

WASHINGTON, D.C. LEGAL MARKET

2004



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FAST FACTS WASHINGTON, D.C.

TOTAL POPULATION: 572, 059

D.C. LAND SIZE (Sq. Miles): 61.40

RANKS:

- Ranked No. 8 among big cities in the ePodunk College Town Index, 2002
- Ranked No. 1 on America's Most Literate Cities list, compiled by the University of Wisconsin in 2003
- Ranked fifth most dangerous city in America 2003, by Morgan Quitno Press.

ETHNIC MAKE-UP:

- | | |
|------------------|--------------------------|
| • Hispanic: 7.9% | • Black: 60.0% |
| • White: 30.8% | • American Indian: 0.3% |
| • Asian: 2.7% | • Pacific Islander: 0.1% |

CLIMATE:

Annual precipitation days:	111 days
Average rainfall:	39.0 inches
Average snowfall:	16.0 inches
Average sunny/partly sunny days:	207 days
Average mean temperature in July:	88.2 degrees
Average mean temperature in January:	27.7 degrees

MARKET OVERVIEW WASHINGTON, D.C.

Headquarters for Regulatory Practices

- Lots of regulated industries that support large practices that you often don't see in other markets (Aviation, FCC, Antitrust, International Trade, Lobbying, Transportation, etc....)

Good Mix of Other Practices

- Strong litigation and corporate practices as well

Political Capital of U.S.

- Although there is much political activity, DC is separated into those who do it and those who don't – really like two separate worlds

Important City but very Lifestyle Oriented

- People get in earlier, but leave earlier (relative to NY)
- Very family-friendly/lifestyle friendly
- Outstanding cultural events and institutions

More Recession Proof Than Other Cities

- Though legal market has its ups and downs, concentration of regulatory practices and government jobs helps keep area more recession-proof

Top Regulatory Lawyers

- Top practitioners in virtually all regulatory disciplines
- Significant ability to move to/from government

High Cost of Living

- Property ownership and rental costs high
- Traffic is getting worse

COST OF LIVING WASHINGTON, D.C.

National Association of Realtors
www.realtor.com

Salary Equivalents

New York	\$100,000	DC	\$60,782
Boston	\$100,000	DC	\$86,055
Chicago	\$100,000	DC	\$91,288
Houston	\$100,000	DC	\$163,542
San Francisco	\$100,000	DC	\$69,797
Atlanta	\$100,000	DC	\$132,004

Cost of Living Indexes	Washington, D.C.	National Average
Overall	120.9	100.0
Housing	148.2	100.0
Food and Groceries	102.3	100.0
Transportation	120.4	100.0
Utilities	106.2	100.0
Health Care	108.0	100.0
Median Income	\$65,083	\$53,475

Housing	Washington, D.C.	National Average
House Median Value	\$166,700	\$134,100
House Appreciation	2.41%	4.83%
Property Tax	\$15.00	\$16.40
Commute Time	26.5	19.2
Median Rent (\$)	577	519

WHAT'S HOT / WHAT'S NOT WASHINGTON, D.C.

HOT

Intellectual Property

- Patent prosecution
- Privacy

Litigation

- Complex Commercial – class actions
- Intellectual Property – patent litigation
- Products liability – food & drug
- Insurance

Food & Drug, Health & Life Sciences

Transactional

- M&A
- Capital Markets

Government Contracts

Appellate

Real Estate

NOT

Transactional

- Project Finance
- Private Equity
- Internet

Telecommunications

Environmental

Antitrust

Trusts & Estates

STEADY

Legislative

International Trade

Labor & Employment

Insurance Coverage

Tax

ERISA

WASHINGTON, D.C. FIRMS

Large (500+)

- Akin Gump Strauss Hauer & Feld
- Arnold & Porter
- Hogan & Hartson
- Howrey Simon Arnold & White
- Hunton & Williams
- McGuireWoods

Mid-Size (200-500)

- Arent Fox Kintner Plotkin & Kahn
- Covington & Burling
- Crowell & Moring
- Dickstein Shapiro Morin & Oshinsky
- Finnegan, Henderson, Farabow, Garrett & Dunner
- McKenna Long & Aldridge
- Patton Boggs
- Shaw Pittman
- Steptoe & Johnson
- Swidler Berlin Shereff Friedman
- Venable
- Wiley Rein & Fielding
- Wilmer Cutler Pickering Hale & Dorr

Small (100-200)

- Collier Shannon Scott
- Miller & Chevalier
- Sterne Kessler Goldstein & Fox
- Watt Tieder Hoffar & Fitzgerald
- Williams & Connolly

Boutique (Under 100)

- Beveridge & Diamond
- Burns, Doane, Swecker & Mathis
- Caplin & Drysdale
- Cole Raywid & Braverman
- Jackson & Campbell
- Keller & Heckman
- Linowes & Blocher
- McKee Nelson
- Oblon Spivak McClelland Maier & Neustadt
- Ross Dixon Bell
- Schmeltzer, Aptaker & Shepard
- Shea & Gardner
- Shulman Rogers Gandal Pordy & Ecker
- Spriggs & Hollingsworth
- Sughrue Mion
- Van Ness Feldman

WASHINGTON, D.C. FIRMS (cont)

- Out-of-State**
- Alston & Bird
 - Baker Botts
 - Baker & Hostetler
 - Baker & McKenzie
 - Blank Rome
 - Chadbourne & Parke
 - Cleary Gottlieb Steen & Hamilton
 - Clifford Chance
 - Dechert
 - Dewey Ballantine
 - Epstein Becker & Green
 - Foley & Lardner
 - Fried Frank Harris Shriver & Jacobson
 - Fulbright & Jaworski
 - Gibson Dunn & Crutcher
 - Holland & Knight
 - Jones Day Reavis & Pogue
 - Katten Muchin Zavis Rosenman
 - King & Spalding
 - Kirkland & Ellis
 - Kirkpatrick & Lockhart
 - Latham & Watkins
 - LeBoeuf Lamb Greene & MacRae
 - Mayer Brown Rowe & Maw
 - McDermott Will & Emery
 - Morgan, Lewis & Bockius
 - Morrison & Foerster
 - Nixon Peabody
 - O'Melveny & Myers
 - Paul Hastings Janofsky & Walker
 - Piper Rudnick
 - Powell Goldstein
 - Preston Gates Ellis Rouvelas & Meeds
 - Reed Smith
 - Shearman & Sterling
 - Sidley Austin Brown & Wood

WASHINGTON, D.C. FIRMS (cont)

- Out-of-State** • Skadden Arps Slate Meagher & Flom
(continued) • Sonnenschein Nath & Rosenthal
• Squire Sanders & Dempsey
• Sutherland Asbill & Brennan
• Thelen Reid & Priest
• Vinson & Elkins
• White & Case
• Winston & Strawn

GETTING A JOB WASHINGTON, D.C.

Law Firm Summer Clerkships

- Split Summers Allowed (2 or 3) – D.C. firms will allow splits, but usually request that first half be spent in D.C.; Firms usually permit splits with other D.C. firms; Many people also split with government agencies, such as Department of Justice

Local Ties Not Important

- Most people are from somewhere else, so there's no "one of us" mentality

Interviews

- Personality Matters
- Emphasis on Collegiality, Humility, Likeability – Very important that one be perceived as a team player. Strong personalities don't do very well here (at least on the legal side)
- Credentials Get You an Interview; Good Work & Personality Get You the Offer

Firm Life

- Hours: Start Earlier (8-8:30), Finish Earlier (6:00-6:30), Home for (Late) Dinner
- Moderate to High Billable Requirements – 1900-2100
- Competitive Salaries (Avg. 1st Year = \$125K Base)
- As years go by, spread with NY increases
- High Cost of Living, Though Not as High as NY
- Partnership at 7-8 yrs +/-; most firms have moved to two-tier partnership structure
- Relatively High Quality of Life

Judicial Clerkships

- Federal: Court of Appeals for D.C. Circuit; Court of Federal Claims; Court of Appeals for the Armed Services, etc....
- U.S. Supreme Court

SOURCES, RESOURCES AND USEFUL LINKS

Major Hagen & Africa -- www.mhaglobal.com

DC Bar Association -- www.dcbar.org

The Legal Times -- www.legaltimes.com

District of Columbia Official Homepage -- www.washingtondc.gov

The Washington Post -- www.hba.org

Cultural Tourism -- www.dcheritage.org

National Association of Realtors -- www.realtor.com