

California Legal Market Georgetown 2017

Amber Handman

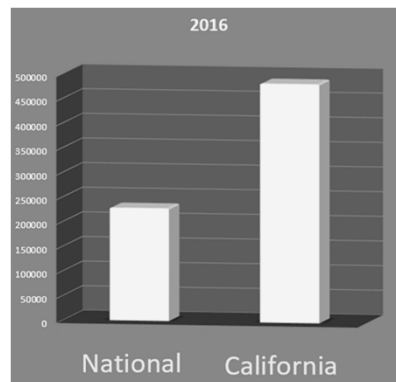


www.seltzerfontaine.com

Housing Price Comparison

Median Prices

	National	California
1999	\$134,000	\$206,000
2007	\$223,800	\$586,030
2011	\$156,100	\$271,000
2012	\$154,700	\$267,000
2013	\$173,800	\$333,800
2014	\$209,500	\$448,300
2015	\$218,900	\$456,800
2016	\$228,900	\$485,000



Most Expensive U.S. Cities for Renters

- 1 San Francisco
- 2 New York
- 3 Boston
- 4 Oakland
- 5 San Jose
- 6 Washington D.C.
- 7 Los Angeles
- 8 Miami
- 9 Chicago
- 10 Seattle
- 11 San Diego



(Business Insider, April 2016)

NALP Buying Power Index – Class of 2014

<u>City</u>	<u>Median Salary</u>	<u>Salary Required to Yield NYC Buying Power</u>
New York	\$160,000	\$160,000
Los Angeles	\$160,000	\$98,715
Silicon Valley	\$160,000	\$124,115
Costa Mesa (OC)	\$160,000	\$104,555
San Francisco	\$160,000	\$124,115
San Diego	\$ 95,000	\$101,880

(NALP, March 2016)

Trends

- Nationalization
- Consolidation
- Decentralization
- Associate Compensation
- Student / New Lawyer Trends
- Law Firm Trends



Number of California Partners Elevated for the Past Five Years at Selected Firms

<u>Firm</u>	<u>2017</u>	<u>2016</u>	<u>2015</u>	<u>2014</u>	<u>2013</u>
Cooley	8	7	5	1	5
Gibson Dunn	5	3	6	5	4
MoFo	4	5	6	7	4
O'Melveny	5	6	6	3	2
Pillsbury	3	2	3	6	6
Sheppard Mullin	12	7	10	6	10
Wilson Sonsini	4	8	6	2	6

Profits Per Partner 2016 Selected LA Firms

Firm	Profits Per Partner
Quinn Emanuel	\$4,925,000*
Gibson Dunn	3,275,000
Irell & Manella	3,205,000
Latham & Watkins	3,060,000
Paul Hastings	2,600,000
Akin Gump	2,100,000
O'Melveny	1,950,000
Greenberg Traurig	1,500,000
MoFo	1,410,000

*data from 2015; this firm has not released their 2016 figures

Southern California Law Firm Market

Southern California Firm Geography:
Los Angeles/Orange County/San Diego



Largest Los Angeles Firms

Rank	Firm	Attorneys
1	Lewis Brisbois	295
2	Gibson Dunn	259
3	Sheppard Mullin	244
4	Latham & Watkins	230
5	O'Melveny	226
6	Manatt	180
7	Seyfarth Shaw	162
8	Sidley	157
9	Munger Tolles	145
10	Paul Hastings	142



Firm Prospects, March 2017

Largest Orange County Firms

Rank	Firm	Attorneys
1	Knobbe Martens	180
2	Rutan & Tucker	143
3	Stradling	84
4	Sheppard Mullin	74
5	Gibson Dunn	69
6	Latham & Watkins	66
7	Lewis Brisbois	61
7	O'Melveny	59
9	Snell & Wilmer	55
10	Newmeyer & Dillion	54



Firm Prospects, March 2017

Largest San Diego Firms

Rank	Firm	Attorneys
1	Gordon & Rees	200
2	Procopio	144
3	Sheppard Mullin	120
4	Cooley	108
5	DLA Piper	98
6	Robbins Geller	95
7	Latham & Watkins	85
8	Higgs Fletcher	75
9	Knobbe Martens	70
10	Foley & Lardner	41



Firm Prospects, March 2017

Southern California Vault 2017 Prestige Rankings

<u>Rank</u>	<u>Firm/SoCA Attorneys</u>	<u>SoCA Offices</u>
1	Latham & Watkins/381	LA(2), OC, SD
2	Gibson Dunn/328	LA(2), OC
3	Munger Tolles/145	LA
4	O'Melveny/285	LA(2), OC
5	Quinn Emanuel/131	LA
6	Skadden/106	LA
7	Irell & Manella/130	LA, OC
8	Paul Hastings/200	LA, OC, SD
9	Morrison & Foerster/134	LA, SD
10	Kirkland & Ellis/102	LA

Northern California Law Firm Market

Northern California Firm Geography: San Francisco/Silicon Valley



Largest San Francisco Firms

Rank	Firm	Attorneys
1	Morrison & Foerster	229
2	Orrick	208
3	Hanson Bridgett	140
4	Morgan Lewis	133
5	Kirkland & Ellis	124
6	Farella Braun	120
7	Gordon & Rees	119
8	Pillsbury	117
9	Latham & Watkins	116
10	Cooley	110



Firm Prospects, March 2017

Largest Silicon Valley Firms

Rank	Firm	Attorneys
1	Wilson Sonsini	317
2	Fenwick & West	202
3	Cooley	178
4	DLA Piper	115
5	Latham & Watkins	98
6	Gunderson	84
7	Simpson Thacher	83
8	Orrick	82
9	Morgan Lewis	77
10	Perkins Coie	69



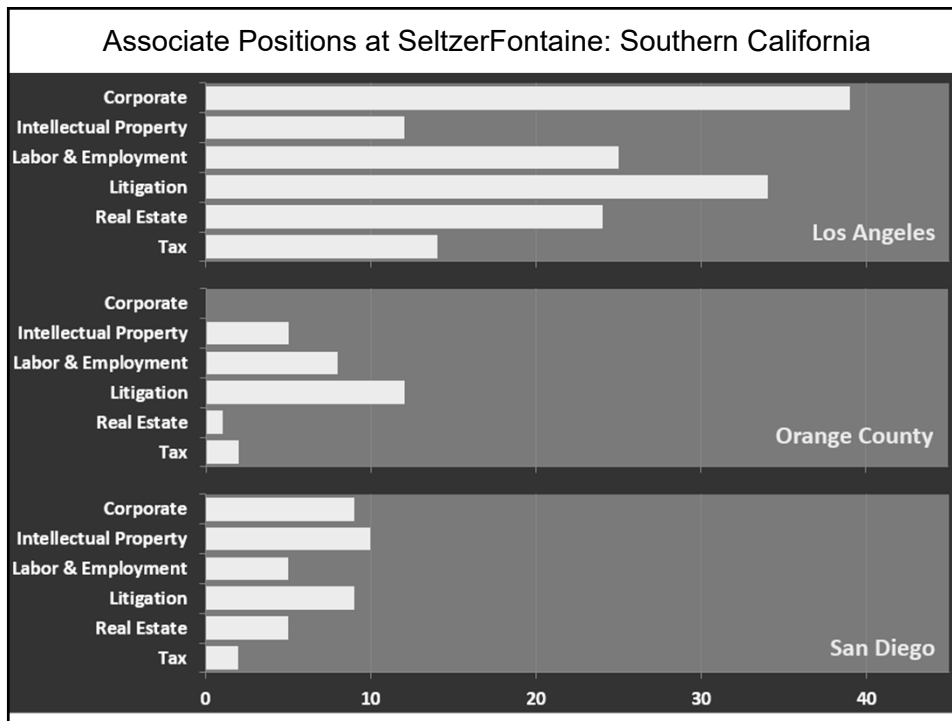
Firm Prospects, March 2017

Northern California Vault 2017 Prestige Rankings

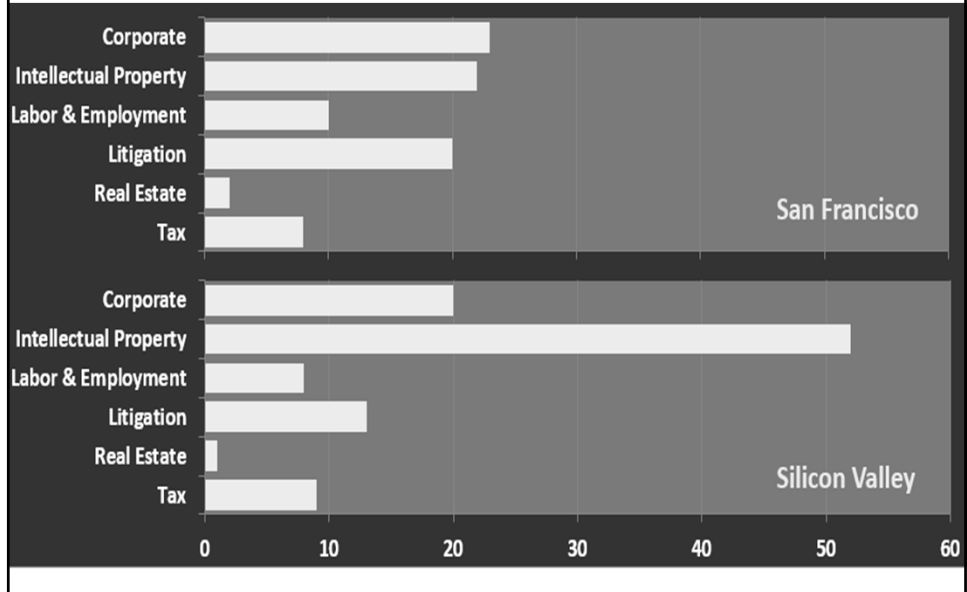
<u>Rank</u>	<u>Firm/NoCA Attorneys</u>	<u>NoCA Offices</u>
1	Morrison & Foerster/291	SF, SV
2	Wilson Sonsini/408	SF(2), SV
3	Fenwick & West/302	SF, SV
4	Cooley/288	SF, SV
5	Latham & Watkins/214	SF, SV
6	Gibson Dunn/140	SF, SV
7	Orrick/332	SF, SV, Sac
8	Keker & Van Nest/84	SF
9	Quinn Emanuel/102	SF, SV
10	Skadden/68	SV

California Hiring and Practice Trends: What's Hot and What's Not

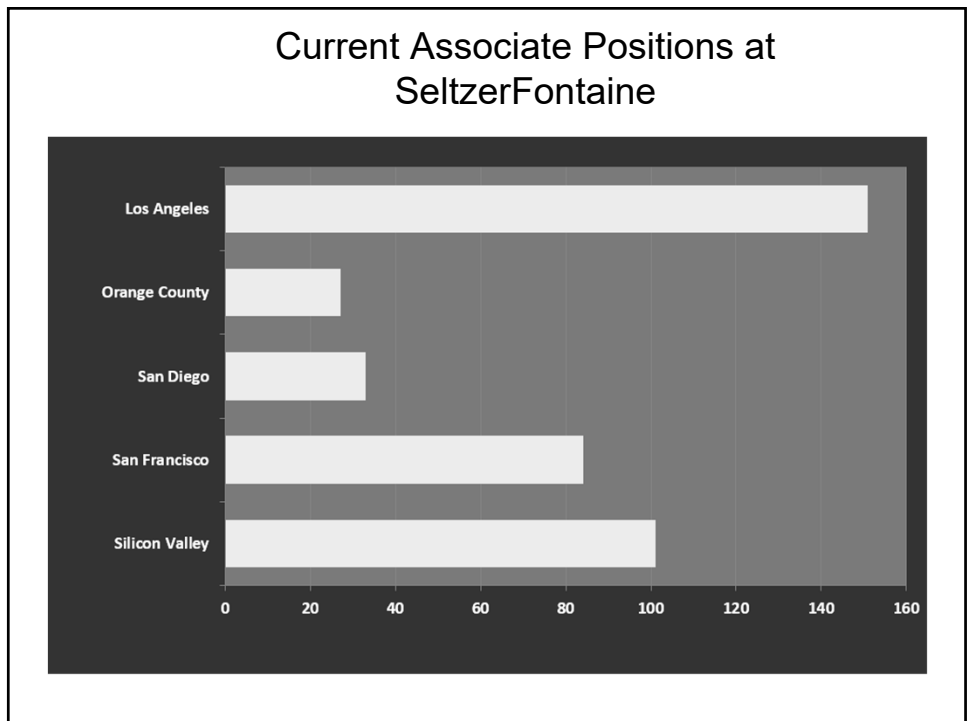
- Hot: Intellectual Property, Corporate, Real Estate
- Warm: Litigation, Employment, Environmental/Energy
- Cold: Bankruptcy, Tax, Banking/Financial Services, International
- New Practice Areas



Associate Positions at SeltzerFontaine: Northern California



Current Associate Positions at SeltzerFontaine



Entertainment Practice: A Special Case

- What is it ?
- How to break in
- Firms



*"Ed's a lawyer slash actor, Ron's a lawyer slash filmmaker,
and Beverly's a lawyer slash playwright."*

Choices: Who's Coming/ Not Coming to Georgetown

- Summer Program stats
- Firms coming to Georgetown
but not for their CA
offices
- Firms with OCI programs
and CA summer
programs but who are
not coming to Georgetown
- Some other firms to
know about
- Firms with new CA offices



Georgetown Law Graduates in California

■ Los Angeles	652
■ San Francisco	423
■ Silicon Valley	216
■ Orange County	140
■ San Diego	137
■ Sacramento	52



Per Martindale-Hubbell, April 2017

Landing a Job in California

- Attend job fairs
- NALP/Martindale-Hubbell
- Contact Georgetown graduates in CA
- Use undergrad connections
- Professors with California connections
- Local bar associations



"We sent Justin to law school, but it didn't take."

Closing Thoughts

- Show a commitment to California
- Take the CA Bar sooner rather than later
- Career planning: Your first job won't be your last



"For God's sake, don't join this firm."

More Closing Thoughts

- Academic performance
- Control your social media



"We were ready to hire you until we saw the photo of you on Facebook sliding on the ice at Rockefeller Center wearing only bowling shoes and a viking helmet."

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