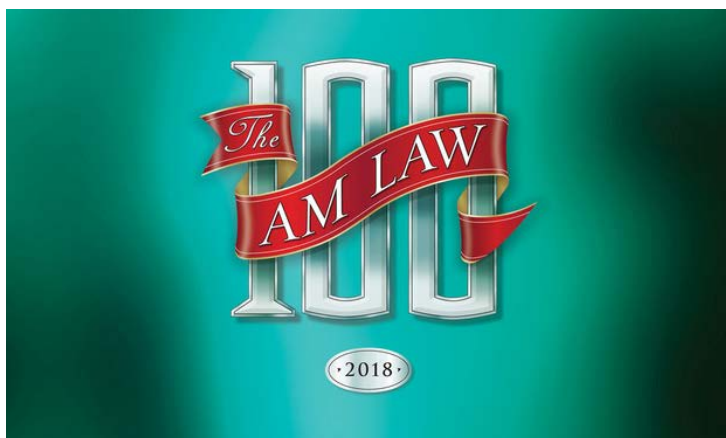


Editor's Letter (/americanlawyer/editor-letter/)

How We Put Together the Am Law 100

A closer look at how The American Lawyer reports the Am Law 100 issue.

By **Jeanne Graham** | April 24, 2018 at 09:52 AM



The Am Law 100 is reported by ALM publications throughout the United States, including The American Lawyer, the Connecticut Law Tribune, the Daily Business Review (Miami), the Daily Report (Atlanta), The Legal Intelligencer (Philadelphia), The National Law Journal/Legal Times, the New Jersey Law Journal, the New York Law Journal, The Recorder (San Francisco) and Texas Lawyer. Most law firms provide their financials voluntarily for this report. Some choose not to cooperate, so we make estimates based on our reporting. But all data is investigated by our reporters.

ALM Intelligence Legal Compass® Looking to buy the report or leverage the Am Law 100 data with powerful data visualizations and expert analysis? [Access Premium Content \(https://www.alm.com/intelligence/solutions-we-provide/business-of-law-solutions/surveys-rankings-and-reports/am-law-100-2018-report/\)](https://www.alm.com/intelligence/solutions-we-provide/business-of-law-solutions/surveys-rankings-and-reports/am-law-100-2018-report/)

If we discover we made an error in reporting a previous year's financials, we correct the numbers

Trending Stories

- Mclver Defense Promises to Appeal Jury's Guilty Verdict for Murder**
(/americanlawyer/2018/04/23/jury-finds-mclver-guilty-of-felony-murder/)
DAILY REPORT ONLINE
(/DAILYREPORTONLINE/)
- New York's Elite Law Firms Still Lead the Pack on Profits, Revenue**
(/americanlawyer/2018/04/23/new-yorks-elite-law-firms-still-lead-the-pack-on-profits-revenue/)
NEW YORK LAW JOURNAL
(/NEWYORKLAWJOURNAL/)
- Judge Delivers Allen Charge to Deadlocked Tex Mclver Jury**
(/dailyreportonline/2018/04/23/tex-mclver-jury-tells-judge-theyre-deadlocked/)
DAILY REPORT ONLINE
(/DAILYREPORTONLINE/)
- Paul Weiss Chairman Pipes Up About the #MeToo Movement**
(/americanlawyer/2018/04/20/paul-weiss-chairman-pipes-up-about-the-metoo-movement/)
LAW.COM (HTTPS://WWW.LAW.COM/)
- What 10 Legal Department Luminaries Have Said About**

and base the percentage changes in future years on restated numbers.

Definitions

Gross revenue is fee income from legal work. It does not include disbursements or income from nonlegal ancillary businesses.

Net income is total compensation to equity partners.

Profit margin is the percentage of gross revenue devoted to net income.

ADVERTISEMENT

Lawyer counts are average full-time equivalent (FTE) figures for the 2017 calendar year.

Temporary and contract attorneys are not included. Retired partners and of counsel are not counted as partners, nor are payments made to them included in net income.

Equity partners are those who receive no more than half their compensation on a fixed-income basis.

Nonequity partners are those who receive more than half their compensation on a fixed-income basis.

Leverage is total lawyers (excluding equity partners) divided by equity partners.

Calculated Metrics

Compensation—all partners is net income (total payouts to equity partners) plus the fixed-income compensation paid to nonequity partners. A related metric, Average Compensation—All Partners, is net income plus compensation to nonequity partners, divided by the number of equity and nonequity partners. These metrics provide a snapshot of compensation to the entire partnership, both equity and nonequity.

Profitability index is profits per partner divided by revenue per lawyer. It demonstrates how efficiently a firm converts revenues into profits.

Profits per lawyer is net income divided by the total number of lawyers. It reduces the importance of such factors as leverage in assessing firm profitability.

Profits per partner is net income divided by the number of equity partners. This represents the average compensation to equity partners.

Revenue per lawyer is gross revenue divided by the total number of lawyers, measured on an average FTE basis. We have long considered this metric the best measure of a firm's overall financial health.

Value per lawyer is compensation—all partners divided by the total number of lawyers. We then divide that figure into \$10 million to determine how many lawyers it takes to generate that amount. This metric demonstrates how much each of a firm's lawyers contributes to total partner

Outside Firms
[\(/americanlawyer/2018/04/16/what-10-legal-department-luminaries-have-said-about-outside-firms/\)](https://americanlawyer.com/2018/04/16/what-10-legal-department-luminaries-have-said-about-outside-firms/)

[CORPORATE COUNSEL](https://americanlawyer.com/corporate-counsel/)
[\(/CORPCOUNSEL/\)](https://americanlawyer.com/corporate-counsel/)

compensation.

Our Conventions

We publish shortened firm names. We round gross revenue and net income to the nearest \$1,000. Profits per partner, revenue per lawyer, value per lawyer, profits per lawyer and average compensation—all partners are also rounded to the nearest \$1,000.

Firms that are tied in the rankings are listed in alphabetical order.

How We Designate Location

Firms are placed in the “international” or “national” categories according to the distribution of their lawyers.

International firms are those with 40 percent or more of their lawyers outside the United States.

Vereins are broken out separately on our charts because their organizational structure, particularly regarding profit sharing among offices, differs significantly from other, traditionally structured Am Law 100 firms.

National firms are those with no more than 45 percent of their lawyers located in any single region of the U.S. We recognize eight regions for this purpose: New England (Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont); New York City; Mid-Atlantic (Delaware, Maryland, New Jersey, New York [excluding New York City], Northern Virginia and Pennsylvania); Washington, D.C.; South/Southeast (Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina, Southern Virginia, Tennessee and West Virginia); Midwest (Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota and Wisconsin); West/Southwest (Arizona, Colorado, Idaho, Montana, Nevada, New Mexico, Oklahoma, Texas, Utah and Wyoming) and West Coast/Pacific Rim (Alaska, California, Hawaii, Oregon and Washington).

Footnotes for our charts: *Vereins differ structurally from other Am Law 100 firms, especially in regard to profit sharing. (1) Arnold & Porter and Kaye Scholer merged effective Jan. 1, 2017, to become Arnold & Porter Kaye Scholer. Because this formed a new firm, references to 2016 are listed as N/A. (2) Bryan Cave merged with Berwin Leighton Paisner effective March 31, 2018, to become Bryan Cave Leighton Paisner. Bryan Cave’s results are for the legacy operation’s 2017 numbers only. (3) Fiscal year ends March 31. Results are projected in order to meet The Am Law 100’s publication deadline.

Email: Jeanne Graham (jgraham@alm.com)

[» Return to The Am Law 100 package here.](#)

[\(https://www.law.com/americanlawyer/2018/04/24/the-2018-am-law-100/\)](https://www.law.com/americanlawyer/2018/04/24/the-2018-am-law-100/)

[□ SHARE ON FACEBOOK](#) [□ SHARE ON TWITTER](#)

Dig Deeper

[Law Firm Structure \(/topics/law-firm-structure/\)](#) [Law Firm Management \(/topics/law-firm-management/\)](#)

[Law Firm Profitability \(/topics/law-firm-profitability/\)](#) [Law Firms - Large \(/topics/law-firms-large/\)](#)

[Legal Services \(/topics/legal-services/\)](#)

Recommended Stories

[The 2018 Am Law 100 Ranked by: Profits Per Equity Partner \(/2018/04/24/the-2018-am-law-100-ranked-by-profits-per-equity-partner/\)](#)

[GINA PASSARELLA CIPRIANI \(/AMERICANLAWYER/AUTHOR/PROFILE/GINA PASSARELLA CIPRIANI/\)](#) | APRIL 24, 2018

Twenty-five firms had growth rates of at least 10 percent, up from 20 in 2016. Norton Rose led the way with a 32.3 percent leap in PPP. Two firms (Crowell & Moring and Jenner & Block) had double-digit declines, fewer than the five firms that saw double-digit declines in 2016.

[From the Editor-in-Chief: Touche Law Firms, Touche \(/2018/04/24/from-the-editor-in-chief-touche-law-firms-touche/\)](#)

[GINA PASSARELLA CIPRIANI \(/AMERICANLAWYER/AUTHOR/PROFILE/GINA PASSARELLA CIPRIANI/\)](#) | APRIL 24, 2018

Firms turned up their noses at market pressures in 2017, turning in a banner year with promises for a strong 2018 to follow.



[\(/2018/04/24/from-the-editor-in-chief-touche-law-firms-touche/\)](#)

[How Morgan Lewis Grew Into a Powerhouse on Its Own Terms \(/2018/04/24/how-morgan-lewis-grew-into-a-powerhouse-on-its-own-terms/\)](#)

[LIZZY MCLELLAN \(/AUTHOR/PROFILE/LIZZY MCLELLAN/\)](#) | APRIL 24, 2018

The eighth-largest firm in the Am Law 100 charted its own course on the way to becoming a global force.

Featured Firms

Law Offices of Mark E. Salomone

2 OLIVER ST #608
BOSTON, MA 02109
857-444-6468 [www.marksalomone.com](#)

Gary Martin Hays & Associates P.C.

235 PEACHTREE ST NE #400
ATLANTA, GA 30303
800-898-4297 [www.garymartinhays.com](#)

Smith & Hassler

225 N LOOP W #525
HOUSTON, TX 77008
(877) 777-1529 [www.smithandhassler.com](#)

Presented by BigVoodoo

More from ALM

[Resources](#) [CLE Center](#) [Legal Compass](#) [Events](#) [Webcasts](#) [LawJobs](#) [Professional Announcements](#)

ALM Legal Publication Newsletters

Sign Up Today and Never Miss Another Story.

As part of your digital membership, you can sign up for an unlimited number of a wide range of complimentary newsletters. Visit your [My Account](https://store.law.com/Registration/myAccount.aspx?promoCode=TAL#/EmailPref) page to make your selections. Get the timely legal news and critical analysis you cannot afford to miss. Tailored just for you. In your inbox. Every day.

<https://store.law.com/Registration/myAccount.aspx?promoCode=TAL#/EmailPref>
[Privacy Policy](https://www.alm.com/privacy-policy-new/)
(<https://www.alm.com/privacy-policy-new/>)

THE AMERICAN LAWYER [\(\(americanlawyer/\)\)](https://americanlawyer.com/)

[Publications \(\(publications\)\)](#) / [Law Topics \(\(topics\)\)](#) / [Current Issue \(\(americanlawyer/current-issue/\)\)](#) / [Survey & Rankings \(\(americanlawyer/rankings/\)\)](#) / [Editorial Calendar \(\(americanlawyer/editorial-calendar/\)\)](#) / [Events \(\(americanlawyer/events/\)\)](#) / [Directories \(https://recruiters.law.com/\)](https://recruiters.law.com/) / [Litigation Daily \(\(litigationdaily/\)\)](#) / [Mid-Market Report \(\(mid-market-report/\)\)](#) / [International \(\(international/\)\)](#) / [All Sections \(\(americanlawyer/sitemap/\)\)](#)

[About The American Lawyer \(\(americanlawyer/static/about-us/\)\)](#) / [Contact Us \(\(americanlawyer/static/contact-us/\)\)](#) / [Site Map \(\(americanlawyer/sitemap/\)\)](#) / [Advertise With Us \(http://mediakit.alm.com/\)](http://mediakit.alm.com/) / [Customer Care \(https://www.alm.com/contact-us/\)](https://www.alm.com/contact-us/) / [Terms of Service \(https://www.alm.com/terms-of-use/\)](https://www.alm.com/terms-of-use/) / [FAQ \(https://store.law.com/Registration/myAccount.aspx?promoCode=lc#/Help\)](https://store.law.com/Registration/myAccount.aspx?promoCode=lc#/Help) / [Privacy Policy \(https://www.alm.com/privacy-policy-new\)](https://www.alm.com/privacy-policy-new/)

LAW.COM ^(L)

FOLLOW US



[\(https://www.facebook.com/LawdotcomALM/\)](https://www.facebook.com/LawdotcomALM/)



[\(\(https://twitter.com/lawdotcom\)\)](https://twitter.com/lawdotcom)



[\(\(https://plus.google.com/105568464779205123032/posts\)\)](https://plus.google.com/105568464779205123032/posts)



[\(\(https://www.linkedin.com/company/25021727/\)\)](https://www.linkedin.com/company/25021727/)



[\(\(http://feeds.feedblitz.com/law/legal-news/\)\)](http://feeds.feedblitz.com/law/legal-news/)

Publications

[The American Lawyer \(\(americanlawyer/\)\)](#)

[Corporate Counsel \(\(corpcounsel/\)\)](#)

[National Law Journal \(\(nationallawjournal/\)\)](#)

[New York Law Journal \(\(newyorklawjournal/\)\)](#)

[New Jersey Law Journal \(\(njlawjournal/\)\)](#)

[The Recorder \(\(therecorder/\)\)](#)

[More Publications > \(\(publications/\)\)](#)

Law Topics

[Litigation \(\(topics/litigation/\)\)](#)

[Transactional Law \(\(topics/transactional-law/\)\)](#)

[Law Firm Management \(\(topics/law-firm-management/\)\)](#)

[Legal Practice Management \(\(topics/legal-practice-management/\)\)](#)

[Cybersecurity \(\(topics/cybersecurity/\)\)](#)

[Intellectual Property \(\(topics/intellectual-property/\)\)](#)

[More Law Topics > \(\(topics/\)\)](#)

Rankings

[AmLaw 100](#)

[\(\(americanlawyer/rankings/am-law-100/\)\)](#)

[AmLaw 200](#)

[\(\(americanlawyer/rankings/am-law-200/\)\)](#)

[Global 100](#)

[\(\(americanlawyer/rankings/global-100/\)\)](#)

[National Law Journal 500](#)

[\(\(nationallawjournal/rankings/the-nlj-500/\)\)](#)

[Pro Bono Scorecard](#)

[\(\(americanlawyer/rankings/pro-bono/\)\)](#)

[The A-List \(\(americanlawyer/rankings/a-list/\)\)](#)

[More Rankings > \(\(rankings/\)\)](#)

More

[Events \(\(events/\)\)](#)

[Legal Compass](#)

[\(\(https://www.alm.com/intelligence/solutions-we-provide/business-of-law-solutions/legal-compass/\)\)](https://www.alm.com/intelligence/solutions-we-provide/business-of-law-solutions/legal-compass/)

[Editorial Calendar \(\(editorial-calendar/\)\)](#)

[Briefings \(\(static/briefings/\)\)](#)

[Legal Dictionary](#)

[\(\(https://dictionary.law.com/\)\)](#)

[Jobs \(http://lawjobs.com/\)](#)

[Law Firms \(\(law-firms/\)\)](#)

[Law Schools \(\(topics/legal-education/\)\)](#)

Law.com

[About Us \(\(static/about-us/\)\)](#)

[Contact Us \(\(static/contact-us/\)\)](#)

[Site Map \(\(sitemap/\)\)](#)

[Advertise With Us](#)

[\(\(http://mediakit.alm.com/\)\)](http://mediakit.alm.com/)

[Customer Support](#)

[\(\(https://www.alm.com/contact-us/\)\)](https://www.alm.com/contact-us/)

[Terms of Service](#)

[\(\(https://www.alm.com/terms-of-use/\)\)](https://www.alm.com/terms-of-use/)

[FAQ](#)

[\(\(sites/almstaff/2017/10/20/frequently-asked-questions/\)\)](#)

[Privacy Policy](#)

[\(\(https://www.alm.com/privacy-policy-new/\)\)](https://www.alm.com/privacy-policy-new/)



Copyright © 2018 ALM Media Properties, LLC. All Rights Reserved.