

For illustration only.

2014 Firm Metrics Tracking

	2014 Budget	Jan	Feb	March	April	May	June	YTD Actual	YTD Avg/MN	YTD Budget	YTD Variance: Act vs Bud
# of New Matters	120	6	9	8	9	11	9	52	8.7	60.0	43.3%
Flat Fee		3	3	4	5	7	4	26	4.3		
Hourly		2	5	3	4	3	4	21	3.5		
Contingent		1	0	1	0	1	0	3	0.5		
Pro Bono		0	1	0	0	0	1	2	0.3		
Billings											
# of Hours (Budget 50wks * 30hrs/wk)	1500.00	125.00	110.00	130.00	100.00	95.00	115.00	675.00	112.5	750.0	45.0%
Billed \$ on Hourly Cases		15,500.00	17,500.00	12,500.00	14,200.00	7,800.00	16,500.00	84,000.00	14,000.00		
Billed Flat Fees		4,200.00	2,800.00	6,800.00	8,500.00	8,500.00	5,500.00	36,300.00	6,050.00		
Total Fees Billed	300,000.00	19,700.00	20,300.00	19,300.00	22,700.00	16,300.00	22,000.00	120,300.00	20,050.00	150,000.00	40.1%
Expenses Billed		0.00	200.00	0.00	250.00	0.00	175.00	625.00	104.17		
Total Billed \$		19,700.00	20,500.00	19,300.00	22,950.00	16,300.00	22,175.00	120,925.00	20,154.17		
Avg Hourly Rate		157.60	184.55	148.46	227.00	171.58	191.30	178.22			
Collected											
Fees	Budget	Jan	Feb	March	April	May	June	YTD Actual	YTD Avg/MN	YTD Budget	
	270,000.00	13,000.00	18,000.00	12,000.00	16,500.00	14,000.00	13,000.00	86,500.00	14,416.67	135,000.00	
Expenses		100.00	50.00	100.00	0.00	200.00	0.00	450.00	75.00		
Contingent		0.00	0.00	0.00	0.00	0.00	0.00				
Collected Total	270,000.00	13,100.00	18,050.00	12,100.00	16,500.00	14,200.00	13,000.00	86,950.00	14,491.67	135,000.00	32.2%
Collection											
Realization Rate	90.0%	66.5%	88.0%	62.7%	71.9%	87.1%	58.6%	71.9%			

Accounts Receivable

	Jan	Feb	March	April	May	June	YTD
Total	\$13,100.00	\$15,100.00	\$17,800.00	\$20,950.00	\$14,400.00	\$15,400.00	
30 Days	\$5,600.00	\$6,200.00	\$7,800.00	\$6,200.00	\$6,800.00	\$8,700.00	
60 Days	\$1,500.00	\$2,500.00	\$4,500.00	\$5,800.00	\$1,000.00	\$3,200.00	
90 Days	\$3,000.00	\$2,000.00	\$1,200.00	\$6,200.00	\$1,400.00	\$800.00	
120 Days	\$0.00	\$900.00	\$1,500.00	\$1,250.00	\$2,000.00	\$500.00	
Over 120 Days	\$3,000.00	\$3,500.00	\$2,800.00	\$1,500.00	\$3,200.00	\$2,200.00	
Written Off	\$600.00	\$0.00	\$250.00	\$1,000.00	\$500.00	\$800.00	\$3,150.00

Accompanying article regarding Firm Financial Checkup

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