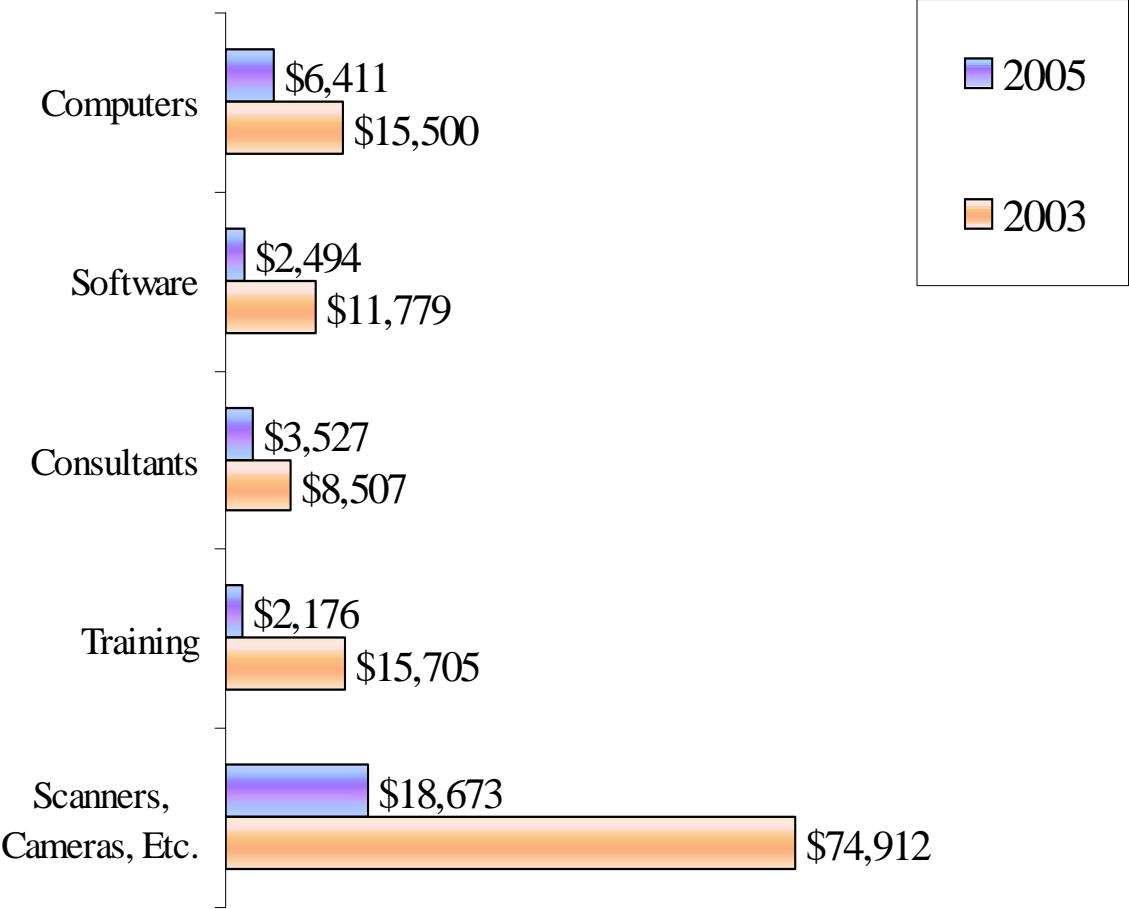
20+ Attorneys Malpractice Insurance



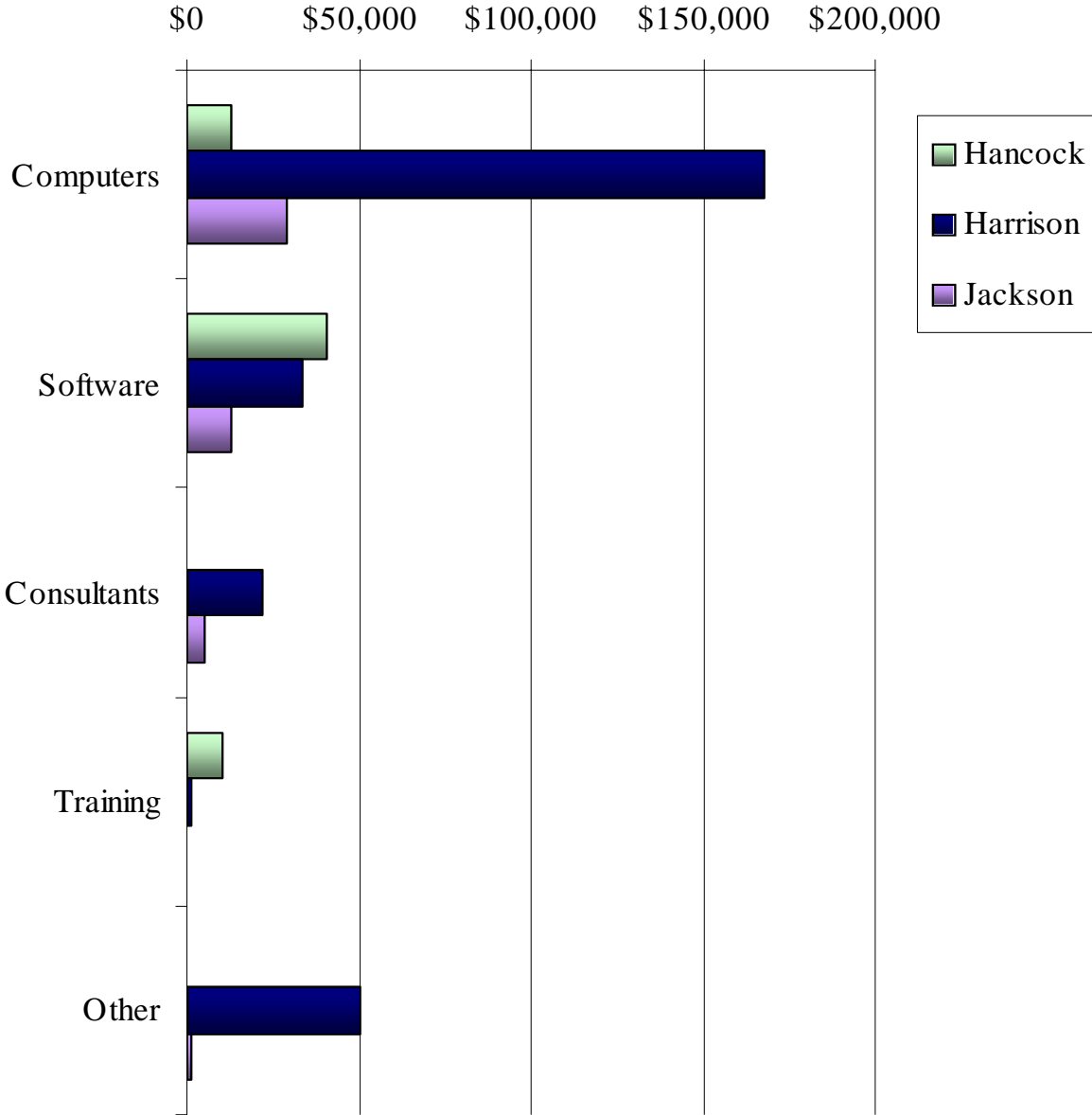
Biggest Threats to Profitability 2006 vs. 2004



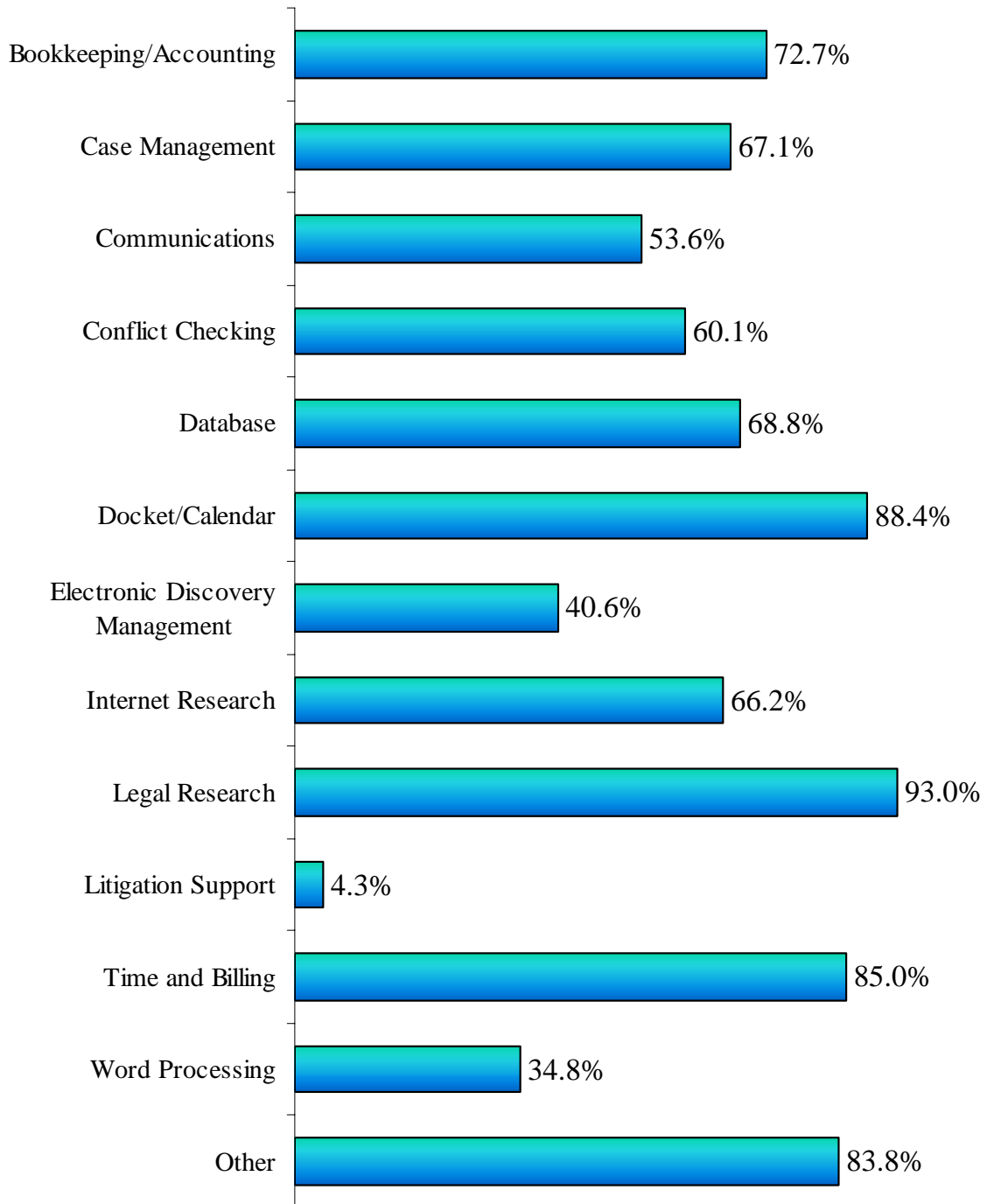
Average Technology Cost



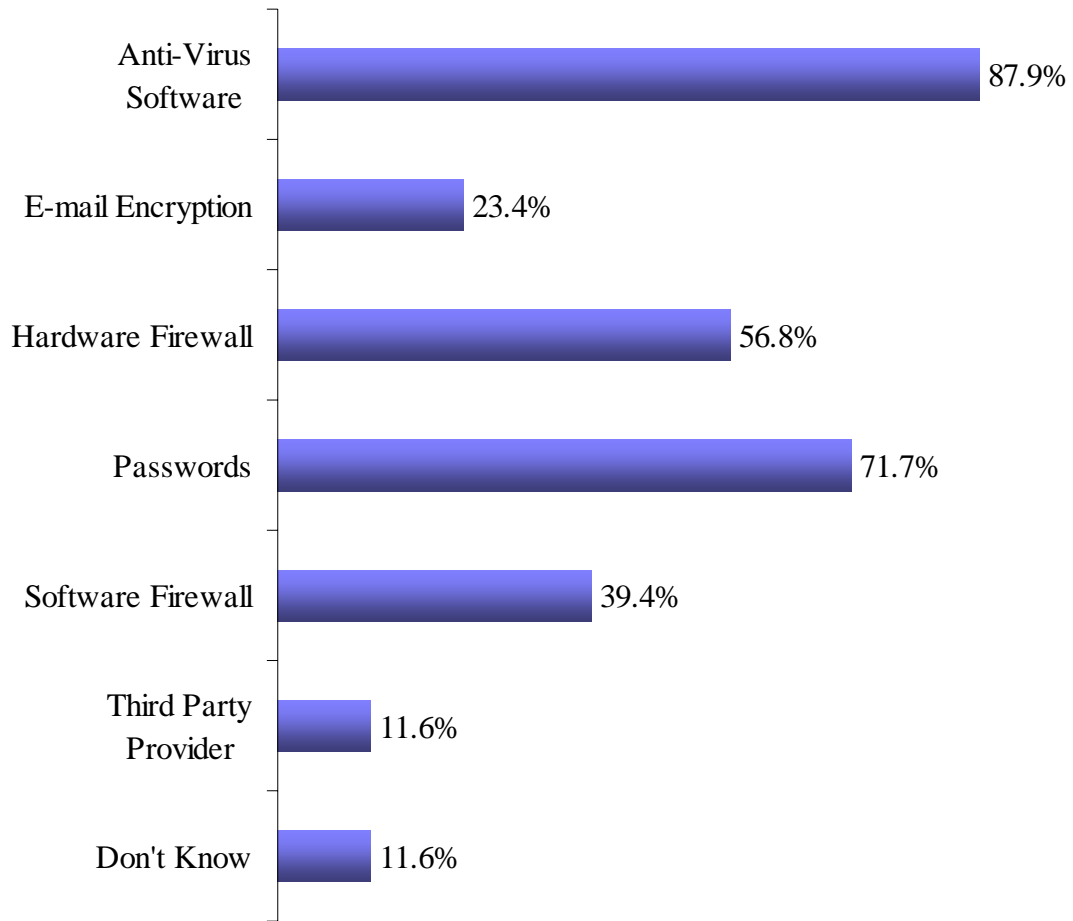
Technology Cost In Coastal Counties Affected by Katrina



Personal Computer Use

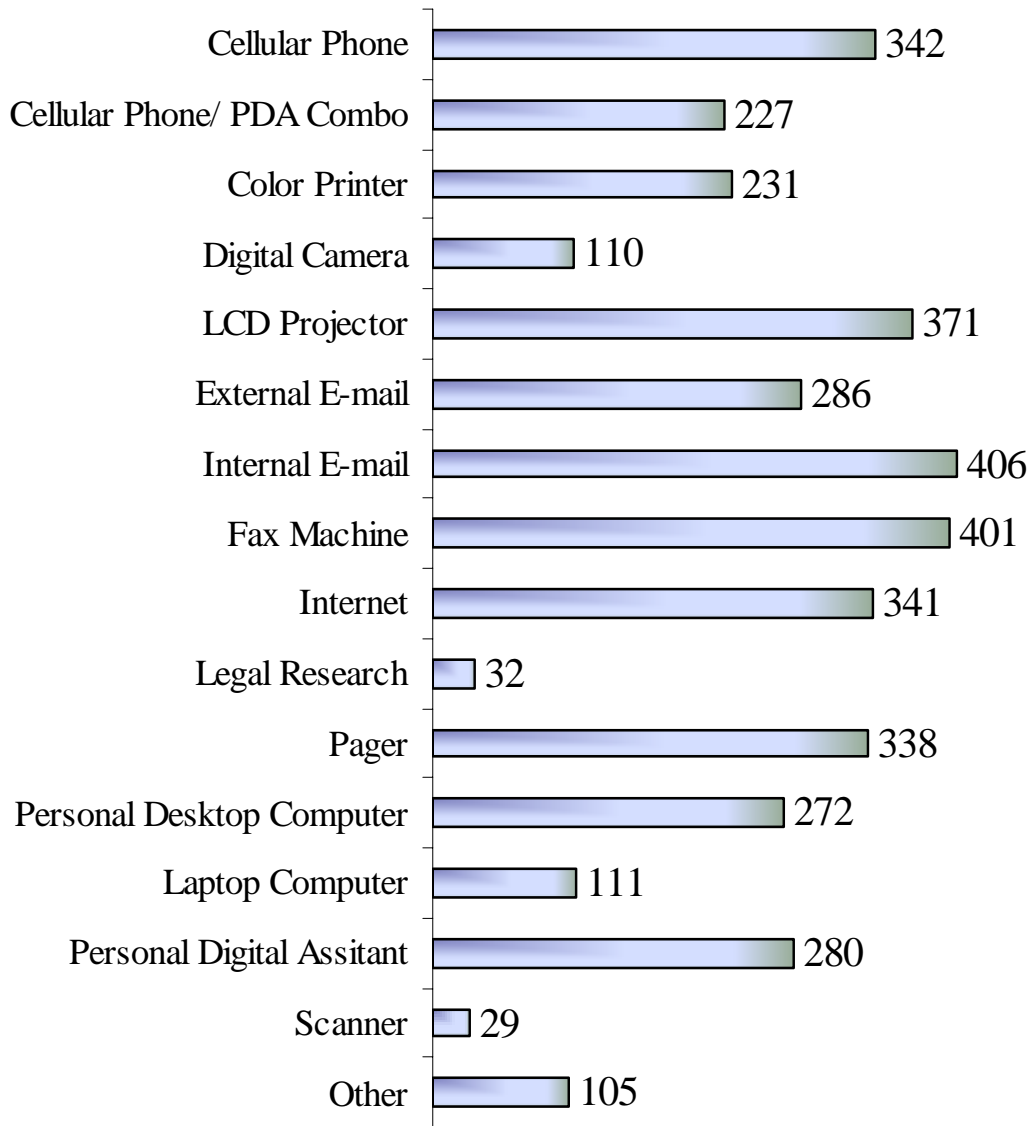


Computer Security Controls Utilized



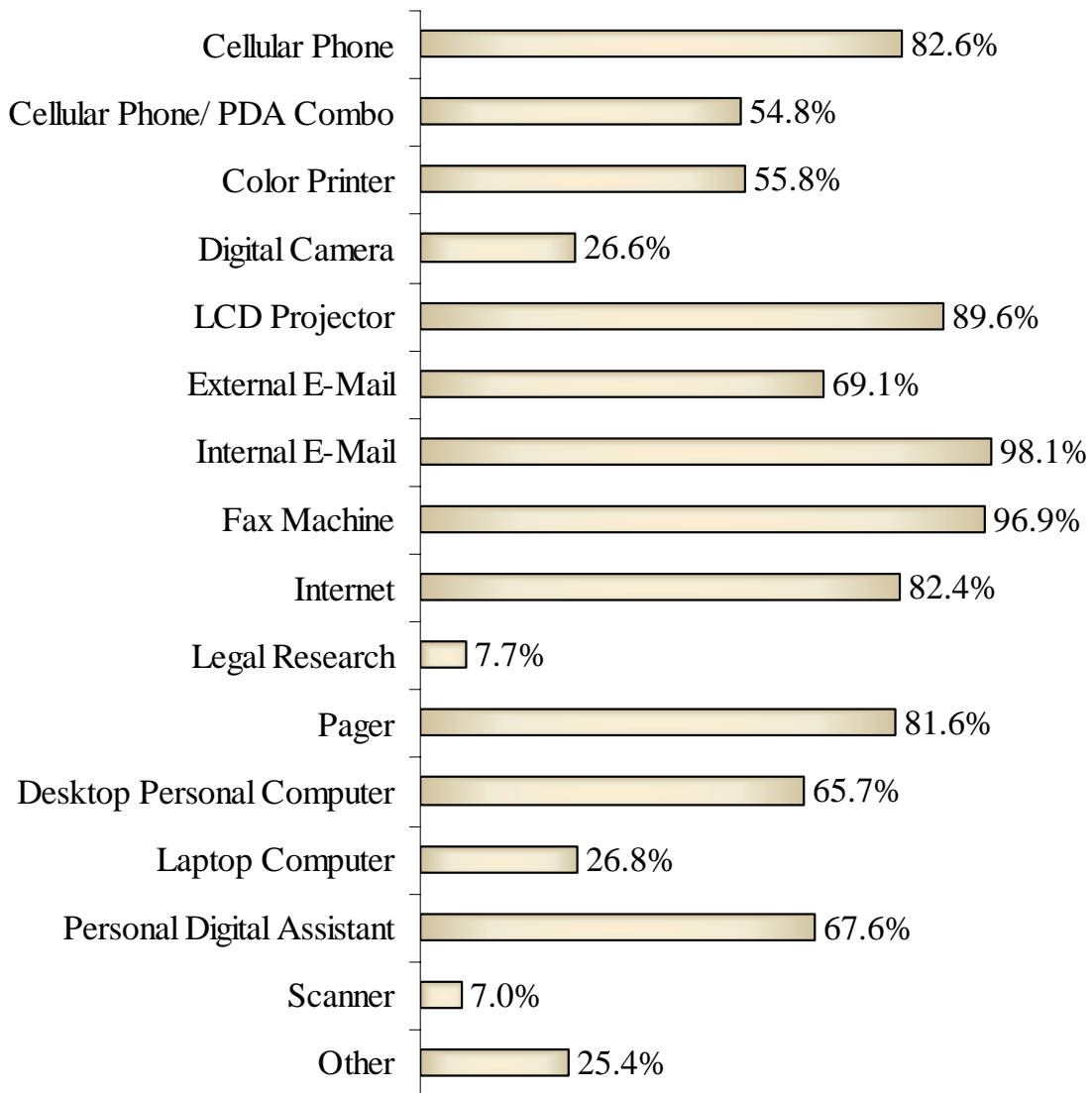
Technology In Use

Respondents



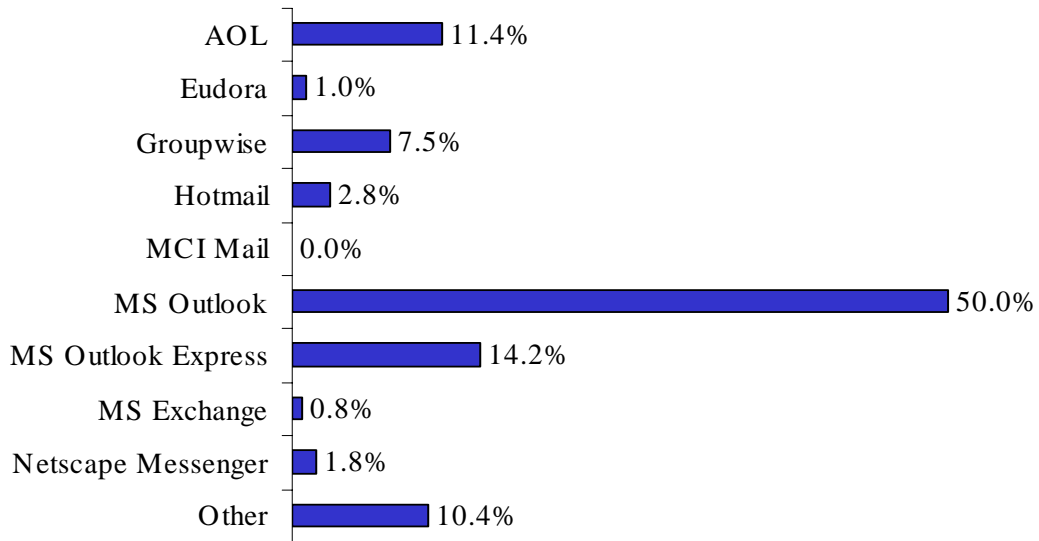
Technology In Use (Continued)

Percentage



Commonly Used Software

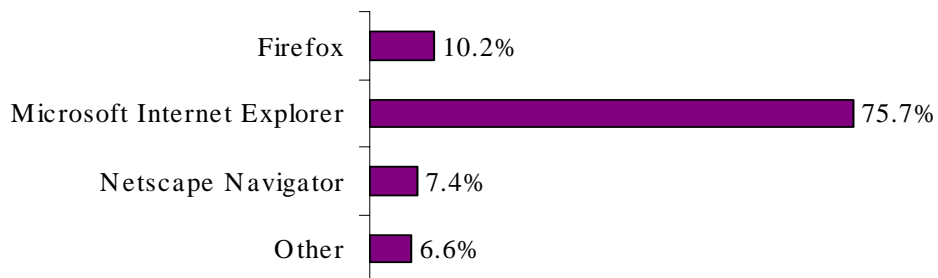
Electronic Mail Software



Word Processing Software

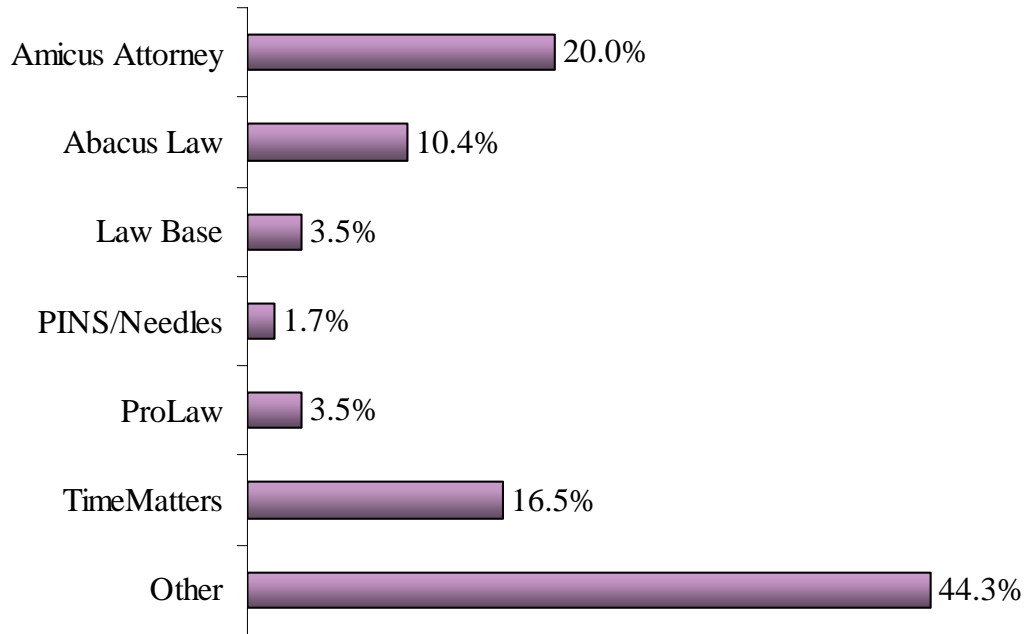


Internet Browser Software

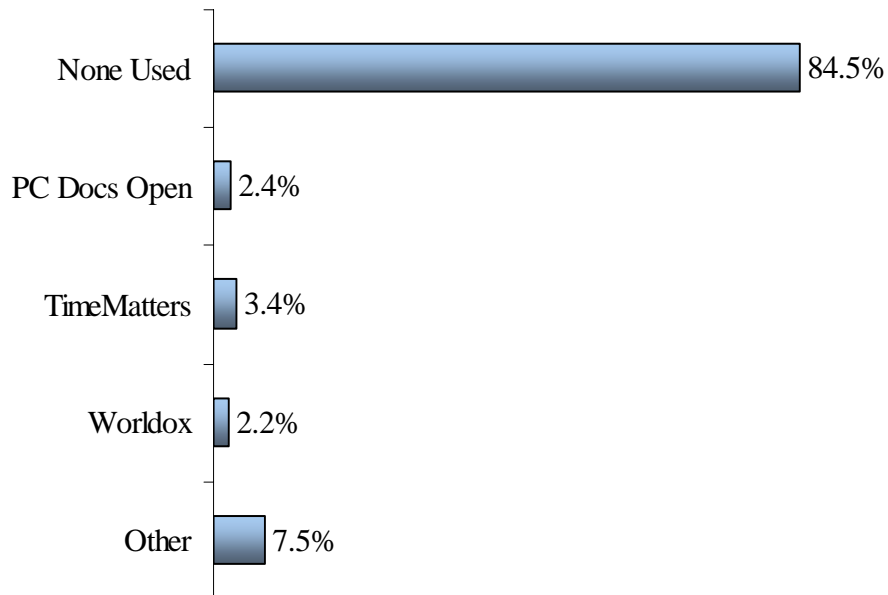


Commonly Used Software (Continued)

Case Management Software Use

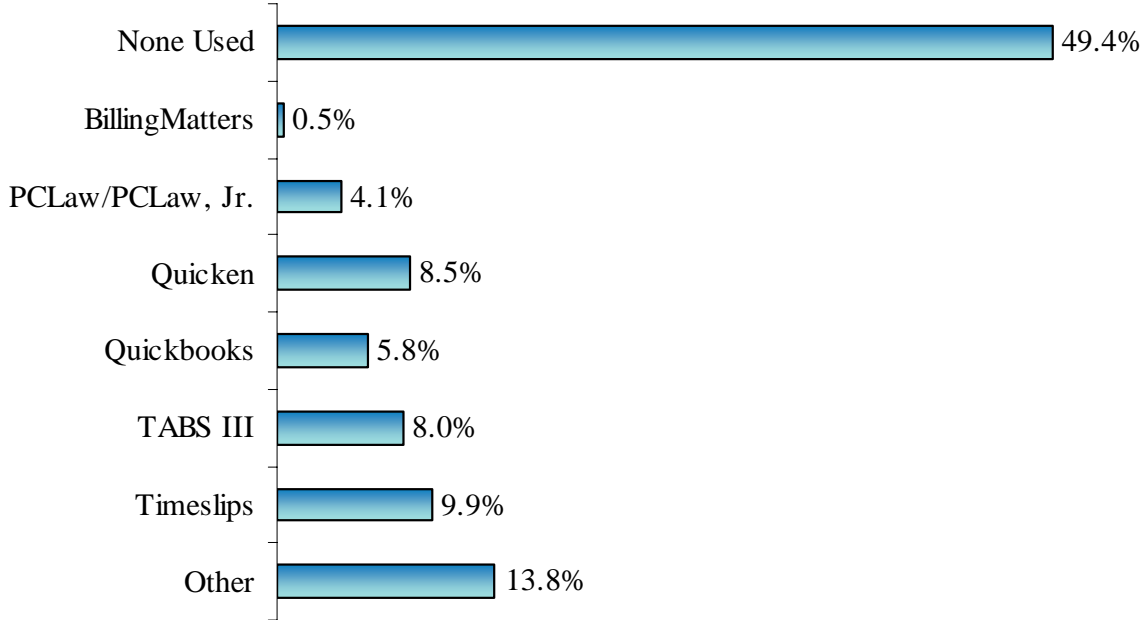


Document Management Software Use

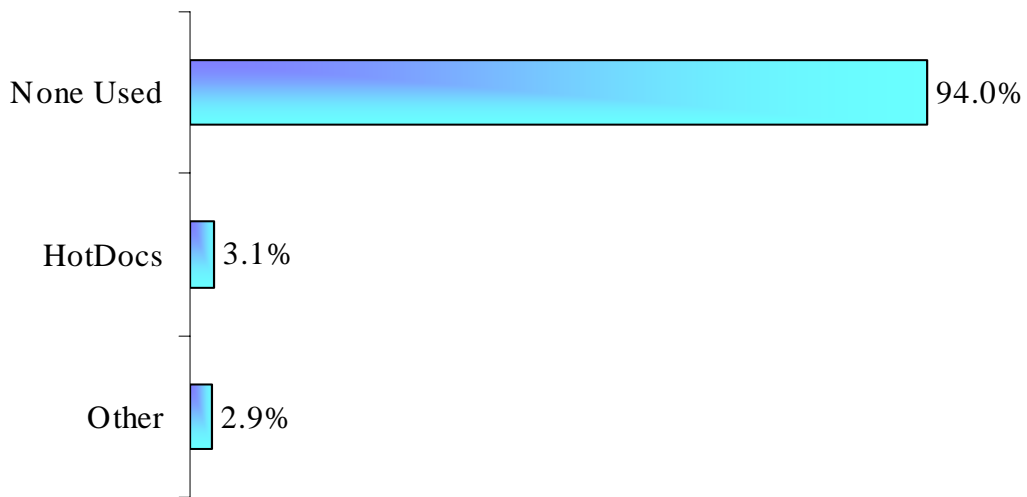


Commonly Used Software (Continued)

Time and Billing Software Used

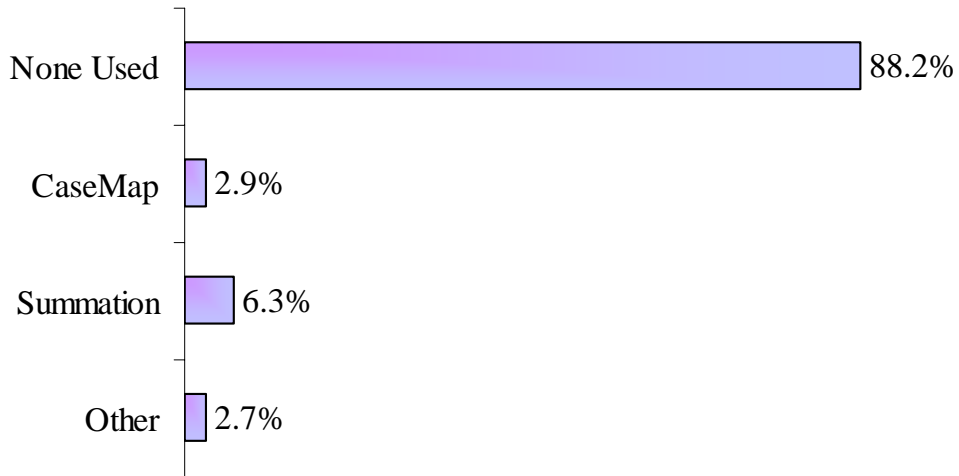


Document Assembly Software Use

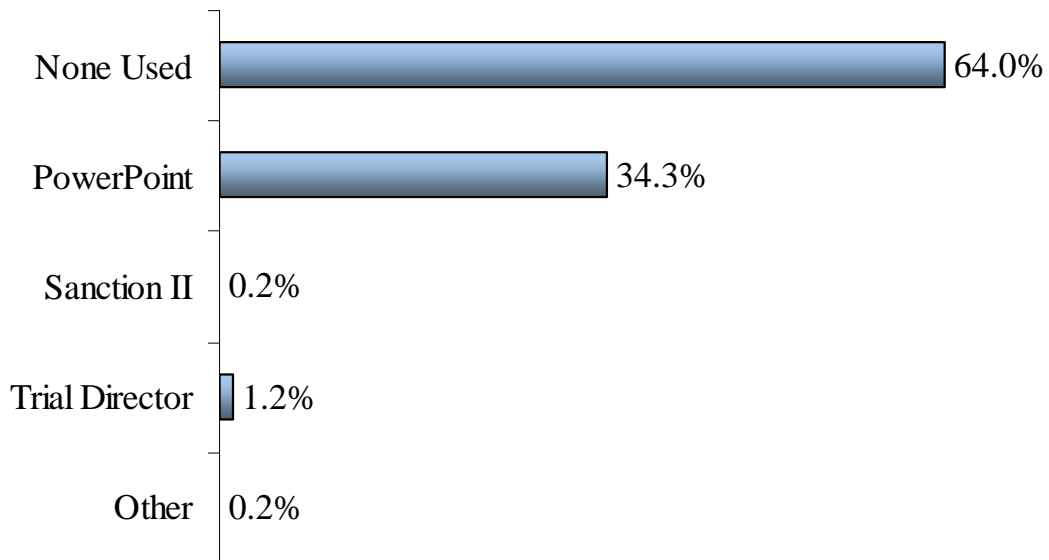


Commonly Used Software (Continued)

Litigation Support Software Use

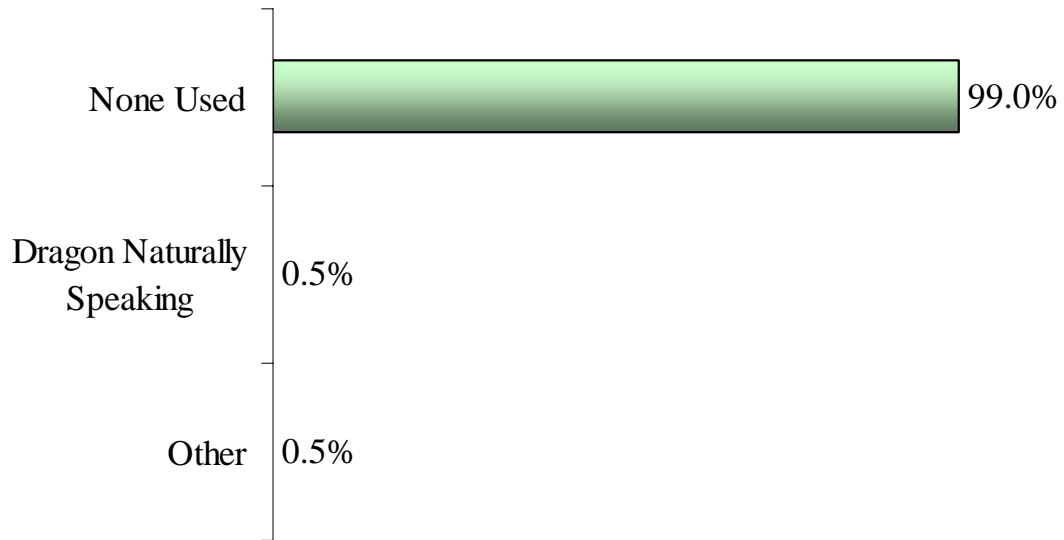


Presentation Software Use

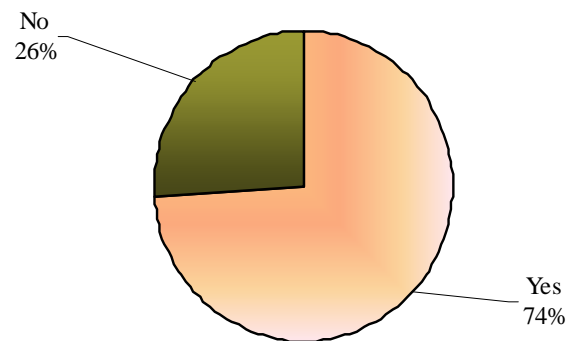


Commonly Used Software (Continued)

Voice Recognition Software Use

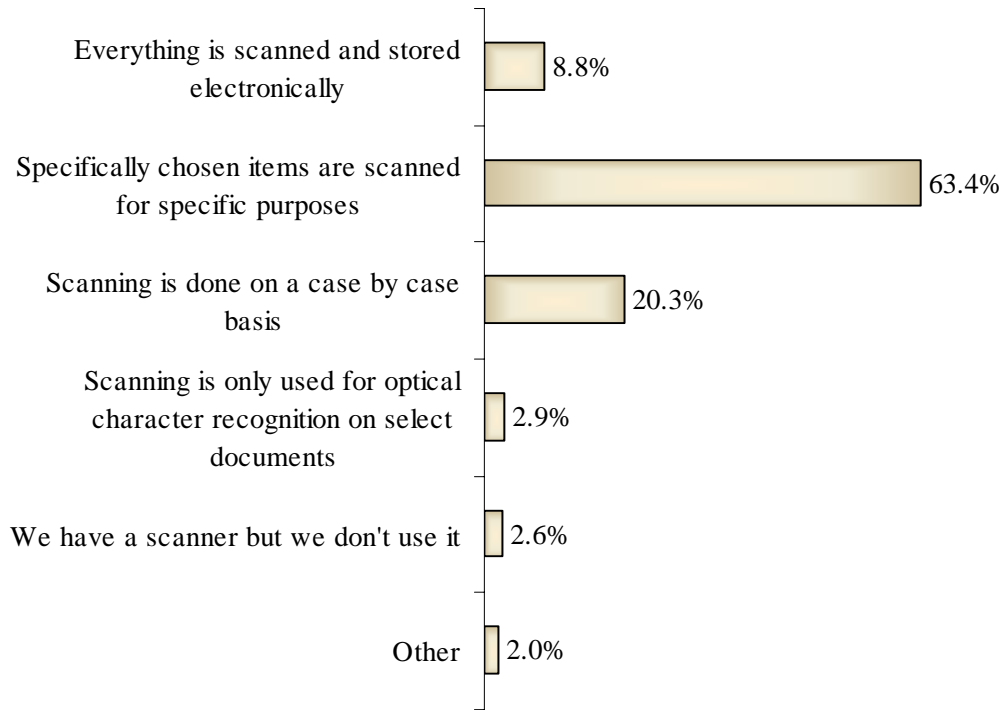


Scanning Equipment Use

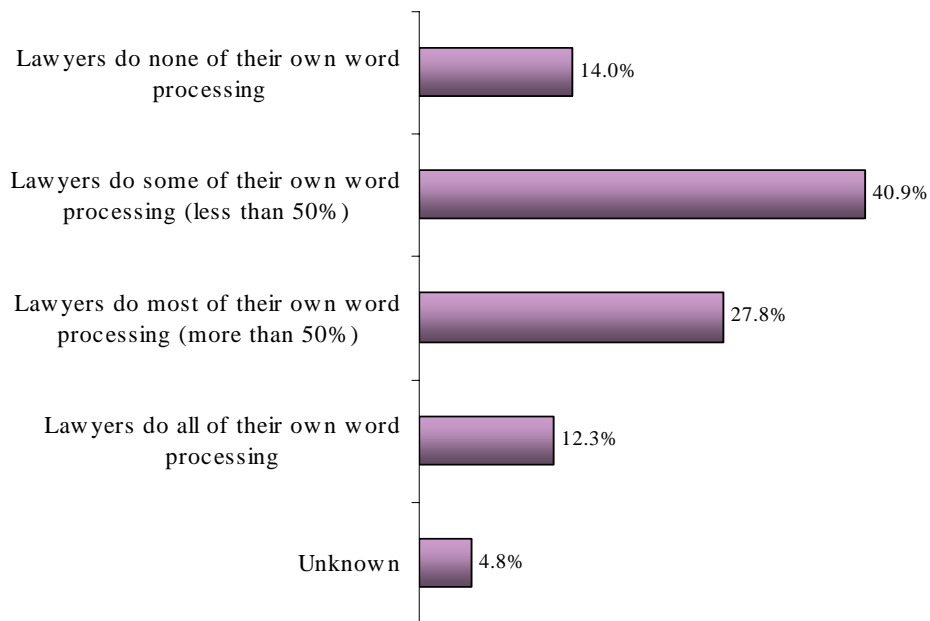


Technology Use

Scanning Equipment Use

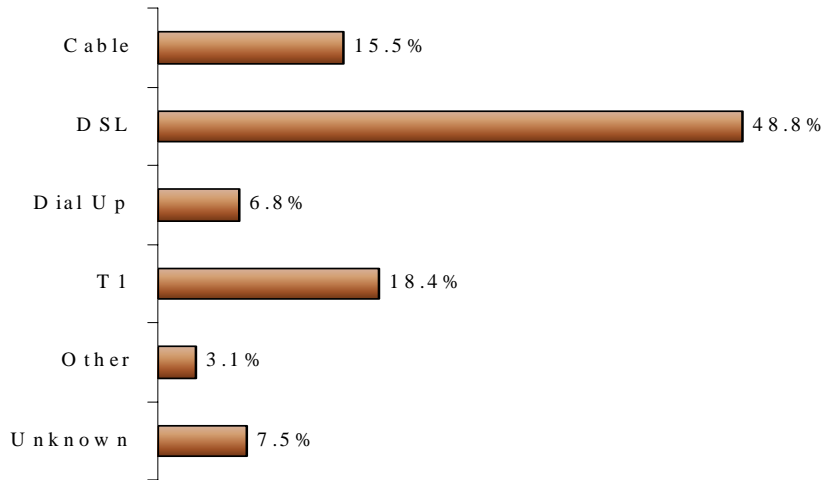


Respondents - Word Processing Use

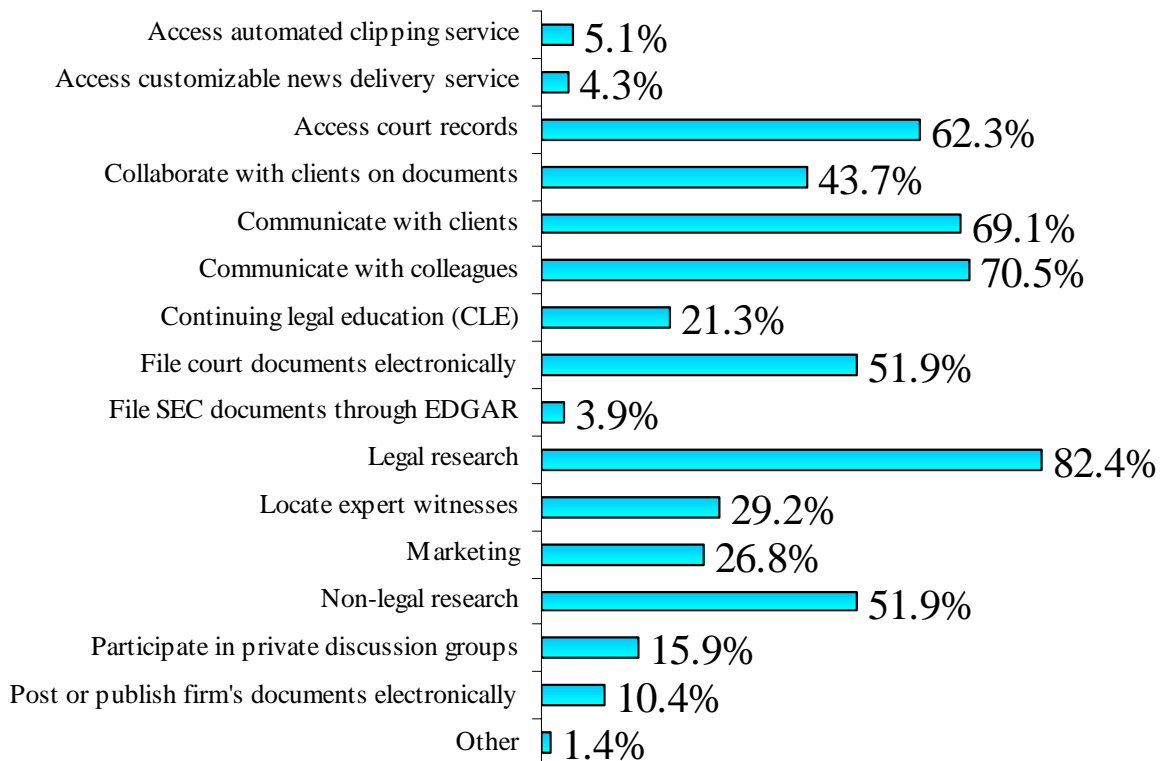


Technology Use (Continued)

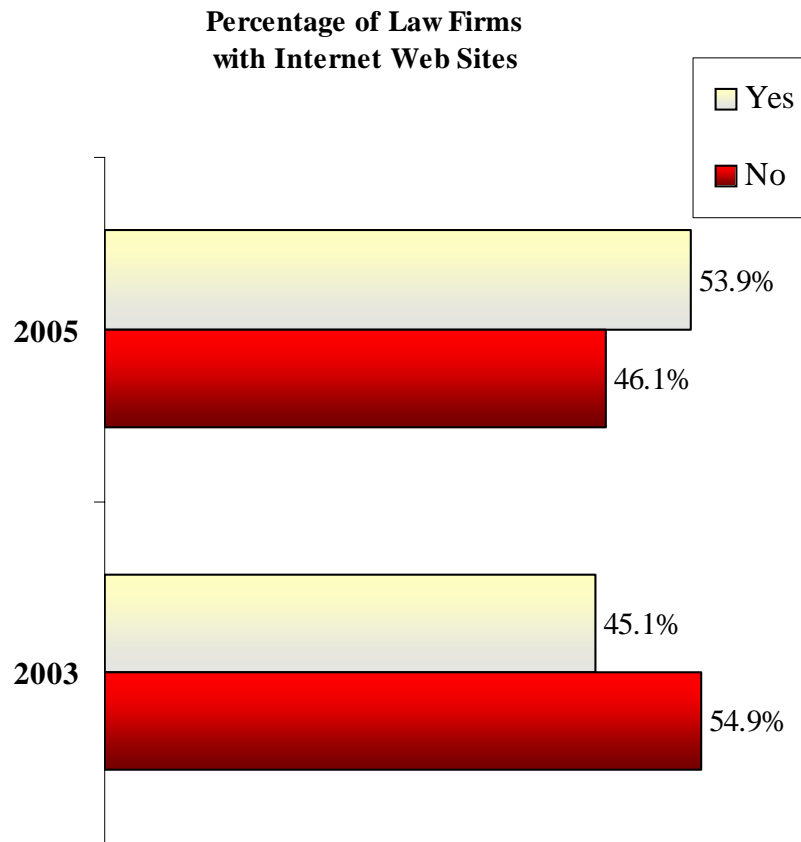
Internet Access Type



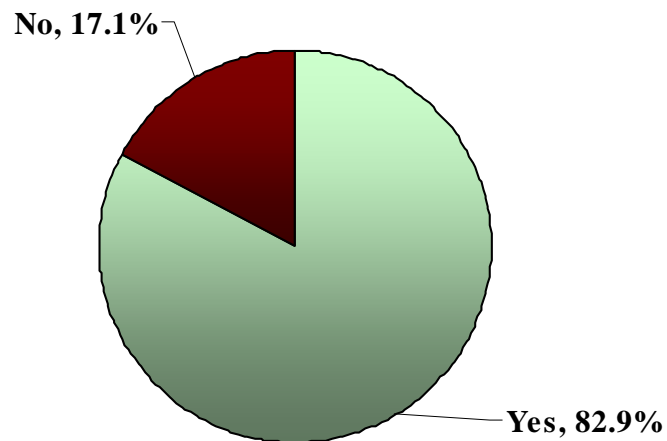
Internet/Online Service Use - Percentile



Technology Use (Continued)

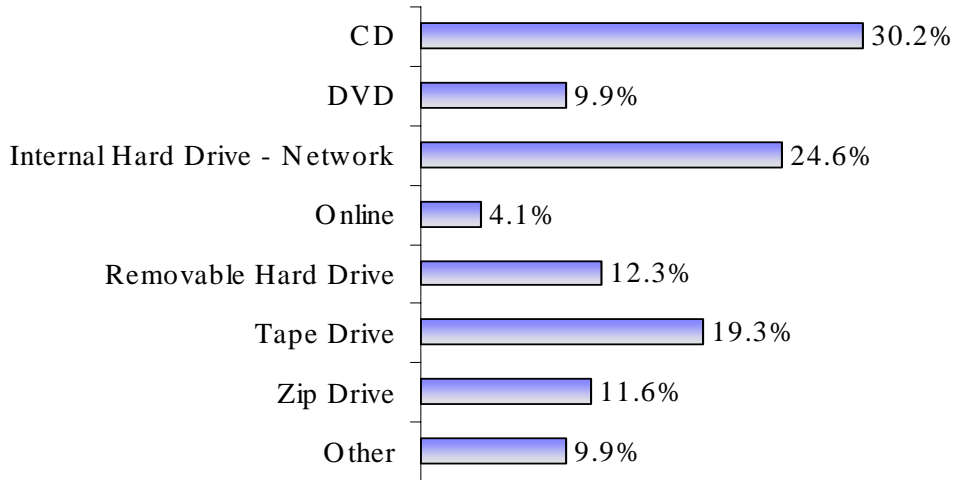


Firms that Utilize Backup Systems for Computers and Networks

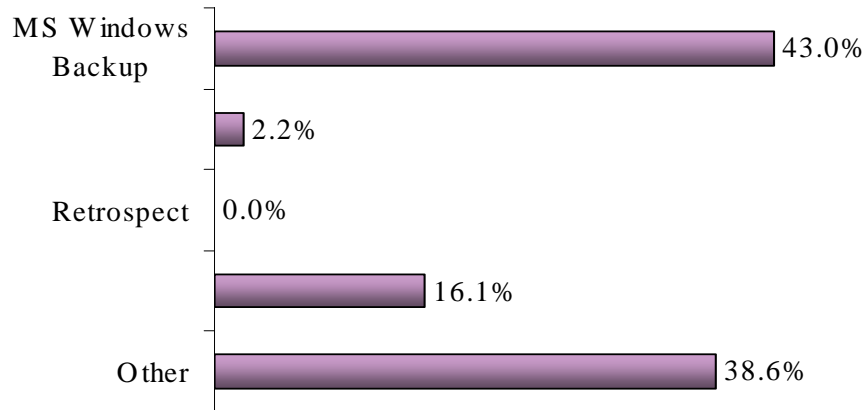


Technology Use (Continued)

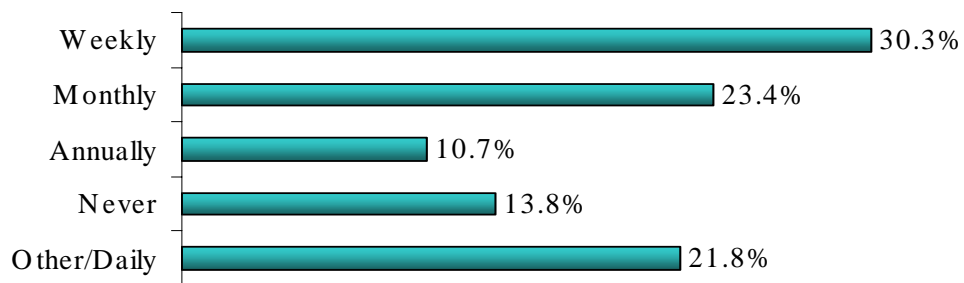
Media/Storage Use



Backup Software Use

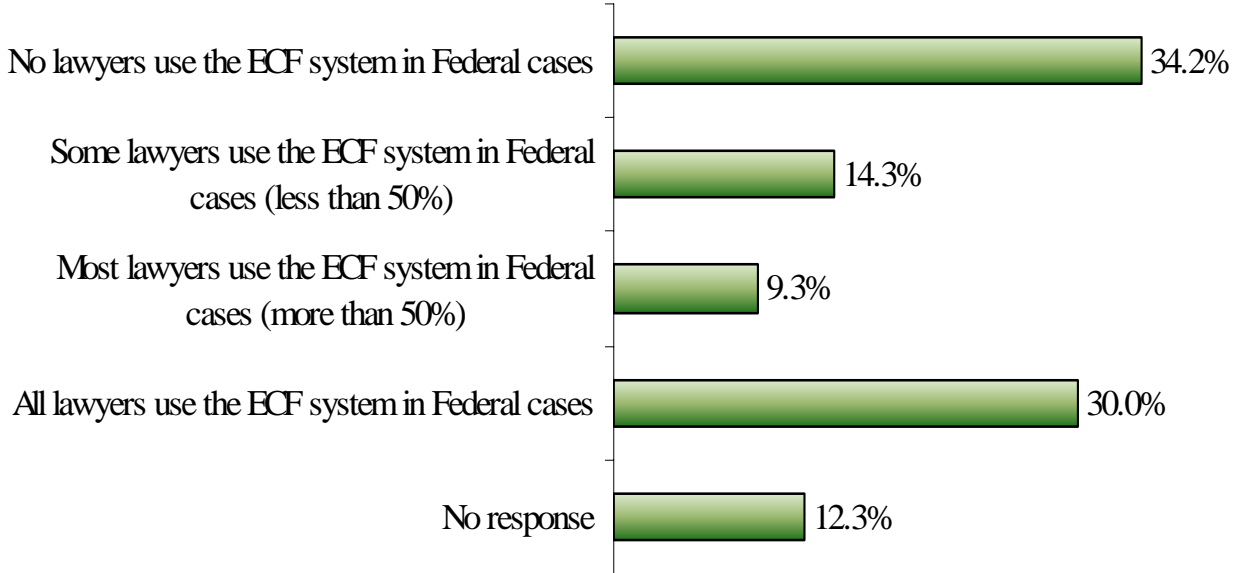


Backup/Storage Frequency



ECF SYSTEM

ECF System Use



Reasons for Not Using the ECF System

