



THE FLORIDA BAR

Results of the 2006 Economics and Law Office Management Survey

December 2006

INTRODUCTION

The Florida Bar is the third largest unified state bar association in the United States. Its recorded history dates back to 1889 when it consisted of just a small voluntary group of lawyers in a state with a total population of under 400,000 persons. Out of this small group grew the Florida State Bar Association, formed in 1907. Still a voluntary organization, its main focus was to publish a legal journal, draft court procedures, and present occasional educational courses for attorneys. Membership in this voluntary association never exceeded 2,500 attorneys.

After the close of World War I in 1920, there was a sharp growth in the number of attorneys in the state of Florida. Those attorneys, however, had no cohesive organization, and under two-thirds of them belonged to the voluntary state bar association.

In the 1930's, it was proposed that all attorneys, upon admission to practice, be required to obtain membership in the Florida State Bar Association. Many years later, the Supreme Court of Florida, after rejecting the original proposal, instructed state Bar officials to proceed in forming an integrated bar. As a result, 3,758 attorneys automatically became members of The Florida Bar in 1950. By the early 1960's, The Florida Bar had grown to include 7,000 members. Ten years later, the Bar's membership had increased to 12,000 members and, by 1980, the Bar consisted of 27,000 members. Today, The Florida Bar has a membership in excess of 80,000 attorneys.

Because of the large rise in membership over the past few decades, the Bar sponsors an economics and law office management survey. This survey is performed every two years in order to supply Bar members with useful data which will assist them in their daily practice. The survey is intended to keep attorneys

informed on how their colleagues are doing in terms of salary information, benefits, hourly rates, number of hours worked, law office composition, and more.

For obvious financial reasons, it was decided to randomly sample a select number of members rather than survey all 80,000 Florida Bar members. A properly chosen random sample allows inferences to be made about the composition of the entire lawyer population from those expressed in the sample.

BACKGROUND

From May 2006 to August 2006, the Department of Research, Planning & Evaluation of The Florida Bar solicited opinions from numerous experts, both on Bar staff and on various committees of The Florida Bar, as to what the appropriate subjects should be for the 2006 survey. After extensive research, questions were developed by Mike J. Garcia, Director of Research, Planning & Evaluation for the Bar.

A random list of mailing labels was developed and individual labels were affixed to the questionnaire booklets. In September 2006, The Florida Bar mailed 2,574 questionnaires to a random sample of its in-state membership. By the cut-off date in early November, the Bar had received 609 completed questionnaires, for a response rate of 24%.

Using a statistical analysis computer program entitled SPSS, the Florida Bar's Department of Research, Planning & Evaluation coded and entered all completed surveys. Questionnaires were verified and all data was carefully edited for accuracy and completeness. The director then applied the appropriate statistical tests to the data and compiled the report.

SAMPLE

For the 2006 survey, a sample of 2,574 members was randomly selected from a master list of all in-state Florida Bar members in good standing. Although 609 questionnaires were returned, not all questions were answered by all respondents. Therefore, percentages are based on the actual number of individuals who responded to each particular question. For this sample, the error of estimation rate is approximately plus or minus 4 percent at the 95 percent level of confidence. This signifies that we can be 95 percent sure that, if all members of The Florida Bar were interviewed, that the results would be within plus or minus 4 percent of what this sample found. If, for example, a question achieved a percentage breakdown of 75 percent in favor, it can be interpreted that between 71 and 79 percent of Florida Bar members are in favor.

In reporting the results, all percentages were rounded to the nearest whole percent (example: 34.5% equals 35%). For this reason, totals may not all equal 100 percent. Note that several questions are "Multiple Response Questions." This means that respondents were encouraged to check all responses which apply to a given situation. Thus, multiple response questions will not total 100 percent. Several measures of central tendency are mentioned throughout this report:

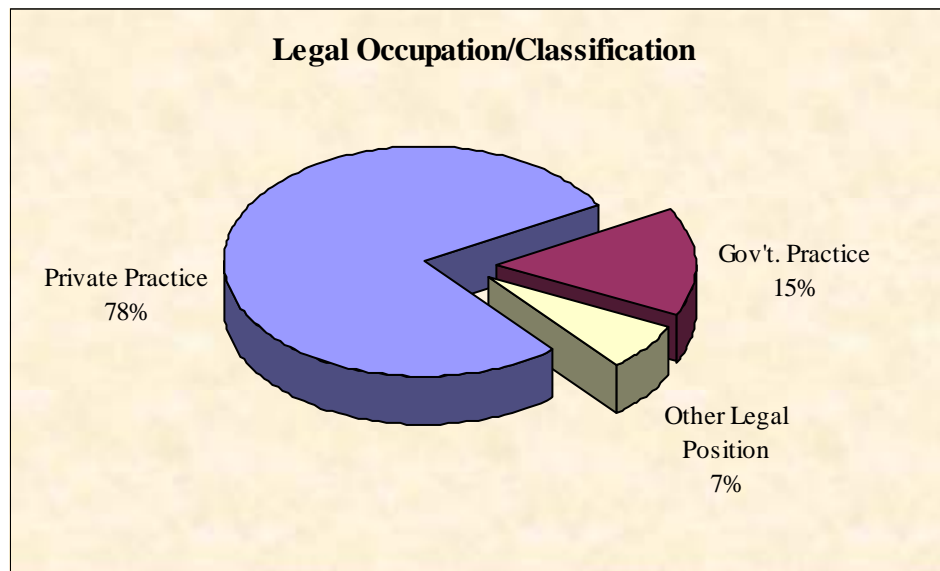
- mean:** the average for all values given for the total sample of each question. The mean is calculated by adding all of the responses and then dividing by the total number of responses received.
- median:** the middle value of a series of numbers which are initially rank ordered. Half the numbers will be greater than the median and half the numbers will be less than the median.
- mode:** the point for which most values are given for the entire sample.
- range:** the highest and lowest values given for the total sample for each question.

SECTION I: ECONOMICS

1. What is your legal occupation or classification?

<u>Private Practice</u>	<u>Percent</u>
Sole practitioner	29
Partner/shareholder	18
Associate	14
Managing partner	12
Practitioner with one or more associates	5
Of counsel	<1
 <u>Government Practice</u>	
State government attorney	10
Local government attorney	3
Judge	1
Federal government attorney	1
 <u>Other Legal Position</u>	
Corporate counsel	5
Other position	2
Legal aid/legal service	<1

* Over three-quarters (78%) of all respondents are employed in private practice positions. Additionally, 15% of all respondents are employed in government practice positions and about 7% are employed in some other legal position.



**1A. Comparison between 2000 thru 2006 Economics & Law Office Management Surveys –
What is your legal occupation or classification?**

<u>Classification</u>	<u>2000 Survey Percent</u>	<u>2002 Survey Percent</u>	<u>2004 Survey Percent</u>	<u>2006 Survey Percent</u>
Sole practitioner	30	30	29	29
Partner/shareholder	19	19	19	18
Associate	12	13	13	14
Managing partner	10	10	11	12
Practitioner with one or more assoc.	5	5	5	5
Of counsel	n/a	n/a	0	<1
State government attorney	10	10	10	10
Local government attorney	4	4	4	3
Judge	2	1	1	1
Federal government attorney	<1	1	1	1
Corporate counsel	5	5	5	5
Other position	2	2	2	2
Legal aid/legal service	<1	<1	<1	<1
Total	100%	100%	100%	100%

* There has been no significant change across all employment classifications since 2000.

1B. What is your legal occupation or classification? – BY GENDER

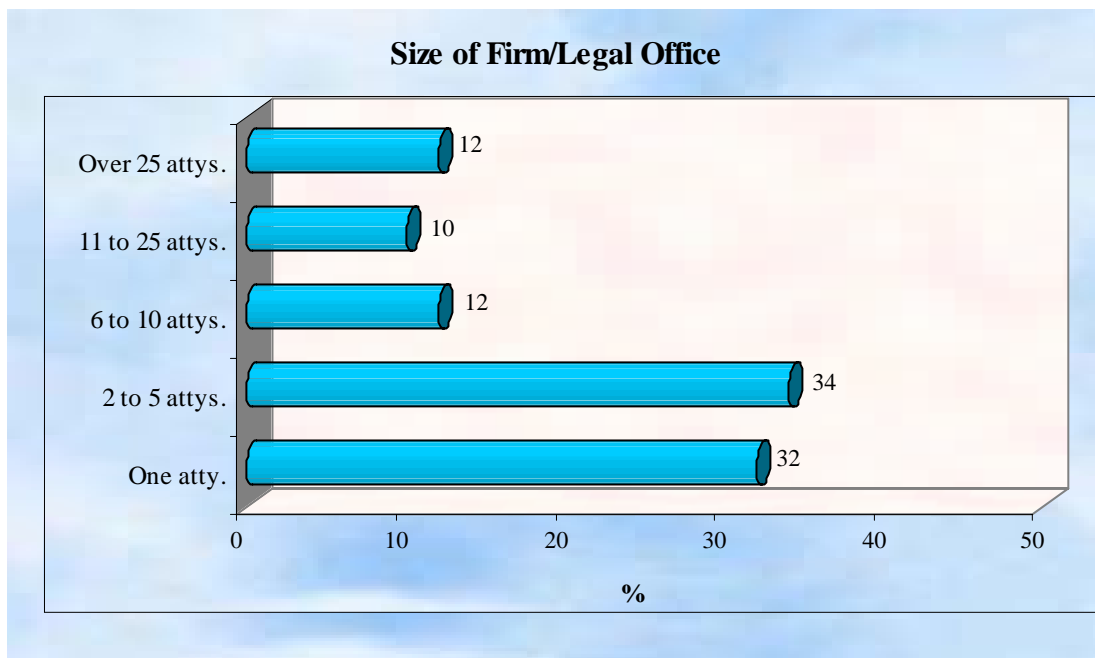
<u>Classification</u>	<u>Male Percent</u>	<u>Female Percent</u>
Sole practitioner	31	24
Partner/shareholder	21	14
Managing partner	14	5
Associate	13	18
Practitioner with one or more associates	6	2
Of counsel	0	<1
State government attorney	7	17
Local government attorney	2	6
Judge	1	<1
Federal government attorney	<1	2
Corporate counsel	4	7
Legal aid/legal service	<1	1
Other position	1	3
Total	100%	100%

- * Over one-third (35%) of all male respondents are either managing partners or partner/shareholders. Comparatively, 19% of all female respondents are either managing partners or partner/shareholders.
- * Over one-quarter (26%) of all female respondents are employed in government practice positions. Comparatively, 10% of all male respondents are employed in government practice positions.
- * Note that there is a significant difference in average years of experience. The average male respondent has 18 years of experience with The Florida Bar while the average female respondent has 10 years of experience (See TABLE 80 located on Page 83).

2. What is the total number of attorneys employed in your firm or legal work place?

<u>Category</u>	<u>Percent</u>
One attorney	32
2 to 5 attorneys	34
6 to 10 attorneys	12
11 to 25 attorneys	10
Over 25 attorneys	12

* About two-thirds (66%) of all respondents either work in small firms/legal offices consisting of five attorneys or less or they operate a solo practice. Over three-quarters (78%) of all respondents work in offices consisting of ten attorneys or less or operate a solo practice.



2A. Comparison between 2000 thru 2006 Economics & Law Office Management Surveys – What is the total number of attorneys employed in your firm or legal work place?

<u>Category</u>	<u>2000 Survey Percent</u>	<u>2002 Survey Percent</u>	<u>2004 Survey Percent</u>	<u>2006 Survey Percent</u>
One attorney	32	32	32	32
2 to 5 attorneys	34	33	34	34
6 to 10 attorneys	12	11	12	12
11 to 25 attorneys	9	11	11	10
Over 25 attorneys	13	13	11	12

* There is no significant difference since 2000 in the breakdown of the total number of attorneys employed by firms or legal offices.

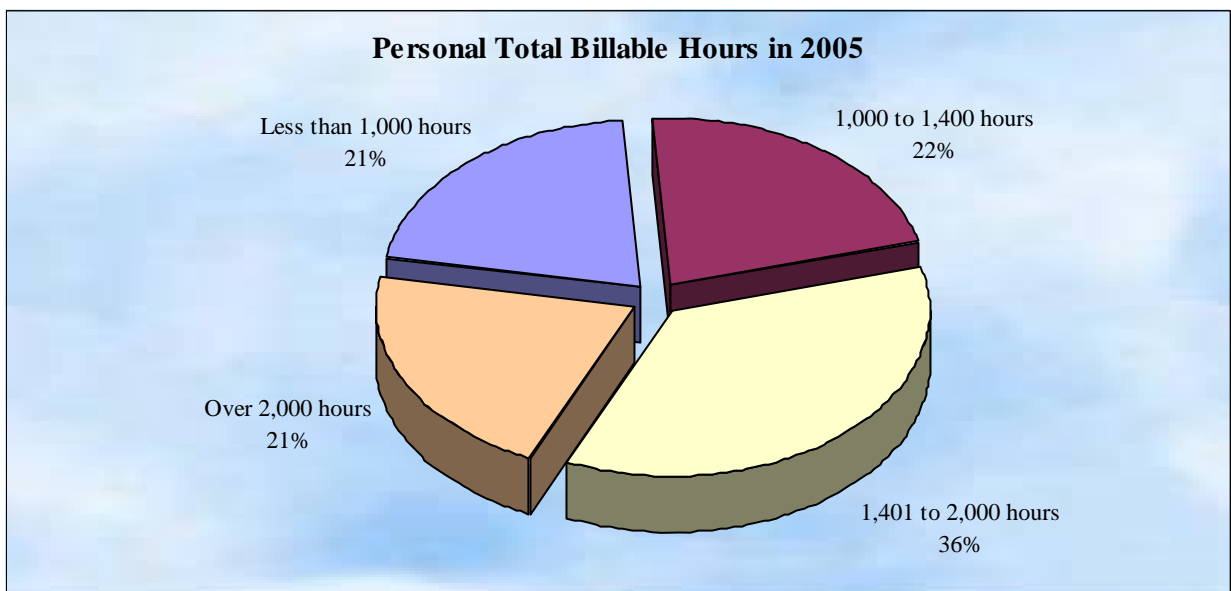
3. What were your personal total billable hours in 2005?

<u>Billable Hours</u>	<u>Percent</u>
Less than 1,000 hours	13
1,000 to 1,200 hours	6
1,201 to 1,400 hours	8
1,401 to 1,600 hours	7
1,601 to 1,800 hours	6
1,801 to 2,000 hours	9
More than 2,000 hours	13
Does not apply to my position	38

3A. What were your personal total billable hours in 2005? (ONLY INCLUDES THOSE RESPONDENTS WHO REPORT KEEPING PERSONAL BILLABLE HOURS)

<u>Billable Hours</u>	<u>Percent</u>
Less than 1,000 hours	21
1,000 to 1,200 hours	9
1,201 to 1,400 hours	13
1,401 to 1,600 hours	12
1,601 to 1,800 hours	10
1,801 to 2,000 hours	14
More than 2,000 hours	21

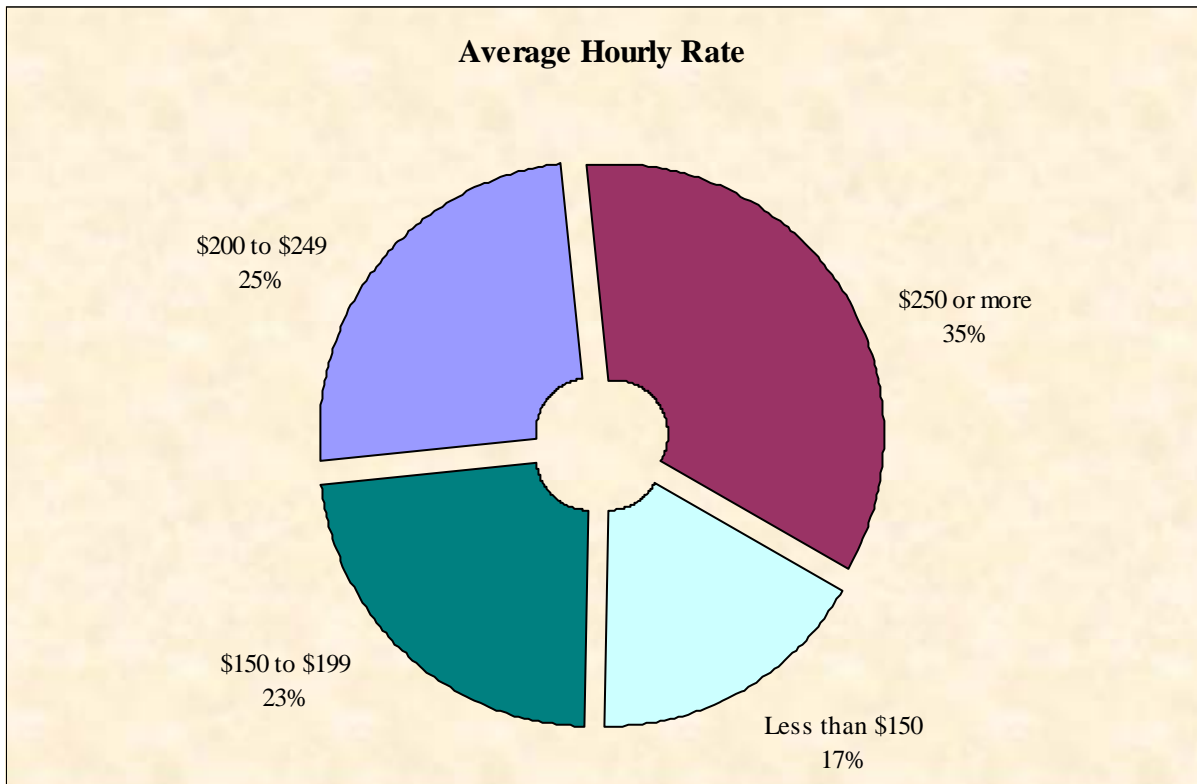
* Almost two-fifths (38%) of all respondents do not maintain personal billable hours. When considering only those respondents who do maintain personal billable hours, nearly half (45%) report having over 1,600 billable hours in 2005. Just over one third (35%) report having over 1,800 billable hours in 2005.



4. What is your average or standard hourly rate?

<u>Hourly Rate</u>	<u>Percent</u>
Less than \$100	6
\$100 to \$124	6
\$125 to \$149	5
\$150 to \$174	10
\$175 to \$199	13
\$200 to \$224	11
\$225 to \$249	14
\$250 to \$274	12
\$275 to \$299	5
\$300 or more	18

* Over four-fifths (83%) of all respondents list their hourly rate at \$150 or more. Three-fifths (60%) of all respondents list their hourly rate at \$200 or more, while 35% list it as \$250 or more and 18% list it at \$300 or more.



4A. Comparison between 2000 thru 2006 Economics & Law Office Management Surveys – What is your average or standard hourly rate?

<u>Hourly Rate</u>	2000 Survey <u>Percent</u>	2002 Survey <u>Percent</u>	2004 Survey <u>Percent</u>	2006 Survey <u>Percent</u>
Less than \$100	11	8	6	6
\$100 to \$124	6	4	7	6
\$125 to \$149	16	14	9	5
\$150 to \$174	21	13	11	10
\$175 to \$199	19	20	17	13
\$200 or more	27	42	50	60

* There is a significant increase since 2000 in the percentage of attorneys who charge \$200 or more per hour (2000 – 27%; 2002 – 42%; 2004 – 50%; 2006 – 60%).

4B. What is your average or standard hourly rate? – BY REGION OF FLORIDA

<u>Hourly Rate</u>	North Region <u>Percent</u>	Cent/SW Region <u>Percent</u>	Southeast Region <u>Percent</u>
Less than \$100	12	6	<1
\$100 to \$149	11	13	7
\$150 to \$199	31	22	20
\$200 to \$249	25	27	25
\$250 to \$299	9	20	19
\$300 or more	12	12	29

* The Southeast region of Florida contains the highest percentage (73%) of respondents who charge an hourly rate of \$200 or more. The North region contains the highest percentage (54%) of respondents who charge an hourly rate of \$199 or less. **For a complete listing of counties within regions, see Appendix A located on Page 90.**

5. Does your firm or legal office employ legal assistants/paralegals?

<u>Category</u>	<u>Percent</u>
Yes	66
No	34

* Approximately two-thirds (66%) of all respondents work in firms or legal offices that employ legal assistants/paralegals.



5A. Comparison between 2000 thru 2006 Economics & Law Office Management Surveys – Does your firm or legal office employ legal assistants/paralegals?

<u>Category</u>	<u>2000 Survey Percent</u>	<u>2002 Survey Percent</u>	<u>2004 Survey Percent</u>	<u>2006 Survey Percent</u>
Yes	60	63	65	66
No	40	37	35	34

* There has been a slight increase since 2000 in the percentage of firms or legal offices that employ legal assistants/paralegals.

6. Are any types of standards or certifications required for paralegals or legal assistants?

<u>Category</u>	<u>Percent</u>
Yes	14
No	65
Don't Know	21

6A. Please describe the types of standards or certifications your office requires for paralegals or legal assistants.

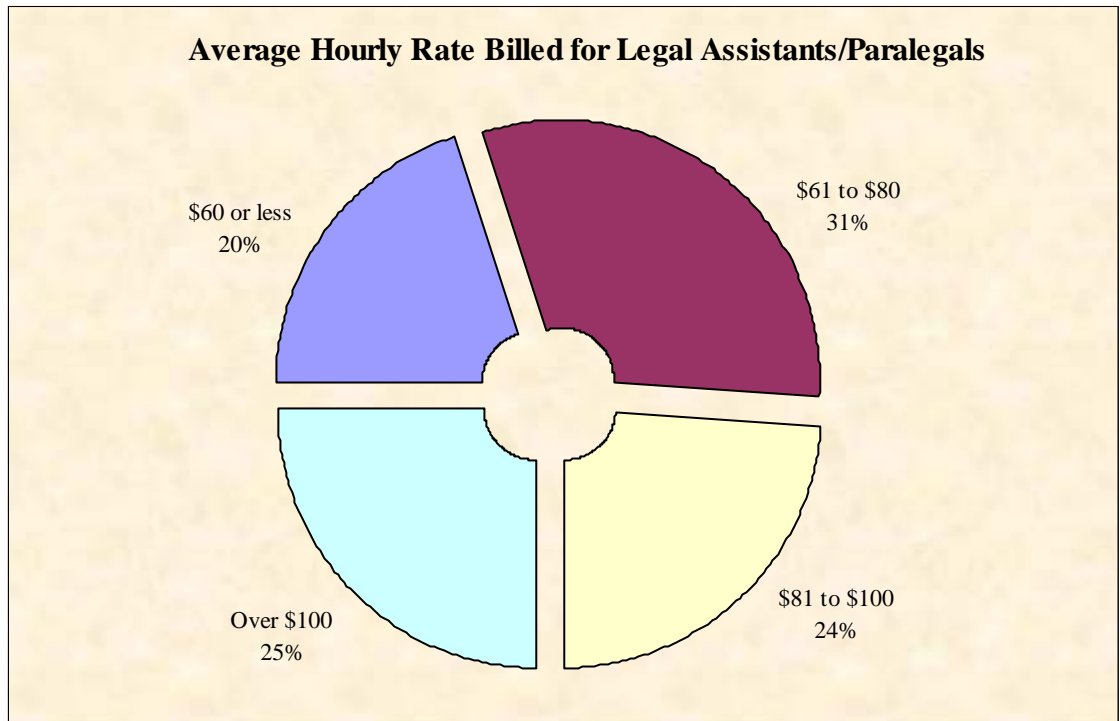
A total of 74 respondents listed a type of standard or certification that their firm or legal office requires for paralegals or legal assistants. Each standard or certification was reviewed and categorized. The table below lists the four most frequently mentioned categories.

<u>Category</u>	<u>Number of Responses</u>
CLA or other certification	21
Prior experience	15
Degree - either college/paralegal	11
Law student or law degree	9

7. What is the average or standard hourly rate billed for legal work performed by legal assistants/paralegals?

<u>Hourly Rate</u>	<u>Percent</u>
\$40 or less	9
\$41 to \$60	11
\$61 to \$80	31
\$81 to \$100	24
\$101 to \$120	11
More than \$120	14

* Just under one-half (49%) of all respondents report that the hourly rate billed for legal work performed by legal assistants or paralegals in their firm or legal office is over \$80. Four-fifths (80%) report that the hourly rate is over \$60.



7A. Comparison between 2000 thru 2006 Economics & Law Office Management Surveys – What is the average or standard hourly rate billed for legal work performed by legal assistants/paralegals?

<u>Hourly Rate</u>	<u>2000 Survey Percent</u>	<u>2002 Survey Percent</u>	<u>2004 Survey Percent</u>	<u>2006 Survey Percent</u>
\$40 or less	27	21	17	9
\$41 to \$60	24	17	12	11
\$61 to \$80	32	35	29	31
\$80 or more	17	27	42	49

* There is a significant increase since 2000 in the percentage of law firms/legal offices that bill more than \$80 an hour for work performed by legal assistants/paralegals (17% in 2000; 27% in 2002; 42% in 2004; 49% in 2006).

7B. What is the average or standard hourly rate billed for legal assistants/paralegals? – BY REGION OF FLORIDA

<u>Hourly Rate</u>	<u>North Region Percent</u>	<u>Cent/SW Region Percent</u>	<u>Southeast Region Percent</u>
\$40 or less	16	8	7
\$41 to \$60	18	11	7
\$61 to \$80	35	36	19
\$81 to \$100	21	22	30
\$101 to \$120	5	9	18
More than \$120	5	14	19

* The Southeast region (67%) contains the highest percentage of respondents whose firm or legal office charges an hourly rate of over \$80 for legal assistants/paralegals. The North region (69%) contains the highest percentage of respondents who charge an hourly rate of \$80 or less.

8. How many billable hours did legal assistants/paralegals average in your firm or legal office in 2005?

<u>Billable Hours</u>	<u>Percent</u>
500 or less hours	40
501 to 750 hours	8
751 to 1,000 hours	9
1,001 to 1,250 hours	15
1,251 to 1,500 hours	13
More than 1,500 hours	15

* Two-fifths (40%) of all respondents report that legal assistants/paralegals in their firm or legal office averaged 500 billable hours or less in 2005. Over one-quarter (28%) of all respondents report that legal assistants/paralegals averaged over 1,250 billable hours in 2005.

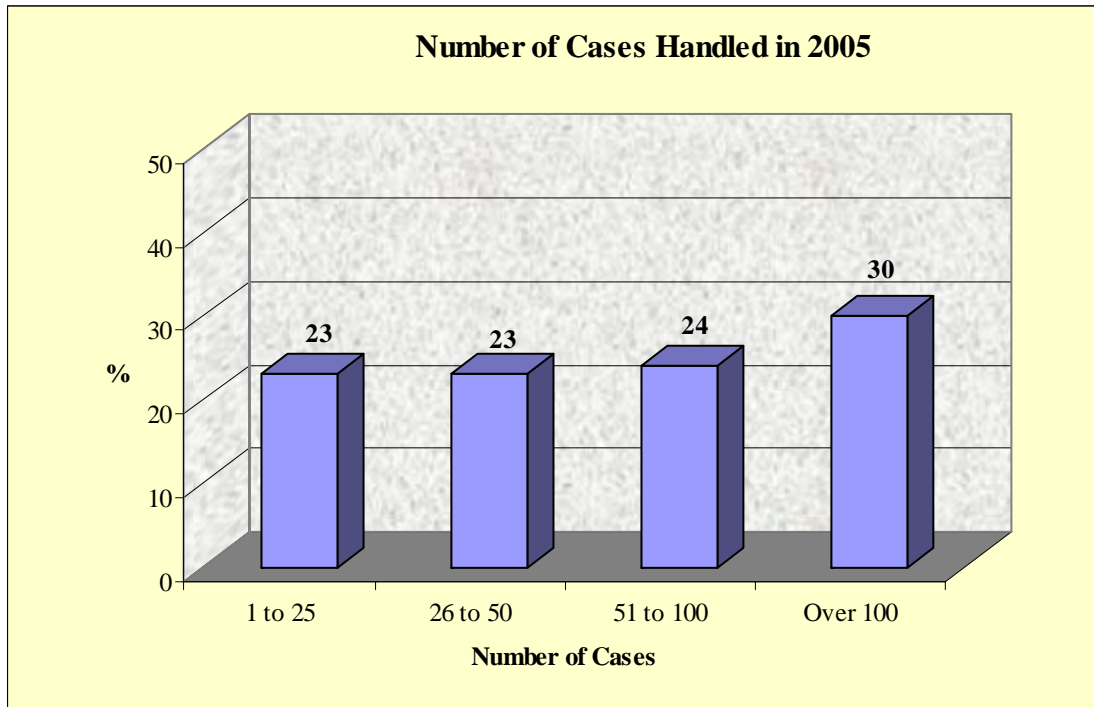
9. What is the primary method for billing that is used in your law firm or legal office? (MULTIPLE RESPONSE QUESTION – CHECK ALL THAT APPLY)

<u>Category</u>	<u>Percent</u>
Hourly rate	52
Fixed or flat fee	17
Contingency fee	11
Value based fee	<1
Volume discount	0
Uses a combination of above listed methods	19

**10. Overall, approximately how many total cases did you handle in 2005?
(ONLY INCLUDES APPLICABLE RESPONDENTS)**

<u>Category</u>	<u>Percent</u>
1 to 10 cases	8
11 to 25 cases	15
26 to 50 cases	23
51 to 75 cases	10
76 to 100 cases	14
101 to 200 cases	18
Over 200 cases	12

Median = 60 cases



10A. Overall, approximately how many total cases did you handle in 2005? – BY TYPE OF PRACTITIONER, GENDER & AGE GROUP

<u>Type of Practitioner</u>	<u>Median # of Cases</u>
Sole Practitioner	95
Government Practice Attorney	75
Managing Partner	60
Partner/Shareholder	50
Associate	40

<u>Gender</u>	<u>Median # of Cases</u>
Male	60
Female	50

<u>Age Group</u>	<u>Median # of Cases</u>
35 or under	40
36 to 49	60
50 to 65	70
Over 65	15

11. What percent of your cases are handled on a contingency fee basis? (PRIVATE PRACTICE ATTORNEYS ONLY)

<u>Category</u>	<u>Percent</u>
None	53
1 to 25%	29
26 to 50%	4
51 to 75%	4
Over 75%	10

* Nearly half (47%) of all respondents report that their firm or legal office handles contingency fee cases. Of those who accept cases on a contingency fee basis, the majority report that these types of cases comprise less than one-quarter of the total number of cases they handle.

11A. Comparison between 2000 thru 2006 Economics & Law Office Management Surveys – What percent of your cases are handled on a contingency fee basis? (PRIVATE PRACTICE ATTORNEYS ONLY)

<u>Hours</u>	2000 Survey <u>Percent</u>	2002 Survey <u>Percent</u>	2004 Survey <u>Percent</u>	2006 Survey <u>Percent</u>
None	49	50	51	53
1 to 25%	31	32	30	29
26 to 50%	5	4	4	4
51 to 75%	3	3	4	4
Over 75%	12	11	11	10

12. Of those contingency fee cases, what is the average percentage of the award that you receive if you win the case?

<u>Category</u>	<u>Percent</u>
Less than 20%	9
20% to 29%	19
30% to 39%	62
40% to 49%	10
50% or more	<1

* Over three-fifths (62%) of all respondents who handle contingency fee cases report that their firm or legal office receives between 30 and 39 percent of the amount awarded if the case is won.

13. Do you keep time records?

<u>Category</u>	<u>Percent</u>
Always	52
Always, except in contingency or fixed fee cases	14
Sometimes	19
Never	15

* With an exception of contingency fee or fixed fee cases, approximately two thirds (66%) of all respondents always maintain time records. That percentage increases to 73% when only considering attorneys in private practice (see Table 13A).

13A. Do you keep time records? (PRIVATE PRACTICE ATTORNEYS ONLY)

<u>Category</u>	<u>Percent</u>
Always	56
Always, except in contingency or fixed fee cases	17
Sometimes	20
Never	7

13B. Comparison between 2004 and 2006 Economics & Law Office Management Surveys – Do you keep time records? (PRIVATE PRACTICE ATTORNEYS ONLY)

<u>Category</u>	<u>2004 Survey Percent</u>	<u>2006 Survey Percent</u>
Always	56	56
Always, except in contingency or fixed fee cases	17	17
Sometimes	20	20
Never	7	7

14. What system do you generally use to capture your time?

<u>Category</u>	<u>Percent</u>
Computer based time billing program	53
Paper time sheets	36
Paper date book	7
Other	5

* Over half (53%) of all respondents use a computer based time billing program. Over one-third (36%) use paper time sheets. The most frequently mentioned responses provided through the 'Other' category are "computer spreadsheet" or "database".

15. What time interval do you use to indicate time spent?

<u>Category</u>	<u>Percent</u>
5 minutes	9
6 minutes	63
10 minutes	7
15 minutes	16
30 minutes	3
Other	2

* Nearly two-thirds (63%) of all respondents report that six minute time intervals are used to keep track of time spent.

15A. What time interval do you use to indicate time spent? – BY TYPE OF PRACTICE

<u>Category</u>	<u>Private Practice Percent</u>	<u>Gov't. Practice Percent</u>
5 minutes	9	7
6 minutes	68	29
10 minutes	7	10
15 minutes	11	44
30 minutes	3	7
Other	2	3

* While over two-thirds (68%) of private practice respondents use six minute intervals to indicate time spent, over two-fifths (44%) of government practice respondents use 15 minute intervals.

16. How often does your firm or legal office use written fee agreements, retainer letters or fee contracts?

<u>Category</u>	<u>Percent</u>
Always	48
Usually	26
Seldom	15
Never	11

16A. Comparison between 2002 thru 2006 Economic and Law Office Management Surveys – How often does your firm or legal office use written fee agreements, retainer letters or fee contracts?

<u>Category</u>	<u>2002 Survey Percent</u>	<u>2004 Survey Percent</u>	<u>2006 Survey Percent</u>
Always	46	47	48
Usually	27	27	26
Seldom	15	16	15
Never	12	10	11

16B. How often does your firm or legal office use written fee agreements, retainer letters or fee contracts? (PRIVATE PRACTICE ATTORNEYS ONLY)

<u>Category</u>	<u>Percent</u>
Always	53
Usually	27
Seldom	17
Never	3

* Over half (53%) of all private practice respondents always use written fee agreements, retainer letters or fee contracts, while one-fifth (20%) seldom or never use them.

17. What do you regularly include in your billing statements to clients? (MULTIPLE RESPONSE QUESTION – CHECK ALL THAT APPLY)

<u>Category</u>	<u>Percent</u>
Itemized list of services performed	70
Itemized list of disbursements	63
Time spent by individual lawyers	63
Prior unpaid balance	59
Hourly rates of lawyers	57
Total time spent by lawyers	53
Narrative summary of activities and services	50
Legal assistant/paralegal charges	42
Remaining trust account balance	42

**17A. What do you regularly include in your billing statements to clients?
(MULTIPLE RESPONSE QUESTION – CHECK ALL THAT APPLY)
(PRIVATE PRACTICE ATTORNEYS ONLY)**

<u>Category</u>	<u>Percent</u>
Itemized list of services performed	82
Itemized list of disbursements	74
Time spent by individual lawyers	74
Prior unpaid balance	71
Hourly rates of lawyers	68
Total time spent by lawyers	63
Narrative summary of activities and services	60
Legal assistant/paralegal charges	51
Remaining trust account balance	51

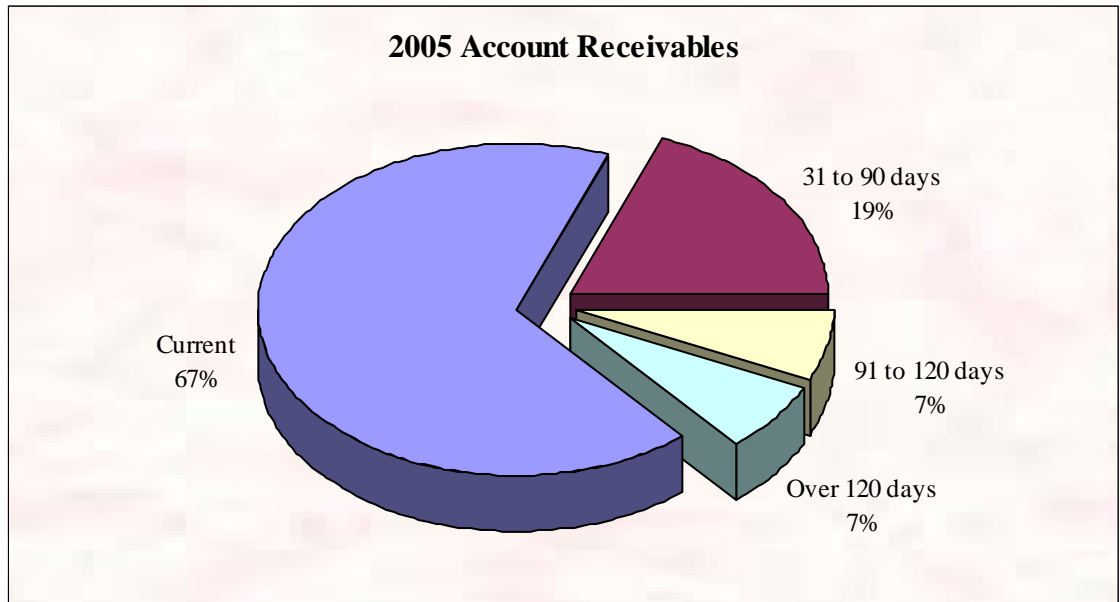
18. For 2005, please indicate your average monthly accounts receivable balance:

<u>Category</u>	<u>Percent</u>
Less than \$1,000	15
\$1,000 to \$5,000	14
\$5,001 to \$10,000	13
\$10,001 to \$20,000	14
\$20,001 to \$30,000	11
\$30,001 to \$40,000	6
\$40,001 to \$50,000	4
More than \$50,000	23

* Over two-fifths (42%) of all respondents had an average monthly accounts receivable balance of \$10,000 or less in 2005. Nearly one-quarter (23%) had an average monthly accounts receivable balance of more than \$50,000.

19. Of your total fees billed for 2005, please indicate what percent of your account receivables were:

<u>Category</u>	<u>Percent</u>
Current	67
31 to 90 days	19
91 to 120 days	7
Over 120 days	7

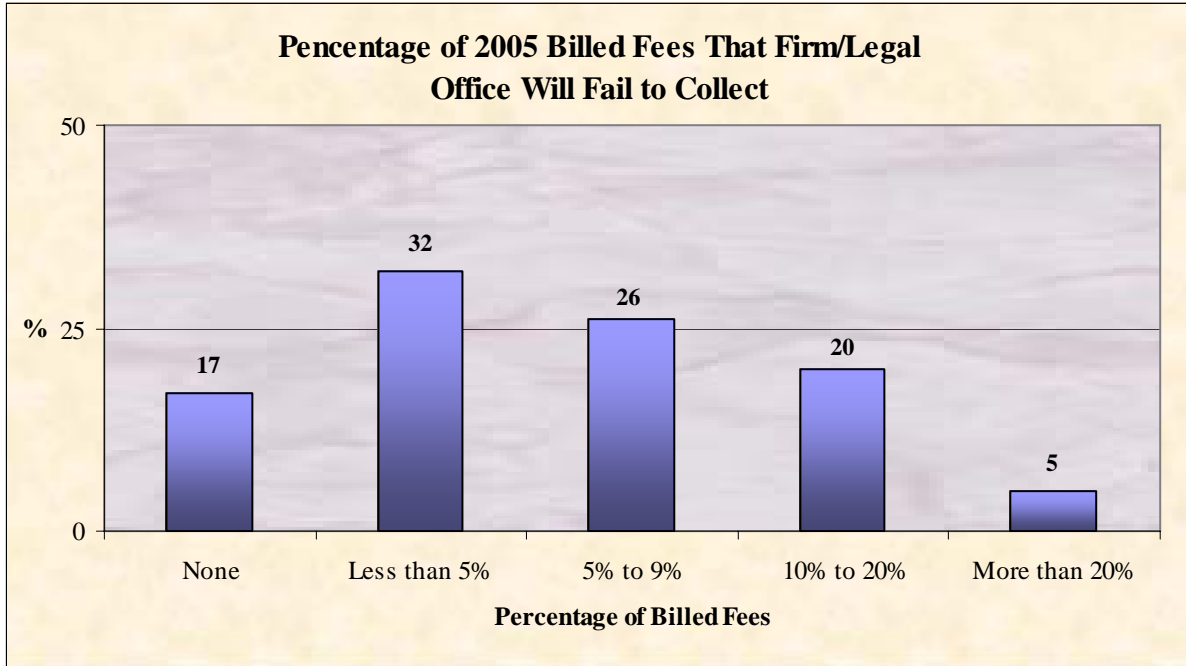


19A. Comparison between 2000 thru 2006 Economics & Law Office Management Surveys – For total fees billed, the percentage of account receivables which are current, 31 to 90 days, or over 90 days:

<u>Category</u>	<u>2000 Survey Percent</u>	<u>2002 Survey Percent</u>	<u>2004 Survey Percent</u>	<u>2006 Survey Percent</u>
Current	63	64	66	67
31 to 90 days	23	23	20	19
Over 90 days	14	13	14	14

20. Approximately, what percentage of billed fees for 2005 will you or your firm/legal office fail to collect?

<u>Category</u>	<u>Percent</u>
None	17
Less than 5%	32
5% to 9%	26
10% to 20%	20
More than 20%	5



20A. Comparison between 2000 thru 2006 Economics & Law Office Management Surveys – Approximately, what percentage of billed fees for 2005 will you or your firm/legal office fail to collect?

<u>Category</u>	<u>2000 Survey Percent</u>	<u>2002 Survey Percent</u>	<u>2004 Survey Percent</u>	<u>2006 Survey Percent</u>
None	14	16	16	17
Less than 5%	26	27	29	32
5% to 9%	28	28	28	26
10% to 20%	24	22	21	20
More than 20%	8	7	6	5

* There has been a slight amount of change since 2000 in the percentage of charged fees that will not be collected.

21. Approximately, what percentage of billable work will be discounted or written off?

<u>Category</u>	<u>Percent</u>
5% or less	58
6% to 10%	29
11% to 20%	9
More than 20%	4
Mean = 7%	
Median = 5%	
Mode = 5%	

22. Which best describes your employment status?

<u>Status</u>	<u>Percent</u>
Full-time	94
Part-time	5
Retired	<1
Unemployed	<1

* The majority of respondents (94%) are employed in full-time positions.

22A. Comparison between 2000 thru 2006 Economics & Law Office Management Surveys – Which best describes your employment status?

<u>Category</u>	<u>2000 Survey Percent</u>	<u>2002 Survey Percent</u>	<u>2004 Survey Percent</u>	<u>2006 Survey Percent</u>
Full-time	94	95	93	94
Part-time	5	5	5	5
Retired	<1	<1	<1	<1
Unemployed	<1	<1	<1	<1

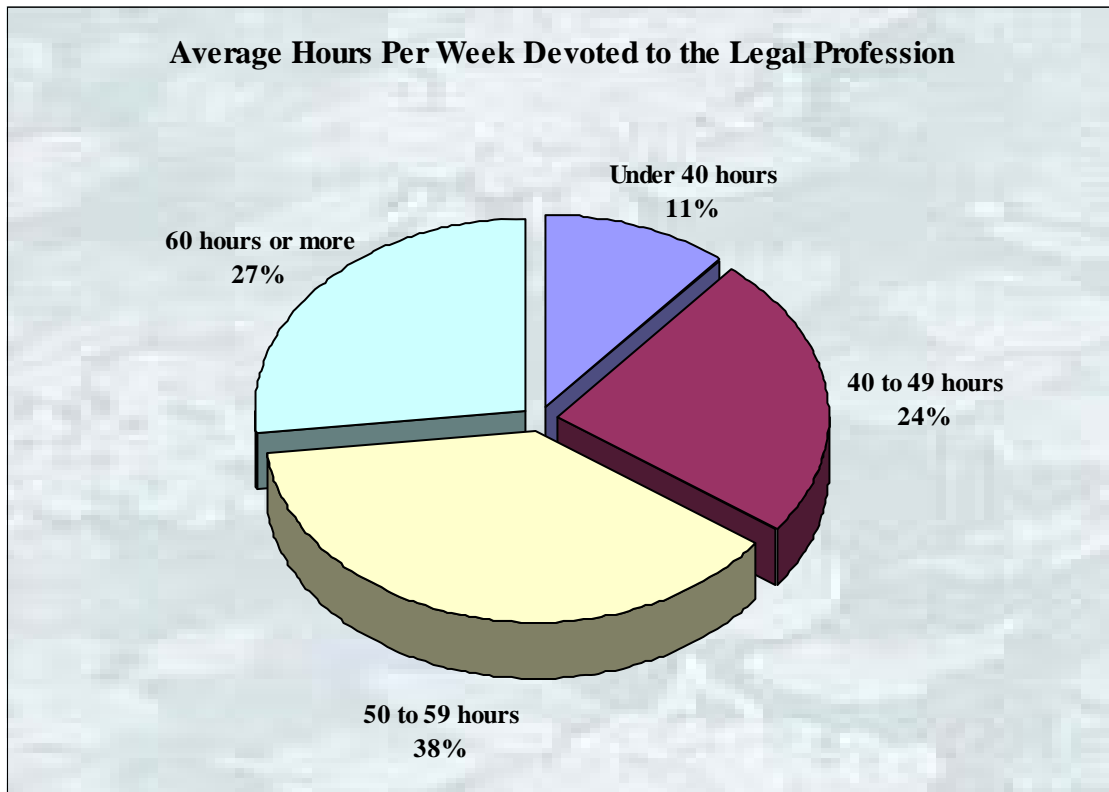
* There is no significant difference since 2000 in the percentages of full-time and part-time attorneys.

23. On the average, how many hours per week did you devote to the legal profession in 2005?

<u>Category</u>	<u>Percent</u>
Under 20 hours	2
20 to 29 hours	3
30 to 39 hours	6
40 to 49 hours	24
50 to 59 hours	38
60 hours or more	27

Mean = 50 hours
 Median = 50 hours
 Mode = 50 hours
 Range = 4 to 90 hours

* Nearly two-thirds (65%) of all respondents work at least 50 hours per week. Over one-quarter (27%) of all respondents work at least 60 hours per week.



23A. Comparison between 2002 thru 2006 Economics & Law Office Management Surveys: On the average, how many hours per week did you devote to the legal profession last year? – BY LEGAL OCCUPATION/CLASSIFICATION

<u>Classification</u>	2002 Survey Average <u>Hours</u>	2004 Survey Average <u>Hours</u>	2006 Survey Average <u>Hours</u>
Associate	55	55	55
Practitioner with one or more associates	53	55	55
Managing partner	52	53	55
Partner/shareholder	55	53	51
Sole practitioner	45	45	46
Local government attorney	50	50	50
Judge	45	44	47
State government attorney	45	45	46
Federal government attorney	45	45	45
Corporate counsel	50	50	50

* Associates (55 hours), practitioners with one or more associates (55 hours), and managing partners (55 hours) report working the most hours in an average week.

23B. Comparison between 2000 thru 2006 Economics & Law Office Management Surveys – On the average, how many hours per week did you devote to the legal profession last year? – BY GENDER AND REGION OF FLORIDA

<u>Gender</u>	2000 Average <u>Hours</u>	2002 Average <u>Hours</u>	2004 Average <u>Hours</u>	2006 Average <u>Hours</u>
Male	51	51	51	50
Female	50	49	49	50

<u>Region of Florida</u>	2000 Average <u>Hours</u>	2002 Average <u>Hours</u>	2004 Average <u>Hours</u>	2006 Average <u>Hours</u>
Southeast	52	51	50	50
Central/Southwest	51	50	50	50
North	50	50	50	50

* For a complete listing of counties within regions, see Appendix A located on Page 90.

**23C. On the average, how many hours per week did you devote to the legal profession in 2005?
– BY AGE GROUP**

<u>Age Group</u>	<u>Average Hours</u>
35 years of age or under	53
36 to 49 years of age	50
50 to 65 years of age	48
Over 65 years of age	39

* There is a correlation between years of age and average hours worked per week as younger attorneys average more hours at work.

24. Of that amount, how many hours per week did you spend engaging in the following activities?

<u>Category</u>	<u>Average Hours</u>
Billable work	30
Office administration	7
Client development or marketing	4
Keeping current on non-billable law	3
Non-billable bar association activities	1
Planned pro bono	<1
Other legal matters	5
Average Weekly Hours	50

24A. Comparison between 2002 thru 2006 Economics & Law Office Management Surveys – Of that amount, how many hours per week did you spend engaging in the following activities?

<u>Category</u>	<u>2002 Average Hours</u>	<u>2004 Average Hours</u>	<u>2006 Average Hours</u>
Billable work	30	30	30
Office administration	6	6	7
Client development or marketing	3	3	4
Keeping current on non-billable law	3	4	3
Non-billable bar association activities	<1	1	1
Planned pro bono	n/a	<1	<1
Other legal matters	8	6	5
Average Weekly Hours	50	50	50

* There is very little change since 2000 in the average hours per week spent on specific activities.

25. Based upon your law firm's 2005 gross receipts, what percentage do the following categories attain?

<u>Category</u>	<u>Median</u>
Lawyer compensation	50%
Support staff salaries	20%
All other expenses	30%

25A. Comparison between 2000 thru 2006 Economics & Law Office Management Surveys – Based upon your law firm's gross receipts last year, what percentage do the following categories attain?

<u>Category</u>	<u>2000 Survey Percent</u>	<u>2002 Survey Percent</u>	<u>2004 Survey Percent</u>	<u>2006 Survey Percent</u>
Lawyer compensation	51	50	50	50
Support staff salaries	19	20	20	20
All other expenses	30	30	30	30

* There is virtually no change since 2000 in the percentages of lawyer compensation, support staff salaries and other expenses based upon the gross receipts of law firms/legal offices.

26. Excluding personal injury cases, on average, what is your aggregate total outstanding advanced costs expanded on behalf of clients? (Cost examples: filing fees paid by firm, Service of Process charges, long-distance charges, court reporter charges, etc.)

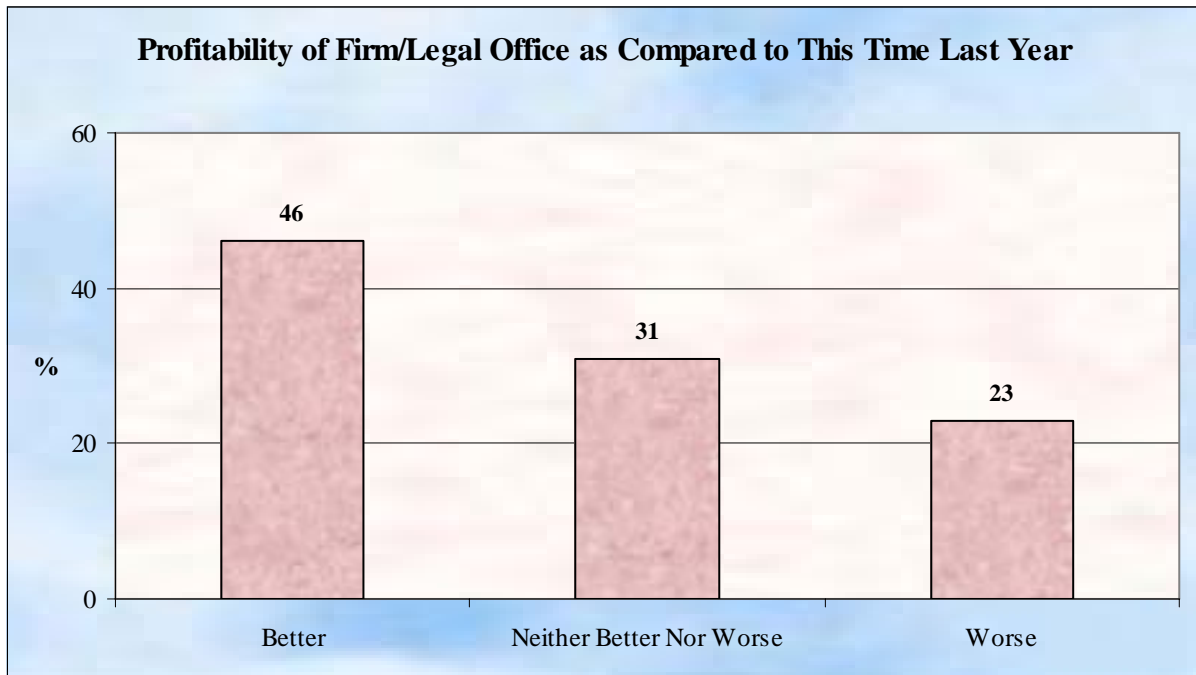
<u>Costs</u>	<u>Percent</u>
Under \$1,000	56
\$1,000 to \$2,000	11
\$2,001 to \$4,000	10
\$4,001 to \$6,000	6
\$6,001 to \$8,000	2
Over \$8,000	15

26A. Comparison between 2004 and 2006 Economics & Law Office Management Surveys – Excluding personal injury cases, on average, what is your aggregate total outstanding advanced costs expanded on behalf of clients?

<u>Category</u>	<u>2004 Survey Percent</u>	<u>2006 Survey Percent</u>
Under \$1,000	59	56
\$1,000 to \$2,000	12	11
\$2,001 to \$4,000	8	10
\$4,001 to \$6,000	5	6
\$6,001 to \$8,000	3	2
Over \$8,000	13	15

27. In terms of profitability, is your firm or legal office better off or worse than it was at this time last year? (ONLY INCLUDES APPLICABLE RESPONDENTS)

<u>Category</u>	<u>Percent</u>
It is much better this year	12
It is slightly better this year	34
It is neither better nor worse	31
It is slightly worse this year	19
It is much worse this year	4



27A. In terms of profitability, is your firm or legal office better off or worse than it was at this time last year? – BY AGE GROUP, REGION AND GENDER (ONLY INCLUDES APPLICABLE RESPONDENTS)

AGE GROUP

<u>Age Group</u>	<u>Much Better Percent</u>	<u>Slightly Better Percent</u>	<u>No Change Percent</u>	<u>Slightly Worse Percent</u>	<u>Much Worse Percent</u>
35 or under	13	40	26	17	4
36 to 49	12	37	27	21	3
50 to 65	12	30	32	20	6
Over 65	9	29	48	14	0

REGION

<u>Region</u>	<u>Much Better Percent</u>	<u>Slightly Better Percent</u>	<u>No Change Percent</u>	<u>Slightly Worse Percent</u>	<u>Much Worse Percent</u>
North	10	39	29	19	3
Central-SW	13	36	28	19	4
Southeast	12	30	34	20	5

GENDER

<u>Gender</u>	<u>Much Better Percent</u>	<u>Slightly Better Percent</u>	<u>No Change Percent</u>	<u>Slightly Worse Percent</u>	<u>Much Worse Percent</u>
Male	12	34	32	18	4
Female	11	35	25	24	5

28. Average attorney annual salary by years of experience

ATTORNEYS

<u>Attorneys</u>	<u>Mean</u>	<u>Median</u>	<u>Mode</u>
Recent law school graduates with no experience	\$53,642	\$50,000	\$50,000
Recent law school graduates with experience (internship, clerkship)	\$61,170	\$55,000	\$55,000
Current employees with less than 3 years experience	\$67,033	\$65,000	\$70,000
Current employees with 3 to 5 years experience	\$78,820	\$75,000	\$75,000
Current employees with 6 to 8 years experience	\$92,022	\$90,000	\$85,000
Current employees with more than 8 years experience	\$110,846	\$110,000	\$100,000
Partner, shareholder, or member	\$162,027	\$145,000	\$150,000

* Please note that the median value is usually the most reliable value to consider for the tables involving financial compensation due to the wide range and extremely high income values. All values are listed, however, to provide the reader with a full scope of information.

28A. Average attorney annual salary by years of experience – North Region

ATTORNEYS

North Region

<u>Attorneys</u>	<u>Mean</u>	<u>Median</u>	<u>Mode</u>
Recent law school graduates with no experience	\$50,640	\$50,000	\$50,000
Recent law school graduates with experience (internship, clerkship)	\$54,795	\$52,000	\$50,000
Current employees with less than 3 years experience	\$62,831	\$60,000	\$60,000
Current employees with 3 to 5 years experience	\$77,383	\$75,000	\$75,000
Current employees with 6 to 8 years experience	\$85,125	\$85,000	\$85,000
Current employees with more than 8 years experience	\$97,492	\$100,000	\$100,000
Partner, shareholder, or member	\$142,766	\$130,000	\$125,000

* Please note that the median value is usually the most reliable value to consider for the tables involving financial compensation due to the wide range and extremely high income values. All values are listed, however, to provide the reader with a full scope of information.

* For a complete listing of counties within regions, see Appendix A located on Page 90.

28B. Average attorney annual salary by years of experience – Central/SW Region

ATTORNEYS

Central/Southwest Region

<u>Attorneys</u>	<u>Mean</u>	<u>Median</u>	<u>Mode</u>
Recent law school graduates with no experience	\$54,607	\$50,000	\$50,000
Recent law school graduates with experience (internship, clerkship)	\$61,118	\$55,000	\$55,000
Current employees with less than 3 years experience	\$62,148	\$64,000	\$65,000
Current employees with 3 to 5 years experience	\$75,157	\$75,000	\$75,000
Current employees with 6 to 8 years experience	\$91,314	\$90,000	\$90,000
Current employees with more than 8 years experience	\$112,897	\$107,000	\$120,000
Partner, shareholder, or member	\$157,324	\$140,000	\$150,000

* Please note that the median value is usually the most reliable value to consider for the tables involving financial compensation due to the wide range and extremely high income values. All values are listed, however, to provide the reader with a full scope of information.

* For a complete listing of counties within regions, see Appendix A located on Page 90.

28C. Average attorney annual salary by years of experience – Southeast Region

ATTORNEYS

Southeast Region

<u>Attorneys</u>	<u>Mean</u>	<u>Median</u>	<u>Mode</u>
Recent law school graduates with no experience	\$54,629	\$55,000	\$55,000
Recent law school graduates with experience (internship, clerkship)	\$65,229	\$65,000	\$65,000
Current employees with less than 3 years experience	\$72,696	\$70,000	\$70,000
Current employees with 3 to 5 years experience	\$84,107	\$80,000	\$75,000
Current employees with 6 to 8 years experience	\$97,089	\$95,000	\$90,000
Current employees with more than 8 years experience	\$121,077	\$110,000	\$110,000
Partner, shareholder, or member	\$178,137	\$160,000	\$150,000

* Please note that the median value is usually the most reliable value to consider for the tables involving financial compensation due to the wide range and extremely high income values. All values are listed, however, to provide the reader with a full scope of information.

* For a complete listing of counties within regions, see Appendix A located on Page 90.

28D. Comparison between 2002 thru 2006 Economics & Law Office Management Surveys – Average attorney annual salary by years of experience

ATTORNEYS			
<u>Attorneys</u>	<u>2002 Survey Median</u>	<u>2004 Survey Median</u>	<u>2006 Survey Median</u>
Recent law school graduates with no experience	\$40,000	\$45,000	\$50,000
Current employees with less than 3 years experience	\$50,000	\$55,000	\$65,000
Current employees with 3 to 5 years experience	\$55,000	\$70,000	\$75,000
Current employees with 6 to 8 years experience	\$71,000	\$80,000	\$90,000
Current employees with more than 8 years of experience	\$90,000	\$100,000	\$110,000
Partner, shareholder, or member	\$125,000	\$135,000	\$145,000

28E. Average paralegal annual salary by years of experience

PARALEGALS

<u>Paralegals</u>	<u>Mean</u>	<u>Median</u>	<u>Mode</u>
New hires without experience	\$31,371	\$30,000	\$25,000
Current employees with less than 5 years experience	\$36,672	\$35,000	\$30,000
Current employees with 5 to 10 years experience	\$43,572	\$42,500	\$40,000
Current employees with more than 10 years experience	\$49,007	\$47,000	\$45,000

* Please note that the median value is usually the most reliable value to consider for the tables involving financial compensation due to the wide range of income values. All values are listed, however, to provide the reader with a full scope of information.

28F. Average paralegal annual salary by years of experience – North Region

PARALEGALS

North Region

<u>Paralegals</u>	<u>Mean</u>	<u>Median</u>	<u>Mode</u>
New hires without experience	\$27,813	\$26,750	\$25,000
Current employees with less than 5 years experience	\$33,512	\$32,000	\$30,000
Current employees with 5 to 10 years experience	\$38,486	\$38,000	\$40,000
Current employees with more than 10 years experience	\$44,539	\$42,000	\$45,000

* Please note that the median value is usually the most reliable value to consider for the tables involving financial compensation due to the wide range of income values. All values are listed, however, to provide the reader with a full scope of information.

* For a complete listing of counties within regions, see Appendix A located on Page 90.

28G. Average paralegal annual salary by years of experience – Central/SW Region

PARALEGALS

Central/Southwest Region

<u>Paralegals</u>	<u>Mean</u>	<u>Median</u>	<u>Mode</u>
New hires without experience	\$31,474	\$30,000	\$30,000
Current employees with less than 5 years experience	\$36,322	\$35,000	\$35,000
Current employees with 5 to 10 years experience	\$42,812	\$42,000	\$40,000
Current employees with more than 10 years experience	\$47,696	\$45,000	\$45,000

* Please note that the median value is usually the most reliable value to consider for the tables involving financial compensation due to the wide range of income values. All values are listed, however, to provide the reader with a full scope of information.

* For a complete listing of counties within regions, see Appendix A located on Page 90.

28H. Average paralegal annual salary by years of experience – Southeast Region

PARALEGALS

Southeast Region

<u>Paralegals</u>	<u>Mean</u>	<u>Median</u>	<u>Mode</u>
New hires without experience	\$33,765	\$35,000	\$35,000
Current employees with less than 5 years experience	\$38,227	\$38,000	\$45,000
Current employees with 5 to 10 years experience	\$47,268	\$45,000	\$50,000
Current employees with more than 10 years experience	\$55,527	\$55,000	\$50,000

* Please note that the median value is usually the most reliable value to consider for the tables involving financial compensation due to the wide range of income values. All values are listed, however, to provide the reader with a full scope of information.

* For a complete listing of counties within regions, see Appendix A located on Page 90.

28I. Comparison between 2002 thru 2006 Economics & Law Office Management Surveys – Average paralegal annual salary by years of experience

	PARALEGALS		
<u>Paralegals</u>	<u>2002 Survey Median</u>	<u>2004 Survey Median</u>	<u>2006 Survey Median</u>
New hires without experience	\$25,000	\$26,000	\$30,000
Current employees with less than 5 years experience	\$28,000	\$30,000	\$35,000
Current employees with 5 to 10 years experience	\$32,500	\$35,000	\$42,500
Current employees with more than 10 years experience	\$35,000	\$40,000	\$47,000

28J. Average legal secretary annual salary by years of experience

LEGAL SECRETARIES

<u>Legal Secretaries</u>	<u>Mean</u>	<u>Median</u>	<u>Mode</u>
New hires without experience	\$28,187	\$27,000	\$25,000
Current employees with less than 5 years experience	\$31,914	\$32,000	\$35,000
Current employees with 5 to 10 years experience	\$37,936	\$38,000	\$40,000
Current employees with more than 10 years experience	\$43,018	\$42,000	\$50,000

* Please note that the median value is usually the most reliable value to consider for the tables involving financial compensation due to the wide range of income values. All values are listed, however, to provide the reader with a full scope of information.

28K. Average legal secretary annual salary by years of experience – North Region

LEGAL SECRETARIES

North Region

<u>Legal Secretaries</u>	<u>Mean</u>	<u>Median</u>	<u>Mode</u>
New hires without experience	\$25,797	\$25,000	\$25,000
Current employees with less than 5 years experience	\$29,508	\$28,000	\$28,000
Current employees with 5 to 10 years experience	\$34,633	\$34,000	\$35,000
Current employees with more than 10 years experience	\$39,671	\$39,000	\$40,000

* Please note that the median value is usually the most reliable value to consider for the tables involving financial compensation due to the wide range of income values. All values are listed, however, to provide the reader with a full scope of information.

* For a complete listing of counties within regions, see Appendix A located on Page 90.

28L. Average legal secretary annual salary by years of experience – Central/SW Region

LEGAL SECRETARIES

Central/Southwest Region

<u>Legal Secretaries</u>	<u>Mean</u>	<u>Median</u>	<u>Mode</u>
New hires without experience	\$27,850	\$27,000	\$25,000
Current employees with less than 5 years experience	\$30,385	\$30,000	\$30,000
Current employees with 5 to 10 years experience	\$36,583	\$36,000	\$35,000
Current employees with more than 10 years experience	\$40,238	\$40,000	\$40,000

* Please note that the median value is usually the most reliable value to consider for the tables involving financial compensation due to the wide range of income values. All values are listed, however, to provide the reader with a full scope of information.

* For a complete listing of counties within regions, see Appendix A located on Page 90.

28M. Average legal secretary annual salary by years of experience – Southeast Region

LEGAL SECRETARIES

Southeast Region

<u>Legal Secretaries</u>	<u>Mean</u>	<u>Median</u>	<u>Mode</u>
New hires without experience	\$30,145	\$29,000	\$30,000
Current employees with less than 5 years experience	\$35,408	\$35,000	\$35,000
Current employees with 5 to 10 years experience	\$41,731	\$40,000	\$40,000
Current employees with more than 10 years experience	\$47,720	\$48,000	\$45,000

* Please note that the median value is usually the most reliable value to consider for the tables involving financial compensation due to the wide range of income values. All values are listed, however, to provide the reader with a full scope of information.

* For a complete listing of counties within regions, see Appendix A located on Page 90.

28N. Comparison between 2002 thru 2006 Economics & Law Office Management Surveys – Average legal secretary annual salary by years of experience

LEGAL SECRETARIES

<u>Legal Secretaries</u>	<u>2002 Survey Median</u>	<u>2004 Survey Median</u>	<u>2006 Survey Median</u>
New hires without experience	\$25,000	\$25,000	\$27,000
Current employees with less than 5 years experience	\$28,000	\$28,000	\$32,000
Current employees with 5 to 10 years experience	\$33,000	\$35,000	\$38,000
Current employees with more than 10 years experience	\$38,000	\$39,500	\$42,000

29. Average annual salary for other positions within firm or legal office.

<u>Other Personnel</u>	<u>Median</u>	
Full time office manager/legal administrator (full-time)	\$55,500	(n = 77)
Bookkeeper or Controller (full-time)	\$40,000	(n = 42)
Secretary/office manager	\$38,000	(n = 30)
Bookkeeper (part-time)	\$25,000	(n = 35)
Law clerk	\$25,000	(n = 27)

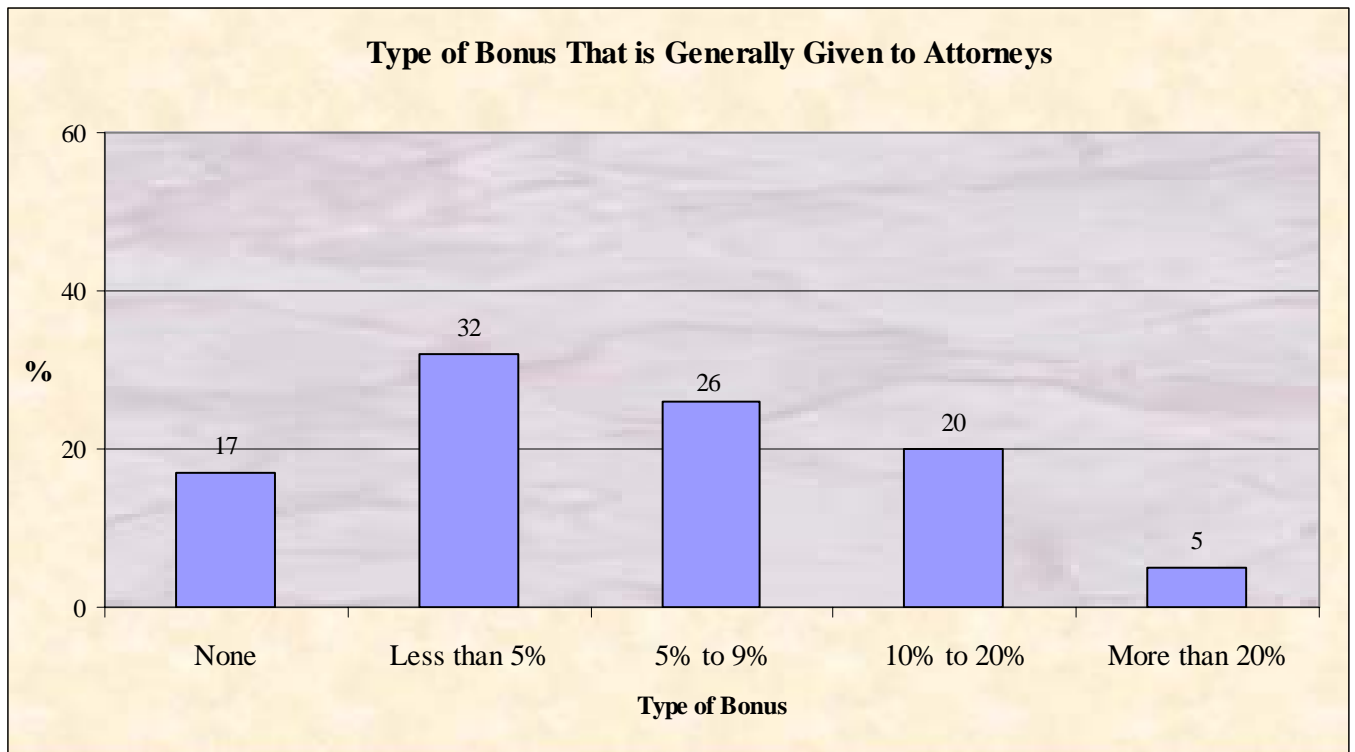
* Please note that very few respondents listed the salary for most of the above listed positions. The “n” equals the total number of responses received for each category.

SECTION II: LAW OFFICE MANAGEMENT

30. What type of bonus is generally given to attorneys?

<u>Category</u>	<u>Percent</u>
None	46
One week's salary	6
Two or more weeks salary	10
Percentage of annual salary	20
Other	18

* Almost half (46%) of all respondents report that attorneys in their firm or legal office do not receive a bonus. For those that do offer bonuses to attorneys, the most frequently mentioned bonus is a percentage of the annual salary, while “two or more weeks salary” is most frequently mentioned for support staff. The most frequently mentioned responses under the 'Other' category are "depends on productivity", "depends on billable hours" or "depends on profit". "Discretionary" is also frequently mentioned.



31. What type of bonus is generally given to support staff?

<u>Category</u>	<u>Percent</u>
None	28
One week's salary	20
Two or more weeks salary	27
Percentage of annual salary	12
Other	14

* Nearly three-quarters (72%) of all respondents report that support staff in their firm or legal office receives some type of bonus. The most frequently mentioned response under the 'Other' category is "depends on cash flow/performance". "Discretionary" is also frequently mentioned.

32A. Please indicate your firm or legal office's annual performance/merit salary increase in 2005 for ATTORNEYS.

<u>Category</u>	<u>Percent</u>
None	52
1% to 2%	1
3% to 4%	10
5% to 6%	12
7% to 8%	9
9% to 10%	8
Over 10%	8

32B. Please indicate your firm or legal office's annual performance/merit salary increase in 2005 for SUPPORT STAFF.

<u>Category</u>	<u>Percent</u>
None	29
1% to 2%	3
3% to 4%	21
5% to 6%	23
7% to 8%	8
9% to 10%	12
Over 10%	4

33. How many attorneys did your firm or legal office hire in 2005? (ONLY INCLUDES FIRMS OR LEGAL OFFICES WITH TWO OR MORE ATTORNEYS)

<u>Category</u>	<u>Percent</u>
None	49
One attorney	21
Two attorneys	12
Three attorneys	6
Four attorneys	<1
Five or more attorneys	12

* Just over half (51%) of firms or legal offices with two or more attorneys hired at least one attorney in 2005.

34. Of the number of attorneys listed above in Question 33, how many were beginning attorneys (without prior legal experience)? (ONLY INCLUDES FIRMS OR LEGAL OFFICES WITH TWO OR MORE ATTORNEYS)

<u>Category</u>	<u>Percent</u>
None	74
One attorney	8
Two attorneys	9
Three attorneys	3
Four attorneys	1
Five or more attorneys	5

* Just under three-quarters (74%) of firms or legal offices with two or more attorneys did not hire any beginning (without prior legal experience) attorneys in 2005.

35. How many attorneys does your firm or legal office plan to hire in 2006? (ONLY INCLUDES FIRMS OR LEGAL OFFICES WITH TWO OR MORE ATTORNEYS)

<u>Category</u>	<u>Percent</u>
None	59
One attorney	17
Two attorneys	10
Three attorneys	6
Four attorneys	2
Five or more attorneys	6

* Just under three-fifths (59%) of firms or legal offices with two or more attorneys are not planning to hire any attorneys in 2006.

36. When you took your first job with a firm or legal office, what was the primary reason for accepting that position?

<u>Reason</u>	<u>Percent</u>
Future opportunity	24
Gaining trial or work experience	21
Wanted to be a sole practitioner	13
Locale	11
Only job available	10
Prestige of employer	8
Salary	6
Personal friendships	2
Other	5

* Nearly one-quarter (24%) of all respondents cite “future opportunity” as their main reason for accepting their first job with a law firm or legal office, while just over one-fifth (21%) cite “gaining trial or work experience” as their primary reason. The most frequently mentioned reasons provided under the ‘Other’ category are “wanted to work in government practice” and “nature of work”.



36A. Primary reason for accepting first job with a law firm or legal office – BY TYPE OF PRACTICE

<u>Reason</u>	<u>Private Practice Percent</u>	<u>Gov't. Practice Percent</u>
Future opportunity	25	22
Gaining trial or work experience	18	31
Wanted to be a sole practitioner	15	2
Locale	12	3
Only job available	9	17
Prestige of employer	9	3
Salary	7	3
Personal friendships	2	0
Other	3	19

* A higher percentage of respondents currently in government practice positions list "gaining trial/work experience" and "only job available" as their primary reason for accepting their first job. A higher percentage of respondents in private practice positions list "wanted to work as a sole practitioner", "locale", "prestige of employer" or "salary" as their primary reason.

36B. Primary reason for accepting first job with a law firm or legal office – BY GENDER

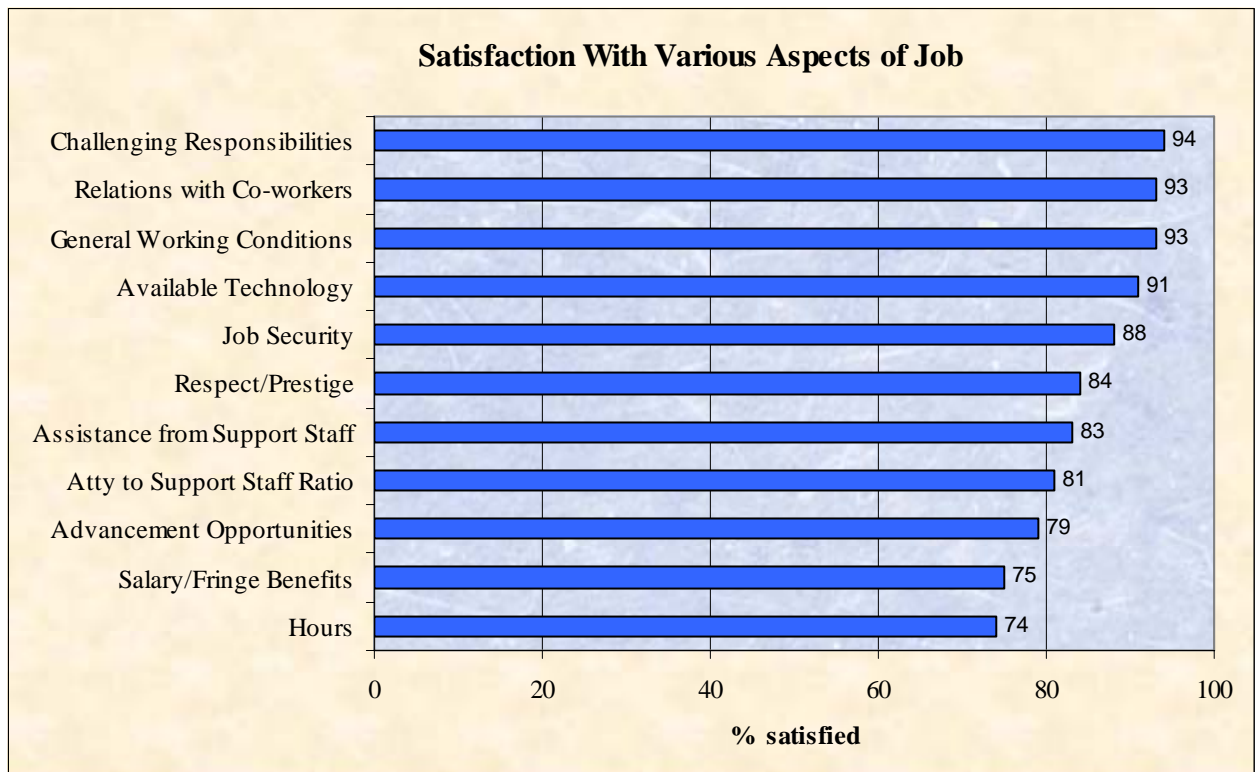
<u>Reason</u>	<u>Male Percent</u>	<u>Female Percent</u>
Future opportunity	27	16
Gaining trial or work experience	19	28
Wanted to be a sole practitioner	14	10
Locale	11	11
Only job available	10	11
Prestige of employer	8	7
Salary	6	4
Personal friendships	2	1
Other	4	12

* A higher percentage of male respondents list "future opportunity" as their primary reason for accepting their first job, while a higher percentage of female respondents list "gaining trial or work experience".

37. Please indicate whether or not you are satisfied with the following aspects of your legal position: (MULTIPLE RESPONSE QUESTION– CHECK ALL THAT APPLY)

<u>Category</u>	<u>Satisfied Percent</u>
Challenging responsibilities	94
Relations with co-workers	93
General working conditions	93
Available technology	91
Job security	88
Respect and prestige	84
Assistance from support staff	83
Attorney to support staff ratio	81
Advancement opportunities	79
Salary and fringe benefits	75
Hours	74

* Over 90% of respondents are satisfied with the following aspects of their job: challenging responsibilities (94%), relations with co-workers (93%), general working conditions (93%), and available technology (91%).



37A. Comparison between 2002 thru 2006 Economics & Law Office Management Surveys – Satisfied with the following aspects of your legal position:

<u>Category</u>	<u>2002 Survey Percent</u>	<u>2004 Survey Percent</u>	<u>2006 Survey Percent</u>
Challenging responsibilities	92	92	94
Relations with co-workers	93	90	93
General working conditions	88	89	93
Available technology	n/a	90	91
Job security	84	86	88
Respect and prestige	81	81	84
Assistance from support staff	80	80	83
Attorney to support staff ratio	n/a	79	81
Advancement opportunities	75	77	79
Salary and fringe benefits	69	75	75
Hours	75	74	74

37B. Satisfied with the following aspects of your legal position – BY GENDER

<u>Category</u>	<u>Male Satisfied Percent</u>	<u>Female Satisfied Percent</u>
Available technology	92	89
Challenging responsibilities	95	93
General working conditions	94	93
Relations with co-workers	95	88
Job security	90	86
Hours	72	80
Respect and prestige	87	78
Assistance from support staff	85	78
Attorney to support staff ratio	83	75
Advancement opportunities	83	72
Salary and fringe benefits	78	69

* A higher percentage of male respondents are satisfied in various aspects of their job, with the biggest differences being satisfaction in advancement opportunities (83% to 72%); salary and fringe benefits (78% to 69%); and respect/prestige (87% to 78%).

* A higher percentage of female respondents report satisfaction with work hours (80% to 72%).

37C. Satisfied with the following aspects of your legal position – BY TYPE OF PRACTICE

<u>Category</u>	<u>Private Practice Percent</u>	<u>Gov't. Practice Percent</u>
Challenging responsibilities	94	95
Relations with co-workers	93	91
General working conditions	93	92
Available technology	91	89
Job security	88	92
Respect and prestige	87	70
Advancement opportunities	87	43
Attorney to support staff ratio	82	72
Assistance from support staff	83	86
Salary and fringe benefits	79	50
Hours	73	78

* A higher percentage of respondents in private practice are satisfied in various aspects of their job, with the biggest differences being satisfaction in advancement opportunities (87% to 43%); salary & fringe benefits (79% to 50%); and respect and prestige (87% to 70%).

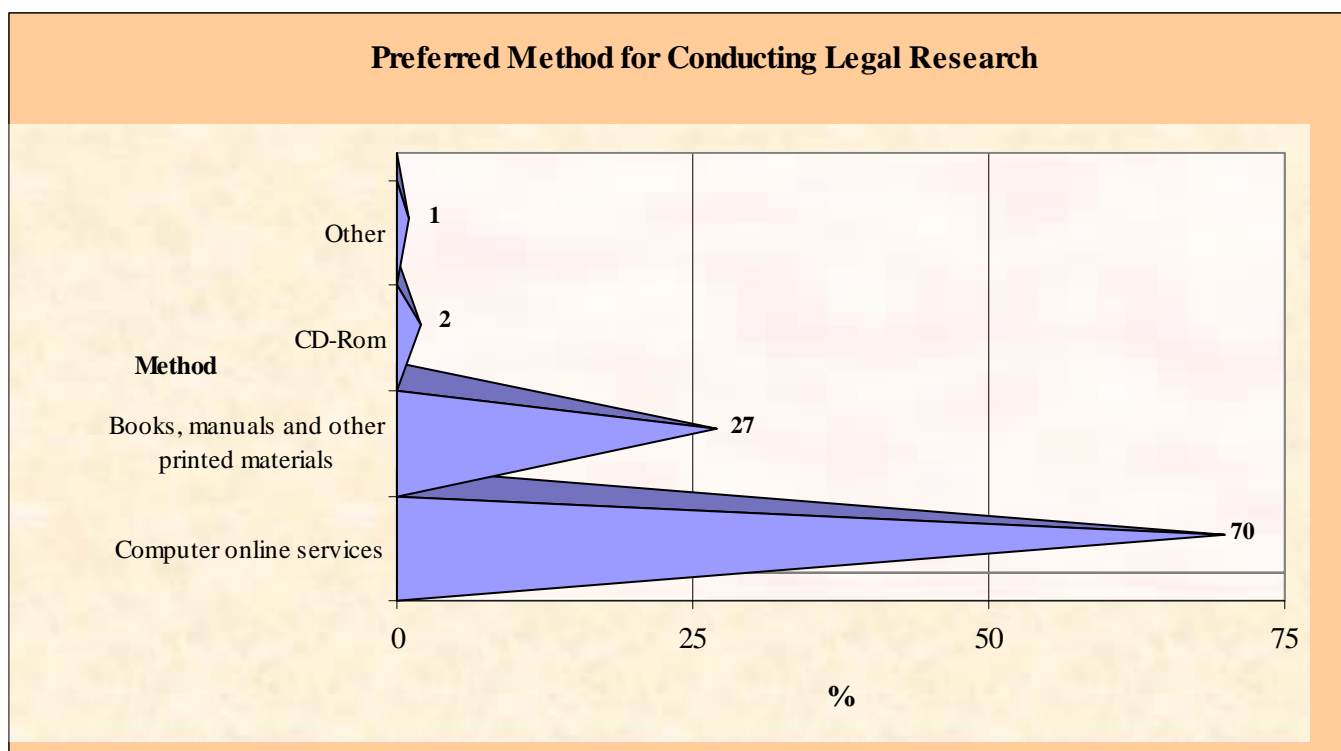
37D. Satisfied with the following aspects of your legal position – BY AGE GROUP

<u>Category</u>	<u>35 or under yrs of age Percent</u>	<u>36 to 49 yrs of age Percent</u>	<u>50 to 65 yrs of age Percent</u>	<u>Over 65 yrs of age Percent</u>
Challenging responsibilities	87	97	95	95
Relations with co-workers	85	94	95	100
General working conditions	88	95	94	100
Available technology	84	91	94	100
Job security	82	88	93	93
Respect and prestige	75	82	92	94
Assistance from support staff	75	83	87	93
Attorney to support staff ratio	75	77	88	100
Advancement opportunities	69	83	82	87
Salary and fringe benefits	60	79	78	93
Hours	74	71	76	95

38. Which of the following methods do you prefer for conducting legal research?

<u>Category</u>	<u>Percent</u>
Computer online services	70
Books, manuals, and other printed materials	27
CD-Rom	2
Other	1

* Over two-thirds (70%) of respondents prefer using computer online services to conduct legal research. Just over one-quarter (27%) prefer printed materials.



38A. Preferred method for conducting legal research – BY AGE GROUP

<u>Category</u>	<u>35 or under yrs of age Percent</u>	<u>36 to 49 yrs of age Percent</u>	<u>50 to 65 yrs of age Percent</u>	<u>Over 65 yrs of age Percent</u>
Computer online services	90	74	60	8
Books, manuals, printed materials	9	22	36	88
CD-Rom	1	3	2	4
Other	0	1	2	0

* There is a strong correlation between age and preferred method for conducting legal research. While 90% of respondents 35 years of age or younger prefer computer online services, 88% of respondents over 65 years of age prefer books, manuals or printed materials.

39. Please indicate the primary operating system that is used on the majority of computers in firm or legal office

<u>Category</u>	<u>Percent</u>
Windows XP	60
Windows 2000	16
Windows NT	7
Windows 2003	5
Windows 95/98	4
MAC OS	<1
Linux	0
Unix	0
Other	<1
Don't know	8

39A. Primary Operating System that is used on the majority of computers in firm or legal office – BY TYPE OF PRACTICE

<u>Category</u>	<u>Private Practice Percent</u>	<u>Gov't. Practice Percent</u>
Windows XP	60	66
Windows 2000	16	11
Windows NT	7	9
Windows 2003	5	2
Windows 95/98	4	4
MAC OS	<1	0
Linux	0	0
Unix	0	0
Other	<1	0
Don't know	8	8

40. **Level of concern with the following Internet issues, based on a scale of:**
1 = Extremely Concerned to 5 = Not Concerned At All

<u>Issue</u>	<u>Concerned Percent</u>	<u>Neutral Percent</u>	<u>Not Concerned Percent</u>	<u>Mean Score</u>
Internet reliability	62	17	21	2.21
Computer viruses	64	11	24	2.28
Speed, performance	65	7	28	2.30
Confidentiality	61	11	28	2.37
Secure transactions	60	11	29	2.42
E-mail security	59	12	29	2.45
Content authenticity	48	18	34	2.75
Metadata	19	20	61	3.77

- * A significant percentage of respondents also indicate that they are not aware of the term "metadata."

41. **How many desktop computers are in use in your firm or legal office?**

<u>Category</u>	<u>Percent</u>
1 computer	8
2 to 5 computers	39
6 to 10 computers	15
11 to 20 computers	11
21 to 50 computers	12
51 to 100 computers	3
More than 100 computers	13

42. **How many years does your firm or legal office target between desktop replacements?**

<u>Category</u>	<u>Percent</u>
Replaced on an annual basis	0
2 years	10
3 years	25
4 years	24
5 or more years	16
When they quit working	25

43. What is the ratio of computers to printers within your firm or legal office?

<u>Category</u>	<u>Percent</u>
1 computer to 1 printer	49
2 computers to 1 printer	25
3 computers to 1 printer	12
4 or more computers to 1 printer	14

43A. What is the ratio of computers to printers within your firm or legal office? – BY SIZE OF FIRM OR LEGAL OFFICE (DOES NOT INCLUDE SOLE PRACTITIONERS)

<u>Category</u>	<u>2 to 5 attorneys Percent</u>	<u>6 to 10 attorneys Percent</u>	<u>11 to 25 attorneys Percent</u>	<u>Over 25 attorneys Percent</u>
1 computer to 1 printer	51	19	18	21
2 computers to 1 printer	28	39	18	14
3 computers to 1 printer	14	16	23	18
4 or more computers to 1 printer	7	26	41	47

44. Do lawyers in your firm or legal office use laptops while out of the office?

<u>Category</u>	<u>Percent</u>
Yes	67
No	33

44A. If yes, does your firm or legal office provide and maintain these laptops?

<u>Category</u>	<u>Percent</u>
Yes	82
No	18

44B. Firm or legal office provides and maintains laptops – BY TYPE OF PRACTICE

<u>Category</u>	<u>Private Practice Percent</u>	<u>Gov't. Practice Percent</u>	<u>Other Position Percent</u>
Yes	82	81	90
No	18	19	10

- 45. Please indicate whether your firm or legal office provides attorneys with any of the following PDA's: (MULTIPLE RESPONSE QUESTION – CHECK ALL THAT APPLY)**

<u>Category</u>	<u>Percent</u>
Blackberry	19
Palm Pilot	12
Other Personal Digital Assistant (PDA)	9

- 46. Please indicate whether your firm or legal office provides and pays for cellular phones for attorneys.**

<u>Category</u>	<u>Percent</u>
Yes	66
No	33
Does not apply	1

- 47. Is your firm or legal office's computer system networked?**

<u>Category</u>	<u>Percent</u>
Yes	88
No	10
Does not apply	2

- 48. Does your firm or legal office use a wireless network?**

<u>Category</u>	<u>Percent</u>
Yes	35
No	62
Do not know	3

**49. The majority of your firm or legal office=s computers use the following software:
(MULTIPLE RESPONSE QUESTION - CHECK ALL THAT APPLY)**

a. PRIMARY WORD PROCESSING

<u>Category</u>	<u>Percent</u>
MS Word	46
WordPerfect	30
Both of the above	20
Other	3

About two-thirds (66%) of all respondents report that MS Word is used on the majority of computers within their firm or legal office, while half (50%) report that WordPerfect is used. Note that 20% of all respondents report that both MS Word and WordPerfect are used.

b. TIME & BILLING

<u>Category</u>	<u>Percent</u>
QuickBooks	11
Tabs	11
PC Law	9
Timeslips	7
CMS Open	2
Elite	2
Juris	2
Carpe Diem	1
Perfect Law	1
Pro Law	1
DLS	<1
Esilaw	<1
Other	16

* The most frequently listed response under the 'Other' category is "self-designed program". Other frequently listed responses include "Amicus", "Excel/Lotus", and "Time Matters".

**49. The majority of your firm or legal office's computers use the following software:
(MULTIPLE RESPONSE QUESTION - CHECK ALL THAT APPLY)**

c. DOCUMENT MANAGEMENT

<u>Category</u>	<u>Percent</u>
GroupWise	7
Worldox	4
iManage	3
DocsOpen (PCDocs)	2
Anuva	<1
Hummingbird DM	<1
Other	16

* The most frequently listed responses under the 'Other' category are "Time Matters" and a word processing program (Word, WordPerfect).

d. PRACTICE MANAGEMENT

<u>Category</u>	<u>Percent</u>
Client Profiles	7
Time Matters	7
Amicus Attorney	4
ProLaw	4
Abacus Law	2
Juris	1
Needles	0
CLS/Summit	<1
Case Master	<1
Perfect Law	<1
Perfect Practice	<1
Practice Manager	<1
Trial De Novo	<1
TrialWorks	<1
Other	17

* The most frequently listed responses under the 'Other' category are "PC Law" and "Outlook".

**49. The majority of your firm or legal office=s computers use the following software:
(MULTIPLE RESPONSE QUESTION - CHECK ALL THAT APPLY)**

e. DOCUMENT ASSEMBLY

<u>Category</u>	<u>Percent</u>
HotDocs	6
ProDoc	6
Ghost Fill	1
ThinkDocs	<1
Other	19

* The most frequently listed responses under the 'Other' category are "Time Matters" and "Display Soft".

f. SPEECH RECOGNITION

<u>Category</u>	<u>Percent</u>
Dragon Naturally Speaking	4
IBM ViaVoice	3
Other	3

g. LEGAL RESEARCH SERVICE

<u>Category</u>	<u>Percent</u>
Westlaw	46
LexisNexis	32
FastCase	14
FindLaw	7
Courtlink	2
Other	6

* The most frequently listed response under the 'Other' category is "Loislaw".

**49. The majority of your firm or legal office=s computers use the following software:
(MULTIPLE RESPONSE QUESTION - CHECK ALL THAT APPLY)**

h. REMOTE ACCESS

<u>Category</u>	<u>Percent</u>
GoToMyPC	11
File4ward	1
Other	20

* The most frequently listed responses under the 'Other' category are "Citrix", "VPN" and "Symantec".

i. PRIMARY WEB BROWSER

<u>Category</u>	<u>Percent</u>
Microsoft Internet Explorer	76
Netscape	5
Mozilla Firefox	4
Other	6

j. GROUP COLLABORATION SOFTWARE

<u>Category</u>	<u>Percent</u>
Microsoft Outlook	56
Novell Groupware	5
Other	6

* The most frequently listed responses under the 'Other' category are "Time Matters" and "Lotus Notes".

50. Does your firm or legal office have an imaging system?

<u>Category</u>	<u>Percent</u>
Yes	55
No	45

50A. If yes, approximately what percentage of incoming case-related material is scanned into the imaging system?

<u>Category</u>	<u>Percent</u>
5% or less	32
5% to 10%	14
11% to 20%	11
21% to 50%	15
More than 50%	28

**51. My firm or legal office checks for conflicts using:
(MULTIPLE RESPONSE QUESTION – CHECK ALL THAT APPLY)**

<u>Category</u>	<u>Percent</u>
Manual system (e.g. card file)	31
We ask other lawyers in the office	30
Time and billing or accounting software	26
Practice management software	21

**52. My firm or legal office backs up the information/data on its computers or servers using:
(MULTIPLE RESPONSE QUESTION – CHECK ALL THAT APPLY)**

<u>Category</u>	<u>Percent</u>
Tape backup	31
CD-ROM	25
External hard drive	24
Zip drive	14
ASP (e.g. Iron Mountain)	5
Other	6
Firm does not have a backup system	3

* The most frequently mentioned responses under the ‘Other’ category are "floppy or flash drives", "Internet off-site service", and "mirrored hard drive".

53. How is data shared within your firm or legal office?

<u>Category</u>	<u>Percent</u>
Local Area Network (LAN)	74
Peer-to-peer network	10
Wide Area Network (WAN)	7
Walk a disk around the office network	5
Other	4

* The most frequently mentioned response under the 'Other' category is "shared drive".

54. For technical assistance with computers or servers, my firm or legal office primarily relies on:

<u>Category</u>	<u>Percent</u>
Outsourcing to a company or person under contract	42
In-house personnel	32
Vendors	20
Other	6

* The most frequently mentioned responses under the 'Other' category are "friend/family member" and "outsource with no contract".

55. What type of Internet access does your firm or legal office use?

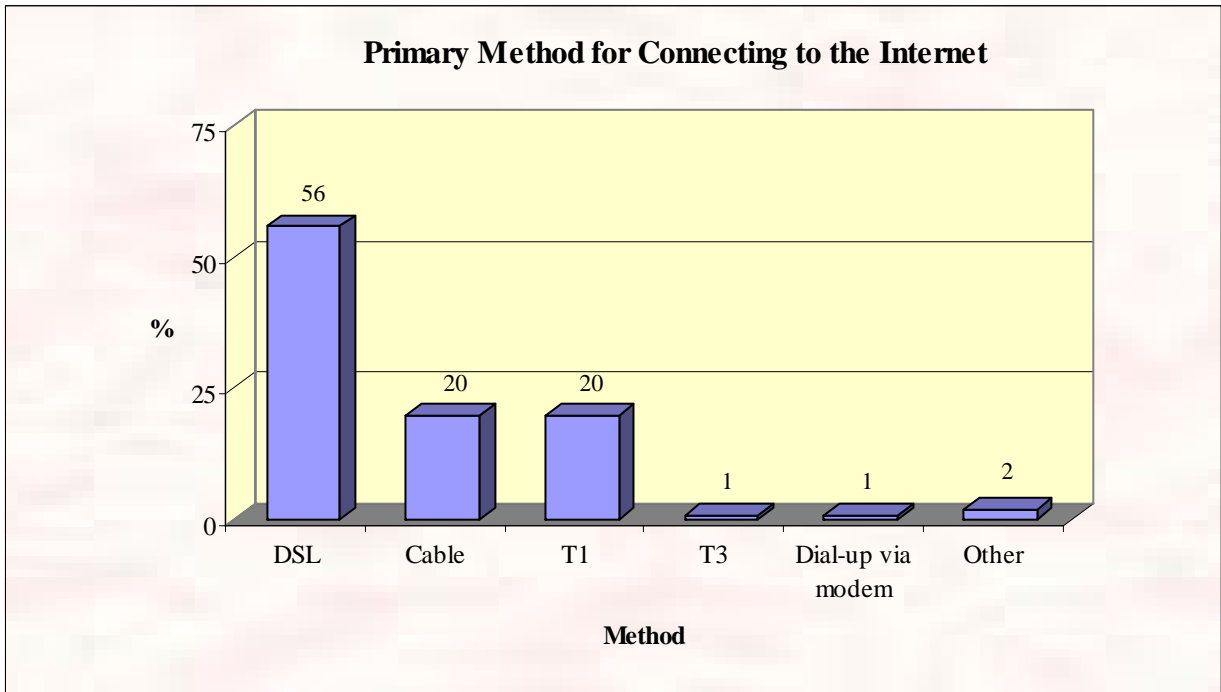
<u>Category</u>	<u>Percent</u>
DSL	48
Cable	17
T1	17
T3	<1
Dial-up via modem	<1
Other	2
Don't know	15

* Digital Subscriber Line (DSL) is the most frequently mentioned method for connecting to the Internet.

55A. Primary method for connecting to the Internet (ONLY INCLUDES THOSE RESPONDENTS WHO KNOW HOW THEY CONNECT)

<u>Category</u>	<u>Percent</u>
DSL	56
Cable	20
T1	20
T3	1
Dial-up via modem	1
Other	2

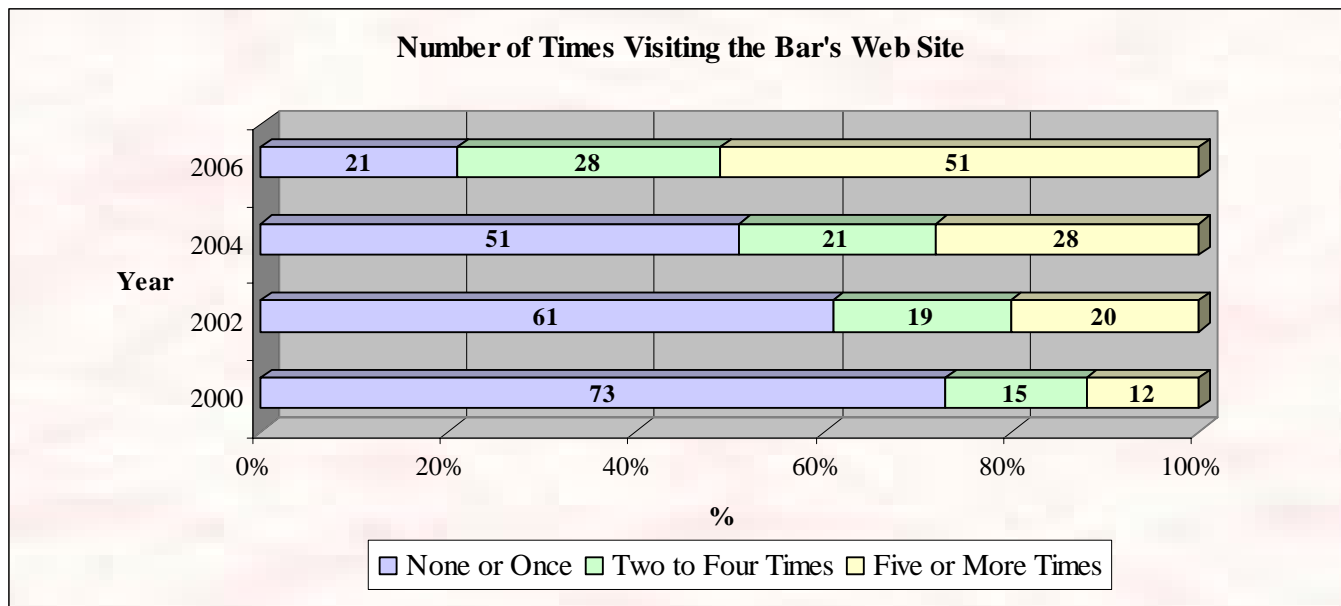
* Of those respondents who know how they connect to the Internet, over half (56%) connect via a Digital Subscriber Line (DSL).



56. During the past year, how many times have you visited The Florida Bar's home page (www.FloridaBar.org)?

<u>Category</u>	<u>Percent</u>
None	15
Once	6
Twice	10
3 to 4 times	18
5 to 10 times	21
More than 10 times	30

* Just over one-half (51%) of all respondents have visited The Florida Bar's home page five or more times in the past year. Just over one-quarter (21%) of all respondents have either never visited The Florida Bar's home page or have visited just once.



56A. Comparison between 2000 thru 2006 Economics & Law Office Management Surveys – Number of times visiting The Florida Bar's home page (www.FloridaBar.org)

<u>Category</u>	<u>2000 Survey Percent</u>	<u>2002 Survey Percent</u>	<u>2004 Survey Percent</u>	<u>2006 Survey Percent</u>
None	60	50	39	15
Once	13	11	12	6
Twice	6	8	11	10
3 to 4 times	9	11	10	18
5 to 10 times	8	9	14	21
More than 10 times	4	11	14	30

* The percentage of respondents who have visited the Bar's Web site, as well as the number of times they report visiting, have significantly increased since 2000.

56B. Number of times visiting The Florida Bar's home page (www.FloridaBar.org) – BY AGE GROUP

<u>Category</u>	<u>35 or under yrs of age Percent</u>	<u>36 to 49 yrs of age Percent</u>	<u>50 to 65 yrs of age Percent</u>	<u>Over 65 yrs of age Percent</u>
None	6	12	17	63
Once	4	6	6	8
Twice	10	10	12	4
3 to 4 times	17	14	24	13
5 to 10 times	26	21	20	4
More than 10 times	37	37	21	8

* Nearly two-thirds (63%) of all respondents 35 years of age or younger have visited the Bar's Web site at least five times in the past year. Nearly two-thirds (63%) of all respondents over 65 years of age did not visit the Web site in the past year.

57. Did you have any trouble finding what you were looking for at www.FloridaBar.org?

<u>Category</u>	<u>Percent</u>
Yes	18
No	82

57A. Specific problems finding items on Bar's Web site

A total of 85 problems were listed by respondents concerning difficulties they encountered in finding items on the Bar's Web site. Each problem was reviewed and categorized. The table below lists the three most frequently mentioned categories.

<u>Category</u>	<u>Number of Responses</u>
Problems finding/accessing CLE information	24
Organizational/layout problems (confusing, unorganized)	23
Problems involving password	15

58. The last time you accessed the Bar's Web site, what were the primary items you were looking for? (MULTIPLE RESPONSE QUESTION - CHECK ALL THAT APPLY)

<u>Category</u>	<u>Percent</u>
Attorney's phone number/address	47
CLE course schedule	36
Online CLE course registration	19
Ethics opinions	16
Links to legal resources	13
Member benefits	13
Online dues payment	13
Online membership records changes	13
Rules updates	11
Committee information	10
<i>Journal/News</i> articles	6
Section information	6
E-mail links to Bar staff	2
Daily news summary	2
Other	6
Wasn't looking for anything in particular; just surfing	3

* The most frequently listed responses under the 'Other' category are "classified ads", "online CLE hours", and "rules of conduct".

59. What types of interactive services would you like to see on the Bar's Web site in the near future? (MULTIPLE RESPONSE QUESTION- CHECK ALL THAT APPLY)

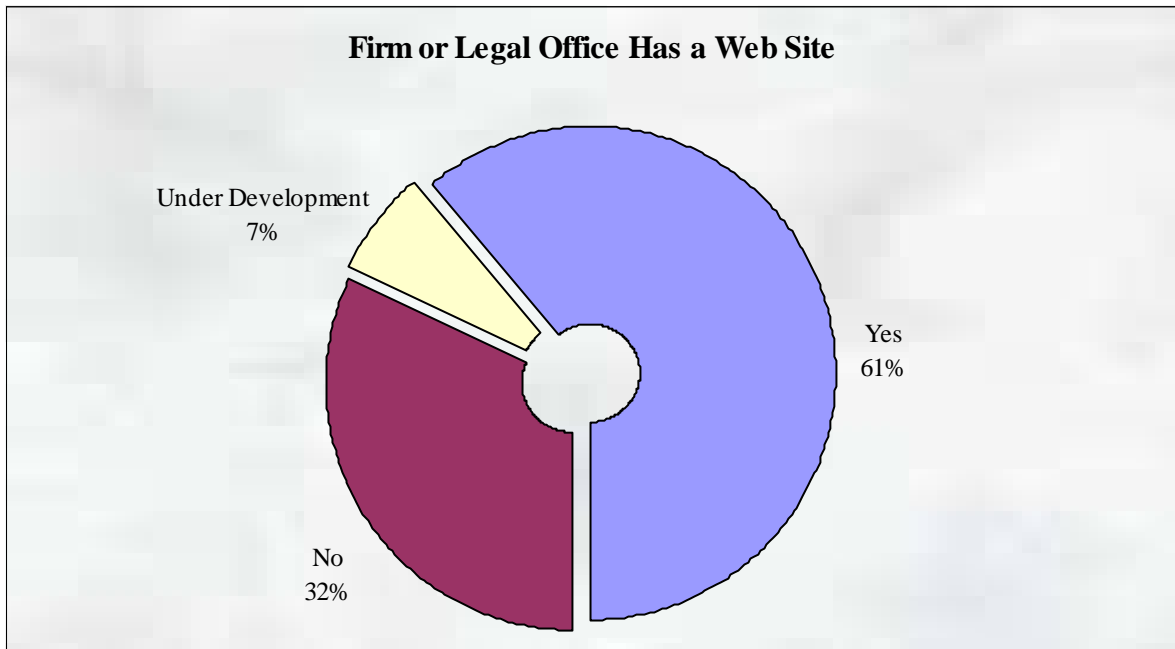
<u>Category</u>	<u>Percent</u>
Expanded member profile/practice information	28
Membership e-mail links	15
Membership Web site links	12
Online Bar meeting registration	12
Attorney chat rooms	11
Adaptable desktop (portal)	5
Other	14

* The most frequently mentioned response under the 'Other' category is "disciplinary records".

60. Please indicate whether your firm or legal office currently has a Web site.

<u>Category</u>	<u>Percent</u>
Yes	61
No	32
It is under development	7

* Just over three-fifths (61%) of all firms/legal offices currently have Web sites.



60A. Firm/legal office currently has Web site – BY SIZE OF FIRM (ONLY CONSIDERING PRIVATE PRACTICE ATTORNEYS)

<u>Firm/Office Size</u>	<u>Has a Web Site Percent</u>
One attorney	36
2 to 5 attorneys	64
6 to 10 attorneys	78
11 to 25 attorneys	84
More than 25 attorneys	100

60B. Please indicate whether your firm or legal office currently has Extranet.

<u>Category</u>	<u>Percent</u>
Yes	8
No	92
It is under development	<1

60C. Please indicate whether your firm/legal office currently has a Blog (Blawg).

<u>Category</u>	<u>Percent</u>
Yes	0
No	100
It is under development	0

61. How does your firm or legal office update its Web site?

<u>Category</u>	<u>Percent</u>
In-house	51
Outsourced	35
Other	14



62. What are your preferred formats for receiving CLE? (MULTIPLE RESPONSE QUESTION – CHECK ALL THAT APPLY)

<u>Category</u>	<u>Percent</u>
Live programs	74
CD's	27
Online seminars/webcasts	25
Audio tapes	24
Video replay	22
Workshops/training programs	19
Teleconferencing	12
Other	3

* Almost three-quarters (74%) of all respondents list live programs as a preferred format for receiving CLE. Additionally, around one-quarter list CD's (27%), online seminars/webcasts (25%), and audio tapes (24%). The most frequently listed response under the 'Other' category is "DVDs".

62A. What are your preferred formats for receiving CLE? – BY TYPE OF PRACTICE (MULTIPLE RESPONSE QUESTION – CHECK ALL THAT APPLY)

<u>Category</u>	<u>Private Practice Percent</u>	<u>Gov't. Practice Percent</u>
Live programs	73	76
Audio tapes	25	21
CD's	27	24
Workshops/training programs	17	28
Online seminars/webcasts	25	26
Teleconferencing	11	12
Video replay	22	14

* A higher percentage of private practice respondents prefer video replay (22% to 14%) for receiving CLE, while a higher percentage of government practice attorneys prefer workshops or training programs (28% to 17%).

- 63. Which of the following benefits does your employer offer to each attorney?
(DOES NOT INCLUDE SOLE PRACTITIONERS)
(MULTIPLE RESPONSE QUESTION – CHECK ALL THAT APPLY)**

<u>Category</u>	<u>Percent</u>
Medical insurance	76
Paid vacation	76
Paid Bar dues	74
Paid registration for CLE courses	65
Life insurance	57
Annual bonuses	52
Flexible work schedule	52
Paid parking	51
Pension	37
Dental insurance	41
Maternity leave	44
Disability compensation	40
Profit sharing	36
Reimbursed certification/recertification expenses	20
Paternity leave	20
Reimbursed Bar exam costs	13
Relocation expenses	10
College tuition	10

- 64. Please indicate how regularly you use the following Florida Bar membership benefits:**

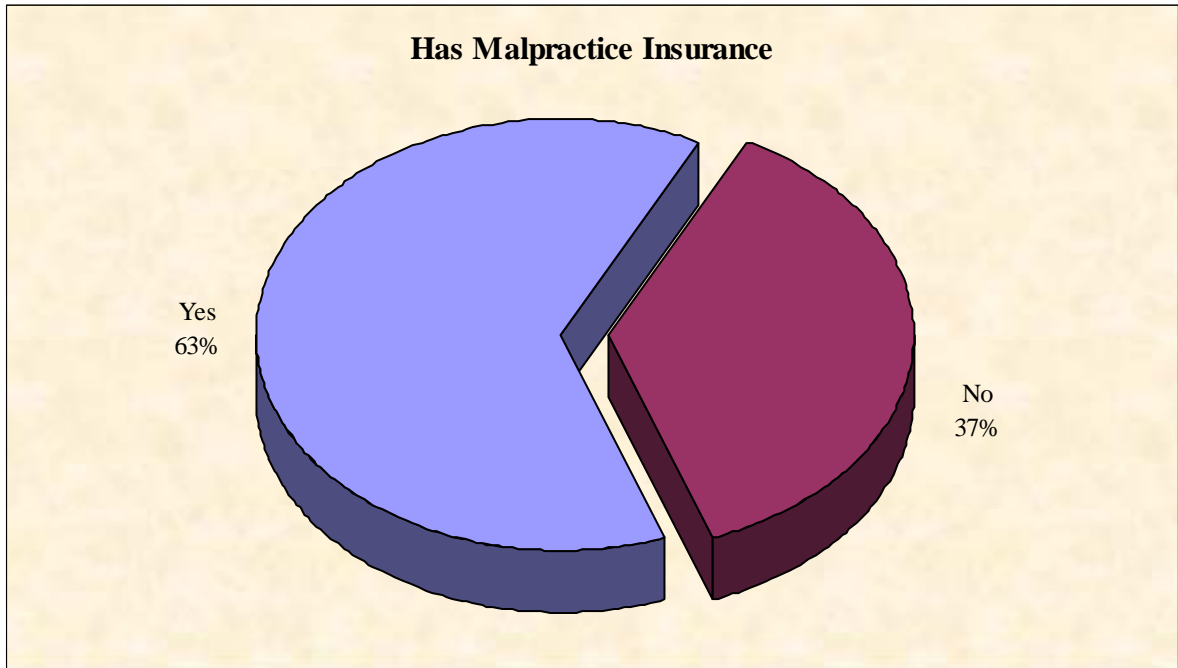
<u>Benefit</u>	<u>Frequently Percent</u>	<u>Occasionally Percent</u>	<u>Never Percent</u>	<u>Unaware of Percent</u>
Lexis-Nexis	9	5	73	13
FLMIC Professional Liability	7	1	82	10
The Florida Bar Credit Card	4	5	78	13
Health/Disability/Life Insur. Programs	3	7	78	13
Car rental discounts	3	20	66	10
DHL Express Shipping	4	2	79	15
Auto Insurance	3	<1	80	16
UPS Express Shipping	3	4	76	17

- * Car rental discounts are the most widely used membership benefit as 23% of all respondents report at least occasionally using that benefit.

65. Do you have professional malpractice insurance?

<u>Category</u>	<u>Percent</u>
Yes	63
No	37

* Over three-fifths (63%) of all respondents have professional malpractice insurance.



65A. Do you have professional malpractice insurance? – BY REGION OF FLORIDA

<u>Region of Florida</u>	<u>Has Malpractice Insurance Percent</u>
Central/Southwest	69
Southeast	63
North	55

* For a complete listing of counties within regions, see Appendix A located on Page 90.

65B. Do you have professional malpractice insurance? – BY TYPE OF PRACTITIONER

<u>Classification</u>	<u>Has Malpractice Insurance Percent</u>
Partner/Shareholder	86
Managing Partner	80
Associate	76
Practitioner with one or more associates	73
Sole Practitioner	65
Corporate Counsel	25
State Gov't. Attorney	0
Local Gov't. Attorney	0
Federal Gov't. Attorney	0

* Partners (partners/shareholders - 86%; managing partners - 80%) and associates (76%) are more likely to purchase malpractice insurance than other types of attorneys. All respondents in government practice report that they do not carry malpractice insurance.

66. If you do not have professional malpractice insurance, please list your primary reason.

<u>Category</u>	<u>Percent</u>
Not in private practice	38
Too expensive	32
Not interested	8
Firm does not provide	8
Other	13

* The most frequently listed responses under the 'Other' category are "not cost effective" and "not necessary".

67. What is your coverage limit per incident and claims?

<u>Category</u>	<u>Percent</u>
\$100,000/\$300,000	13
\$250,000/\$500,000	14
\$500,000/\$500,000	7
\$500,000/\$1 million	15
\$1 million/\$1 million	22
\$1 million/\$2 million	14
\$3 million and above	10
Other	6

68. What is your annual deductible for malpractice insurance?

<u>Category</u>	<u>Percent</u>
Under \$2,500	22
\$2,500 to \$5,000	32
\$5,001 to \$10,000	29
Over \$10,000	17

69. Are you a member of a Florida Bar section?

<u>Category</u>	<u>Percent</u>
Yes	65
No	35

* About two-thirds (65%) of all respondents are a member of at least one Florida Bar section.

69A. Is a member of a Florida Bar section – BY GENDER, AGE GROUP and TYPE OF PRACTICE

<u>Gender</u>	<u>Yes Percent</u>
Female	66
Male	64

<u>Age Group</u>	<u>Yes Percent</u>
35 or under	61
36 to 49 years of age	71
50 to 65 years of age	65
Over 65 years of age	52

<u>Type of Practice</u>	<u>Yes Percent</u>
Private Practice	68
Other Legal Position	67
Government Practice	46

70. Rating of services offered by Florida Bar sections (Mean scores applied; five point scale: 5 = VERY IMPORTANT; 3 = NEUTRAL; 1 = NOT IMPORTANT) (INCLUDES ONLY THOSE RESPONDENTS WHO BELONG TO A SECTION)

<u>Service</u>	<u>Mean Score</u>
Section CLE program discounts	3.70
Section newsletter	3.63
Section directory	3.40
Section legislative activity	3.34
Section networking opportunities	3.14
Section newsletter (on-line)	3.02
Section service programs	2.84
Section meetings	2.80
Section retreat	2.33

* On a scale of 1 to 5, with 5 being very important and 1 being not important, CLE program discounts (3.70) and newsletters (3.63) are viewed by respondents as being the most important services offered by sections. A retreat (2.33) is viewed as the least important service by the majority of section members.

71. What other bar associations do you belong to? (MULTIPLE RESPONSE QUESTION – CHECK ALL THAT APPLY)

<u>Category</u>	<u>Percent</u>
County bar	48
American Bar Association	22
Specialty bar	15
Association of Trial Lawyers of America (ATLA)	9
National Bar Association	2
Other	16

* The most frequently listed responses under the 'Other' category are other state bar, federal bar, AILA, and ABOTA.

**72. Please indicate which of the following your firm or legal office currently has in place?
(MULTIPLE RESPONSE QUESTION – CHECK ALL THAT APPLY)**

<u>Category</u>	<u>Percent</u>
Hurricane/disaster preparedness plan	50
Pro bono service policy	21
Technology committee	12
Strategic planning committee	11
Diversity sensitivity training program for associates and staff	8
Active program to recruit and retain minority associates	3

73. Has your firm or legal office suffered any losses from a hurricane/disaster in the past four years?

<u>Category</u>	<u>Percent</u>
Yes	29
No	71

* Over one-quarter (29%) of respondents report that their firm or legal office has suffered losses from a hurricane/disaster in the past four years.

73A. If your firm or legal office has suffered any losses from a hurricane/disaster in the past four years, please briefly describe.

A total of 134 problems were listed by respondents concerning losses that their firm or legal office has had within the last four years. Each comment was reviewed and categorized. The table below lists the three most frequently mentioned categories.

<u>Category</u>	<u>Number of Responses</u>
Damage to building, grounds, windows	58
Loss of time or income due to power outage/office closure	57
Complete loss/office destroyed	11

74. If you had an issue that was directly or indirectly related to The Florida Bar, whom would you contact? (MULTIPLE RESPONSE QUESTION – CHECK ALL THAT APPLY)

<u>Category</u>	<u>Percent</u>
Florida Bar staff	87
Communicate via Web site	15
A Board of Governor	9
Friends with contacts with the Bar	8
Other	5

* The most frequently listed response provided under the 'Other' category is ethics hotline.

75. What area of law constitutes the largest portion of your practice?

<u>Category</u>	<u>Percent</u>
Real estate law	16
Criminal law	14
Estate planning/probate	11
Domestic relations	10
Trial/plaintiff	8
Administrative law	3
Government law	6
Trial/defense	6
Business law	5
Insurance	5
Bankruptcy	3
Banking law	<1
Judicial functions	<1
Tax law	<1
Other	13

* The most frequently listed responses provided under the 'Other' category are immigration, labor/employment, commercial litigation, and personal injury.

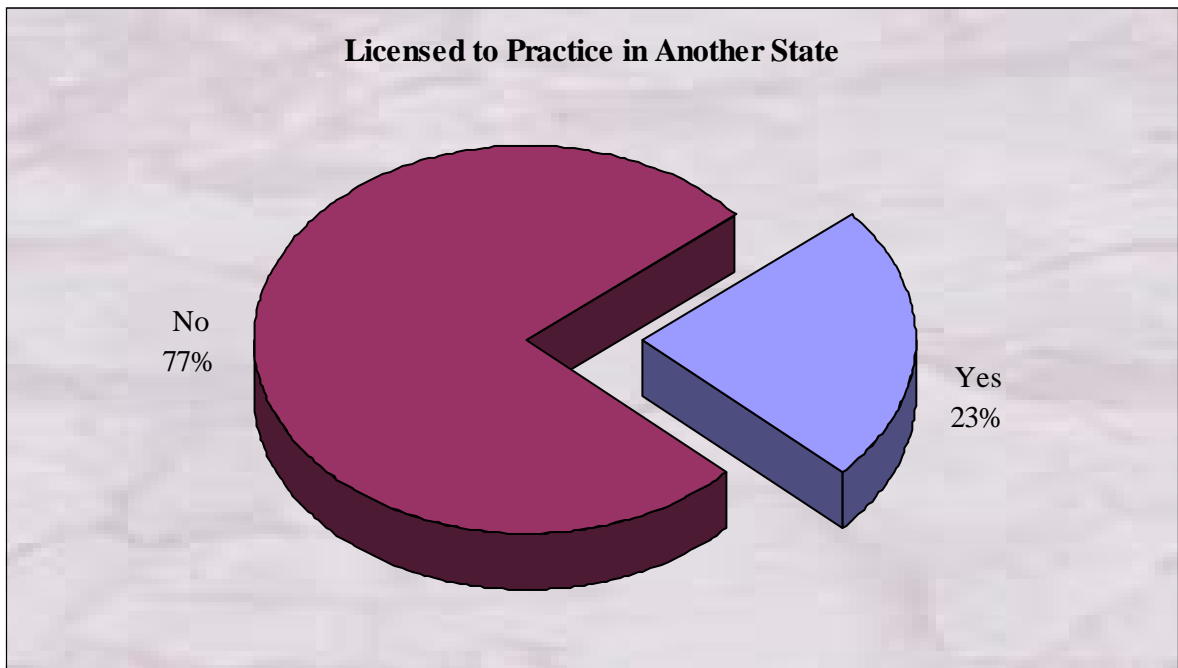
**76. Does your firm or legal office have branches in other locations?
(MULTIPLE RESPONSE QUESTION – CHECK ALL THAT APPLY)**

<u>Category</u>	<u>Percent</u>
Yes – other branches in Florida	23
Yes – other branches out-of-state	10

77. Are you licensed to practice law in another state?

<u>Category</u>	<u>Percent</u>
Yes	23
No	77

* Almost one-quarter (23%) of all respondents are licensed to practice law in another state.



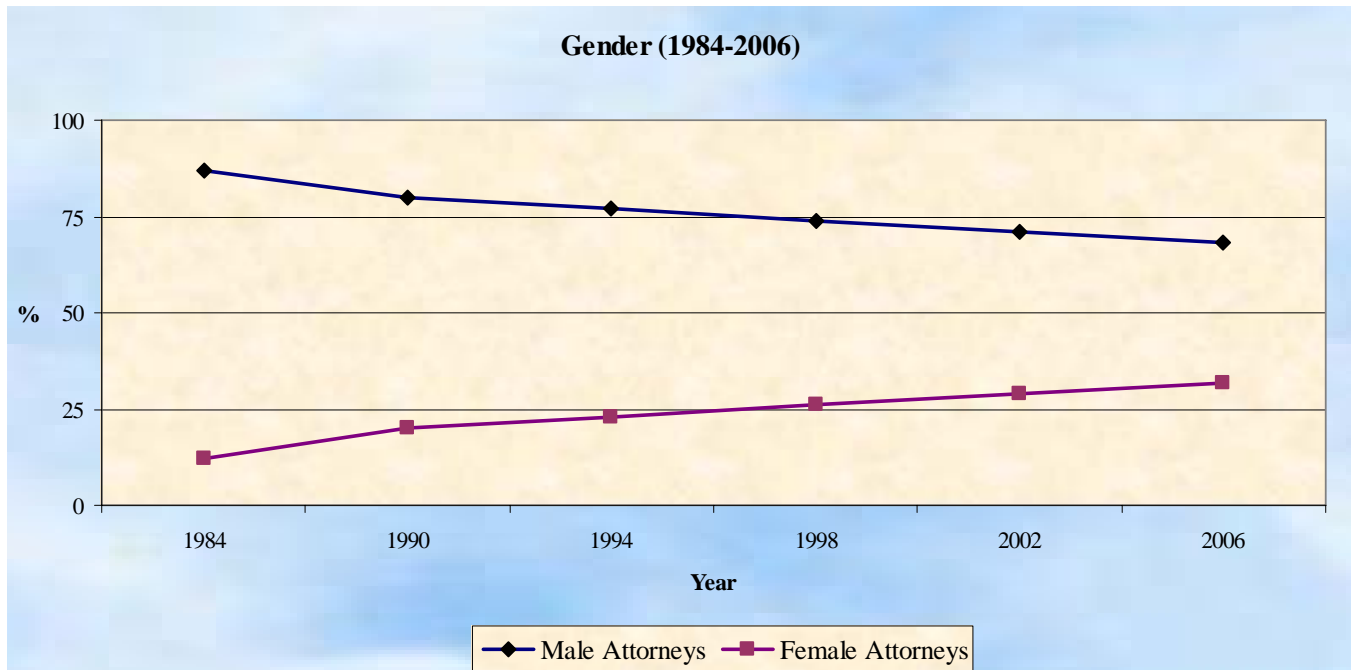
SECTION III: DEMOGRAPHICS

78. Gender

<u>Category</u>	<u>2006 Survey Percent</u>	<u>2006 Actual Bar Percent</u>
Male	68	68
Female	32	32

78A. Comparison between 1984 thru 2006 Economics & Law Office Management Surveys – GENDER

<u>Category</u>	<u>Male Percent</u>	<u>Female Percent</u>
1984 Economics Survey	87	12
1986 Economics Survey	83	17
1990 Economics Survey	80	20
1992 Economics Survey	79	20
1994 Economics Survey	77	23
1996 Economics Survey	75	25
1998 Economics Survey	74	26
2000 Economics Survey	73	27
2002 Economics Survey	71	29
2004 Economics Survey	69	31
2006 Economics Survey	68	32



79. Race or ethnic origin

<u>Category</u>	<u>Percent</u>
White/Caucasian	89
Hispanic/Latino	7
Black/African-American	2
Asian/Pacific Islander	1
Native American	<1
Other	<1

79A. Comparison between 1992 thru 2006 Economics & Law Office Management Surveys – Race or ethnic origin

<u>Category</u>	<u>White Percent</u>	<u>Hispanic Percent</u>	<u>Afr-Amer. Percent</u>	<u>All Others Percent</u>
1992 Economics Survey	94	3	2	<1
1994 Economics Survey	93	4	2	1
1996 Economics Survey	92	5	2	1
1998 Economics Survey	91	6	2	1
2000 Economics Survey	91	6	2	1
2002 Economics Survey	90	7	2	1
2004 Economics Survey	89	7	2	2
2006 Economics Survey	89	7	2	2

80. Years licensed to practice with The Florida Bar

<u>Years of experience</u>	<u>Percent</u>
2 years or less	5
3 to 5 years	11
6 to 10 years	17
11 to 15 years	5
16 to 20 years	22
Over 20 years	40

Median – 17 Years of Experience

Male Median Years of Experience – 18 years

Female Median Years of Experience – 10 years

White Median Years of Experience – 18 years

Hispanic Median Years of Experience – 12 years

African-Amer. Median Years of Exp. – 11 years

Private Practice Median Years of Experience – 18 years

Gov't. Practice Median Years of Experience – 12 years

Other Legal Position Median Years of Exp. – 8 years

81. Years of age

<u>Age Group</u>	<u>Percent</u>
35 or under	20
36 to 49	41
50 to 65	34
Over 65	5

Median – 46 years of age

Male Median – 48 years of age

Female Median – 41 years of age

White Median – 47 years of age

Hispanic Median – 42 years of age

African-American Median – 41 years of age

Private Practice Median – 47 years of age

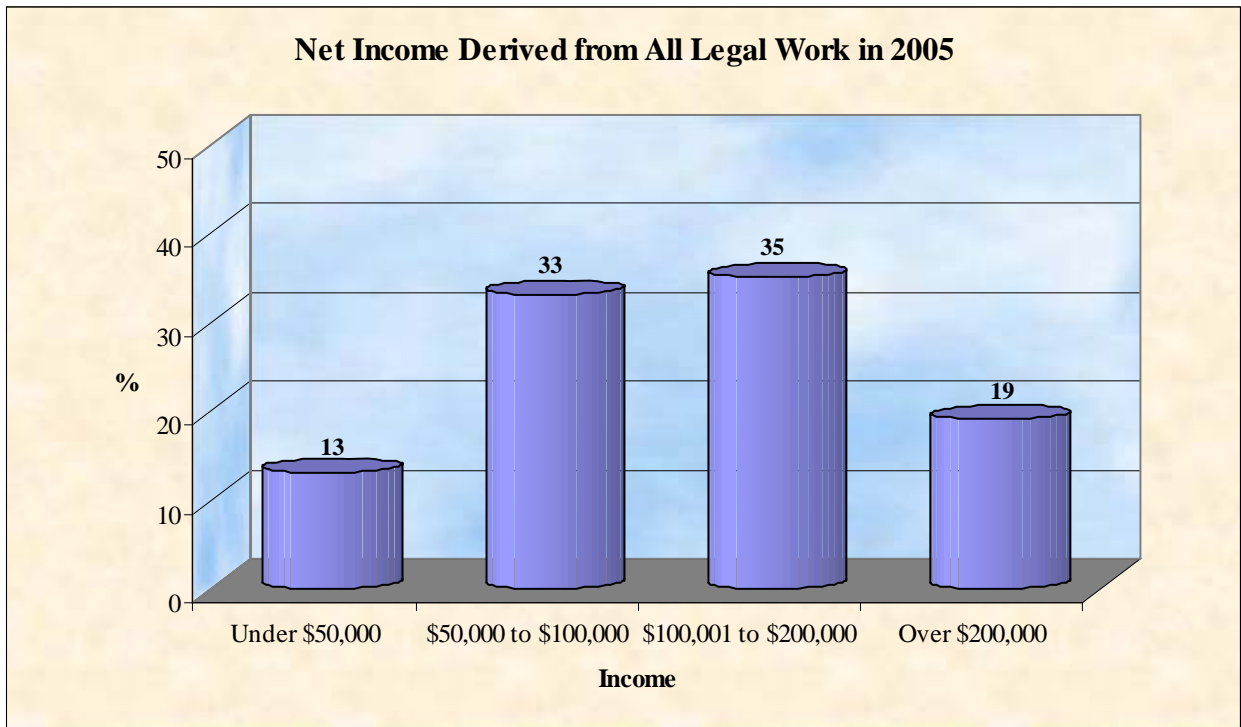
Government Practice Median – 44 years of age

Other Legal Position Median – 43 years of age

82. Net income derived from all legal work in 2005

<u>Category</u>	<u>Percent</u>
Under \$25,000	5
\$25,000 to \$50,000	8
\$50,001 to \$75,000	16
\$75,001 to \$100,000	17
\$100,001 to \$200,000	35
Over \$200,000	19

Median Income = \$110,000



82A. Comparison between 2000 thru 2006 Economics & Law Office Management Surveys – Net income derived from all legal work

<u>Category</u>	<u>2000 Percent</u>	<u>2002 Percent</u>	<u>2004 Percent</u>	<u>2006 Percent</u>
Under \$25,000	7	5	4	5
\$25,000 to \$50,000	18	15	13	8
\$50,001 to \$75,000	22	22	18	16
\$75,001 to \$100,000	16	17	15	17
\$100,001 to \$200,000	25	26	33	35
Over \$200,000	12	15	17	19
Median Income	\$82,000	\$85,000	\$100,000	\$110,000

82B. Net income derived from all legal work – BY LEGAL CLASSIFICATION

<u>Category</u>	2002 Median <u>Income</u>	2004 Median <u>Income</u>	2006 Median <u>Income</u>
Partners	\$150,000	\$170,000	\$185,000
Sole Practitioner	\$ 75,000	\$ 85,000	\$105,000
Corporate Counsel	\$ 85,000	\$ 85,000	\$100,000
Associate	\$ 57,000	\$ 70,000	\$ 85,000
State Government Attorney	\$ 45,000	\$ 50,000	\$ 70,000

82C. Net income derived from all legal work – BY GENDER, RACE and TYPE OF PRACTICE

<u>Gender</u>	Median <u>Income</u>
Male	\$120,000
Female	\$ 80,000

<u>Race</u>	Median <u>Income</u>
White	\$110,000
Hispanic	\$100,000
African-American	\$ 75,000

<u>Type of Practice</u>	Median <u>Income</u>
Private Practice	\$125,000
Other Legal Position	\$ 90,000
Government Practice	\$ 75,000

83. County in Florida of primary practice

<u>County</u>	2006 Survey <u>Percent</u>	2006 Actual <u>Percent</u>
Alachua	1	1
Baker	<1	<1
Bay	<1	<1
Bradford	0	<1
Brevard	2	1
Broward	13	12
Calhoun	0	<1
Charlotte	<1	1
Citrus	<1	<1
Clay	0	<1
Collier	1	2
Columbia	<1	<1
Duval	5	1
Escambia	1	<1
Flagler	0	<1
Franklin	0	<1
Gadsden	0	<1
Gilchrist	0	<1
Glades	0	<1
Gulf	0	<1
Hamilton	0	<1
Hendry	<1	<1
Hernando	<1	<1
Highlands	0	<1
Hillsborough	9	9
Holmes	0	<1
Indian River	<1	<1
Jackson	<1	<1
Jefferson	0	<1
Lafayette	<1	<1
Lake	<1	<1
Lee	3	2
Leon	5	5
Levy	0	<1
Liberty	0	<1
Madison	0	<1
Manatee	1	<1
Marion	<1	<1
Martin	1	<1
Miami-Dade	21	20
Monroe	1	<1

(continued on next page)

<u>County</u>	<u>2006 Survey Percent</u>	<u>2006 Actual Percent</u>
Nassau	<1	<1
Okaloosa	<1	<1
Okeechobee	0	<1
Orange	8	8
Osceola	<1	<1
Palm	8	9
Pasco	<1	<1
Pinellas	5	5
Polk	1	1
Putnam	0	<1
St. Johns	<1	<1
St. Lucie	<1	<1
Santa Rosa	<1	<1
Sarasota	2	3
Seminole	1	1
Sumter	<1	<1
Suwanee	0	<1
Taylor	0	<1
Union	0	<1
Volusia	2	2
Wakulla	0	<1
Walton	0	<1
Washington	0	<1

84. Do you have an ADA-recognized disability?

<u>Category</u>	<u>Percent</u>
Yes	3
No	97

* Three percent of respondents report that they have an ADA-recognized disability.

**85. Please check all skill or function areas that are affected by your disability.
(MULTIPLE RESPONSE QUESTION – CHECK ALL THAT APPLY)**

<u>Category</u>	<u>Percent</u>
Mental Health	1
Mobility	1
Physical Health	1
Fine motor skills and dexterity	<1
Hearing	<1
Vision	<1
Respiratory	0
Speech	0
Other	<1

**85A. Please check all skill or function areas that are affected by your disability.
(INCLUDES ONLY THOSE RESPONDENTS WHO REPORT HAVING A DISABILITY)
(MULTIPLE RESPONSE QUESTION – CHECK ALL THAT APPLY)**

<u>Category</u>	<u>Percent</u>
Mental Health	41
Mobility	35
Physical Health	35
Fine motor skills and dexterity	29
Vision	29
Hearing	24
Respiratory	0
Speech	0
Other	18

* When only considering the 17 respondents who list having a disability, 41% report that their mental health skill or function areas are affected by their disability.

APPENDIX A:

Counties Comprising Regions

Counties Comprising Regions

North

Alachua
Baker
Bay
Bradford
Calhoun
Citrus
Clay
Columbia
Dixie
Duval
Escambia
Flagler
Franklin
Gadsden
Gilchrist
Gulf
Hamilton
Hernando
Holmes
Jackson
Jefferson
Lafayette
Lake
Leon
Levy
Liberty
Madison
Marion
Nassau
Okaloosa
Putnam
St. Johns
Santa Rosa
Sumter
Suwannee
Taylor
Union
Volusia
Wakulla
Walton
Washington

Central/Southwest

Brevard
Charlotte
Collier
DeSoto
Glades
Hardee
Hendry
Highlands
Hillsborough
Indian River
Lee
Manatee
Martin
Monroe
Okeechobee
Orange
Osceola
Pasco
Pinellas
Polk
St. Lucie
Sarasota
Seminole

Southeast

Broward
Dade
Palm Beach

APPENDIX B:

Questionnaire

**The Florida Bar
Economics and Law Office Management Survey
July 2006**

SECTION I: THE ECONOMICS OF LAW PRACTICE

The first section of this survey deals with the economics of law practice. Please complete all applicable questions by checking the appropriate response or by filling in the blank. Please provide only one response per question, except where noted. If there are two responses that might fit your particular situation, choose the one that more closely fits.

If your firm has several branch offices, please answer for the office in which you perform the majority of your practice. All questions should be answered by you as an individual attorney, but feel free to seek assistance, if needed, from others in your firm. Be assured that you will remain anonymous. **If you are not a private practitioner, kindly respond only to those questions that apply to your occupation.**

**1. What is your legal occupation or classification?
(PLEASE CHECK ONLY ONE RESPONSE)**

Private Practice

- | | |
|--|---|
| <input type="checkbox"/> Managing partner | <input type="checkbox"/> Partner/shareholder/member |
| <input type="checkbox"/> Sole practitioner | <input type="checkbox"/> Practitioner with 1 or more associates |
| <input type="checkbox"/> Associate | <input type="checkbox"/> Of counsel |

Government Practice

- | | |
|--|--|
| <input type="checkbox"/> Judge | <input type="checkbox"/> Federal government attorney |
| <input type="checkbox"/> State government attorney | <input type="checkbox"/> Local government attorney |

Other Legal Position

- | | |
|--|--|
| <input type="checkbox"/> Corporate counsel | <input type="checkbox"/> Legal aid/legal service |
| <input type="checkbox"/> Other (_____) | |

2. What is the total number of attorneys employed in your firm or legal work place?

_____ attorney(s)

3. What were your personal total billable hours in 2005?

- | | |
|---|--|
| <input type="checkbox"/> 1,000 hours or less | <input type="checkbox"/> 1,601 to 1,800 hours |
| <input type="checkbox"/> 1,001 to 1,200 hours | <input type="checkbox"/> 1,801 to 2,000 hours |
| <input type="checkbox"/> 1,201 to 1,400 hours | <input type="checkbox"/> More than 2,000 hours |
| <input type="checkbox"/> 1,401 to 1,600 hours | <input type="checkbox"/> Does not apply to my position |

4. What is your average or standard hourly rate? (CHECK ONLY ONE RESPONSE)

- | | |
|--|---|
| <input type="checkbox"/> Less than \$100 | <input type="checkbox"/> \$200 to \$224 |
| <input type="checkbox"/> \$100 to \$124 | <input type="checkbox"/> \$225 to \$249 |
| <input type="checkbox"/> \$125 to \$149 | <input type="checkbox"/> \$250 to \$274 |
| <input type="checkbox"/> \$150 to \$174 | <input type="checkbox"/> \$275 to \$299 |
| <input type="checkbox"/> \$175 to \$199 | <input type="checkbox"/> \$300 or more |

5. Does your firm or legal office employ legal assistants/paralegals? (Defined as an employee working under your supervision who performs a task that otherwise you as the attorney would perform. NOTE: Not secretarial work.)

- Yes No (SKIP TO 9)

6. Are any types of standards or certifications required for paralegals or legal assistants?

- Yes (Please indicate: _____)
 No Don't know

7. What is the average or standard hourly rate billed for legal assistants/paralegals? (CHECK ONLY ONE RESPONSE)

- | | |
|---------------------------------------|--|
| <input type="checkbox"/> \$40 or less | <input type="checkbox"/> \$81 to \$100 |
| <input type="checkbox"/> \$41 to \$60 | <input type="checkbox"/> \$101 to \$120 |
| <input type="checkbox"/> \$61 to \$80 | <input type="checkbox"/> More than \$120 |

8. How many billable hours did legal assistants/paralegals average in your firm or legal office in 2005?

- | | |
|---|--|
| <input type="checkbox"/> 500 hours or less | <input type="checkbox"/> 1,001 to 1,250 hours |
| <input type="checkbox"/> 501 to 750 hours | <input type="checkbox"/> 1,251 to 1,500 hours |
| <input type="checkbox"/> 751 to 1,000 hours | <input type="checkbox"/> More than 1,500 hours |

9. What is the primary method for billing that is used in your law firm or legal office? (CHECK ONLY ONE RESPONSE)

- | | |
|--|---|
| <input type="checkbox"/> Hourly rate | <input type="checkbox"/> Contingency fee |
| <input type="checkbox"/> Fixed or flat fee | <input type="checkbox"/> Value based fee |
| <input type="checkbox"/> Volume discount | <input type="checkbox"/> A combination of methods |

10. Overall, approximately how many total cases did you handle in 2005?

_____ cases () Does not apply

11. What percent of your cases are handled on a contingency fee basis?

- () None (**SKIP TO 13**) () 51 to 75%
() 1 to 25% () Over 75%
() 26 to 50%

12. Of those contingency fee cases, what is the average percentage of the award that you receive if you win the case?

- () Less than 20% () 40% to 49%
() 20% to 29% () 50% or more
() 30% to 39%

13. Do you keep time records?

- () Always
() Always, except in contingency or fixed fee cases
() Sometimes
() Never (**SKIP TO 16**)

14. What system do you generally use to capture your time?

- () Paper date book () Paper time sheets
() Computer time billing program () Other _____)

15. What time interval do you use to indicate time spent?

- () 5 minutes () 15 minutes
() 6 minutes () 30 minutes
() 10 minutes () Other (_____)

16. How often does your firm use written fee agreements, retainer letters or fee contracts?

- () Always () Seldom
() Usually () Never

**17. What do you regularly include in your billing statements to clients?
(CHECK ALL THAT APPLY)**

- | | |
|--|---|
| <input type="checkbox"/> Itemized list of services performed | <input type="checkbox"/> Itemized list of disbursements |
| <input type="checkbox"/> Time spent by individual lawyers | <input type="checkbox"/> Total time spent by lawyers |
| <input type="checkbox"/> Hourly rates of lawyers | <input type="checkbox"/> Legal assistant/paralegal charges |
| <input type="checkbox"/> Prior unpaid balance | <input type="checkbox"/> Narrative summary of activities/services |
| <input type="checkbox"/> Remaining trust account balance | |

18. For 2005, please indicate your average monthly accounts receivable balance:

- | | |
|---|---|
| <input type="checkbox"/> \$1,000 or less | <input type="checkbox"/> \$20,001 to \$30,000 |
| <input type="checkbox"/> \$1,001 to \$5,000 | <input type="checkbox"/> \$30,001 to \$40,000 |
| <input type="checkbox"/> \$5,001 to \$10,000 | <input type="checkbox"/> \$40,001 to \$50,000 |
| <input type="checkbox"/> \$10,001 to \$20,000 | <input type="checkbox"/> More than \$50,000 |

19. Of your total fees billed for 2005, please indicate what percent of your account receivables were:

Current	_____ %
31 to 90 days	_____ %
91 to 20 days	_____ %
Over 120 days	_____ %

20. Approximately, what percentage of billed fees for 2005 will you or your firm/legal office fail to collect?

- | | |
|---------------------------------------|--|
| <input type="checkbox"/> None | <input type="checkbox"/> 10% to 20% |
| <input type="checkbox"/> Less than 5% | <input type="checkbox"/> More than 20% |
| <input type="checkbox"/> 5% to 9% | |

21. Approximately, what percentage of billable work will be discounted or written off?

_____ %

22. Which best describes your employment status?

- | | |
|------------------------------------|-------------------------------------|
| <input type="checkbox"/> Full-time | <input type="checkbox"/> Part-time |
| <input type="checkbox"/> Retired | <input type="checkbox"/> Unemployed |

23. **On the average, how many hours per week did you devote to the legal profession in 2005? (INCLUDE ALL HOURS DEVOTED TO THE PRACTICE OF LAW – NOT JUST BILLABLE HOURS)**

_____ hours per week

24. **Of that amount, how many hours per week did you spend engaging in the following activities?**

- a. Billable work _____ hours per week
- b. Office administration _____ hours per week
- c. Client development or marketing _____ hours per week
- d. Keeping current on non-billable legal work _____ hours per week
- e. Bar service (local, voluntary or state) _____ hours per week
- f. Other legal matters _____ hours per week
- g. Planned pro bono _____ hours per week

25. **Based upon your law firm's 2005 gross receipts, what percentage do the following categories attain?**

- a. All lawyer compensation _____%
- b. Support staff salaries _____%
- c. All other expenses _____%

26. **Excluding personal injury cases, on average, what is your aggregate total outstanding advanced costs expanded on behalf of clients? (Cost examples: filing fees paid by firm, Service of Process charges, long-distance charges, court reporter charges, etc.)**

- () \$1,000 or less
- () \$1,001 to \$2,000
- () \$2,001 to \$4,000
- () \$4,001 to \$6,000
- () \$6,001 to \$8,000
- () More than \$8,000

27. **In terms of profitability, is your firm or legal office better off or worse than it was at this time last year?**

- () Much better
- () Slightly better
- () Neither better nor worse
- () Slightly worse
- () Much worse
- () Does not apply

For question 28 please indicate the average annual salary for the various members of your firm or legal office. If you do not know what those amounts are, kindly tear this page off at the perforation and hand it to an office manager or someone in the firm who is knowledgeable on this salary information. **Once this page has been completed, please enclose it with the survey, or have the designated person mail the page to: Economics Survey, The Florida Bar, 651 E. Jefferson Street, Tallahassee, Florida 32399-2300.**

**28. Please indicate the AVERAGE ANNUAL SALARY levels for the following members of your firm:
(NOTE: Salary Does Not Include Any Additional Bonuses or Compensation)**

Attorneys

- a. Recent law school graduates with no experience \$ _____
- b. Recent law school graduates with experience (internship, clerkship) \$ _____
- c. Current employees with less than 3 years of experience \$ _____
- d. Current employees with 3 to 5 years of experience \$ _____
- e. Current employees with 6 to 8 years of experience \$ _____
- f. Current employees with more than 8 years of experience \$ _____
- g. Partner, shareholder, or member \$ _____

Legal Assistants/Paralegals

- h. New hires without experience \$ _____
- i. Current employees with less than 5 years of experience \$ _____
- j. Current employees with 5 to 10 years of experience \$ _____
- k. Current employees with more than 10 years of experience \$ _____

Legal Secretaries

- l. New hires without experience \$ _____
- m. Current employees with less than 5 years of experience \$ _____
- n. Current employees with 5 to 10 years of experience \$ _____
- o. Current employees with more than 10 years of experience \$ _____

Other Personnel

- p. Full-time office manager/legal administrator \$ _____
- q. Secretary/office manager \$ _____
- r. Bookkeeper or controller (full-time) \$ _____
- s. Bookkeeper (part-time) \$ _____
- t. Law clerk \$ _____

29. Please indicate the following:

- a. Total number of attorneys in firm or legal office _____
- b. Total number of legal assistants/paralegals in firm or legal office _____
- c. Total number of legal secretaries in firm or legal office _____
- d. Total number of other personnel in firm or legal office (non-attorney/non-paralegal/non-legal secretary) _____

30. What type of bonus is generally given to attorneys?

- None 2 or more weeks salary
- 1 week's salary Percentage of annual salary
- Other (_____)

31. What type of bonus is generally given to support staff?

- None 2 or more weeks salary
- 1 week's salary Percentage of annual salary
- Other (_____)

32. Please indicate your firm or legal office's annual performance/merit salary increase in 2005 for:

- a. Attorneys _____ %
- b. Non-lawyer staff _____ %

SECTION II: LAW OFFICE MANAGEMENT

33. How many attorneys did your firm or legal office hire in 2005?

_____ attorney(s)

34. Of the number of attorneys listed above in Question 33, how many were **beginning** attorneys (without prior legal experience)?

_____ attorney(s)

35. How many attorneys does your firm or legal office plan to hire in 2006?

_____ attorney(s)

36. When you took your first job with a firm, what was the **primary** reason for accepting that position? (CHECK ONLY ONE RESPONSE)

- | | |
|--|---|
| <input type="checkbox"/> Prestige of employer | <input type="checkbox"/> Locale |
| <input type="checkbox"/> Future opportunity | <input type="checkbox"/> Salary |
| <input type="checkbox"/> Personal friendships | <input type="checkbox"/> Only job available |
| <input type="checkbox"/> Gaining trial/work experience | <input type="checkbox"/> Wanted to be a sole practitioner |
| <input type="checkbox"/> Other (_____) | |

37. Please indicate whether or not you are satisfied with the following aspects of your legal position:

<u>Category</u>	<u>Satisfied</u>	<u>Unsatisfied</u>
Advancement opportunities	()	()
Assistance from support staff	()	()
Attorney to support staff ratio	()	()
Available technology	()	()
Challenging responsibilities	()	()
Hours	()	()
Job security	()	()
Relations with co-workers	()	()
Respect/prestige	()	()
Salary/fringe benefits	()	()
General working conditions	()	()

38. Which of the following methods for conducting legal research do you prefer?

(CHECK ONLY ONE RESPONSE)

- Computer online services Books, manuals, printed materials
 CD-Rom Other (_____)

39. Please indicate the Primary Operating System that is used on the majority of computers in your firm or legal office?

- Linux Windows 2000
 MAC OS Windows 2003
 Unix Windows NT
 Windows 95/98 Windows XP
 Don't know Other (_____)

40. From a scale of 1 (Extremely Concerned) to 5 (Not Concerned At All), how concerned are you with each of the following Internet issues?

- a. Speed, performance _____
b. Computer viruses _____
c. Secure transactions _____
d. E-mail security _____
e. Confidentiality _____
f. Internet reliability _____
g. Content authenticity _____
h. Metadata _____

41. How many desktop computers are in use in your firm or legal office?

- 1 computer 21 to 50 computers
 2 to 5 computers 51 to 100 computers
 6 to 10 computers More than 100 computers
 11 to 20 computers

42. How many years does your firm or legal office target between desktop replacements?

- Replaced on an annual basis 4 years
 2 years 5 or more years
 3 years When they quit working

43. What is the ratio of computers to printers within your firm or legal office?

- 1 computer to 1 printer 3 computers to 1 printer
 2 computers to 1 printer 4 or more computers to 1 printer

44. Do lawyers in your firm or legal office use laptops while out of the office?

- Yes No (SKIP TO 45)

44a. If yes, does your firm or legal office provide and maintain these laptops?

- Yes No

45. Please indicate whether your firm or legal office provides attorneys with any of the following: (CHECK ALL THAT APPLY)

- Blackberry
 Palm Pilot
 Other Personal Digital Assistant (PDA)
 Firm/legal office does not provide PDA's

46. Does your firm or legal office provide and pay for cellular phones for attorneys?

- Yes No
 Does not apply

47. Is your computer system networked?

- Yes No
 Does not apply

48. Does your firm or legal office use a wireless network?

- Yes No
 Do not know

**49. The majority of my firm or legal office=s computers use the following software:
(PLEASE CHECK ALL THAT APPLY -- If you are unaware, please leave blank)**

a. PRIMARY WORD PROCESSING

- | | |
|--|--|
| <input type="checkbox"/> MS Word | <input type="checkbox"/> WordPerfect |
| <input type="checkbox"/> Both of the above | <input type="checkbox"/> Other (_____) |

b. TIME & BILLING

- | | |
|--|-------------------------------------|
| <input type="checkbox"/> CMS Open | <input type="checkbox"/> Tabs |
| <input type="checkbox"/> Juris | <input type="checkbox"/> Timeslips |
| <input type="checkbox"/> Perfect Law | <input type="checkbox"/> Esilaw |
| <input type="checkbox"/> PC Law | <input type="checkbox"/> Elite |
| <input type="checkbox"/> Pro Law | <input type="checkbox"/> Carpe Diem |
| <input type="checkbox"/> DLS | <input type="checkbox"/> QuickBooks |
| <input type="checkbox"/> Other (_____) | |

c. DOCUMENT MANAGEMENT

- | | |
|--|--|
| <input type="checkbox"/> GroupWise | <input type="checkbox"/> Hummingbird DM |
| <input type="checkbox"/> iManage | <input type="checkbox"/> DocsOpen (PCDocs) |
| <input type="checkbox"/> Worldox | <input type="checkbox"/> Anuva |
| <input type="checkbox"/> Other (_____) | |

d. PRACTICE MANAGEMENT

- | | |
|---|---|
| <input type="checkbox"/> Abacus Law | <input type="checkbox"/> Amicus Attorney |
| <input type="checkbox"/> Client Profiles | <input type="checkbox"/> Time Matters |
| <input type="checkbox"/> Perfect Law | <input type="checkbox"/> CLS/Summit |
| <input type="checkbox"/> Case Master | <input type="checkbox"/> Needles |
| <input type="checkbox"/> Perfect Practice | <input type="checkbox"/> Practice Manager |
| <input type="checkbox"/> ProLaw | <input type="checkbox"/> Trial De Novo |
| <input type="checkbox"/> TrialWorks | <input type="checkbox"/> Juris |
| <input type="checkbox"/> Other (_____) | |

e. DOCUMENT ASSEMBLY

- | | |
|--|-------------------------------------|
| <input type="checkbox"/> HotDocs | <input type="checkbox"/> ProDoc |
| <input type="checkbox"/> ThinkDocs | <input type="checkbox"/> Ghost Fill |
| <input type="checkbox"/> Other (_____) | |

f. SPEECH RECOGNITION

- Dragon Naturally Speaking IBM ViaVoice
 Other (_____)

g. LEGAL RESEARCH SERVICE

- FindLaw LexisNexis
 Westlaw FastCase
 Courtlink Other (_____)

h. REMOTE ACCESS

- GoToMyPC File4ward
 Other (_____)

i. PRIMARY WEB BROWSER

- Microsoft Internet Explorer Netscape
 Mozilla Firefox Other (_____)

j. GROUP COLLABORATION SOFTWARE

- Microsoft Outlook Novell Groupware
 Other (_____)

50. Does your firm or legal office have an imaging system?

- Yes No (SKIP TO 51)

50a. If yes, approximately what percentage of incoming case-related material is scanned into the imaging system?

_____ %

51. My firm or legal office checks for conflicts using: (CHECK ALL THAT APPLY)

- Practice management software (e.g. Amicus Attorney, Client Profiles)
- Time & billing or accounting software (e.g. TABS, Timeslips, Quickbooks)
- Manual system (e.g. card file)
- We ask other lawyers in the office

52. My firm or legal office backs up the information/data on its computers or servers using: (CHECK ALL THAT APPLY)

- Tape backup
- Zip drive
- ASP (e.g. Iron Mountain)
- Firm/office does not have a backup system
- CD-ROM
- External hard drive
- Other (_____)

53. How is data shared within your firm or legal office?

- Local Area Network (LAN)
- Peer-to-peer network
- Other (_____)
- Wide Area Network
- Walk a disk around the office network

54. For technical assistance with computers or servers, my firm or legal office primarily relies on:

- In-house personnel
- Outsourcing to a company or person under contract
- Other (_____)
- Vendors

55. What type of Internet access does your firm or legal office use?

- Cable
- Dial-up Modem
- DSL
- Don't know
- T1
- T3
- Other (_____)

56. During the past year, how many times have you visited The Florida Bar's homepage (www.FloridaBar.org)?

- None **(SKIP TO 60)**
- Once
- Twice
- 3 to 4 times
- 5 to 10 times
- More than 10 times

57. Did you have any problem finding what you were looking for at *www.FloridaBar.org*?

() Yes () No

57a. If yes, please describe the problem: _____

_____)

58. The last time you accessed the Bar's Web site, what were the primary items you were looking for? (CHECK ALL THAT APPLY)

- | | |
|-------------------------------------|---------------------------------------|
| () Attorney's phone number/address | () Links to legal resources |
| () CLE course schedule | () Member benefits |
| () Committee information | () Online CLE course registration |
| () Daily news summary | () Online dues payment |
| () E-mail links to Bar staff | () Online membership records changes |
| () Ethics opinions | () Rules updates |
| () <i>Journal/News</i> articles | () Section information |
| () Other (_____) | |
- () I wasn't looking for anything in particular; just surfing

59. What types of interactive services would you like to see on the Bar's Web site in the near future? (CHECK ALL THAT APPLY)

- | | |
|--------------------------------|--|
| () Adaptable desktop (portal) | () Online Bar meeting registration |
| () Attorney chat rooms | () Membership e-mail links |
| () Membership Web site links | () Expanded member profile/practice information |
| () Other (_____) | |

60. Please indicate whether your firm or legal office has a Web site, Extranet or Blog?

	<u>Yes</u>	<u>No</u>	<u>Under Development</u>
a. Web site	_____	_____	_____
b. Extranet	_____	_____	_____
c. Blog (Blawg)	_____	_____	_____

61. How does your firm or legal office update its Web site?

- In-house Outsourced
 Other (_____)
 Does not apply

**62. Which of the following formats for receiving CLE do you prefer?
(CHECK ALL THAT APPLY)**

- Live programs CD=s
 Workshops/training programs Audio tapes
 Online seminars/Webcasts Teleconferencing
 Video replay Other (_____)

**63. Which of the following benefits does your employer offer to each attorney?
(CHECK ALL THAT APPLY)**

- Life insurance Profit sharing
 Dental insurance Pension
 Medical insurance College tuition
 Paid registration for CLE courses Paid vacation
 Flexible work schedule Disability compensation
 Maternity leave Paternity leave
 Paid parking Annual bonuses
 Paid Bar dues Reimbursed Bar exam costs
 Relocation expenses Reimbursed certification/recertification expenses

64. Please indicate how regularly you use the following Florida Bar membership benefits:

<u>Benefit</u>	<u>Frequently</u>	<u>Occasionally</u>	<u>Never</u>	<u>Unaware of</u>
Auto insurance	_____	_____	_____	_____
Car rental discounts	_____	_____	_____	_____
DHL Express Shipping	_____	_____	_____	_____
FLMIC Professional Liability	_____	_____	_____	_____
Health/Disability/Life Insur. Programs	_____	_____	_____	_____
LexisNexis	_____	_____	_____	_____
The Florida Bar Credit Card	_____	_____	_____	_____
UPS Express Shipping	_____	_____	_____	_____

65. Do you have professional malpractice insurance?

- Yes (SKIP TO 67) No

66. If you do not have professional malpractice insurance, please list your primary reason. (SELECT ONE RESPONSE AND SKIP TO 69)

- () Too expensive () Not in private practice
 () Not interested () Firm does not provide
 () Other (_____)

67. What is your coverage limit per incident and claims?

- () \$100,000/\$300,000 () \$1 million/\$1 million
 () \$250,000/\$500,000 () \$1 million/\$2 million
 () \$500,000/\$500,000 () \$3 million and above
 () \$500,000/\$1 million () Other (_____)

68. What is your annual deductible?

- () \$2,500 or less () \$5,001 to \$10,000
 () \$2,501 to \$5,000 () Over \$10,000

69. Are you a member of any Florida Bar section?

- () Yes () No (**SKIP TO 71**)

70. Please rate the following services offered by Florida Bar sections from a high rating of 'very important' (5) to a low rating of 'not important' (1):

<u>Service</u>	Very Important <u>5</u>	<u>4</u>	Neutral <u>3</u>	<u>2</u>	Not Important <u>1</u>
CLE program discounts	_____	_____	_____	_____	_____
Directory	_____	_____	_____	_____	_____
Legislative activity	_____	_____	_____	_____	_____
Meetings	_____	_____	_____	_____	_____
Networking opportunities	_____	_____	_____	_____	_____
Newsletter	_____	_____	_____	_____	_____
Online newsletter	_____	_____	_____	_____	_____
Retreat	_____	_____	_____	_____	_____
Service programs	_____	_____	_____	_____	_____

71. What other bar associations do you belong to? (CHECK ALL THAT APPLY)

- American Bar Association
- National Bar Association
- ATLA
- Other (_____)
- County bar
- Specialty bar

72. Please indicate which of the following your firm or legal office currently has in place? (CHECK ALL THAT APPLY)

- Hurricane/disaster preparedness plan
- Technology committee
- Strategic planning committee
- Diversity sensitivity training program for associates and staff
- Active program to recruit and retain minority associates
- Pro bono service policy

73. Has your firm or legal office suffered any losses from a hurricane/disaster in the past four years?

- Yes (Briefly describe:_____)
- No

74. If you had an issue that was directly or indirectly related to The Florida Bar, whom would you contact? (CHECK ALL THAT APPLY)

- The Florida Bar staff
- Friends with contacts with the Bar
- Other (_____)
- A Board of Governors member
- Communicate via Bar's Web site

75. What area of law constitutes the largest portion of your practice? (CHECK ONLY ONE RESPONSE)

- Administrative law
- Banking law
- Bankruptcy
- Business law
- Criminal law
- Domestic relations
- Estate planning/probate
- Other (_____)
- Government law
- Insurance
- Judicial functions
- Real estate law
- Tax law
- Trial/defense
- Trial/plaintiff

76. Does your firm or legal office have branches in other locations?

(CHECK ALL THAT APPLY)

Yes – in Florida

Yes – Out-of-state

No

77. Are you licensed to practice law in another state?

Yes

No

SECTION III: DEMOGRAPHICS

78. What is your gender?

Male

Female

79. What is your race or ethnic origin?

African-American/Black

Native American

Asian/Pacific Islander

Caucasian/White

Hispanic/Latino

Other (_____)

80. How many years have you been licensed to practice with The Florida Bar?

_____ years

81. What is your age?

82. Please indicate YOUR NET INCOME derived from all legal work during 2005.

\$_____

83. In what COUNTY in Florida is your primary practice located?

(PLEASE LIST ONLY ONE COUNTY)

84. Do you have a ADA-recognized disability?

Yes

No

**85. If yes, please check all skill or function areas that are affected by your disability.
(CHECK ALL THAT APPLY)**

Mobility

Hearing

Vision

Respiratory

Speech

Physical Health

Fine motor skills and dexterity

Mental Health

Other (_____)

MAILING INSTRUCTIONS

Thank you for completing this survey. Please remove your mailing label and fold the survey so that the Bar's address appears on the outside, staple the survey, and mail it back to The Florida Bar. Once again, thank you for your time and consideration.