

2023

**ACC LAW DEPARTMENT
MANAGEMENT
BENCHMARKING REPORT**

FULL REPORT

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Table 1.47. Percentage of Legal Department Staff by Position – EDUCATIONAL SERVICES

	n	10th	25th	Mean	Median	75th	90th
Lawyers	21	32.6%	50.0%	70.2%	66.7%	100.0%	100.0%
Paralegals	21	0.0%	0.0%	9.3%	0.0%	15.8%	25.0%
Legal operations professionals	21	0.0%	0.0%	4.4%	0.0%	5.3%	11.1%
Administrative/secretarial staff	21	0.0%	0.0%	7.1%	0.0%	15.0%	23.8%
Other staff	21	0.0%	0.0%	8.9%	0.0%	2.4%	43.5%

Table 1.48. Percentage of Legal Department Staff by Position – ENERGY, OIL, AND GAS

	n	10th	25th	Mean	Median	75th	90th
Lawyers	24	50.0%	60.8%	70.9%	67.9%	80.9%	100.0%
Paralegals	24	0.0%	0.0%	8.8%	2.3%	16.7%	25.0%
Legal operations professionals	24	0.0%	0.0%	7.0%	0.0%	11.3%	25.0%
Administrative/secretarial staff	24	0.0%	0.0%	7.6%	0.0%	12.7%	25.0%
Other staff	24	0.0%	0.0%	5.5%	0.0%	8.5%	25.0%

Table 1.49. Percentage of Legal Department Staff by Position – FINANCE AND BANKING

	n	10th	25th	Mean	Median	75th	90th
Lawyers	41	50.0%	54.5%	68.7%	66.7%	83.3%	100.0%
Paralegals	41	0.0%	0.0%	9.4%	6.0%	17.2%	21.4%
Legal operations professionals	41	0.0%	0.0%	6.3%	0.0%	5.6%	12.5%
Administrative/secretarial staff	41	0.0%	0.0%	7.4%	5.9%	11.1%	20.0%
Other staff	41	0.0%	0.0%	8.3%	0.0%	11.8%	25.0%

Table 1.50. Percentage of Legal Department Staff by Position – HEALTHCARE AND SOCIAL ASSISTANCE

	n	10th	25th	Mean	Median	75th	90th
Lawyers	57	31.8%	50.0%	64.2%	63.6%	76.9%	100.0%
Paralegals	57	0.0%	0.0%	16.1%	14.3%	25.0%	34.8%
Legal operations professionals	57	0.0%	0.0%	4.6%	0.0%	7.0%	14.3%
Administrative/secretarial staff	57	0.0%	0.0%	7.6%	0.7%	13.3%	23.8%
Other staff	57	0.0%	0.0%	7.6%	0.0%	7.1%	30.4%

Table 1.51. Percentage of Legal Department Staff by Position – INFORMATION TECHNOLOGY

	n	10th	25th	Mean	Median	75th	90th
Lawyers	89	47.1%	58.5%	70.2%	66.7%	83.3%	100.0%
Paralegals	89	0.0%	0.0%	10.9%	2.5%	20.0%	33.3%
Legal operations professionals	89	0.0%	0.0%	7.5%	0.0%	9.8%	32.0%
Administrative/secretarial staff	89	0.0%	0.0%	3.1%	0.0%	4.3%	9.1%
Other staff	89	0.0%	0.0%	8.3%	0.0%	12.1%	30.4%

Table 2.32. Legal Department Spend – 2 TO 5 STAFF

	n	10th	25th	Mean	Median	75th	90th
Total inside spend	140	320k	400k	754k	600k	900k	1.3M
Total outside spend	141	72k	230k	1.1M	500k	1.2M	2.1M
Total legal spend	140	480k	684k	1.9M	1.2M	2.2M	3.3M
Total compensation (lawyers)	137	200k	300k	506k	440k	650k	908k
Total compensation (non-lawyers)	135	0	25k	127k	90k	170k	300k
All other additional internal spend	135	0	0	99k	0	76k	204k
Total spend on outside counsel	140	66k	200k	1M	500k	1.2M	2M
Total spend on ALSPs	137	0	0	61k	0	0	50k
All other additional outside spend	136	0	0	47k	0	30k	125k

Table 2.33. Legal Department Spend – 6 TO 9 STAFF

	n	10th	25th	Mean	Median	75th	90th
Total inside spend	59	504k	1M	1.6M	1.5M	2M	3.1M
Total outside spend	61	300k	600k	2.3M	1.5M	2.6M	5M
Total legal spend	59	890k	1.8M	3.9M	3M	4.8M	9.8M
Total compensation (lawyers)	57	400k	590k	1.1M	920k	1.4M	1.8M
Total compensation (non-lawyers)	56	60k	128k	291k	208k	388k	600k
All other additional internal spend	56	0	0	259k	20k	285k	1M
Total spend on outside counsel	58	300k	500k	2.1M	1.3M	2.3M	6M
Total spend on ALSPs	57	0	0	107k	0	96k	312k
All other additional outside spend	57	0	0	144k	0	100k	700k

Table 2.34. Legal Department Spend – 10 TO 24 STAFF

	n	10th	25th	Mean	Median	75th	90th
Total inside spend	71	1.4M	2.1M	3.4M	2.8M	4.4M	6.3M
Total outside spend	71	600k	1.3M	5.1M	3.6M	6M	9M
Total legal spend	71	3M	3.8M	8.5M	6.5M	11.3M	13.7M
Total compensation (lawyers)	59	800k	1.3M	2.3M	2.1M	2.9M	4.1M
Total compensation (non-lawyers)	59	100k	264k	772k	415k	1M	2.5M
All other additional internal spend	59	0	0	350k	122k	400k	1M
Total spend on outside counsel	69	400k	1.3M	4.7M	3M	5.6M	8.5M
Total spend on ALSPs	69	0	0	191k	0	75k	500k
All other additional outside spend	69	0	0	301k	0	249k	589k

Table 2.35. Legal Department Spend – 25 TO 99 STAFF

	n	10th	25th	Mean	Median	75th	90th
Total inside spend	69	4.3M	6M	11.3M	10M	12.5M	23.2M
Total outside spend	73	2.1M	5M	14.7M	10M	20M	34.2M
Total legal spend	69	7M	13M	26M	19.5M	32M	59M
Total compensation (lawyers)	55	2.4M	3.4M	7.3M	5.5M	9M	15.3M

Figure 2.3. Percentage of Legal Spend by Category – ALL PARTICIPANTS

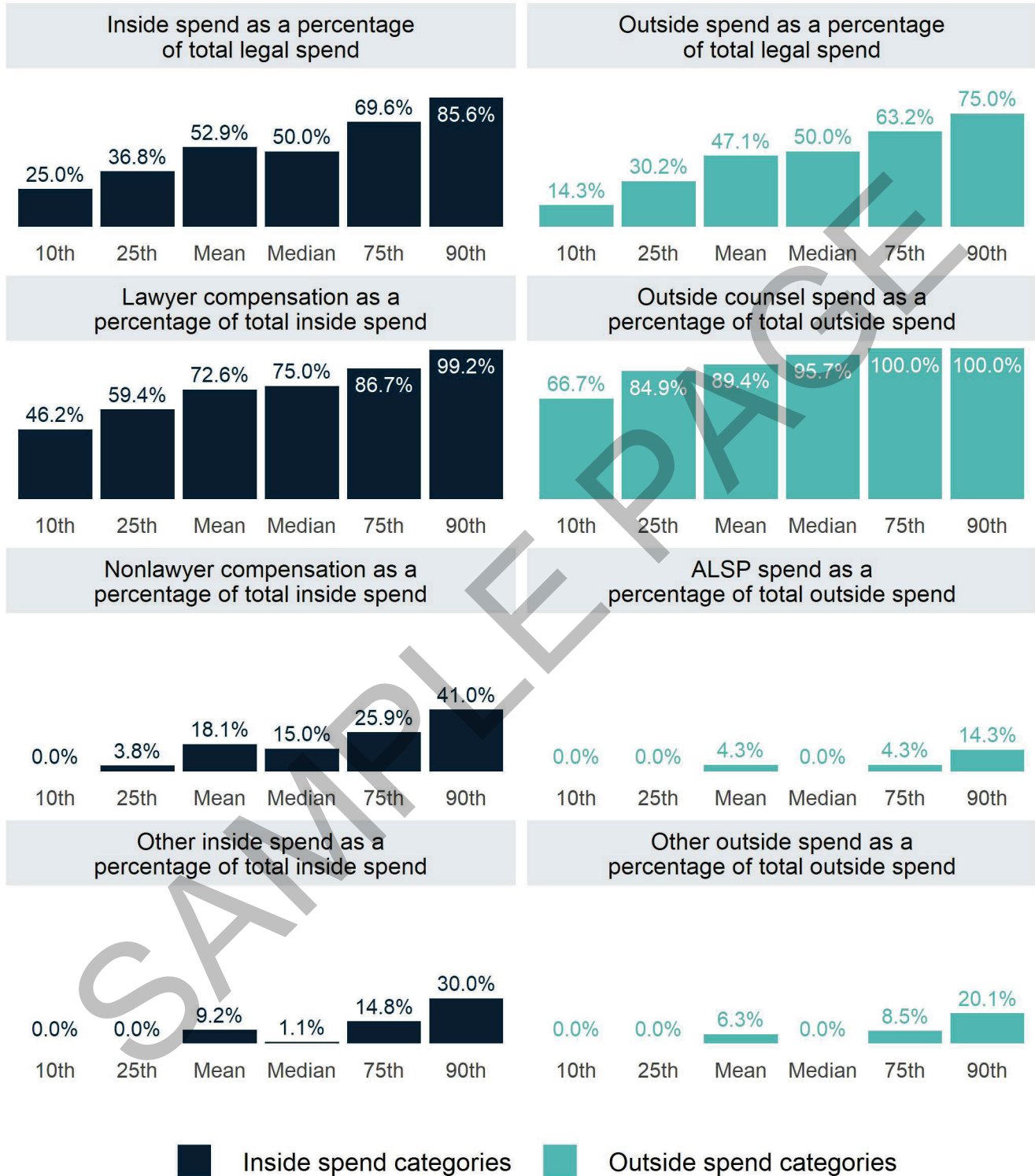
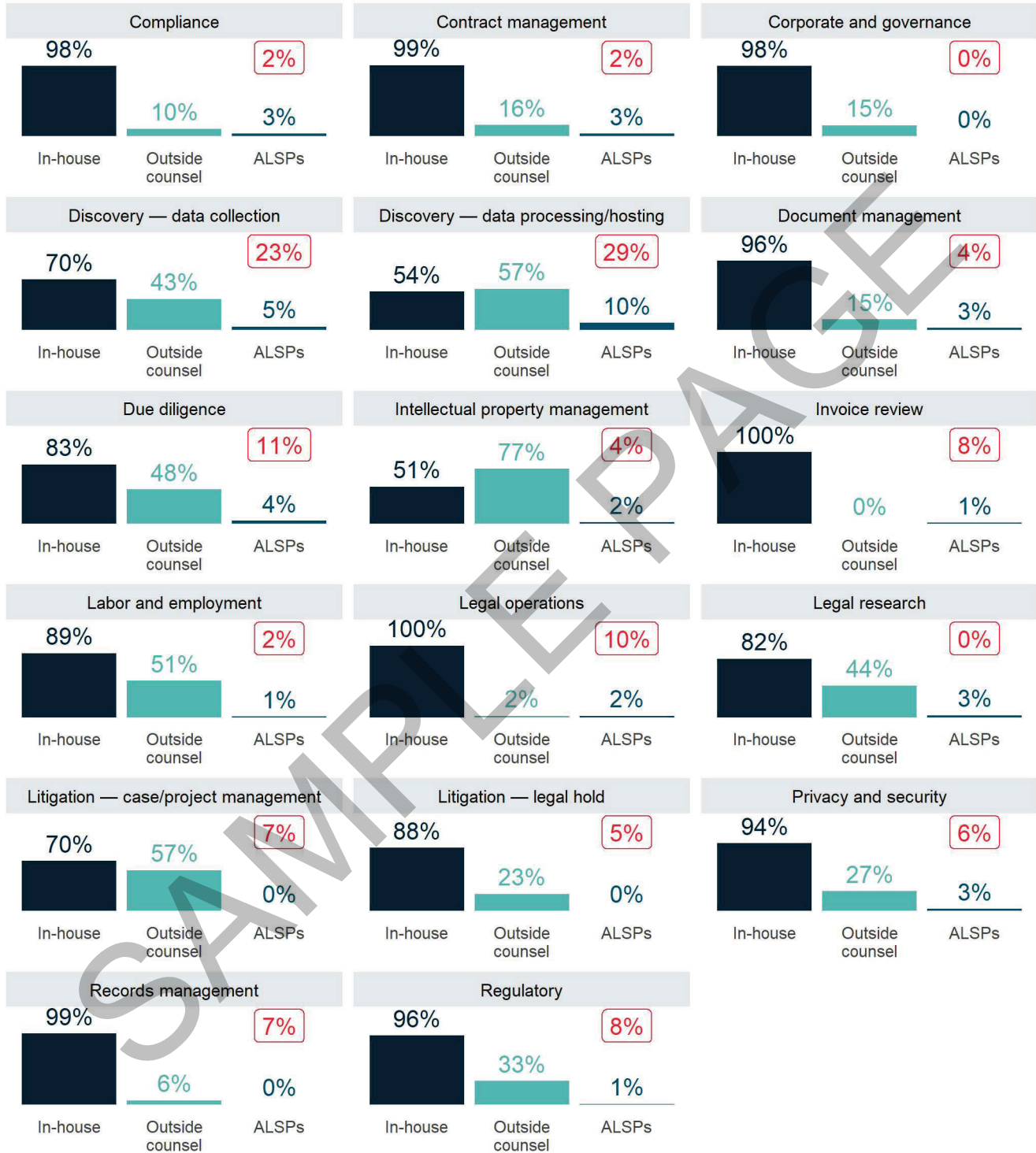


Figure 3.4. Work Allocation — \$100M TO <\$500M



	Increased		Stayed the same		Decreased	
	n	Pct.	n	Pct.	n	Pct.
\$5B to <\$10B	4	15.4%	20	76.9%	2	7.7%
\$10B to <\$20B	5	17.9%	23	82.1%	0	0.0%
\$20B or more	5	17.9%	20	71.4%	3	10.7%

INDUSTRY

Table 4.11. Change in the Number of Law Firms Engaged in 2022 – **INDUSTRY**

	Increased		Stayed the same		Decreased	
	n	Pct.	n	Pct.	n	Pct.
Accommodation and food services	3	18.8%	11	68.8%	2	12.5%
Agriculture, forestry, fishing, and hunting	7	41.2%	6	35.3%	4	23.5%
Construction	7	26.9%	15	57.7%	4	15.4%
Educational services	7	33.3%	13	61.9%	1	4.8%
Energy, oil, and gas	10	41.7%	13	54.2%	1	4.2%
Finance and banking	10	24.4%	25	61.0%	6	14.6%
Healthcare and social assistance	22	39.3%	26	46.4%	8	14.3%
Information technology	37	41.6%	44	49.4%	8	9.0%
Insurance	8	28.6%	14	50.0%	6	21.4%
Manufacturing	29	27.9%	60	57.7%	15	14.4%
Pharmaceuticals/medical devices	8	28.6%	13	46.4%	7	25.0%
Professional services	16	38.1%	20	47.6%	6	14.3%
Real estate	8	47.1%	8	47.1%	1	5.9%
Retail trade	11	30.6%	17	47.2%	8	22.2%
Telecommunications	8	40.0%	10	50.0%	2	10.0%
Transportation and warehousing	9	25.7%	22	62.9%	4	11.4%
Utilities	5	33.3%	8	53.3%	2	13.3%
Wholesale trade	2	11.8%	14	82.4%	1	5.9%

Table 4.12. Change in the Number of ALSPs Engaged in 2022 – **INDUSTRY**

	Increased		Stayed the same		Decreased	
	n	Pct.	n	Pct.	n	Pct.
Accommodation and food services	1	6.7%	14	93.3%	0	0.0%
Agriculture, forestry, fishing, and hunting	1	5.9%	16	94.1%	0	0.0%
Construction	2	8.3%	22	91.7%	0	0.0%
Educational services	0	0.0%	19	100.0%	0	0.0%
Energy, oil, and gas	1	4.5%	20	90.9%	1	4.5%
Finance and banking	4	9.8%	36	87.8%	1	2.4%
Healthcare and social assistance	4	7.3%	48	87.3%	3	5.5%
Information technology	12	13.6%	73	83.0%	3	3.4%
Insurance	4	14.3%	21	75.0%	3	10.7%

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