



CALIFORNIA LEGAL MARKET



GEORGETOWN 2021

AMBER HANDMAN

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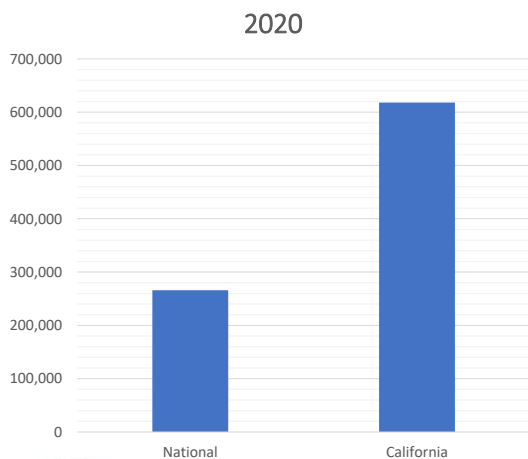
WHAT'S HAPPENED TO LAW FIRMS IN THIS YEAR OF CORONAVIRUS?



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HOUSING PRICE COMPARISON



	<u>National</u>	<u>California</u>
2013	\$180,000	\$405,000
2014	\$188,000	\$427,000
2015	\$198,000	\$459,000
2016	\$210,000	\$490,000
2017	\$224,000	\$528,000
2018	\$236,000	\$553,000
2019	\$245,000	\$562,000
2020	\$266,000	\$618,000

(Zillow, March 2021)



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MOST EXPENSIVE U.S. CITIES FOR RENTERS



- 1 San Francisco
- 2 New York
- 3 San Jose
- 4 Boston
- 5 Oakland
- 6 Washington, D.C.
- 7 Los Angeles
- 8 San Diego
- 9 (Tie) Fort Lauderdale
- 9 (Tie) Santa Ana

(Zumper, March 2021)



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COST OF LIVING COMPARISON TO NEW YORK CITY BIGLAW

City	Salary Required to Yield NYC Buying Power
New York	\$190,000
San Francisco	\$195,945
Silicon Valley	\$177,011
Los Angeles	\$148,551
Orange County	\$143,047
San Diego	\$142,127



(Salary.com, March 2021)

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TRENDS

- Covid Trends
- Nationalization
- Consolidation
- Decentralization
- Student/New Lawyer Trends
- Law Firm Trends
- Diversity Trends
- Women's Trends
- Mental Health Trends
- Technology Trends



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BIGLAW SALARY STRUCTURE

Class Year	Base Salary	Bonus	Special 2020 Bonuses	Annual Compensation	Special 2021 Bonus
1 st	\$190,000	\$15,000	\$7,500	\$212,500	\$12,000
2 nd	\$200,000	\$25,000	\$10,000	\$235,000	\$16,000
3 rd	\$220,000	\$50,000	\$20,000	\$290,000	\$32,000
4 th	\$255,000	\$65,000	\$27,500	\$347,500	\$44,000
5 th	\$280,000	\$80,000	\$32,500	\$392,500	\$52,000
6 th	\$305,000	\$90,000	\$37,000	\$432,000	\$59,200
7 th	\$325,000	\$100,000	\$40,000	\$465,000	\$64,000
8 th	\$340,000	\$100,000	\$40,000	\$480,000	\$64,000



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NUMBER OF CALIFORNIA PARTNERS ELEVATED FOR THE PAST FIVE YEARS AT SELECT FIRMS

Firm	2021	2020	2019	2018	2017
Cooley	16	2	8	8	8
Gibson Dunn	20	6	4	3	5
Morrison & Foerster	9	8	3	5	4
O'Melveny	6	1	4	2	5
Pillsbury	11	4	2	2	3
Sheppard Mullin	13	21	11	8	12
Wilson Sonsini	15	11	13	10	4



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PROFITS PER PARTNER 2020 SELECT CA FIRMS

Firm	Profits Per Partner
Kirkland & Ellis	\$5,195,000
Quinn Emanuel	\$4,556,000
Latham & Watkins	\$3,780,000
Gibson Dunn	\$3,760,000
Paul Hastings	\$3,418,000
Irell & Manella	\$2,684,000
Akin Gump	\$2,599,000
O'Melveny	\$2,317,000
Morrison & Foerster	\$2,048,000
Greenberg Traurig	\$1,803,000



(The American Lawyer, April 2020)

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SOUTHERN CALIFORNIA LAW FIRM MARKET

Southern California firm geography:
Los Angeles/Orange County/San Diego



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LARGEST LOS ANGELES FIRMS

Rank	Firm	Attorneys
1	Lewis Brisbois	324
2	Sheppard Mullin	262
3	O'Melveny	243
4	Gibson Dunn	234
5	Latham & Watkins	218
6	Kirkland & Ellis	183
7	Gordon & Rees	180
8	Manatt	160
9	Seyfarth Shaw	156
10	Munger	152



(Firm Prospects and firm websites, March 2021)

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LARGEST ORANGE COUNTY FIRMS

Rank	Firm	Attorneys
1	Knobbe Martens	143
2	Rutan & Tucker	138
3	Gordon & Rees	129
4	Stradling	76
5	Sheppard Mullin	73
6	Bremer Whyte	73
7	Latham & Watkins	72
8	Gibson Dunn	69
9	Snell & Wilmer	68
10	Troutman Pepper	65



(Firm Prospects, March 2021)

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LARGEST SAN DIEGO FIRMS

Rank	Firm	Attorneys
1	Gordon & Rees	172
2	Procopio	153
3	Sheppard Mullin	148
4	Cooley	105
5	DLA Piper	102
6	Robbins Geller	97
7	Latham & Watkins	97
8	Higgs Fletcher	72
9	Wilson Sonsini	70
10	Tyson & Mendes	56



(Firm Prospects and firm websites, March 2021)

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SOUTHERN CALIFORNIA VAULT 2021 PRESTIGE RANKINGS

Rank	Firm	SoCal Attorneys	SoCal Offices
1	Latham & Watkins	387	LA(2), OC, SD
2	Gibson Dunn	303	LA(2), OC
3	O'Melveny	295	LA(2), OC
4	Munger	152	LA
5	Skadden	75	LA
6	Kirkland & Ellis	183	LA(2)
7	Quinn Emanuel	118	LA
8	Paul Hastings	154	LA(2), SD
9	Morrison & Foerster	110	LA, SD
10	Irell & Manella	80	LA, OC

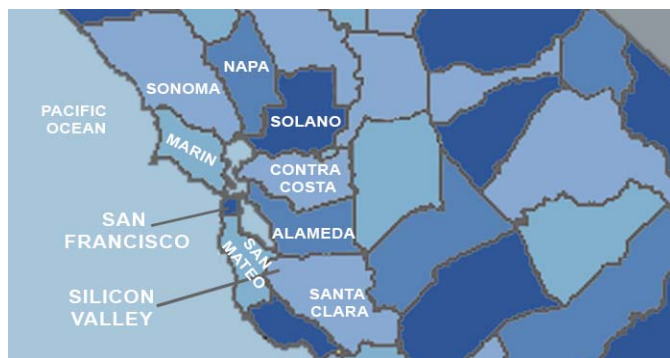


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NORTHERN CALIFORNIA LAW FIRM MARKET

Northern California firm geography:
San Francisco/Silicon Valley



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LARGEST SAN FRANCISCO FIRMS

Rank	Firm	Attorneys
1	Orrick	201
2	Morrison & Foerster	178
3	Kirkland & Ellis	167
4	Hanson Bridgett	154
5	Gordon & Rees	148
6	Latham	143
7	Cooley	141
8	Morgan Lewis	131
9	Wilson Sonsini	123
10	Farella Braun	122



(Firm Prospects and firm websites, March 2021)

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LARGEST SILICON VALLEY FIRMS

Rank	Firm	Attorneys
1	Wilson Sonsini	328
2	Cooley	206
3	Fenwick & West	168
4	DLA Piper	104
5	Gunderson Dettmer	102
6	Goodwin Procter	85
7	Latham & Watkins	79
8	Morgan Lewis	77
9	Perkins Coie	76
9	Orrick	76



(Firm Prospects, March 2021)

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NORTHERN CALIFORNIA VAULT 2021 PRESTIGE RANKINGS

Rank	Firm	NorCal Attorneys	NorCal Offices
1	Morrison & Foerster	249	SF, SV
2	Cooley	347	SF, SV
3	Wilson Sonsini	422	SF (2), SV
4	Latham & Watkins	222	SF, SV
5	Fenwick & West	290	SF, SV
6	Orrick	302	SF, SV, SAC
7	Kirkland & Ellis	198	SF, SV
8	Gibson Dunn	130	SF, SV
9	Skadden	73	SV
10	Quinn Emanuel	96	SF, SV



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CALIFORNIA HIRING AND PRACTICE TRENDS: WHAT'S HOT AND WHAT'S NOT

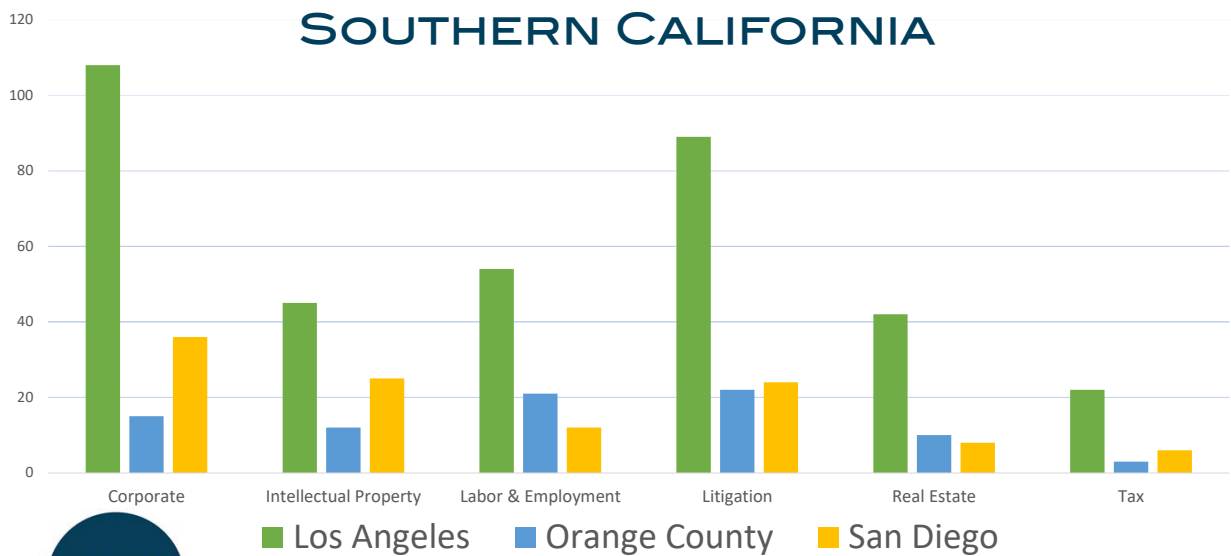
- Hot: Corporate/Private Equity, Litigation, Intellectual Property, Labor and Employment
- Warm: Privacy/Cybersecurity, Real Estate, Banking & Finance
- Cold: Healthcare, Environment/Energy, Bankruptcy, Tax, International
- Emerging Practice Areas



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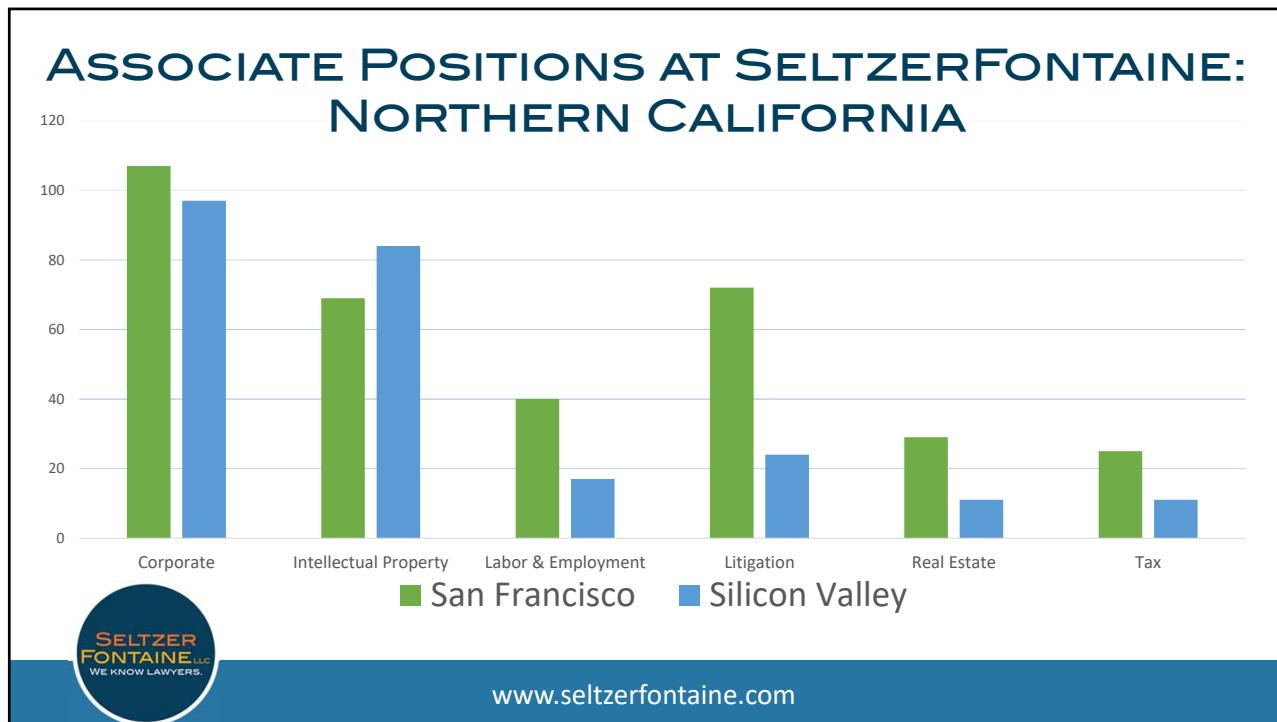
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ASSOCIATE POSITIONS AT SELTZERFONTAINE: SOUTHERN CALIFORNIA

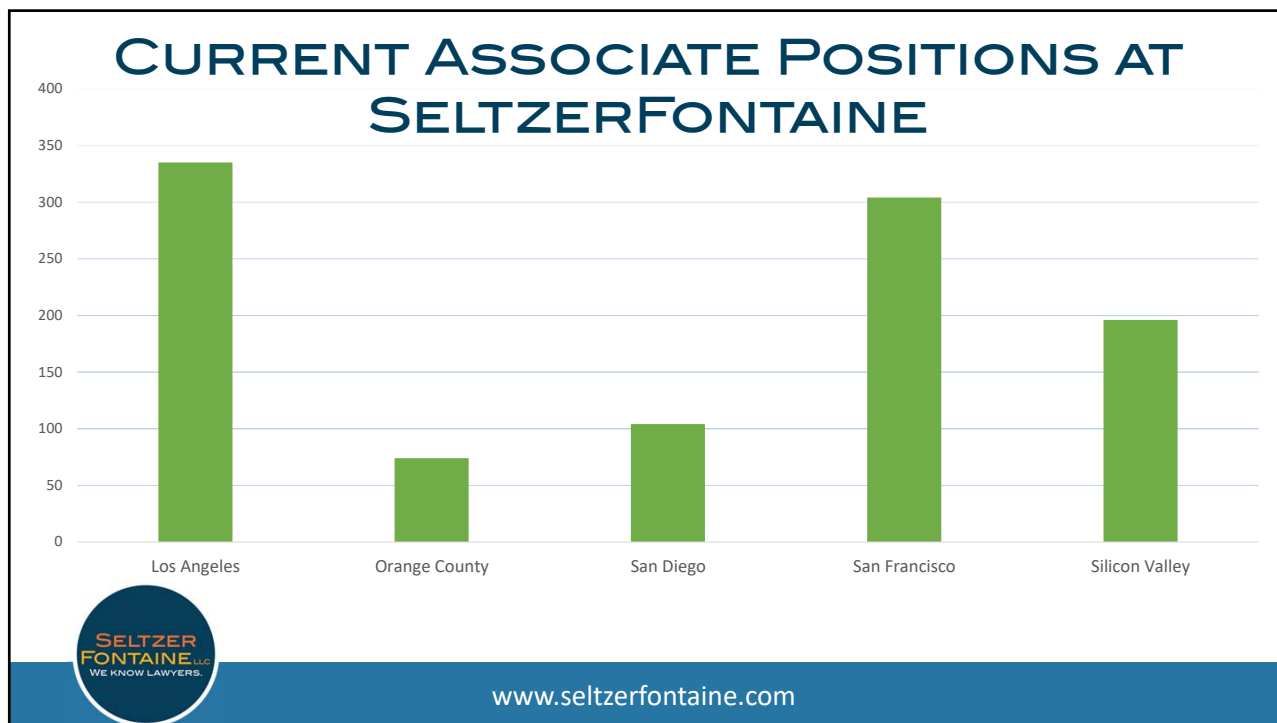


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ENTERTAINMENT PRACTICE: A SPECIAL CASE

- 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."



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CHOICES: WHO'S COMING OR NOT COMING TO GEORGETOWN

- OCI stats
- NALP 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



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GEORGETOWN LAW GRADUATES IN CALIFORNIA

City	Number of Alumni
Los Angeles	709
San Francisco	562
Silicon Valley	257
San Diego	182
Orange County	131
Sacramento	53



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LANDING A JOB IN CALIFORNIA

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



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



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CLOSING THOUGHTS

- Show a commitment to California
- Take the CA Bar sooner rather than later



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



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MORE CLOSING THOUGHTS

- Academic performance
- Control your social media
- Career planning



"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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