

# California Legal Market

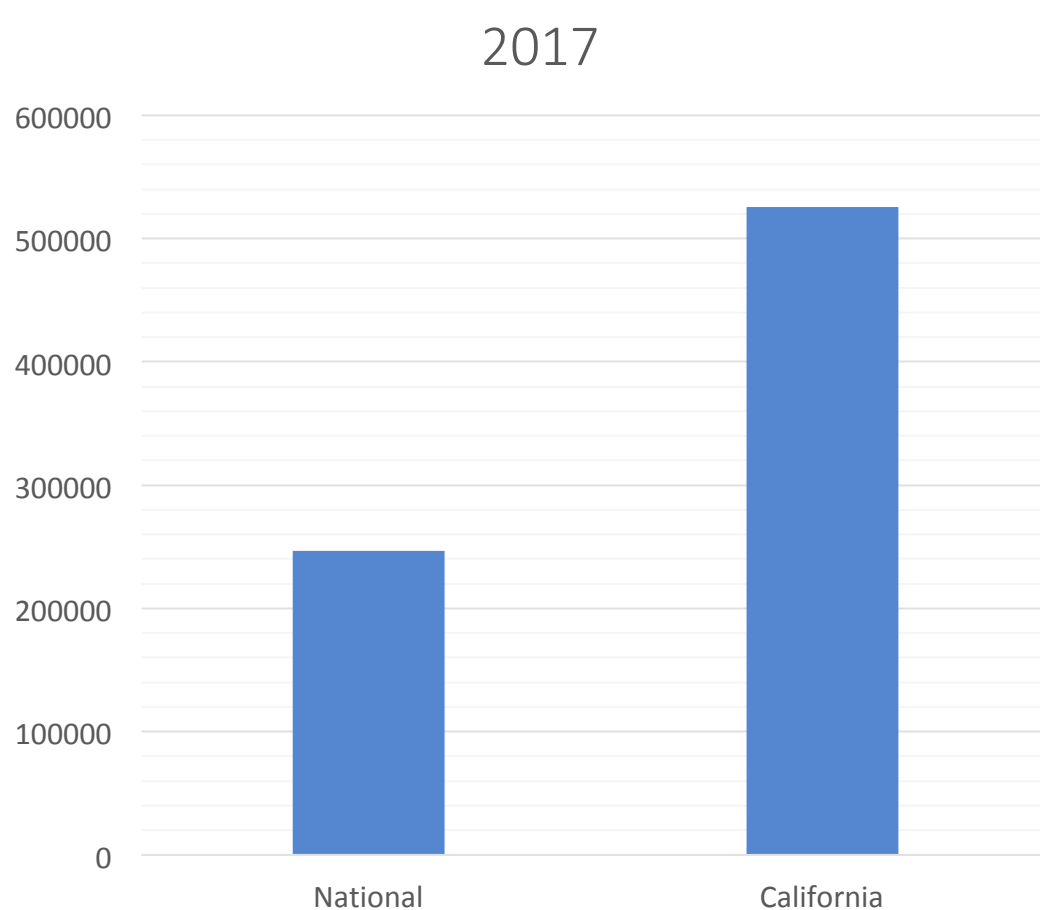


Columbia  
2018

Amber Handman

**SELTZER  
FONTAINE**  
WE KNOW LAWYERS.

# Housing Price Comparison



	<u>National</u>	<u>California</u>
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
2017	\$246,500	\$526,000



# Most Expensive U.S. Cities for Renters



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

(Zumper, Feb 2018)

# Cost of Living Comparison to New York City BigLaw

<b>City</b>	<b>Salary Required to Yield NYC Buying Power</b>
New York	\$180,000
San Francisco	\$191,322
Silicon Valley	\$148,248
Los Angeles	\$136,386
Orange County	\$135,540
San Diego	\$125,514

(Numbeo, March 2018)



# Trends

- Nationalization
- Consolidation
- Decentralization
- Quality of Life Trends
- Student/New Lawyer Trends
- Law Firm Trends



# BigLaw Salary Structure

<b>Class Year</b>	<b>Billing Rate (\$/Hour)</b>	<b>Base Salary</b>	<b>Bonus</b>	<b>Annual Compensation</b>
1 <sup>st</sup>	\$485	\$180,000	\$15,000	\$195,000
2 <sup>nd</sup>	\$530	\$190,000	\$15,000	\$205,000
3 <sup>rd</sup>	\$585	\$210,000	\$25,000	\$235,000
4 <sup>th</sup>	\$630	\$235,000	\$50,000	\$285,000
5 <sup>th</sup>	\$675	\$260,000	\$65,000	\$325,000
6 <sup>th</sup>	\$710	\$280,000	\$80,000	\$360,000
7 <sup>th</sup>	\$745	\$300,000	\$90,000	\$390,000
8 <sup>th</sup>	\$785	\$315,000	\$100,000	\$415,000



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

<b>Firm</b>	<b>2018</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>
Cooley	8	8	7	5	1
Gibson Dunn	3	5	3	6	5
Morrison & Foerster	5	4	5	6	7
O'Melveny	2	5	6	6	3
Pillsbury	2	3	2	3	6
Sheppard Mullin	8	12	7	10	6
Wilson Sonsini	10	4	8	6	2



# Profits Per Partner 2017

## Selected CA Firms

<b>Firm</b>	<b>Profits Per Partner</b>
Quinn Emanuel	\$5,015,000
Kirkland & Ellis	\$4,701,000
Latham	\$3,246,000
Gibson Dunn	\$3,240,000
Irell & Manella	\$3,205,000*
Paul Hastings	\$2,905,000
Akin Gump	\$2,386,000
O'Melveny	\$2,008,000
Morrison & Foerster	\$1,736,000
Greenberg Traurig	\$1,634,000

\*data from 2016, firm has not released their 2017 figures yet





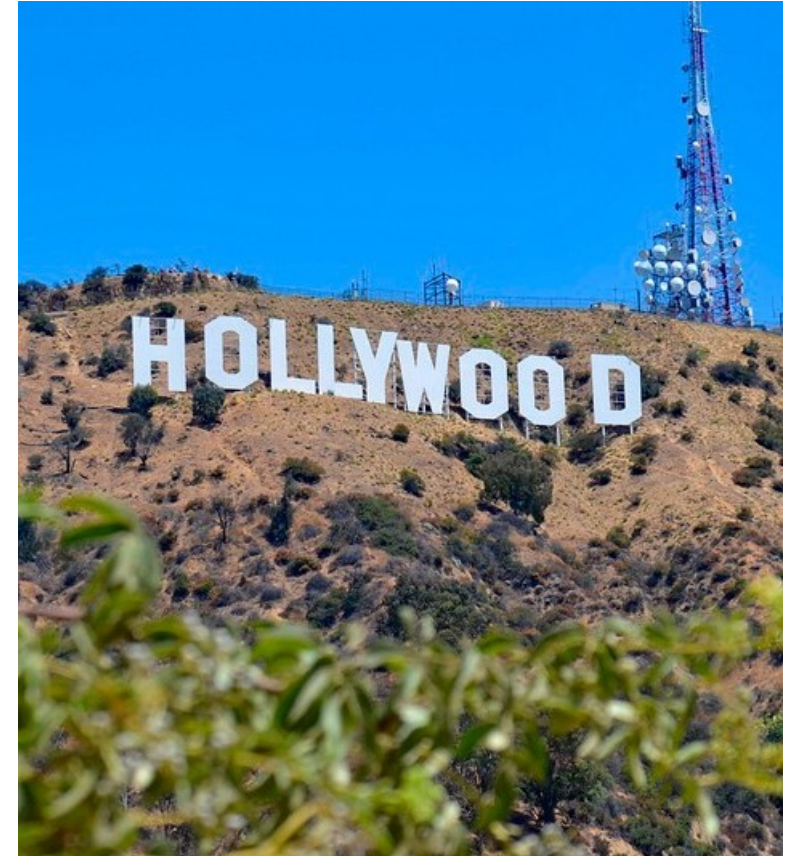
# Southern California Law Firm Market

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



# Largest Los Angeles Firms

Rank	Firm	Attorneys
1	Lewis Brisbois	306
2	Gibson Dunn	256
2	Sheppard Mullin	256
4	O'Melveny	254
5	Latham	229
6	Manatt	170
7	Sidley	160
8	Seyfarth Shaw	155
9	Munger	147
10	Quinn Emanuel	140



Firm Prospects, March 2018



# Largest Orange County Firms

Rank	Firm	Attorneys
1	Knobbe Martens	166
2	Rutan & Tucker	135
3	Stradling	81
4	Sheppard Mullin	80
5	Latham	70
6	Gibson Dunn	67
7	Snell & Wilmer	66
8	O'Melveny	60
9	Jones Day	55
10	Bremer Whyte	54



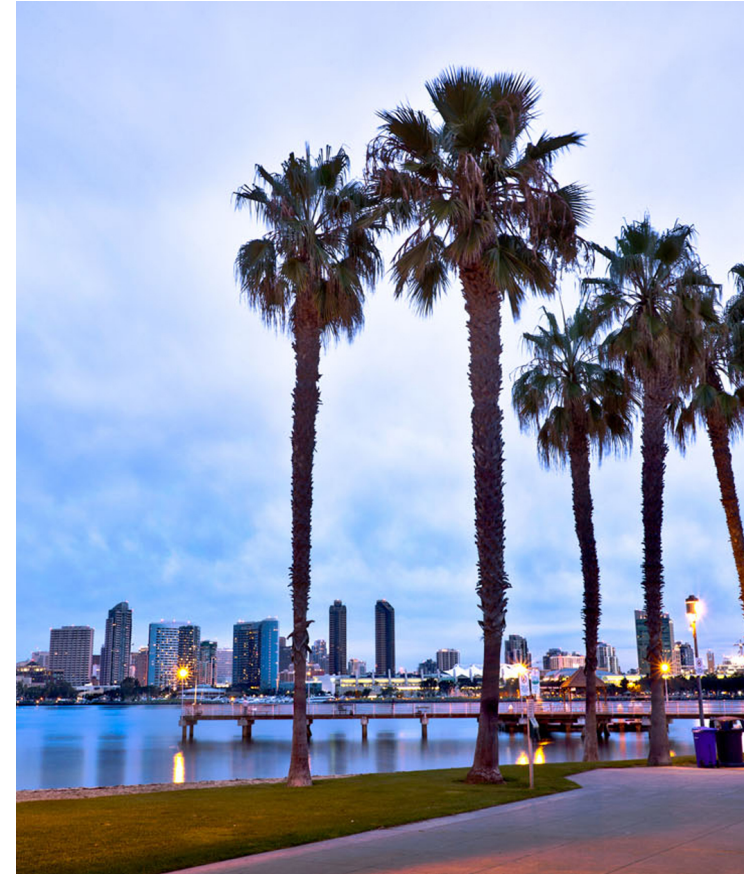
Firm Prospects, March 2018



# Largest San Diego Firms

Rank	Firm	Attorneys
1	Procopio	154
2	Sheppard Mullin	120
3	Cooley	111
4	Gordon & Rees	103
5	DLA Piper	100
6	Robbins Geller	97
7	Latham	86
8	Higgs Fletcher	77
9	Wilson Sonsini	57
10	Jones Day	54

Firm Prospects, March 2018



# Southern California Vault 2018 Prestige Rankings

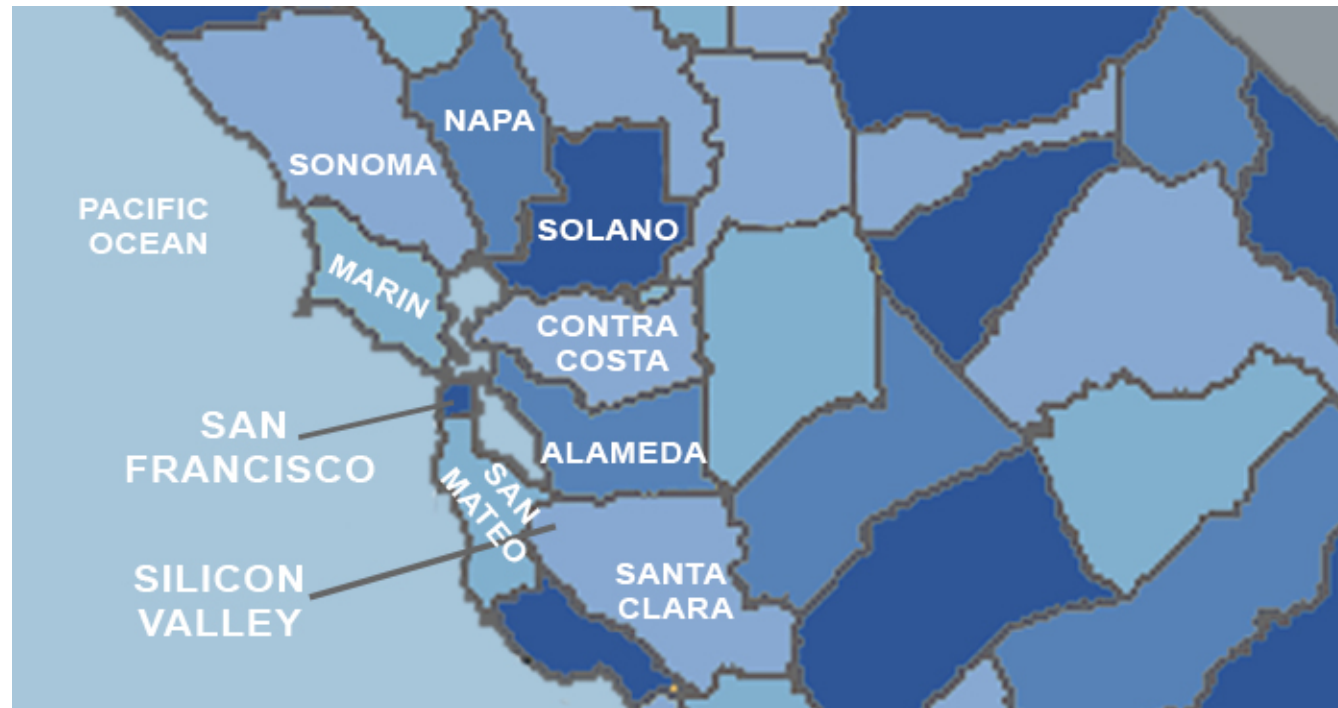
Rank	Firm	SoCal Attorneys	SoCal Offices
1	Latham	381	LA(2), OC, SD
2	Gibson Dunn	322	LA(2), OC
3	O'Melveny	313	LA(2), OC
4	Munger	147	LA
5	Skadden	110	LA
6	Quinn Emanuel	140	LA
7	Irell	121	LA, OC
8	Paul Hastings	183	LA, OC, SD
9	Kirkland	109	LA
10	Morrison & Foerster	123	LA, SD





# Northern California Law Firm Market

Northern California firm geography:  
San Francisco/Silicon Valley



# Largest San Francisco Firms

Rank	Firm	Attorneys
1	Morrison & Foerster	224
2	Orrick	203
2	Morgan Lewis	146
4	Hanson Bridgett	141
5	Kirkland & Ellis	131
6	Cooley	127
7	Farella Braun	125
8	Gordon & Rees	120
9	Pillsbury	118
10	Latham	116



Firm Prospects, March 2018

# Largest Silicon Valley Firms

Rank	Firm	Attorneys
1	Wilson Sonsini	292
2	Fenwick & West	204
3	Cooley	189
4	DLA Piper	103
4	Latham	103
6	Gunderson Dettmer	93
7	Orrick	86
8	Morgan Lewis	76
9	Simpson Thacher	73
10	Goodwin Procter	71



Firm Prospects, March 2018





# Northern California Vault 2018 Prestige Rankings

Rank	Firm	NorCal Attorneys	NorCal Offices
1	Morrison & Foerster	292	SF, SV
2	Wilson Sonsini	371	SF(2), SV
3	Cooley	314	SF, SV
4	Fenwick & West	308	SF, SV
5	Latham	211	SF, SV
6	Orrick	317	SF, SV, SAC
7	Gibson Dunn	128	SF, SV
8	Quinn Emanuel	107	SF, SV
9	Keker & Van Nest	95	SF
10	Kirkland & Ellis	154	SF, SV

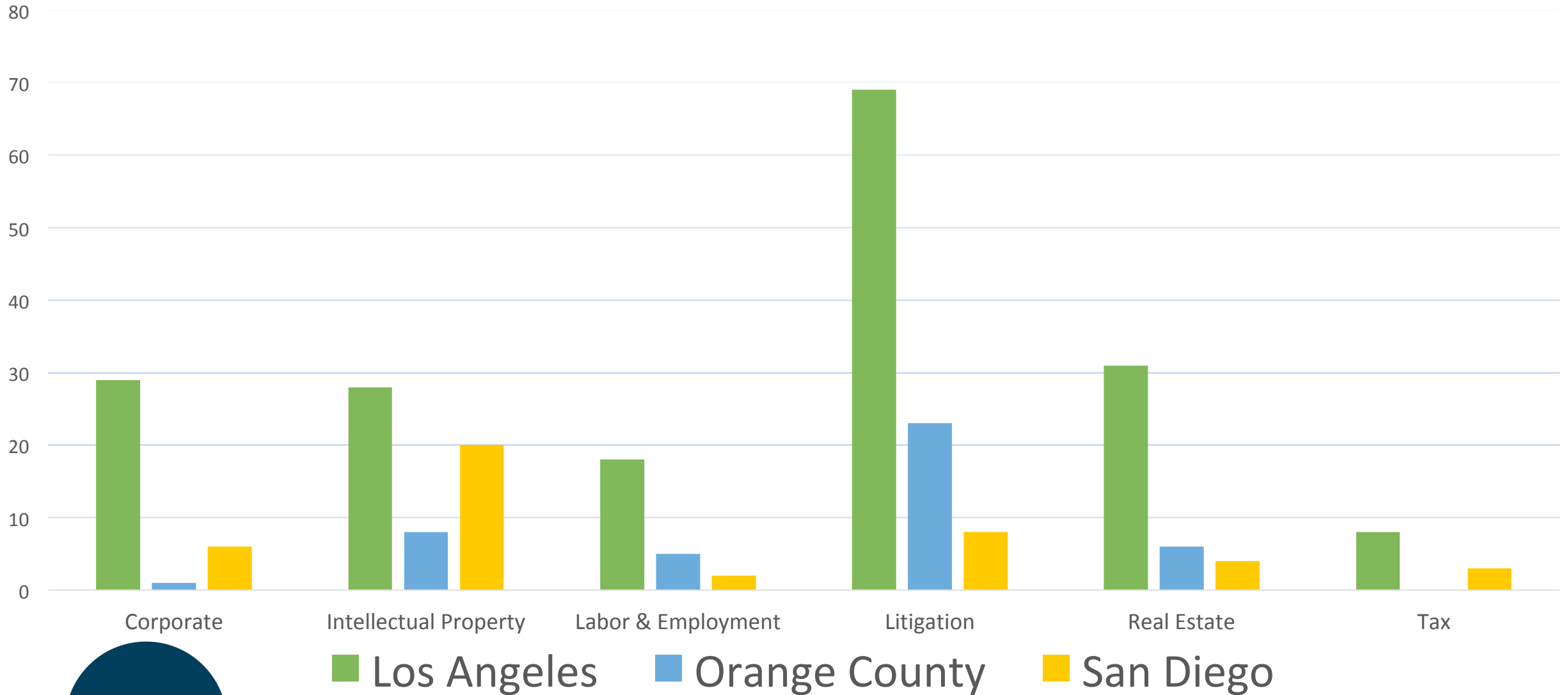


# California Hiring and Practice Trends: What's Hot and What's Not

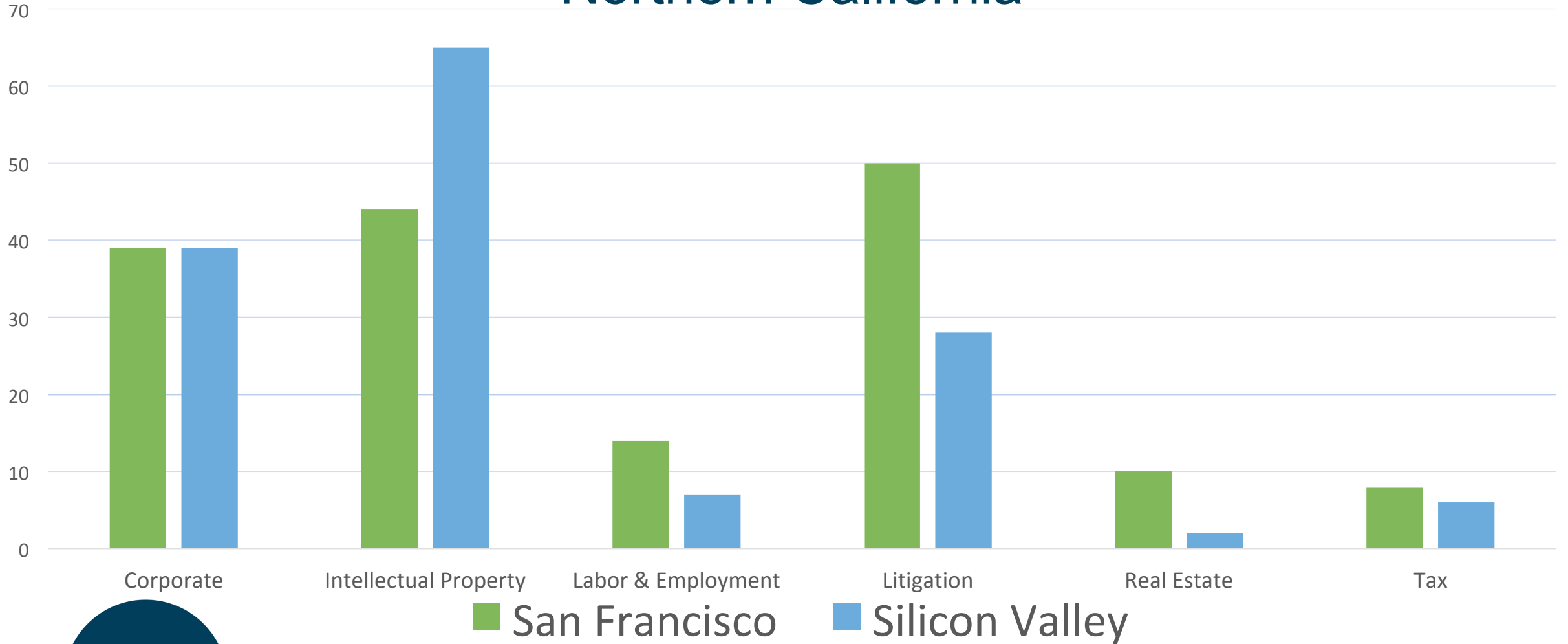
- Hot: Intellectual Property, Corporate, Litigation, Privacy/Cybersecurity
- Warm: Real Estate, Employment, Banking/Finance
- Cold: Environmental/Energy, Bankruptcy, Tax, International
- Emerging Practice Areas



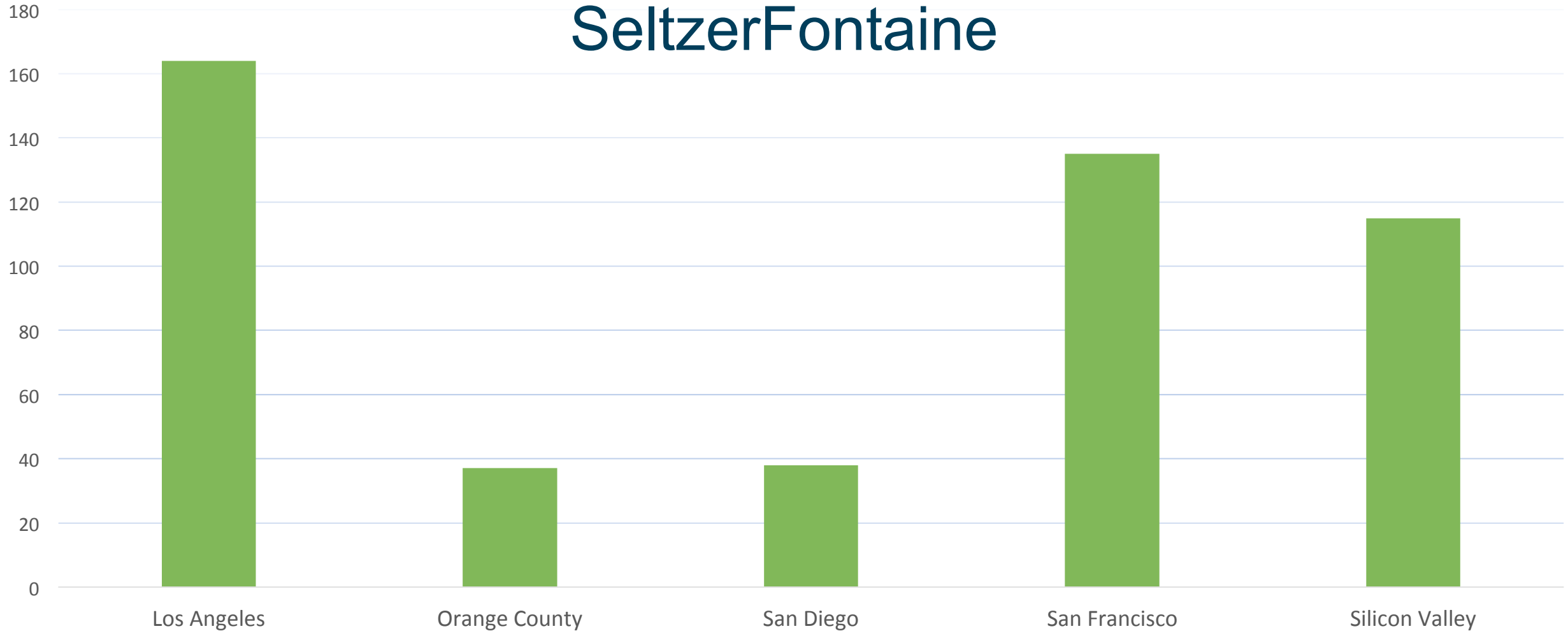
# Associate Positions at SeltzerFontaine: Southern California



# 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 or Not Coming to Columbia

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



# Columbia Law Graduates in California

City	Number of Alumni
Los Angeles	527
San Francisco	254
Silicon Valley	193
Orange County	63
San Diego	51
Sacramento	21





# Landing a Job in California

- Attend job fairs
- NALP/Martindale-Hubbell
- Contact Columbia grads 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
- Millennials





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