

# THE MISSISSIPPI BAR

**2012 ECONOMIC SURVEY**  
**September 2012**

## Table of Contents

Introduction.....	1
General member responses .....	2 - 3
What is your type of employment?.....	4
What is the status of your practice/employment?.....	4
Are you in private practice.....	4
What is the structure of your firm?.....	5
What is the size of your firm?.....	5
How long have you been a licensed attorney?.....	6
How many years have you been in private practice?.....	6
 <b>2012 / 2010 Comparative:</b>	
Annual compensation – Legal Secretary .....	7
Experience.....	7
By sole practitioner .....	7
By 2-3 attorneys.....	8
By 4-5 attorneys.....	8
By 6-10 attorneys.....	9
By 11-19 attorneys.....	9
By 20+ attorneys.....	9
Annual compensation – Legal Assistants .....	10
Experience.....	10
By sole practitioner .....	10
By 2-3 attorneys.....	11
By 4-5 attorneys.....	11
By 6-10 attorneys.....	12
By 11-19 attorneys.....	12
By 20+ attorneys.....	12
Annual compensation – Associates .....	13
Experience.....	13
By 2-3 attorneys.....	13
By 4-5 attorneys.....	14
By 6-10 attorneys.....	14
By 11-19 attorneys.....	15
By 20+ attorneys.....	15
What is the method of compensation for associates in your firm?.....	15
Personal annual income from practicing law by firm size in 2011.....	16
Personal annual income comparative of 2011 / 2009 by firm size .....	16
Percentage of 2011 gross fees by area of practice .....	17
When you charge on an hourly basis, what is your standard hourly rate .....	18
On average, how many billable hours do you have per year comparative 2011/2010 .....	19
What types of advertising/marketing do you or your firm use .....	20

**Table of Contents**  
(Continued)

Thoughts of your legal profession .....	21
Thoughts of professionalism among lawyers .....	21
Do you get any personal satisfaction from the practice of law .....	22
In an average month, how many hours do you spend on civic/community work .....	23
Thoughts on the economic circumstances of practicing law .....	23
With regards to your own activities, the quantity of work is.....	24
How many work days in 2011 did you take for vacation time .....	24
The percentage of fees that were uncollectable comparative in 2011/2010 .....	25
How often do you bill clients? .....	26
The factors determining fees.....	27
What percentage of your gross income is spent on non-salaried overhead .....	28
What percentage of your gross income is spent on professional salaries .....	28

**Metro Area Comparatives: (*Hinds, Madison & Rankin*)**

2012 Associate annual compensation by experience.....	29
2012 Legal Secretary annual compensation by experience .....	29
2012 Legal Assistant annual compensation by experience.....	30
2011 Personal annual income by size of firm .....	30
2011 Percentage of gross fees by area of practice .....	31
Average of billable hours by size of firm .....	32

## INTRODUCTION

The 2012 Mississippi Bar Economic Survey was administered electronically in July, 2012. The survey was made available to all Bar members through a link emailed to them.

The questions for the survey were suggested by the Mississippi Bar. All technology questions included in previous surveys were eliminated. The accounting firm of Grantham Poole was responsible for the administration and tabulation of the survey and its results.

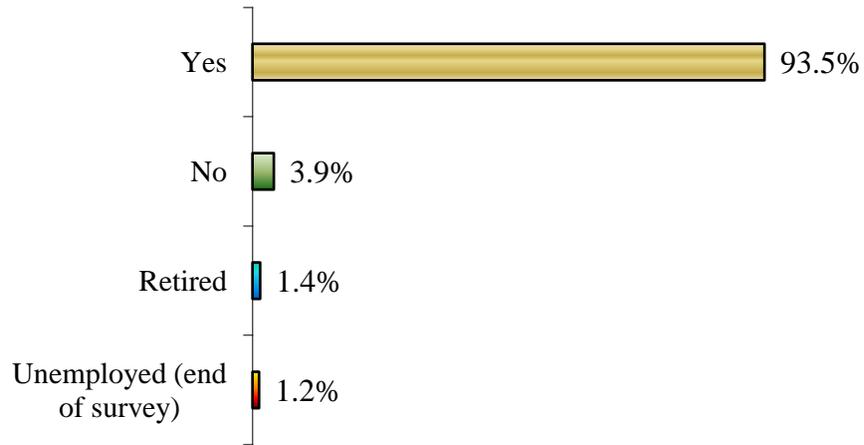
A total of 676 members responded and completed the survey. Of the responses received, the largest percentages were from Hinds county (24.9%), Madison county (10.4%) and Harrison county (7.4%) and out-of-state (15%). Over a third of the responders had practiced 26 years or more, the survey does represent all levels of experience with answers being spread fairly equally amount the age groups. Other general characteristics noted in the results included the following:

- 73.3% of the respondents were male; 26.7% were female
- 91.1% of the respondents were Caucasian
- 94.1% of the respondents work full-time in the practice of law
- 54.7% graduated from the University of Mississippi School of Law; 26.3% graduated from the Mississippi College School of Law; 19.1% received their law degrees from other institutions

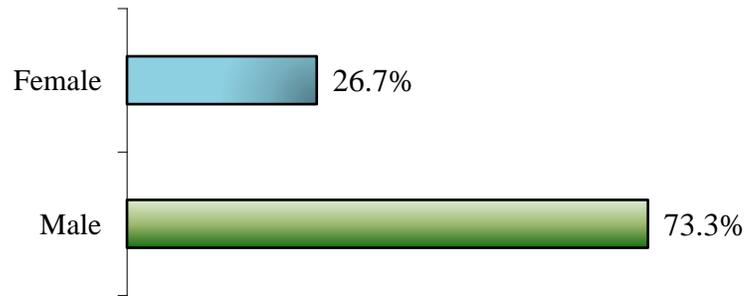
The charts that follow illustrate the answers to questions relating to firm structure and size, income and salaries, hourly rates and billable hours, marketing and personal satisfaction with the profession.

Thank you for your participation.

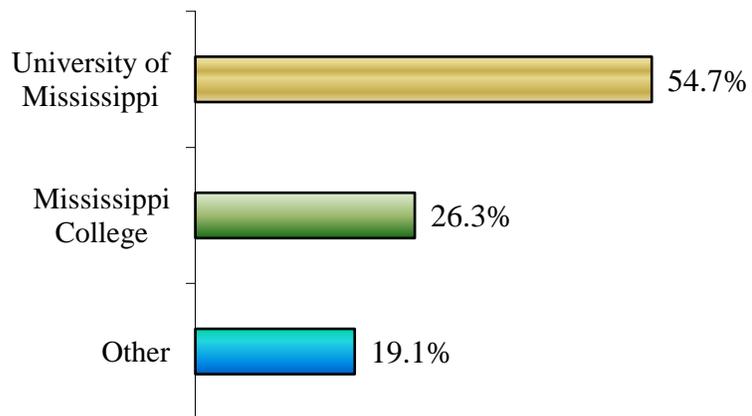
### Are You Currently An Active Practicing Member Of The Bar?



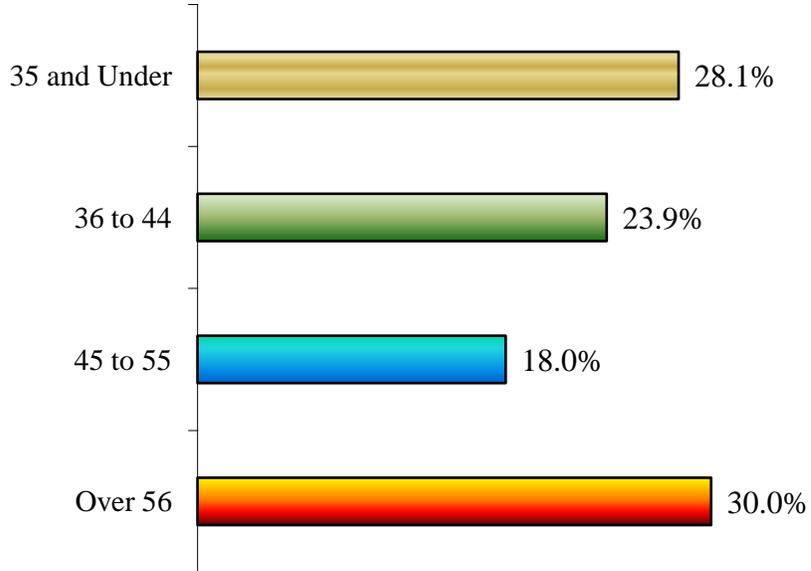
### Respondents Gender



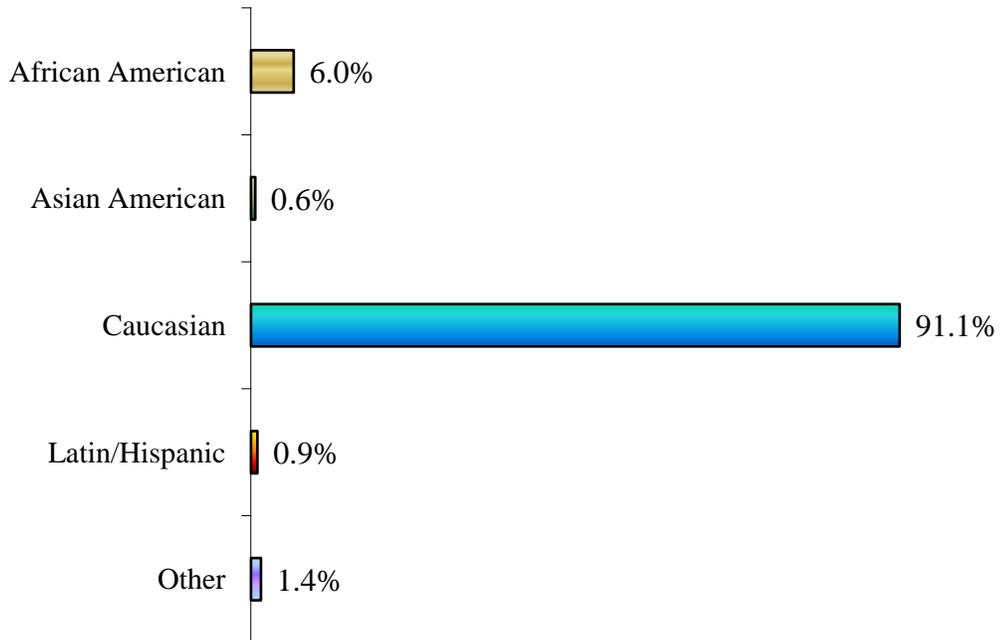
### Where did you receive your legal education/training?



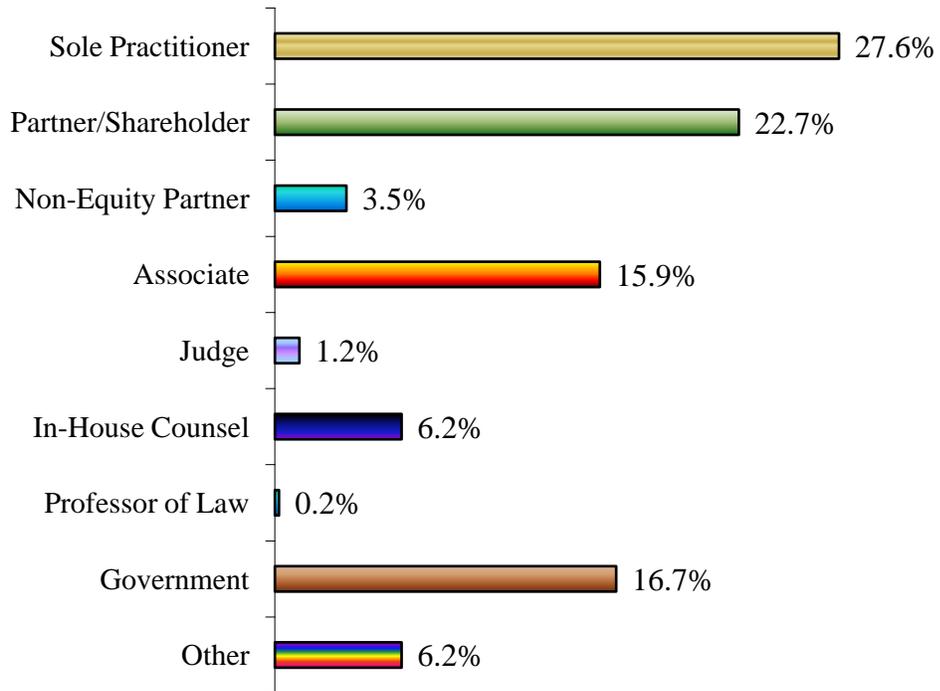
### Bar Member Respondents Age Group



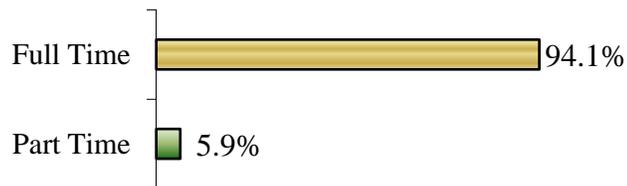
### Racial / Ethnic Background of Respondents



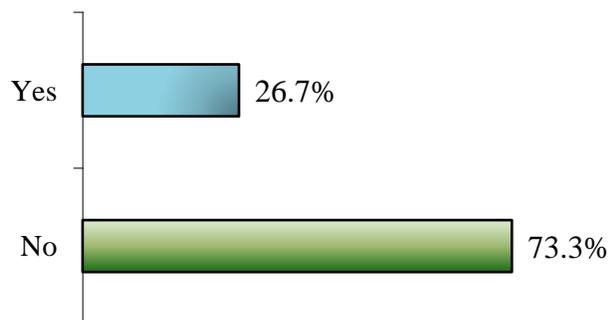
### What Is Your Type Of Employment?



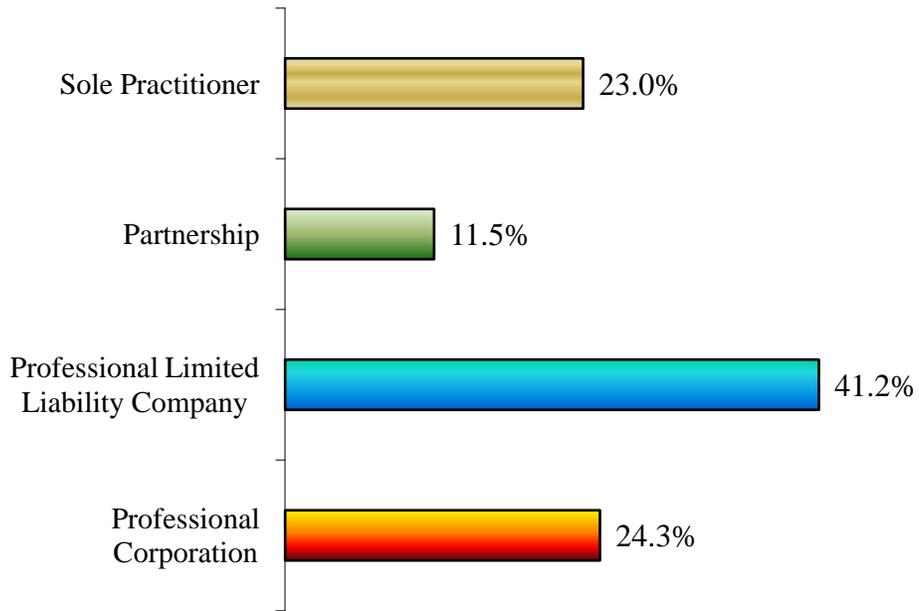
### What Is The Status Of Your Practice /Employment?



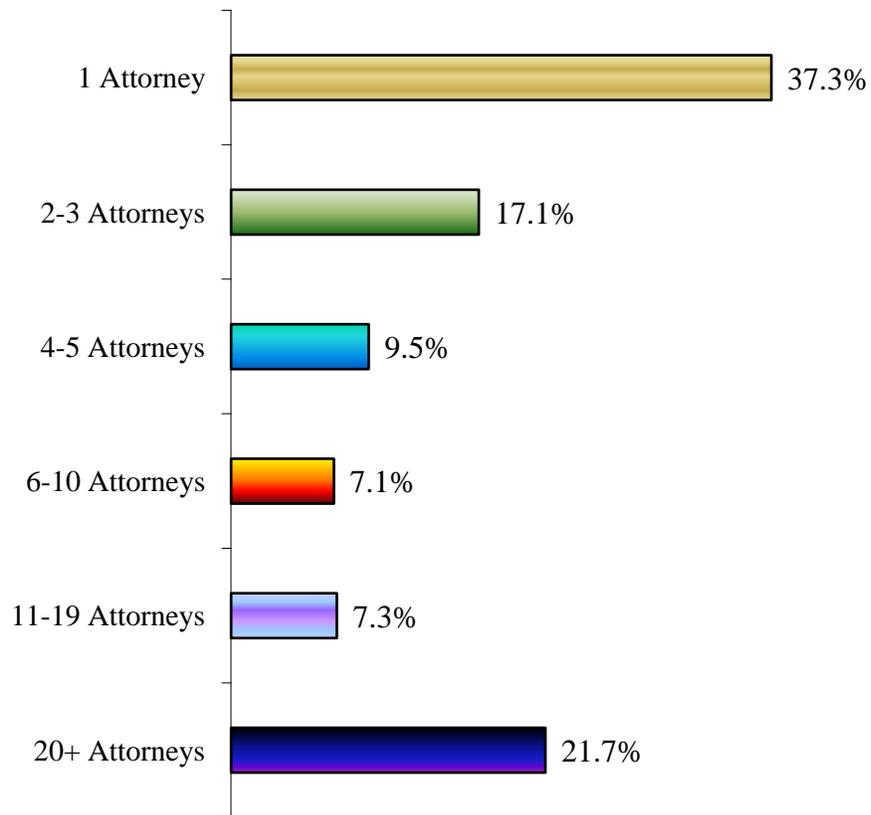
### Are You In Private Practice?



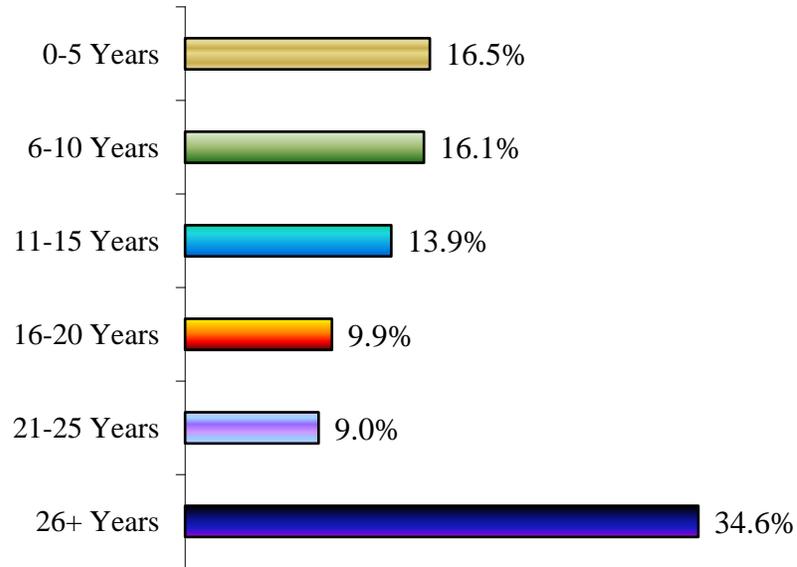
### What Is The Structure Of Your Firm?



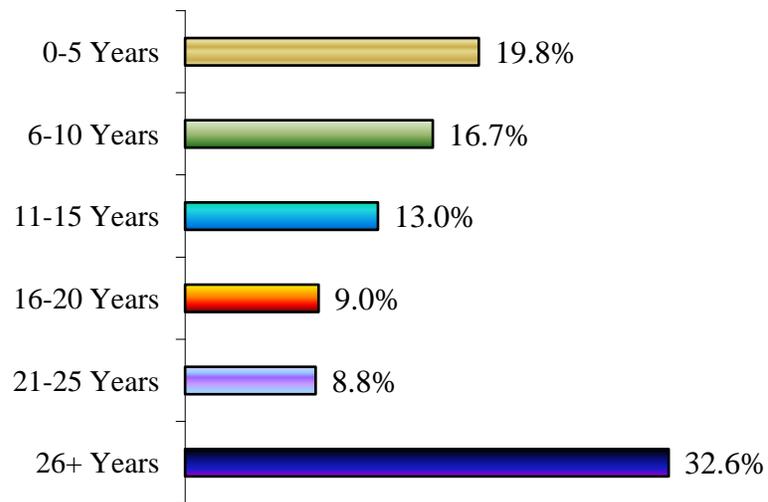
### What Is The Size Of Your Firm?



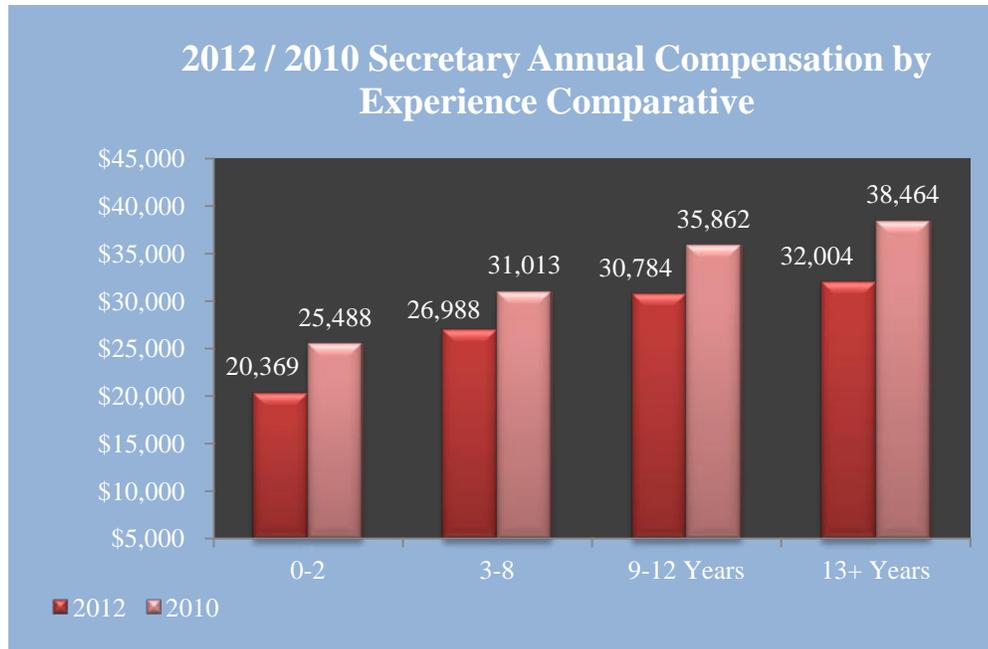
### How Long Have You Been A Licensed Attorney?



### How Many Years Have You Been In Private Practice?



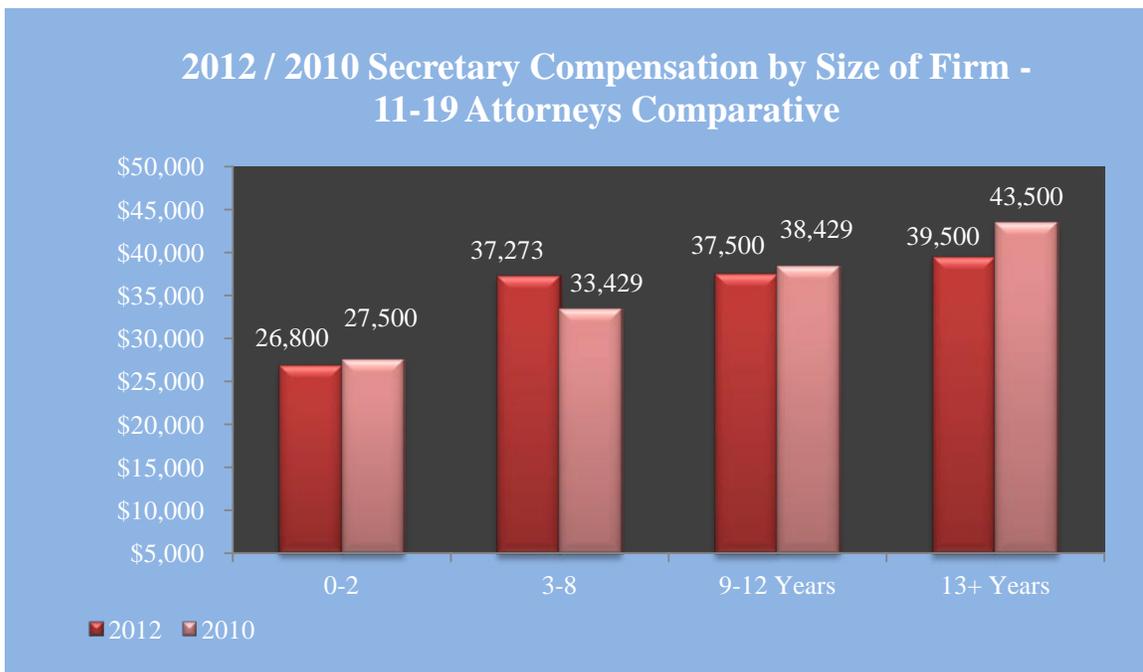
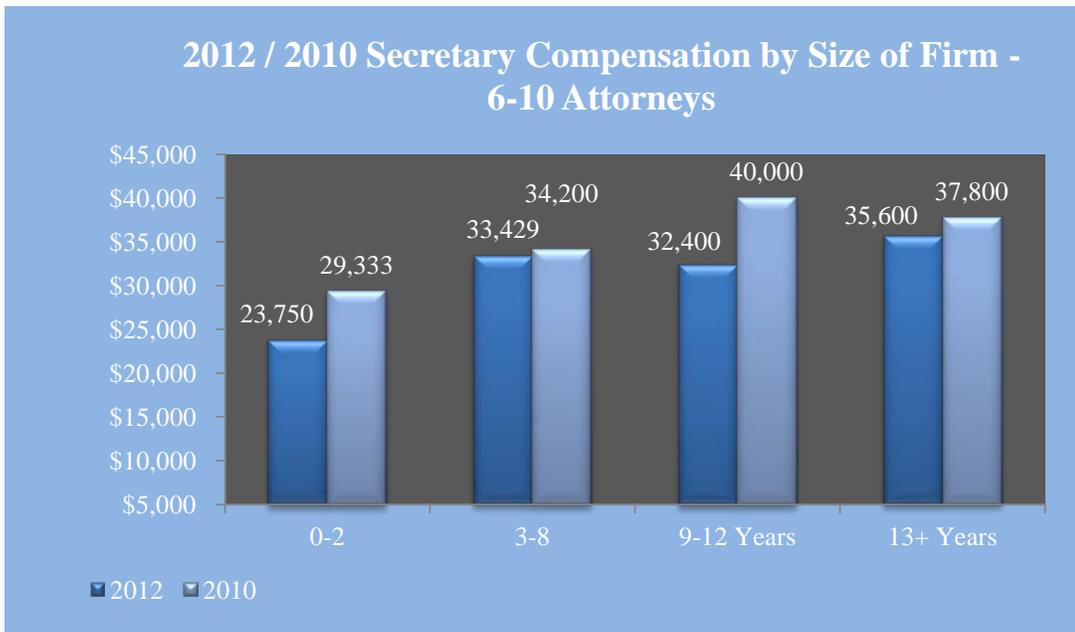
**COMPENSATION FOR LEGAL SECRETARIES IN 2012  
BY YEARS OF EXPERIENCE**



**COMPENSATION FOR LEGAL SECRETARIES IN 2012  
BY YEARS OF EXPERIENCE - (Continued)**



**COMPENSATION FOR LEGAL SECRETARIES IN 2012  
BY YEARS OF EXPERIENCE - (Continued)**



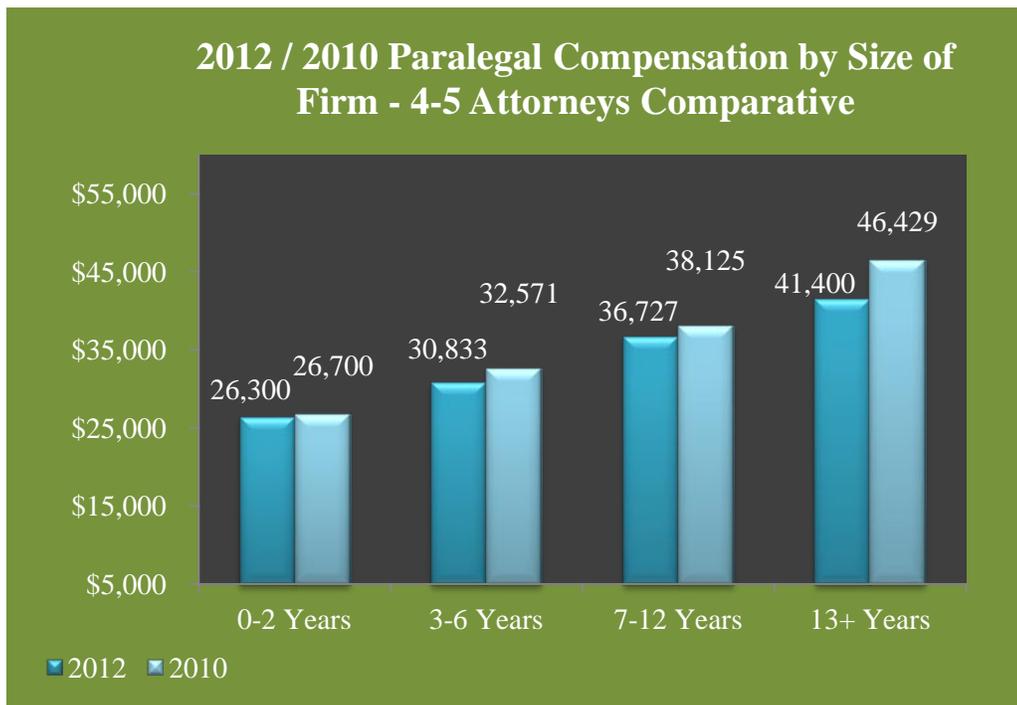
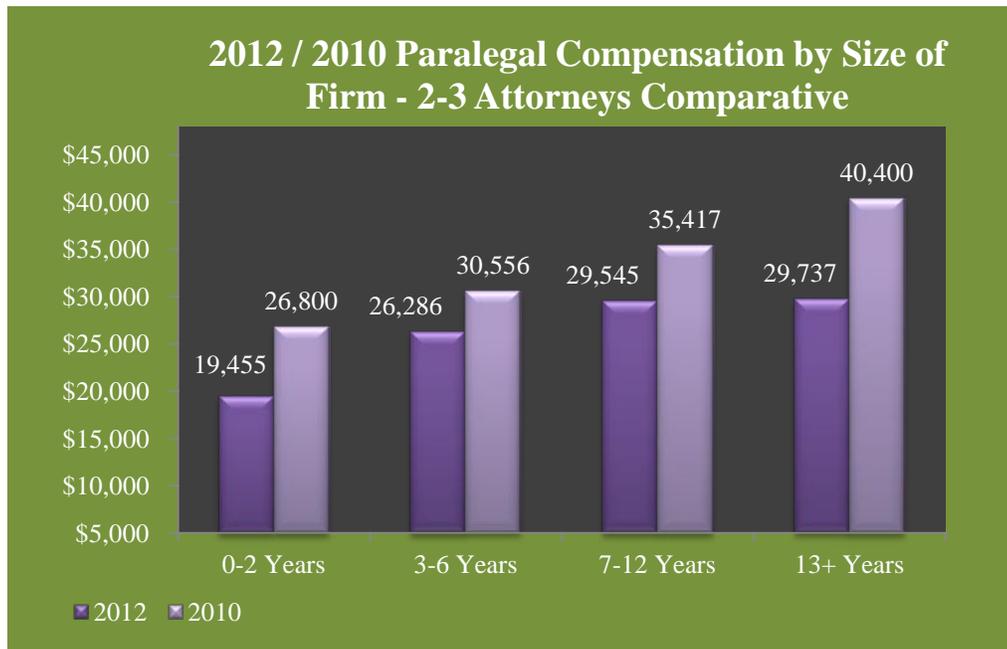
**Secretary Compensation by Size of Firm  
20+ Attorneys**

NONE REPORTED

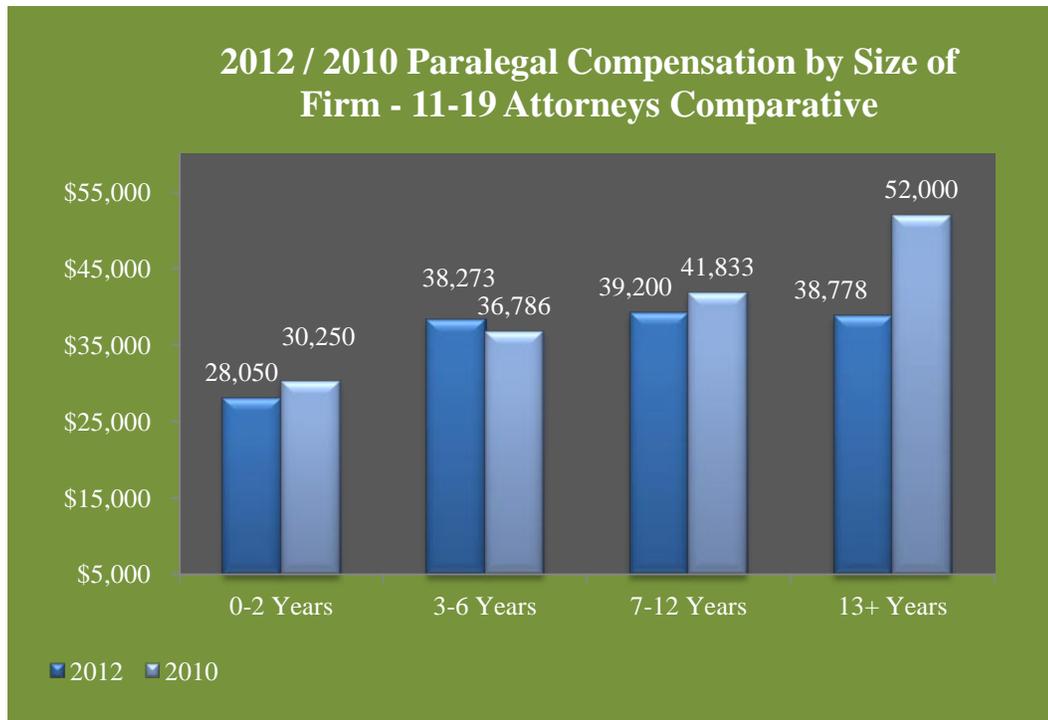
**COMPENSATION FOR LEGAL ASSISTANTS IN 2012  
BY YEARS OF EXPERIENCE**



**COMPENSATION FOR LEGAL ASSISTANTS IN 2012  
BY YEARS OF EXPERIENCE - (Continued)**



**COMPENSATION FOR LEGAL ASSISTANTS IN 2012  
BY YEARS OF EXPERIENCE - (Continued)**

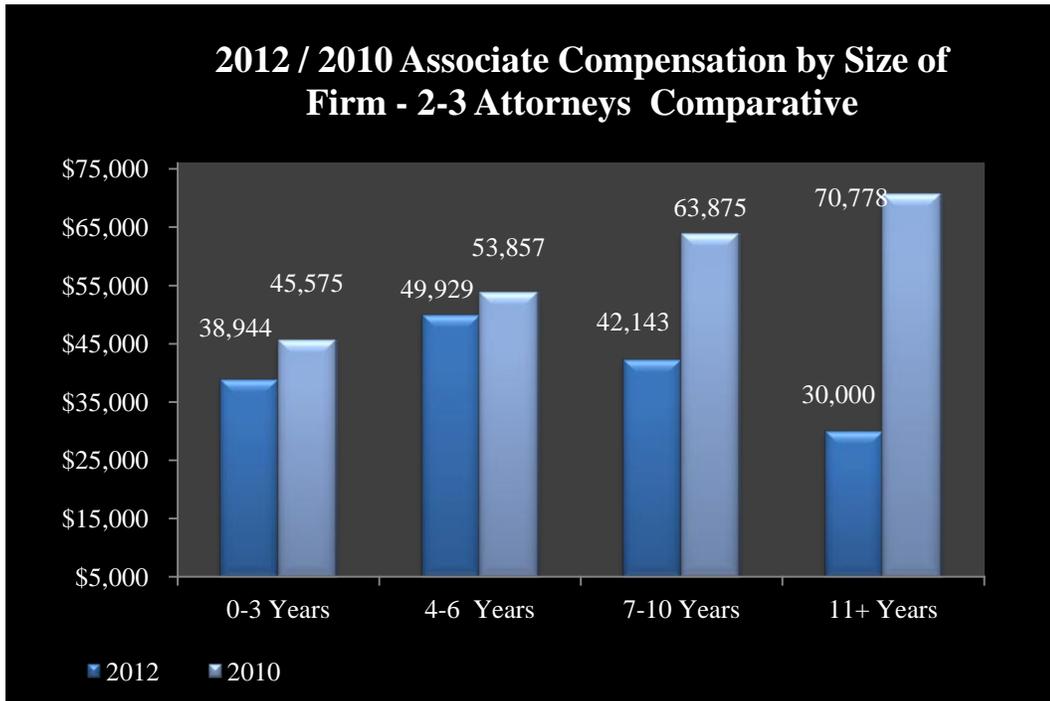
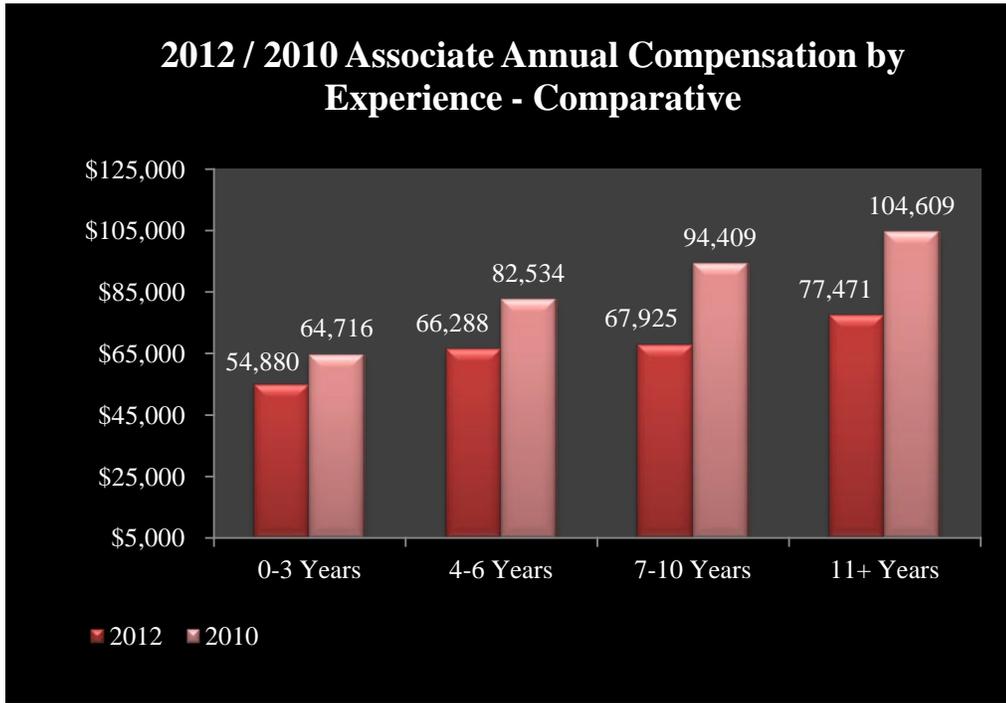


Paralegal Compensation by Size of Firm  
20+ Attorneys

NONE REPORTED

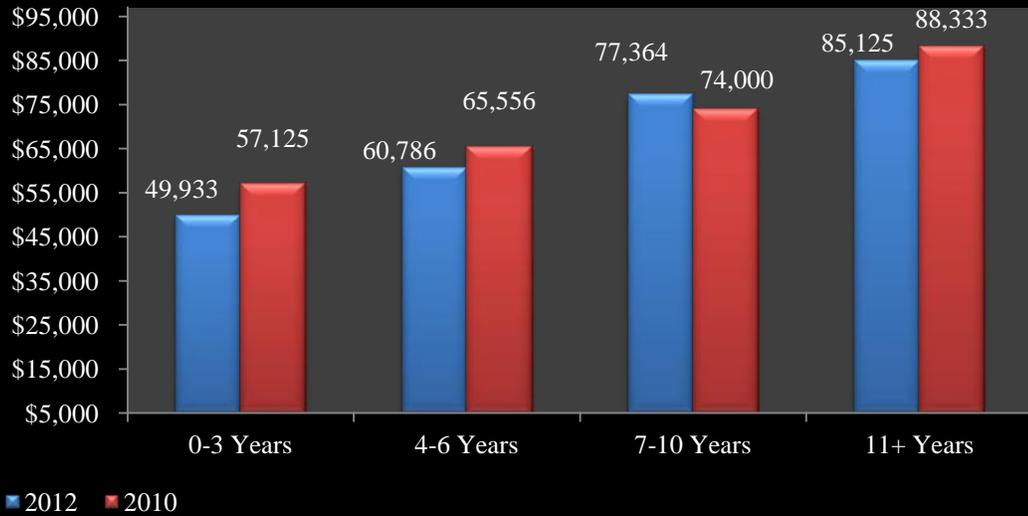
**COMPENSATION FOR ASSOCIATES IN 2012**

**BY YEARS OF EXPERIENCE**

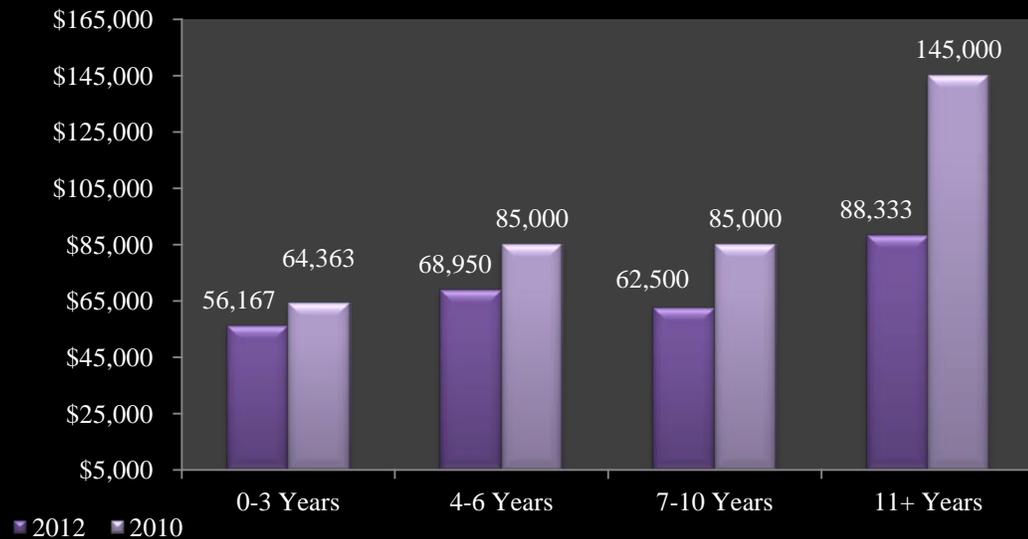


**COMPENSATION FOR ASSOCIATES IN 2012  
BY YEARS OF EXPERIENCE - (Continued)**

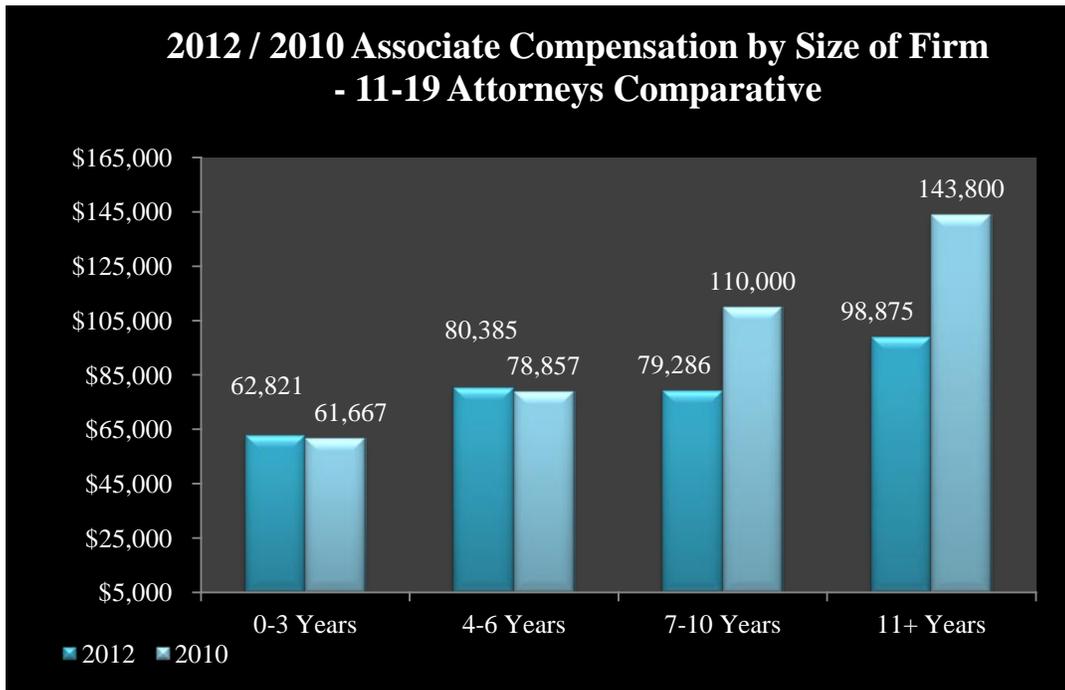
### 2012 / 2010 Associate Compensation by Size of Firm - 4-5 Attorneys Comparative



### 2012 / 2010 Associate Compensation by Size of Firm - 6-10 Attorneys Comparative



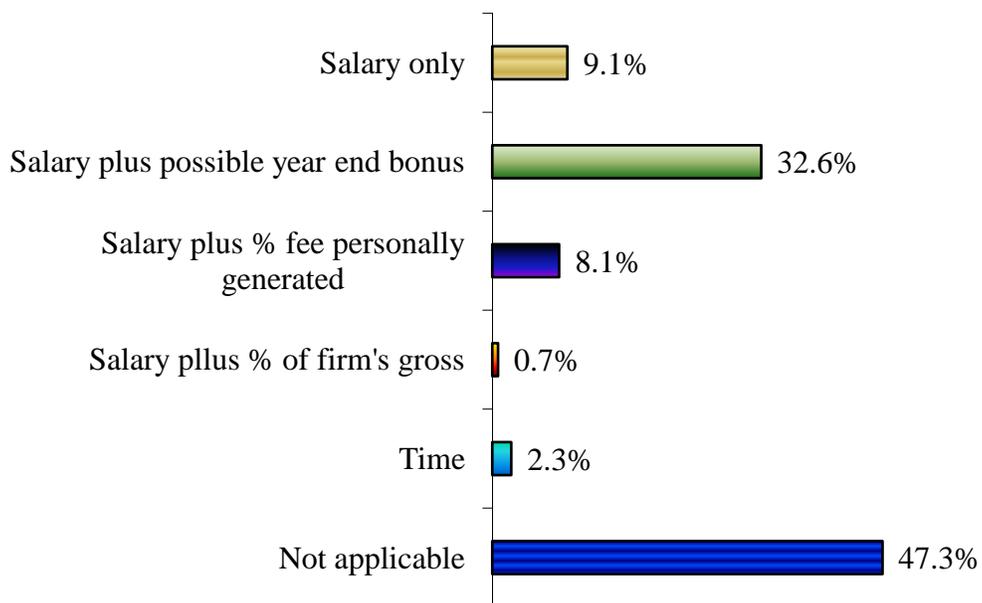
**COMPENSATION FOR ASSOCIATES IN 2012  
BY YEARS OF EXPERIENCE - (Continued)**



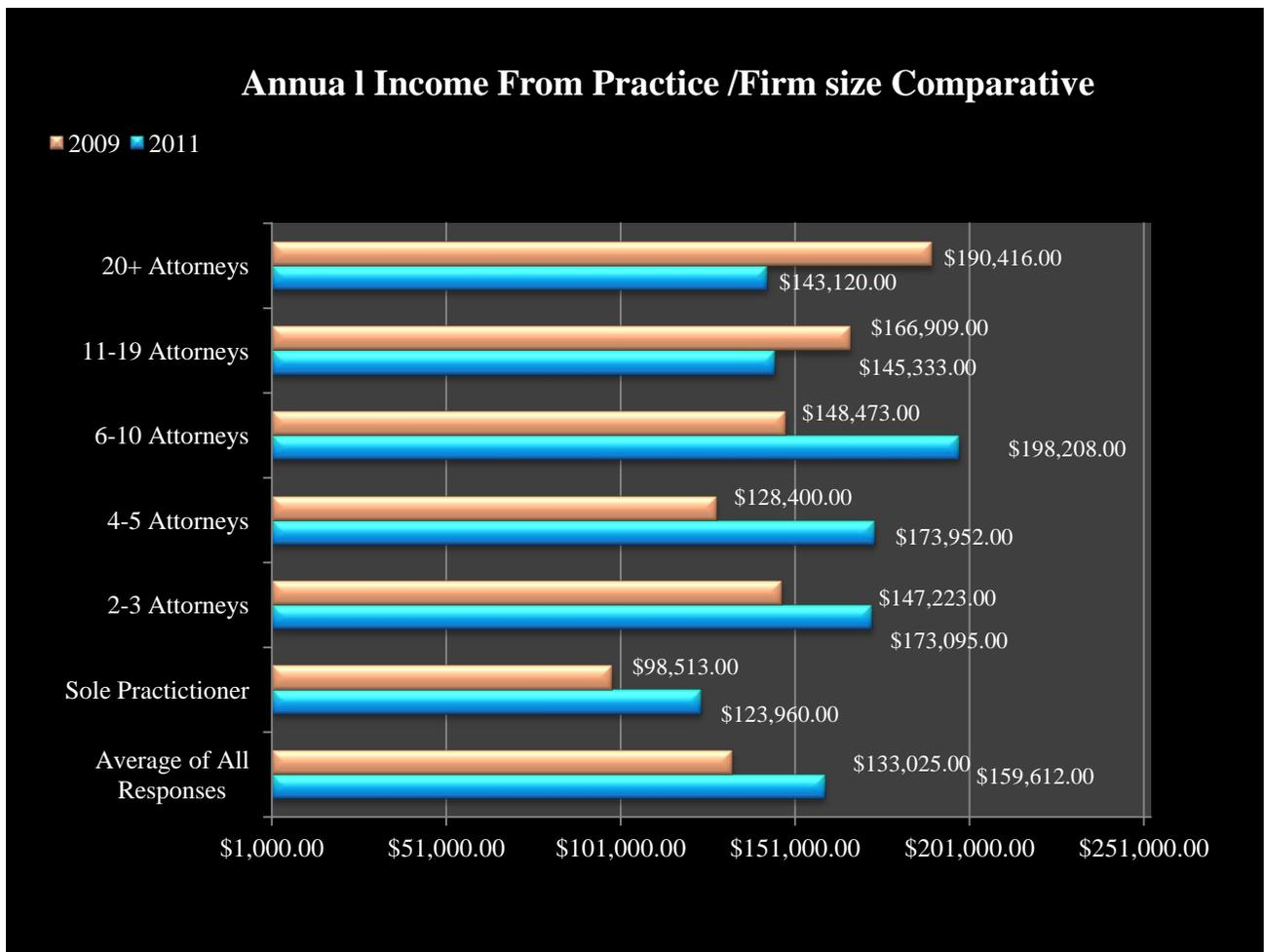
Associate Compensation by Size of Firm  
20+ Attorneys

NONE REPORTED

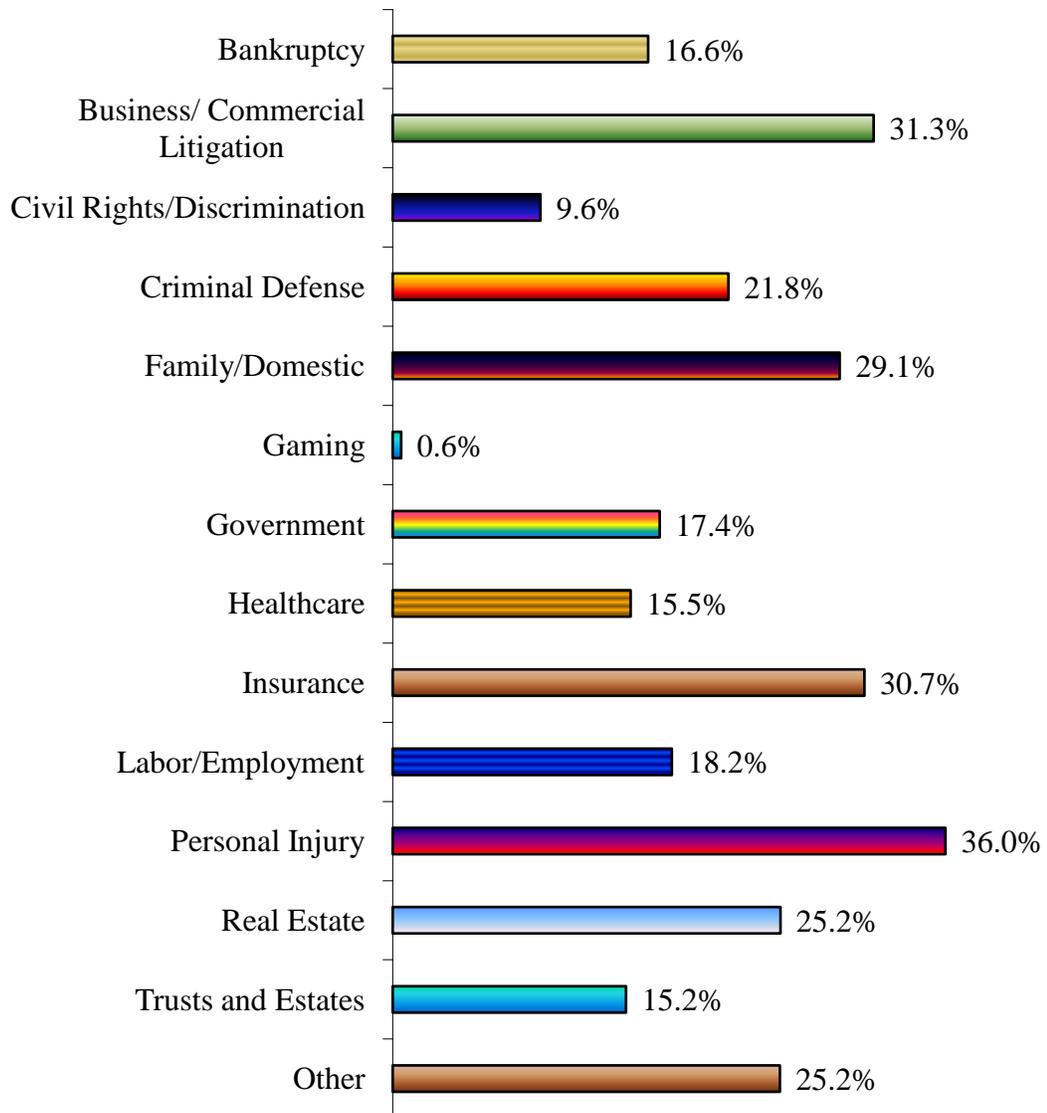
**WHAT IS THE METHOD OF COMPENSATION  
FOR ASSOCIATES IN YOUR FIRM?**



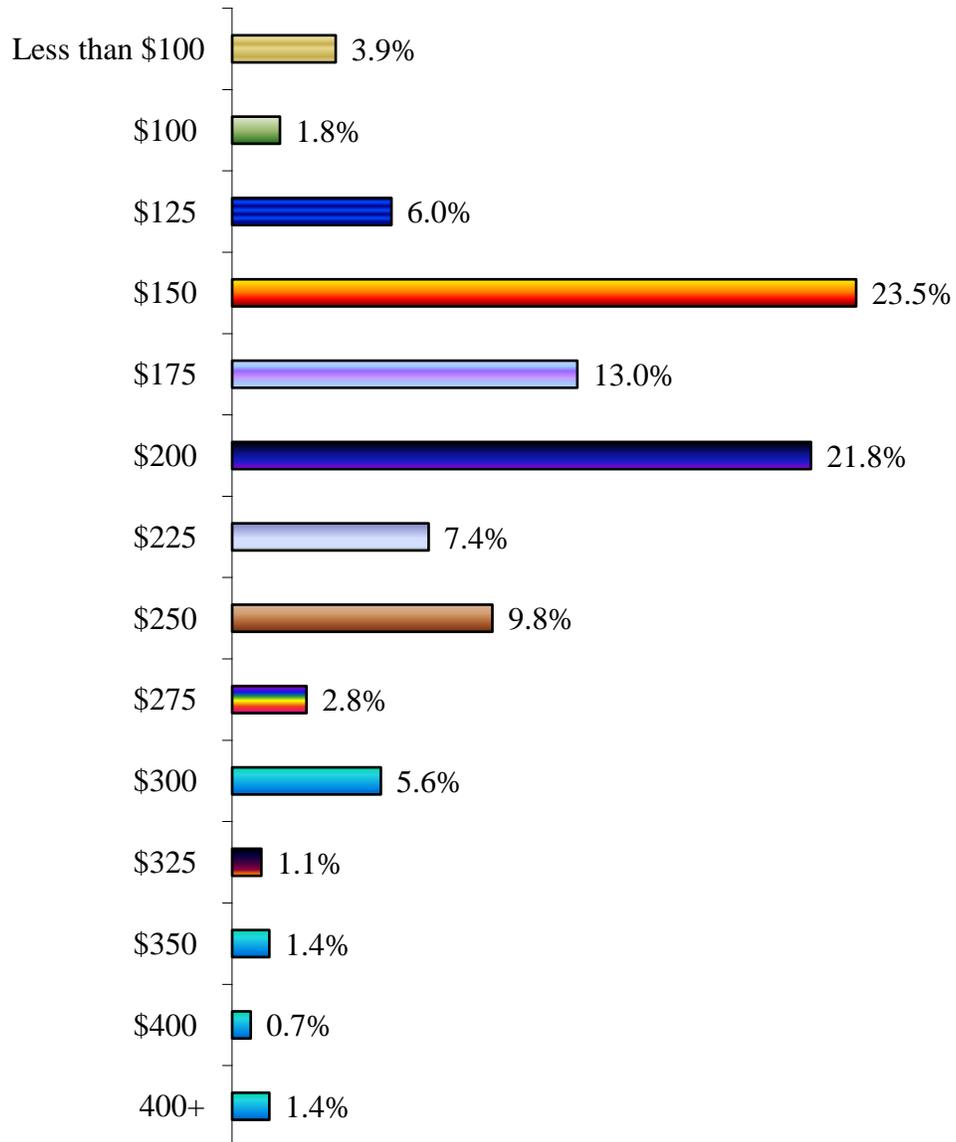
**PERSONAL ANNUAL INCOME FROM PRACTICING LAW IN 2011**



**WHAT IS THE PERCENTAGE OF YOUR 2011 GROSS FEES BY AREA OF PRACTICE?**

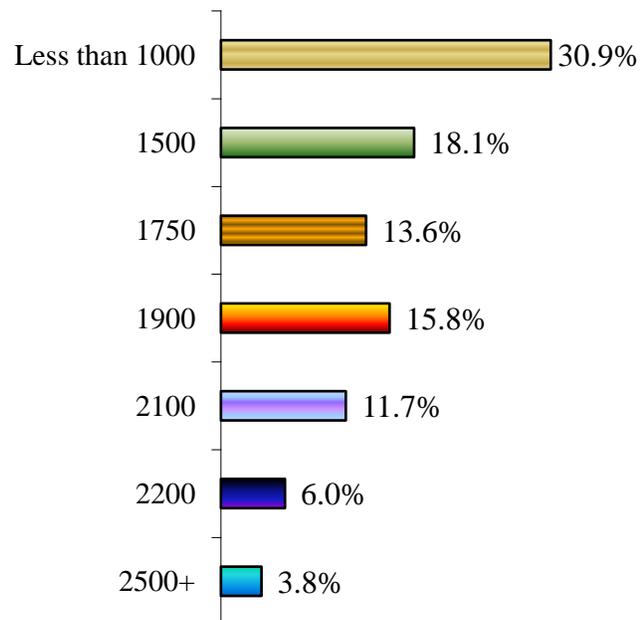


**WHEN YOU CHARGE ON AN HOURLY BASIS, WHAT IS YOUR STANDARD HOURLY RATE?**

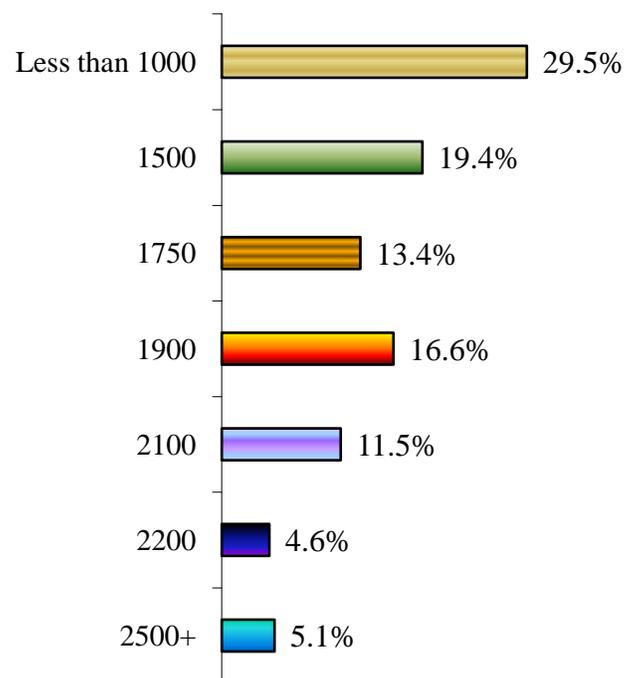


## HOW MANY BILLABLE HOURS DO YOU HAVE PER YEAR? (On Average)

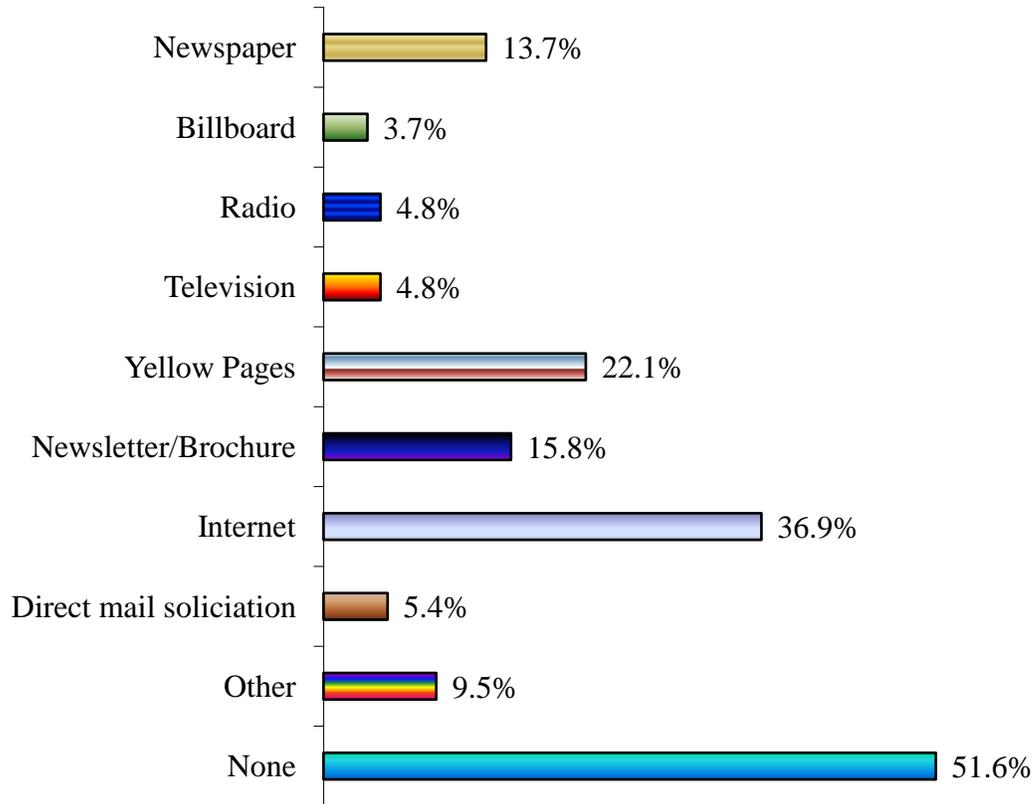
**2011**



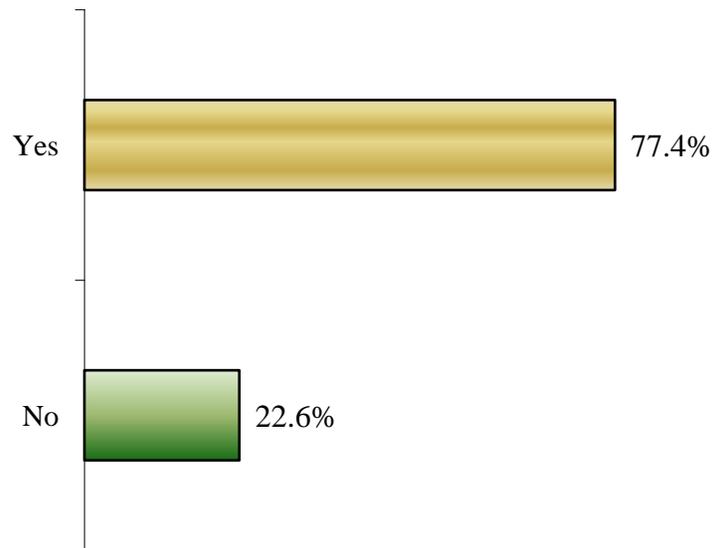
**2010**



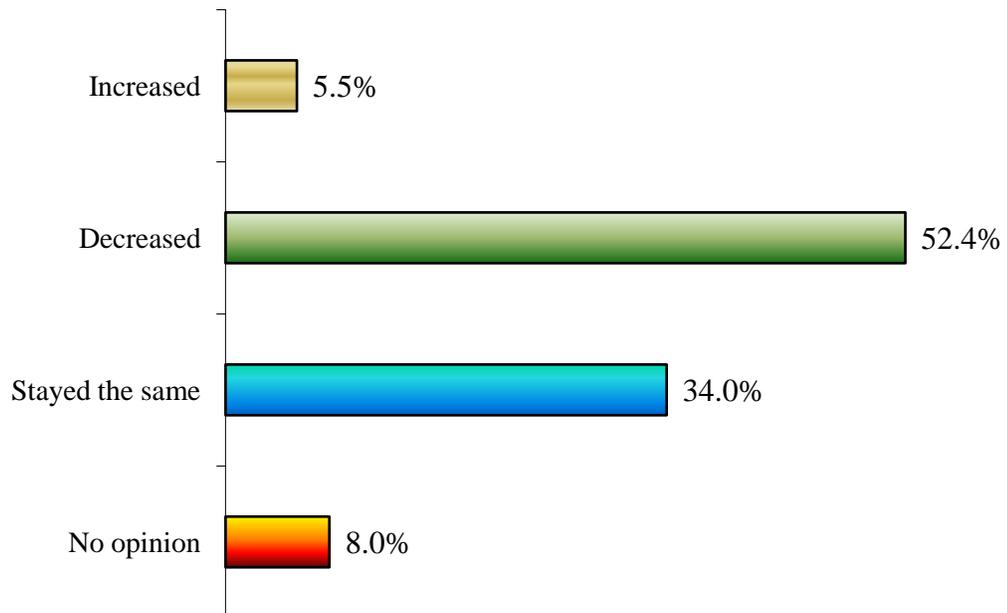
**WHAT TYPES OF ADVERTISING /MARKETING  
DO YOU OR YOUR FIRM USE?**



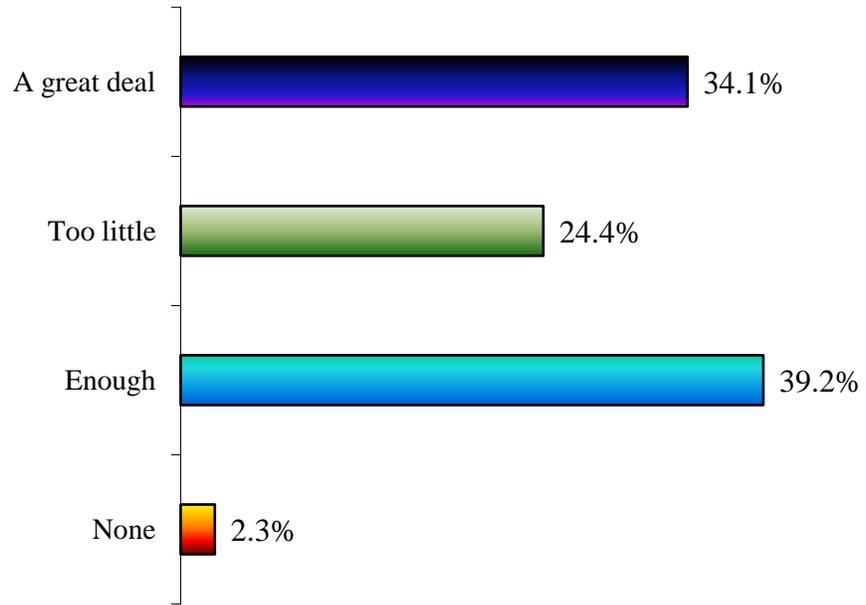
**DO YOU THINK THE LEGAL PROFESSION IN YOUR AREA SUFFERS FROM A NEGATIVE IMAGE IN THE EYES OF THE PUBLIC?**



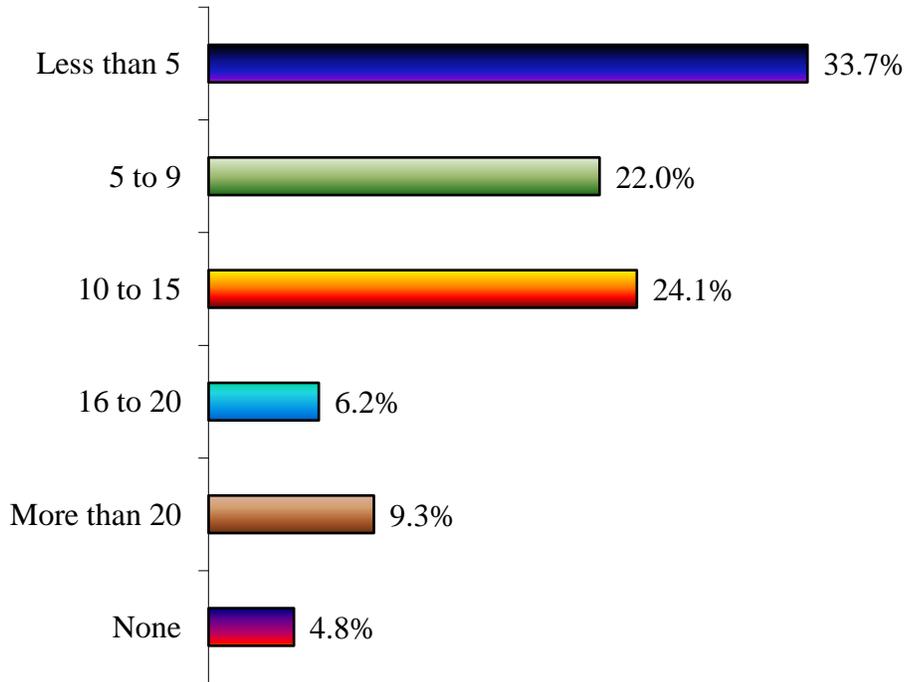
**IN THE PAST FIVE YEARS, DO YOU THINK THAT THE PROFESSIONALISM AMONG LAWYERS HAS.....**



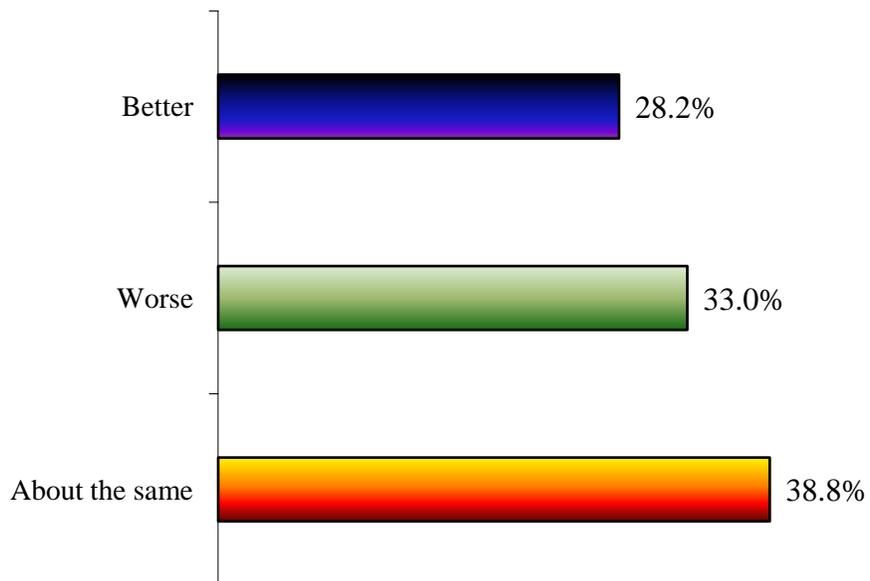
**DO YOU GET ANY PERSONAL SATISFACTION FROM THE PRACTICE OF LAW?**



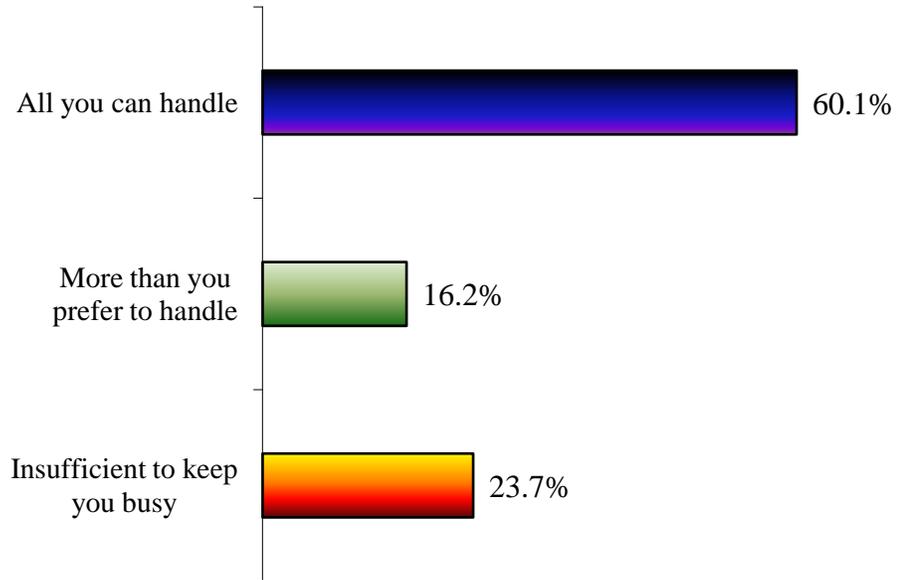
**IN AN AVERAGE MONTH, HOW MANY HOURS DO YOU SPEND ON CIVIC AND COMMUNITY WORK?**



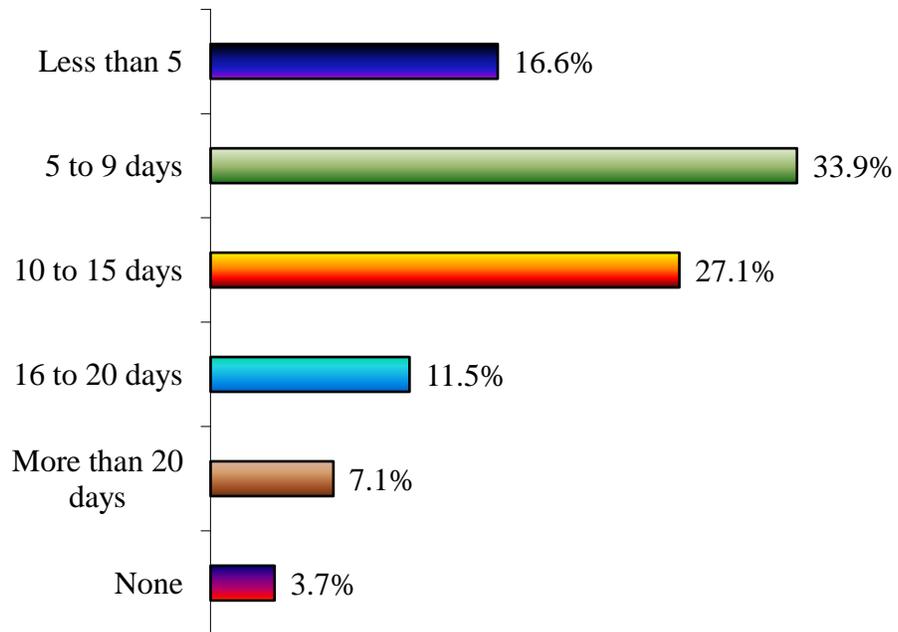
**COMPARED TO LAST YEAR, ON THE WHOLE, ARE THE ECONOMIC CIRCUMSTANCES OF PRACTICING LAW?**



**WITH REGARDS TO YOUR OWN ACTIVITIES, THE QUANTITY OF WORK IS:**

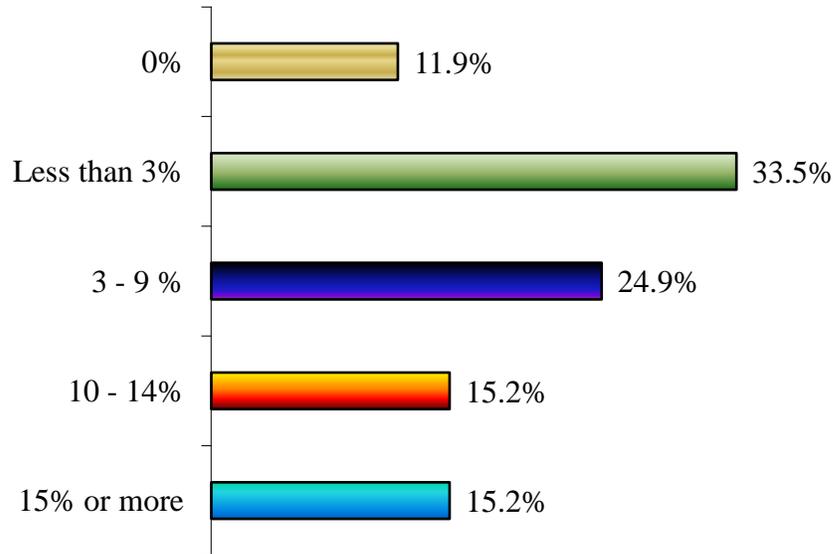


**HOW MANY WORK DAYS IN 2011 DID YOU TAKE FOR VACATION TIME?**

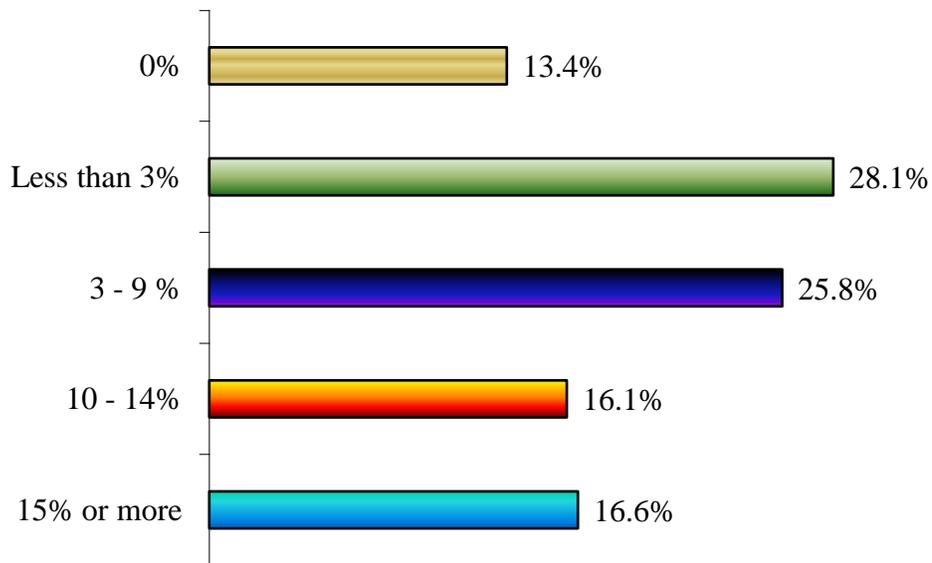


**THE PERCENTAGE OF FEES THAT WERE UNCOLLECTABLE WAS -**

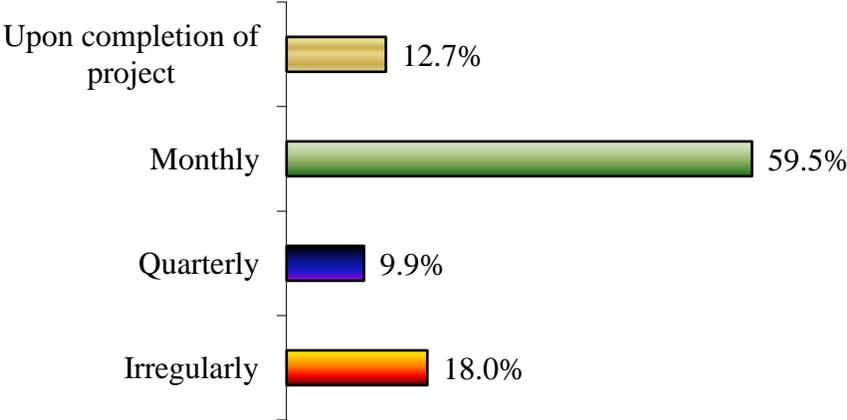
**2011**



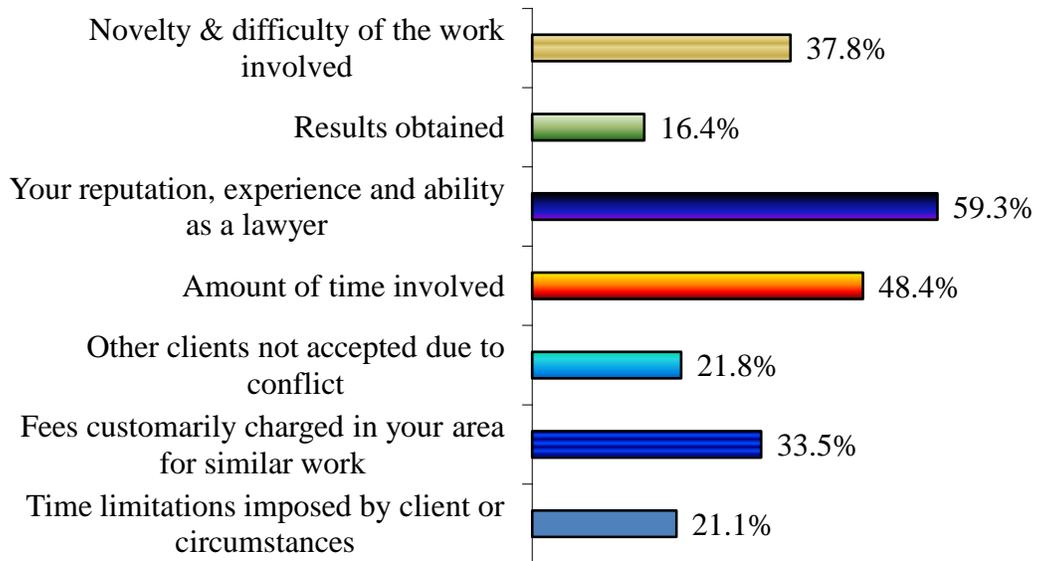
**2009**



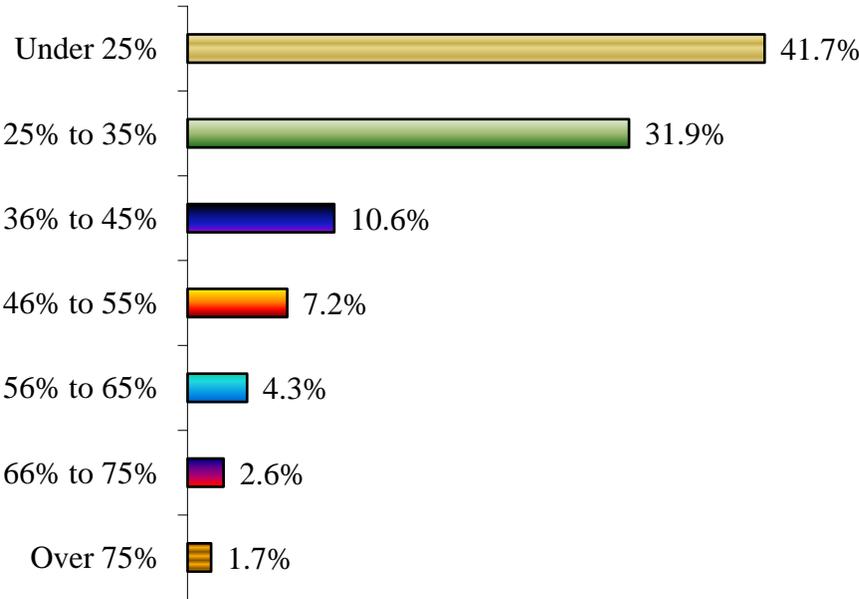
**HOW OFTEN DO YOU USUALLY BILL CLIENTS?**



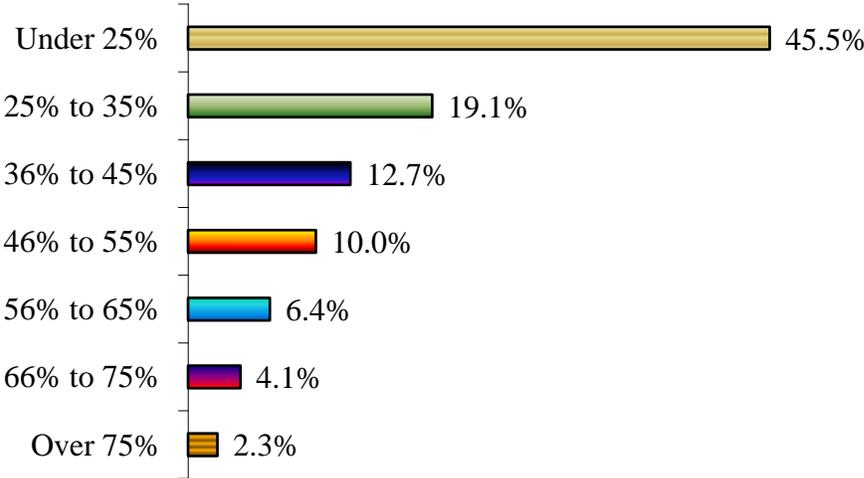
**IN DETERMINING FEES, RATE THE FOLLOWING FACTORS:**



**WHAT PERCENTAGE OF YOUR GROSS INCOME IS SPENT ON NON-SALARIED OVERHEAD?**

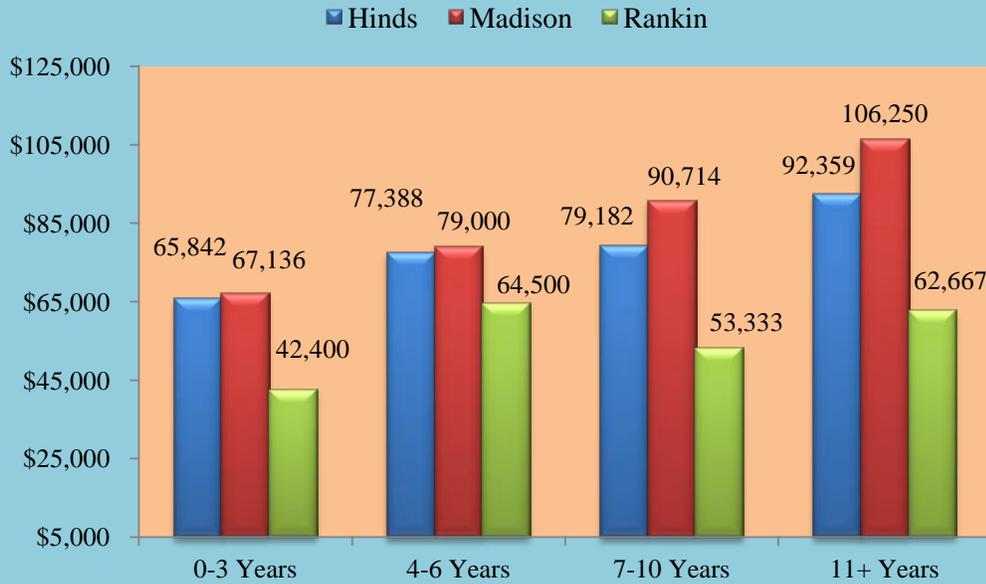


**WHAT PERCENTAGE OF YOUR GROSS INCOME IS SPENT ON PROFESSIONAL SALARIES?**

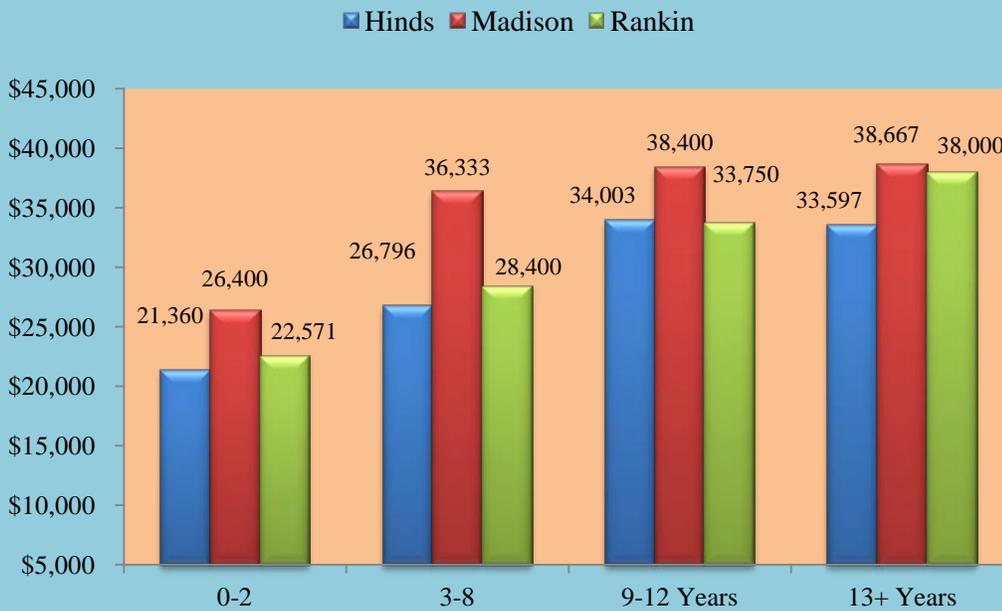


# METRO AREA (HINDS, MADISON & RANKIN)

## 2012 - Associate Annual Compensation by Experience - Comparative

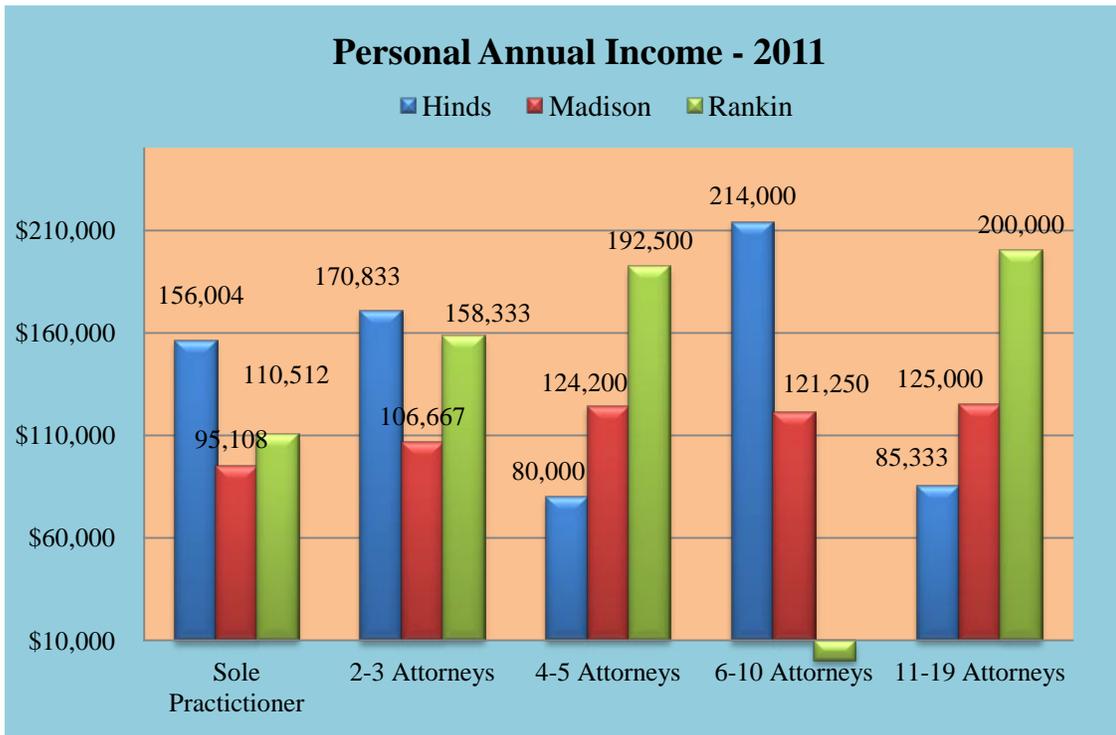
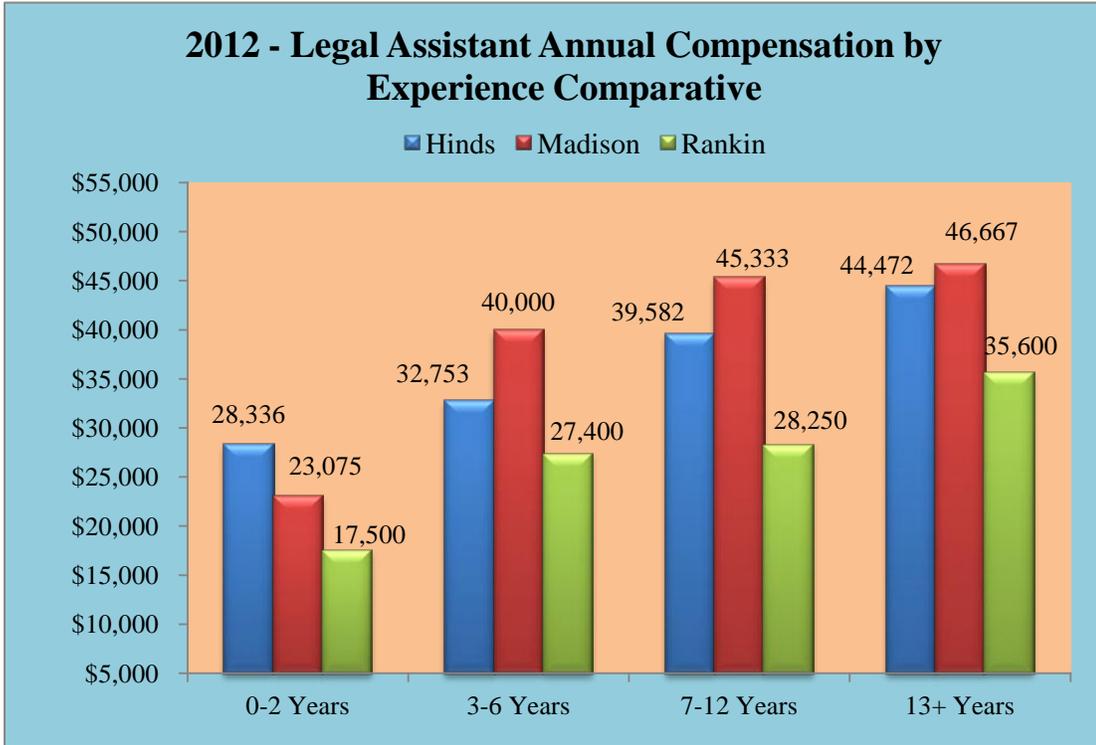


## 2012 - Legal Secretary Annual Compensation by Experience Comparative



# METRO AREA

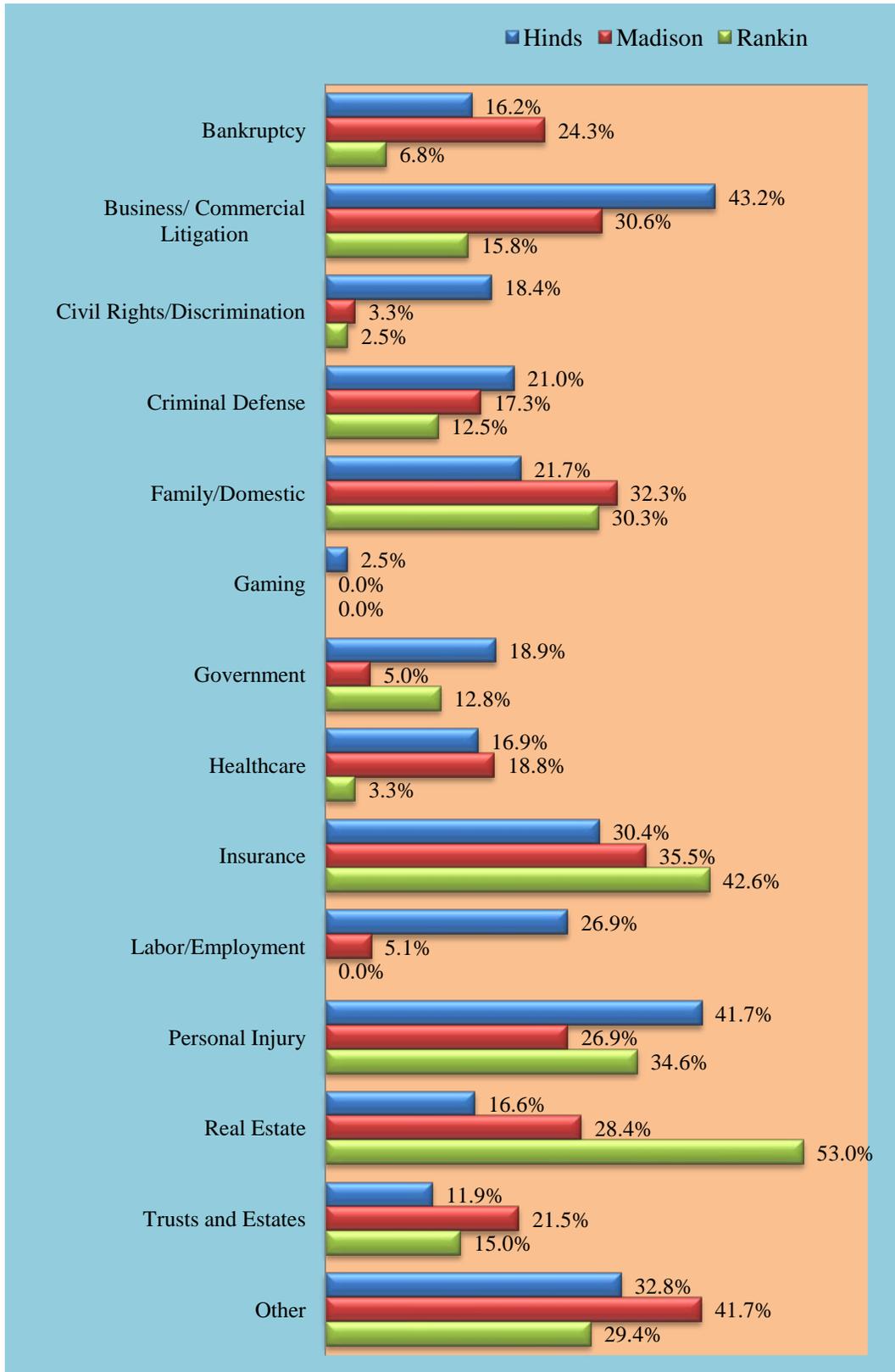
(HINDS, MADISON & RANKIN) - *Continued*



# METRO AREA

## (HINDS, MADISON & RANKIN) - *Continued*

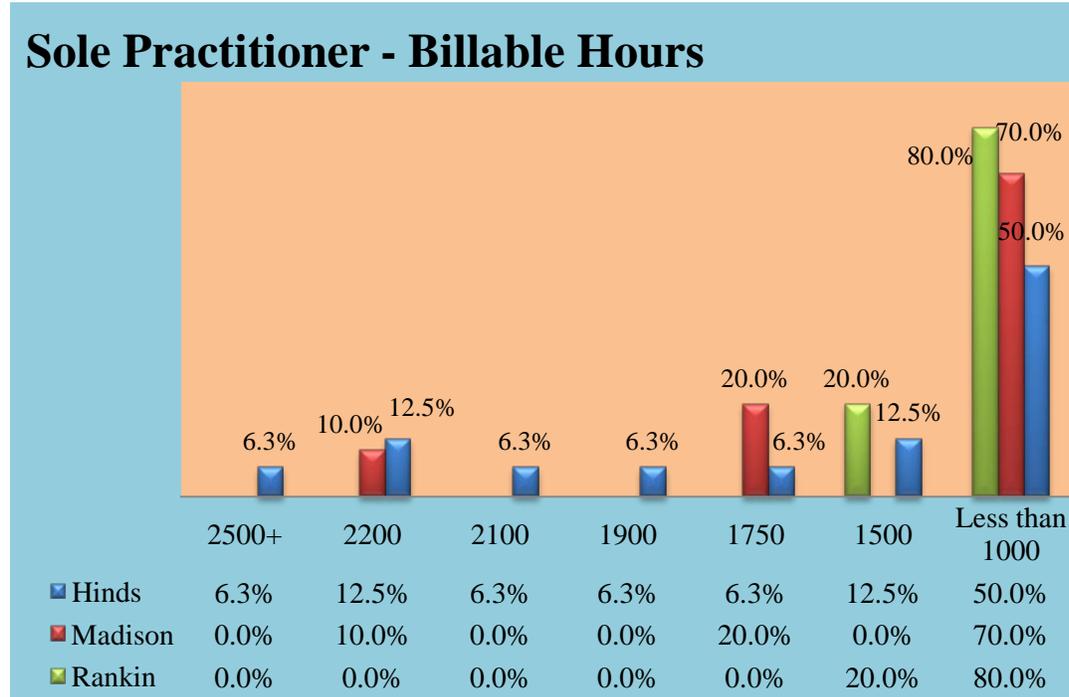
2011 Percentage of gross fees by area of practice



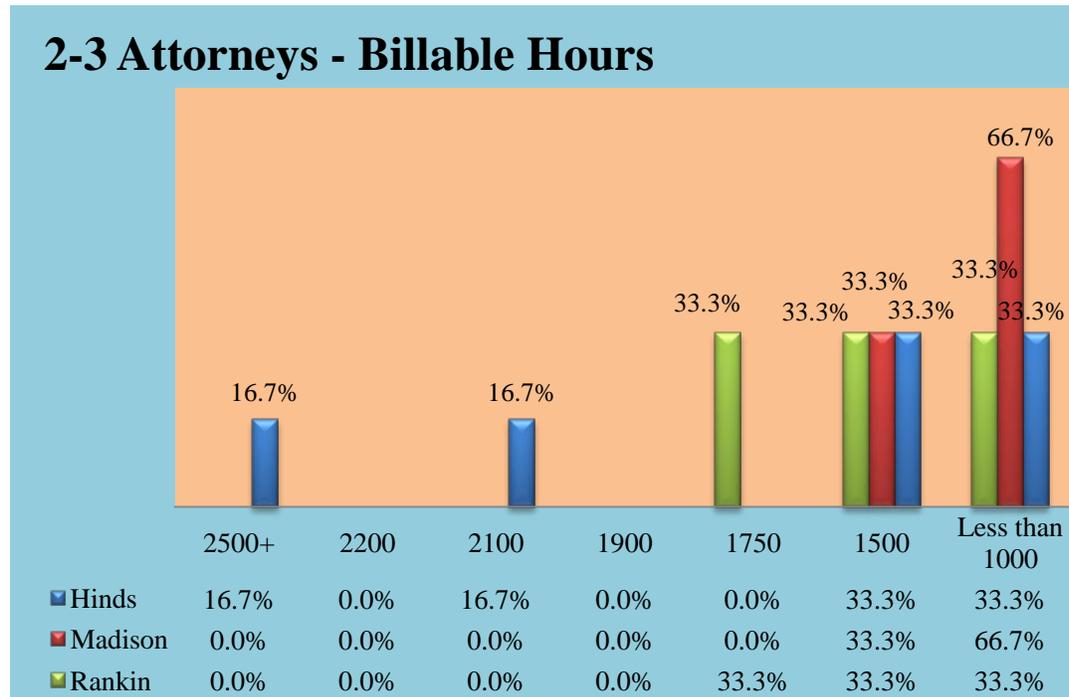
# METRO AREA

## (HINDS, MADISON & RANKIN) - *Continued*

Sole Practitioner - Average of billable hours per year

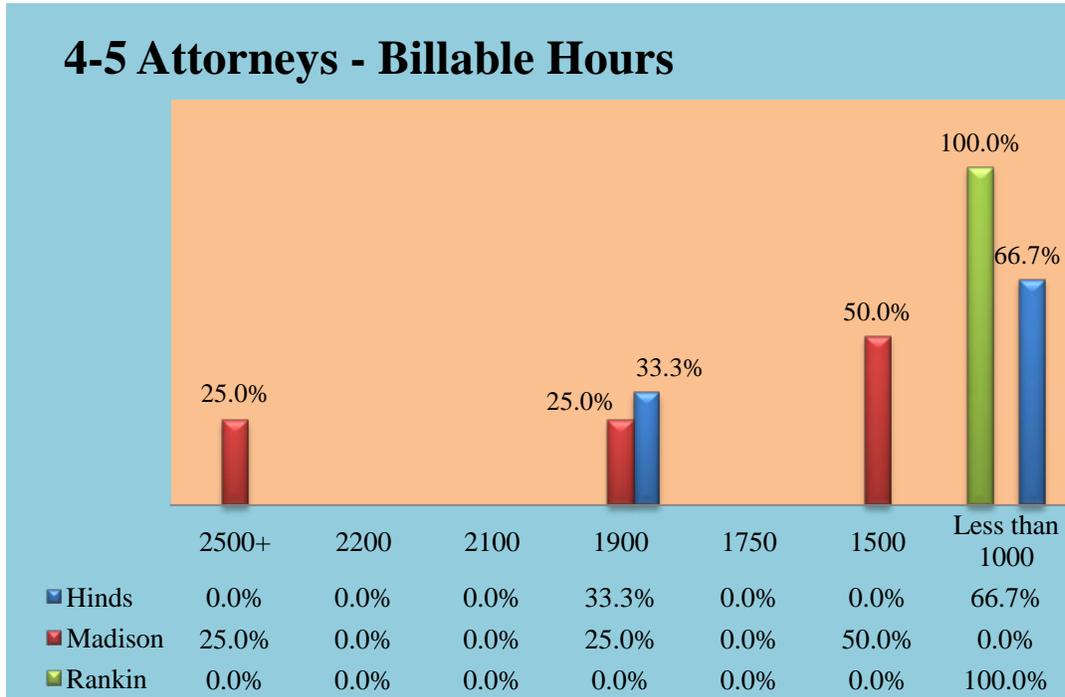


2-3 Attorneys - Average of billable hours per year



**METRO AREA  
(HINDS, MADISON & RANKIN) - *Continued***

4-5 Attorneys - Average of billable hours per year



6-10 Attorneys - Average of billable hours per year

