

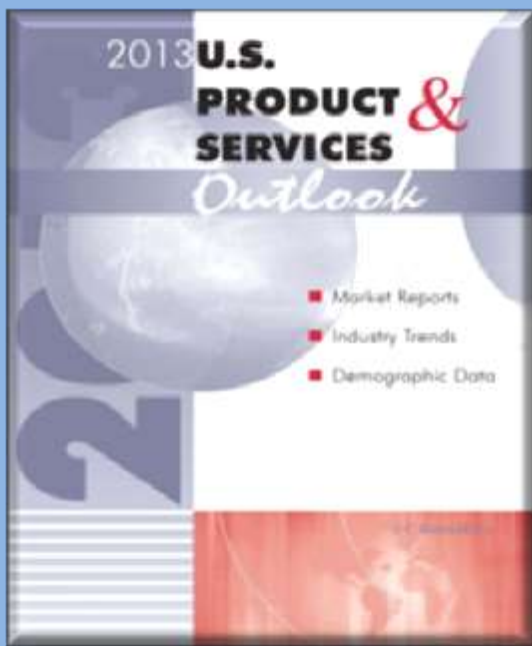
# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

*Industry: Offices of Lawyers Industry*

*Product Line: Wills, estates, and trusts*

*Published: March 2013*

## PRODUCT & SERVICES REPORT SERIES



The 2013 U.S. Product & Services report series is the leading annual publication that describes over 200 product lines and their sales through 20 services industries. Published each year in March, the report series provides the most current and accurate estimates of the size of the product lines and their distribution channels.

With over 700 pages, the 2013 U.S. Product & Services report series features:

- 2013 product line sales totals for each services industry
- 2014 forecast product line sales totals for each services industry
- Product line sales by 7 company size categories (by employee size of company)
- Industry definitions and descriptions

The 2013 U.S. Product & Services report series is an essential reference tool for industry researchers, market analysts, CEOs and leading industry executives.

- **MARKET REPORTS**
- **INDUSTRY TRENDS**
- **DEMOGRAPHIC DATA**



# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

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# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

## 2013 U.S. Industry & Market Outlook

The **2013 U.S. Industry & Market Outlook** report is the leading annual publication that describes over 120 major U.S. industries and 500+ minor industries. Published each year in October, the Outlook report provides the most current and accurate estimates of the size of the largest manufacturing, retail, wholesale and services industries in the United States.

With over 240 pages, the National edition of the **2013 U.S. Industry & Market Outlook** features:

- 2012 establishments, employment and sales
- 2013 forecast establishments, employment and sales
- 5-year trend establishments and sales totals
- Industry financial ratios such as sales per employees, sales per establishment and employees per establishment
- 2011 establishments, employment and sales totals for 500+ minor industries
- Industry definitions and descriptions

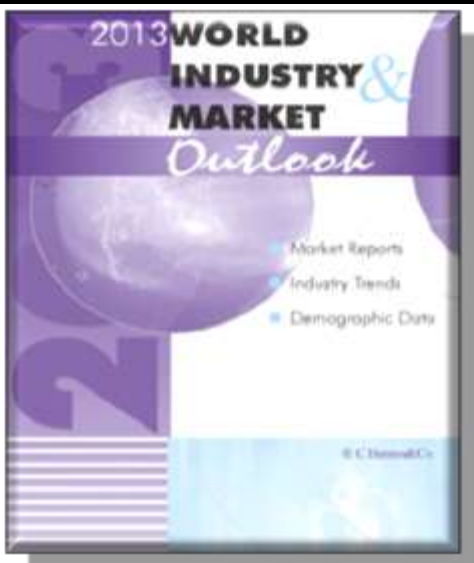
The Outlook report is available for purchase in either PDF format, spreadsheet (Excel) format or print edition.

To order these publications, please use this link:

<http://www.barnesreports.com/bestsellers.html>



## 2013 World Industry & Market Outlook



Published each year in January, this publication provides a cost-effective, easy way of gathering all the current information and data on over 120 major industries in the largest 47 countries.

Included in each report are:

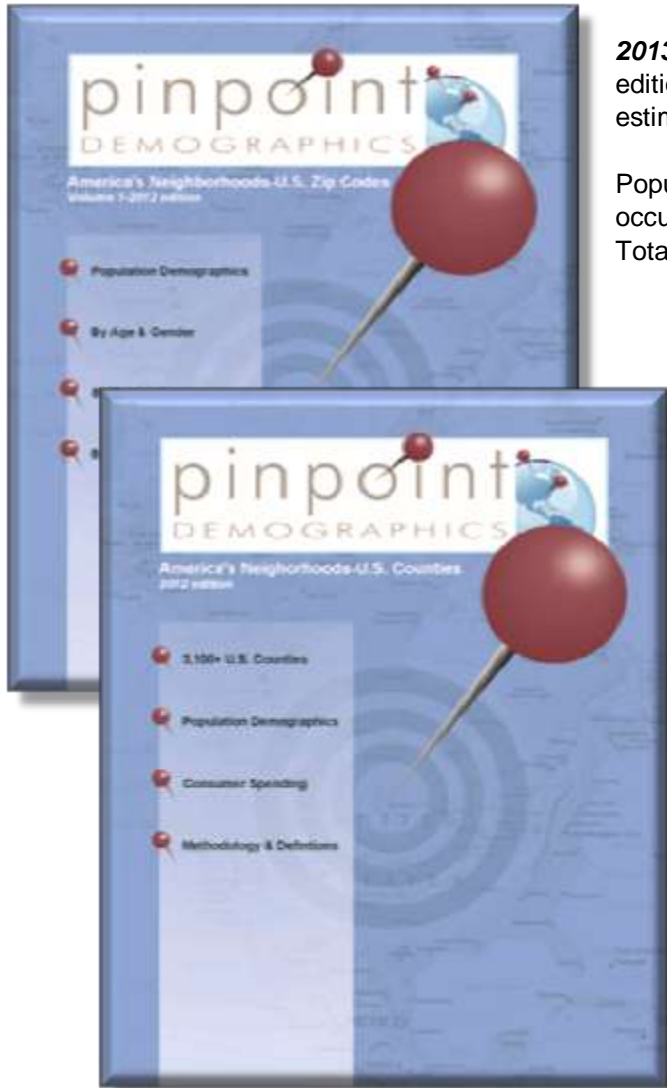
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To order this publication, please use this link:

<http://www.barnesreports.com/bestsellers.html>

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

## 2013 America's Neighborhoods



**2013 America's Neighborhoods: Zip Codes- Volume 1 & 2** editions feature population demographics and consumer spending estimates for the 30,000+ U.S. zip codes.

Population demographics are broken down by gender, race, age, occupation, educational attainment, and family income. Total population for 2018 forecast is also included.

Consumer spending is broken down by food and beverages, restaurants, housing, energy, household supplies and furnishings, personal services, entertainment, apparel, cars and transportation, healthcare, insurance, and education.

**2013 America's Neighborhoods: Counties** edition features population demographics and consumer spending estimates for the 3,000+ U.S. counties.

Population demographics is broken down by gender, race, age, occupation, educational attainment, and family income. Total population for 2018 forecast is also included.

Consumer spending is broken down by food and beverages, restaurants, housing, energy, household supplies and furnishings, personal services, entertainment, apparel, cars and transportation, healthcare, insurance, and education.

These print publications are the most cost-effective solutions for U.S. zip code and U.S. counties population demographics and consumer spending available.

To order these publications, please use this link:

<http://www.pinpointdemographics.com/americasneighborhoods.html>

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

## USERS' GUIDE

The Barnes Reports are the leading publications on U.S. industries and estimates and forecasts on sales and employment demographics. As a way of making the most of this information, we have included a few suggestions and tips to aid you in processing and using this information.

Managers, planners, and market researchers use this information for a variety of activities:

- Sizing markets and segments – You can estimate the size of the regional markets you sell in and your company's market penetration into that market. You can do the same with the market segments in which you participate.
- Sales territory potential – You can estimate your market penetration and also the market potential in any regional area or market segment.
- Sales forecasting – With the estimates on the size of the industry, market researchers supporting a sales force can then estimate and forecast the future size of the industry.
- Advertising strategies – You can use this information for forecasting and estimating sales potential and target advertising campaigns.
- Competitive analysis – You will use the information to locate your possible competitors (if it is not already known), to estimate their size, growth and strengths and weaknesses and to see what market segments in which they participate.

We recognize that many managers today are asked to provide detailed analysis of their markets, sales territories, distribution channels, and product placements. We have organized these reports in a logical format making your market analysis and research tasks easy to accomplish.

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# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

## INDUSTRY DEFINITION AND RELATED INDUSTRIES

**NAICS 54111: Offices of Lawyers.** This industry comprises offices of legal practitioners known as lawyers or attorneys (i.e., counselors-at-law) primarily engaged in the practice of law. Establishments in this industry may provide expertise in a range or in specific areas of law, such as criminal law, corporate law, family and estate law, patent law, real estate law, or tax law.

### Related Industries

- Legal Services
- Legal Aid Societies
- Title Abstract Services
- Paralegal Services

### U.S. Census Categories

NAICS 54111 – Offices of Lawyers is 100% comparable to  
SIC 8111 – Offices of Lawyers

### Sub-Industries

Legal services	Immigration and naturalization law
Specialized legal services	Labor and employment law
Bankruptcy referee	Malpractice and negligence law
Patent solicitor	Patent, trademark and copyright law
Specialized law offices, attorneys	Product liability law
Administrative and government law	Real estate law
Antitrust and trade regulation law	Securities law
Bankruptcy law	Taxation law
Corporate, partnership and business law	Will, estate and trust law
Criminal law	General practice attorney, lawyer
Debt collection law	General practice law office
Divorce and family law	Legal aid service
Environmental law	

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

## INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Chg. Year-to-Year			
	2010	2011	2012	2013	2014	10-11	11-12	12-13	13-14
<b>Establishments</b>	174,747	174,406	175,062	175,721	177,315	-0.2%	0.4%	0.4%	0.9%
<b>Sales (\$Millions)</b>	165,817	172,024	179,837	187,535	197,267	3.7%	4.5%	4.3%	5.2%
<b>Employment</b>	1,194,236	1,191,812	1,196,369	1,200,814	1,211,714	-0.2%	0.4%	0.4%	0.9%

## INDUSTRY RATIOS

(Industry Averages)	Year					Percent Chg. Year-to-Year			
	2010	2011	2012	2013	2014	10-11	11-12	12-13	13-14
<b>Sales (\$M)/Estab.</b>	0.95	0.99	1.03	1.07	1.11	3.9%	4.2%	3.9%	4.2%
<b>Sales (\$)/Emp.</b>	138,848	144,338	150,319	156,173	162,800	4.0%	4.1%	3.9%	4.2%
<b>Emps. per Estab.</b>	6.8	6.8	6.8	6.8	6.8	0.0%	0.0%	0.0%	0.0%

## ESTABLISHMENTS, FIRMS & PAYROLL

2012	Employee Size of Firm or Establishment						Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-99 Emps.	100-499 Emps.	500+ Emps.	
<b>Firms</b>	125,776	24,124	10,491	6,442	890	211	167,934
<b>Establishments</b>	128,298	24,568	12,160	7,646	1,016	72	175,062
<b>Payroll (\$Millions)</b>	10,477	7,947	8,997	19,511	15,423	23,453	85,809

\* Firms (total company) are represented by employee size of firm.

Establishments (individual locations) are represented by employee size of establishments.

"Total establishments" do not include "unknown employees" so will not match "total establishments" in other parts of the report.

## OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

### 5-YEAR TREND – ESTIMATED INDUSTRY SALES (\$MILLIONS)

Year	Employee Size of Establishment										Total Industry Sales
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.	
2010	32,017	17,167	20,635	26,136	16,243	20,300	17,574	9,796	2,700	3,250	165,817
2011	33,216	17,810	21,407	27,115	16,852	21,060	18,232	10,163	2,801	3,368	172,024
2012	34,724	18,618	22,379	28,346	17,617	22,017	19,060	10,624	2,928	3,524	179,837
2013	36,211	19,416	23,338	29,560	18,371	22,959	19,876	11,079	3,054	3,672	187,535
2014	38,090	20,423	24,549	31,094	19,324	24,151	20,907	11,654	3,212	3,863	197,267

### 5-YEAR TREND – ESTIMATED NUMBER OF ESTABLISHMENTS

Year	Employee Size of Establishment										Total Establishments
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.	
2010	128,067	24,524	12,138	5,940	1,692	812	202	62	10	1,300	174,747
2011	127,817	24,476	12,114	5,928	1,689	810	202	62	10	1,297	174,405
2012	128,298	24,568	12,160	5,951	1,695	813	202	62	10	1,302	175,062
2013	128,781	24,661	12,206	5,973	1,701	817	203	62	10	1,307	175,720
2014	129,949	24,884	12,316	6,027	1,717	824	205	63	10	1,319	177,314

### 5-YEAR TREND – ESTIMATED NUMBER OF EMPLOYEES

Year	Employee Size of Establishment										Total Employment
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.	
2010	256,134	147,144	169,932	196,020	106,596	114,492	66,862	41,106	12,750	83,200	1,194,236
2011	255,634	146,857	169,600	195,638	106,388	114,269	66,732	41,026	12,725	82,944	1,191,812
2012	256,596	147,410	170,239	196,374	106,788	114,699	66,983	41,180	12,773	83,328	1,196,369
2013	257,562	147,964	170,879	197,113	107,190	115,130	67,235	41,335	12,821	83,584	1,200,814
2014	259,898	149,306	172,429	198,900	108,162	116,174	67,845	41,710	12,937	84,352	1,211,714



# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. STATES – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.	
U.S. Total	1,520.9	815.5	980.2	1,241.5	771.6	964.3	834.8	465.3	128.3	154.2	7,876.5
Alabama	22.8	12.7	13.3	16.1	8.2	10.7	8.3	0.0	0.0	2.2	94.3
Alaska	3.5	1.7	3.4	1.7	0.0	0.0	0.0	0.0	0.0	0.4	10.7
Arizona	25.5	12.4	15.6	16.1	15.0	15.4	8.3	0.0	0.0	2.5	110.8
Arkansas	14.2	5.3	5.7	8.4	1.4	5.9	0.0	0.0	0.0	1.3	42.1
California	187.9	94.6	123.3	175.1	111.3	138.9	78.5	30.0	0.0	19.0	958.8
Colorado	32.0	13.8	16.3	23.4	13.2	8.3	8.3	0.0	0.0	3.1	118.4
Connecticut	20.2	12.9	14.7	16.9	8.7	8.3	4.1	0.0	0.0	2.1	88.0
Delaware	2.7	2.9	4.6	6.5	3.2	7.1	4.1	0.0	0.0	0.4	31.5
District of Columbia	8.2	5.6	11.0	21.5	22.8	58.2	82.7	67.5	0.0	1.1	278.5
Florida	142.0	67.6	85.6	111.2	61.6	58.2	28.9	30.0	0.0	14.1	599.1
Georgia	48.8	22.5	23.8	27.6	19.2	26.1	16.5	15.0	0.0	4.7	204.3
Hawaii	6.2	3.2	2.9	6.3	2.7	4.8	0.0	0.0	0.0	0.6	26.6
Idaho	7.5	4.3	4.8	3.1	3.2	0.0	0.0	0.0	0.0	0.7	23.7
Illinois	67.9	37.6	47.2	55.4	30.1	55.8	74.4	37.5	12.8	7.0	425.7
Indiana	23.2	13.1	13.7	16.1	7.8	9.5	12.4	0.0	0.0	2.4	98.2
Iowa	12.8	8.4	7.8	6.7	5.0	3.6	0.0	0.0	0.0	1.3	45.6
Kansas	12.7	6.1	8.2	6.7	5.0	2.4	0.0	0.0	0.0	1.3	42.4
Kentucky	18.5	10.7	10.9	12.7	5.9	9.5	0.0	0.0	0.0	1.9	70.2
Louisiana	31.2	16.6	18.3	27.2	16.0	11.9	0.0	0.0	0.0	3.2	124.3
Maine	5.8	4.3	4.1	5.2	2.7	4.8	0.0	0.0	0.0	0.6	27.5
Maryland	25.6	15.2	18.3	19.2	12.8	13.1	12.4	0.0	0.0	2.6	119.2
Massachusetts	42.7	20.4	21.8	25.1	19.6	21.4	33.1	37.5	0.0	4.1	225.7
Michigan	40.7	21.5	26.1	30.7	16.9	27.3	8.3	0.0	0.0	4.1	175.5
Minnesota	20.4	11.7	16.2	17.6	17.3	16.6	20.7	15.0	0.0	2.1	137.6
Mississippi	13.2	7.4	7.2	10.0	5.0	4.8	4.1	0.0	0.0	1.3	53.0
Missouri	26.6	14.3	16.6	22.2	13.7	10.7	33.1	15.0	0.0	2.7	154.8
Montana	6.5	3.2	3.5	4.0	1.4	0.0	0.0	0.0	0.0	0.6	19.1
Nebraska	7.5	4.8	5.3	5.4	4.1	3.6	0.0	0.0	0.0	0.8	31.5
Nevada	12.9	9.1	10.0	15.7	7.8	3.6	0.0	0.0	0.0	1.4	60.4
New Hampshire	6.3	3.9	4.6	5.6	1.4	5.9	0.0	0.0	0.0	0.7	28.4
New Jersey	50.3	29.4	36.7	41.2	28.7	35.6	33.1	0.0	0.0	5.2	260.2
New Mexico	9.8	6.5	6.5	6.3	2.3	2.4	0.0	0.0	0.0	1.1	34.8
New York	113.8	56.9	74.8	108.9	81.2	114.0	144.6	120.1	115.4	11.7	941.4

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. STATES – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.	
North Carolina	35.2	20.9	25.5	24.7	20.1	17.8	8.3	0.0	0.0	3.7	156.1
North Dakota	2.8	1.7	2.4	1.9	0.5	0.0	0.0	0.0	0.0	0.2	9.4
Ohio	43.8	25.6	27.3	38.9	26.4	32.1	24.8	7.5	0.0	4.5	230.9
Oklahoma	23.3	10.3	9.6	13.4	4.6	9.5	4.1	0.0	0.0	2.2	77.0
Oregon	20.1	9.7	11.1	15.7	6.8	7.1	8.3	0.0	0.0	2.0	80.9
Pennsylvania	50.8	31.5	39.6	59.1	28.7	39.2	66.1	37.5	0.0	5.4	357.9
Rhode Island	7.0	3.9	4.4	4.2	0.0	5.9	0.0	0.0	0.0	0.7	26.1
South Carolina	20.1	13.9	15.2	17.6	8.2	8.3	8.3	0.0	0.0	2.1	93.7
South Dakota	3.7	1.9	2.3	1.0	0.9	0.0	0.0	0.0	0.0	0.4	10.2
Tennessee	22.6	12.6	15.1	18.2	7.8	8.3	4.1	0.0	0.0	2.2	90.9
Texas	114.2	57.7	63.6	86.7	55.2	65.3	49.6	22.5	0.0	11.3	526.3
Utah	10.7	5.1	6.6	9.4	5.9	16.6	0.0	0.0	0.0	1.1	55.4
Vermont	3.6	3.0	3.0	1.5	1.8	0.0	0.0	0.0	0.0	0.4	13.2
Virginia	31.1	19.7	24.7	28.6	18.2	24.9	12.4	22.5	0.0	3.3	185.5
Washington	31.9	17.2	24.1	19.4	18.7	13.1	16.5	7.5	0.0	3.3	151.7
West Virginia	8.0	6.1	6.1	6.9	3.6	7.1	0.0	0.0	0.0	0.8	38.8
Wisconsin	17.5	12.1	14.9	17.3	9.1	10.7	16.5	0.0	0.0	1.9	100.1
Wyoming	4.6	2.2	1.5	1.3	0.0	0.0	0.0	0.0	0.0	0.5	10.0

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. STATES – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.	
U.S. Total	1,599.8	857.8	1,031.0	1,305.9	811.6	1,014.3	878.1	489.5	134.9	162.3	8,285.2
Alabama	24.0	13.4	14.0	16.9	8.6	11.2	8.7	0.0	0.0	2.5	99.3
Alaska	3.7	1.8	3.6	1.8	0.0	0.0	0.0	0.0	0.0	0.4	11.2
Arizona	26.9	13.0	16.4	16.9	15.8	16.2	8.7	0.0	0.0	2.7	116.7
Arkansas	14.9	5.5	5.9	8.8	1.4	6.2	0.0	0.0	0.0	1.4	44.2
California	197.6	99.5	129.7	184.2	117.0	146.2	82.6	31.6	0.0	20.1	1,008.6
Connecticut	33.7	14.5	17.2	24.6	13.9	8.7	8.7	0.0	0.0	3.2	124.5
Connecticut	21.3	13.6	15.5	17.8	9.1	8.7	4.3	0.0	0.0	2.2	92.6
Delaware	2.8	3.0	4.8	6.8	3.4	7.5	4.3	0.0	0.0	0.4	33.1
District of Columbia	8.6	5.8	11.6	22.6	24.0	61.2	86.9	71.1	0.0	1.1	292.9
Florida	149.3	71.1	90.0	117.0	64.8	61.2	30.4	31.6	0.0	14.8	630.1
Georgia	51.4	23.7	25.1	29.0	20.1	27.5	17.4	15.8	0.0	4.9	214.9
Hawaii	6.5	3.4	3.1	6.6	2.9	5.0	0.0	0.0	0.0	0.6	28.0
Idaho	7.9	4.5	5.1	3.3	3.4	0.0	0.0	0.0	0.0	0.7	24.9
Illinois	71.4	39.6	49.7	58.3	31.7	58.7	78.2	39.5	13.5	7.4	447.9
Indiana	24.4	13.8	14.4	16.9	8.2	10.0	13.0	0.0	0.0	2.5	103.2
Iowa	13.4	8.8	8.2	7.0	5.3	3.7	0.0	0.0	0.0	1.4	47.9
Kansas	13.4	6.4	8.7	7.0	5.3	2.5	0.0	0.0	0.0	1.4	44.6
Kentucky	19.4	11.3	11.5	13.4	6.2	10.0	0.0	0.0	0.0	2.0	73.8
Louisiana	32.8	17.4	19.3	28.6	16.8	12.5	0.0	0.0	0.0	3.3	130.7
Maine	6.1	4.5	4.3	5.5	2.9	5.0	0.0	0.0	0.0	0.6	29.0
Maryland	27.0	16.0	19.3	20.2	13.4	13.7	13.0	0.0	0.0	2.8	125.5
Massachusetts	44.9	21.4	22.9	26.4	20.6	22.5	34.8	39.5	0.0	4.4	237.5
Michigan	42.8	22.6	27.4	32.3	17.7	28.7	8.7	0.0	0.0	4.3	184.6
Minnesota	21.4	12.3	17.1	18.5	18.2	17.5	21.7	15.8	0.0	2.2	144.7
Mississippi	13.8	7.8	7.6	10.6	5.3	5.0	4.3	0.0	0.0	1.4	55.8
Missouri	28.0	15.0	17.5	23.3	14.4	11.2	34.8	15.8	0.0	2.8	162.9
Montana	6.8	3.3	3.7	4.2	1.4	0.0	0.0	0.0	0.0	0.6	20.1
Nebraska	7.9	5.0	5.6	5.7	4.3	3.7	0.0	0.0	0.0	0.9	33.1
Nevada	13.5	9.6	10.5	16.5	8.2	3.7	0.0	0.0	0.0	1.5	63.5
New Hampshire	6.6	4.1	4.8	5.9	1.4	6.2	0.0	0.0	0.0	0.7	29.8
New Jersey	52.9	31.0	38.6	43.3	30.2	37.5	34.8	0.0	0.0	5.5	273.8
New Mexico	10.3	6.8	6.9	6.6	2.4	2.5	0.0	0.0	0.0	1.1	36.6
New York	119.8	59.8	78.7	114.5	85.4	119.9	152.1	126.3	121.4	12.2	990.2

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. STATES – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.	
North Carolina	37.0	22.0	26.8	25.9	21.1	18.7	8.7	0.0	0.0	3.8	164.2
North Dakota	2.9	1.7	2.5	2.0	0.5	0.0	0.0	0.0	0.0	0.2	9.9
Ohio	46.0	27.0	28.7	40.9	27.8	33.7	26.1	7.9	0.0	4.8	242.9
Oklahoma	24.5	10.8	10.1	14.1	4.8	10.0	4.3	0.0	0.0	2.3	81.0
Oregon	21.2	10.2	11.7	16.5	7.2	7.5	8.7	0.0	0.0	2.1	85.1
Pennsylvania	53.4	33.1	41.6	62.2	30.2	41.2	69.6	39.5	0.0	5.7	376.5
Rhode Island	7.3	4.1	4.7	4.4	0.0	6.2	0.0	0.0	0.0	0.7	27.5
South Carolina	21.1	14.7	16.0	18.5	8.6	8.7	8.7	0.0	0.0	2.2	98.5
South Dakota	3.9	2.0	2.4	1.1	1.0	0.0	0.0	0.0	0.0	0.4	10.7
Tennessee	23.8	13.2	15.9	19.1	8.2	8.7	4.3	0.0	0.0	2.5	95.8
Texas	120.1	60.7	66.9	91.2	58.0	68.7	52.2	23.7	0.0	11.9	553.6
Utah	11.2	5.3	7.0	9.9	6.2	17.5	0.0	0.0	0.0	1.1	58.2
Vermont	3.7	3.1	3.1	1.5	1.9	0.0	0.0	0.0	0.0	0.4	13.8
Virginia	32.7	20.7	26.0	30.1	19.2	26.2	13.0	23.7	0.0	3.4	195.1
Washington	33.6	18.1	25.3	20.4	19.7	13.7	17.4	7.9	0.0	3.4	159.6
West Virginia	8.5	6.4	6.5	7.3	3.8	7.5	0.0	0.0	0.0	0.9	40.8
Wisconsin	18.4	12.8	15.7	18.2	9.6	11.2	17.4	0.0	0.0	2.0	105.3
Wyoming	4.9	2.3	1.5	1.3	0.0	0.0	0.0	0.0	0.0	0.5	10.5

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

## U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS) PRODUCT LINE: WILLS, ESTATES, AND TRUSTS YEAR: 2013

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.	
U.S. Total	1,543.3	825.2	1,019.5	1,323.9	836.8	1,036.7	892.7	480.3	128.3	152.3	8,239.0
Abbeville, LA	0.3	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Aberdeen, SD	0.3	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Aberdeen, WA	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Abilene, TX	0.8	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.1	1.7
Ada, OK	0.2	0.1	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Adrian, MI	0.3	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Akron, OH	3.0	1.3	1.4	2.9	2.3	2.4	0.0	0.0	0.0	0.4	13.6
Alamogordo, NM	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Albany, GA	0.8	0.5	0.6	0.2	0.0	0.0	0.0	0.0	0.0	0.1	2.3
Albany-Lebanon, OR	0.3	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Albany-Schenectady-Troy, NY	4.1	2.8	4.8	5.2	3.2	2.4	0.0	0.0	0.0	0.5	23.0
Albemarle, NC	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Albert Lea, MN	0.0	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Albertville, AL	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Albuquerque, NM	5.5	3.6	4.2	4.4	2.3	2.4	0.0	0.0	0.0	0.6	23.0
Alexander City, AL	0.3	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Alexandria, LA	1.1	0.5	0.5	1.0	0.9	0.0	0.0	0.0	0.0	0.1	4.2
Alexandria, MN	0.1	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Alice, TX	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Allegan, MI	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Allentown-Bethlehem-Easton, PA-NJ	3.3	1.8	1.9	1.7	0.0	0.0	0.0	0.0	0.0	0.4	9.0
Alma, MI	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Alpena, MI	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Altoona, PA	0.6	0.2	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.4
Altus, OK	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Amarillo, TX	1.2	0.6	0.5	1.0	0.5	0.0	0.0	0.0	0.0	0.1	3.8
Americus, GA	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Ames, IA	0.2	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.		
Amsterdam, NY	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Anchorage, AK	2.5	1.3	2.7	1.5	0.0	0.0	0.0	0.0	0.0	0.0	0.2	8.3
Anderson, IN	0.5	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Anderson, SC	0.6	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	1.4
Andrews, TX	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Angola, IN	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Ann Arbor, MI	1.7	1.0	1.2	1.0	0.5	0.0	0.0	0.0	0.0	0.0	0.2	5.6
Anniston-Oxford, AL	0.6	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Appleton, WI	0.6	0.4	0.8	1.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	3.0
Arcadia, FL	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Ardmore, OK	0.5	0.2	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Arkadelphia, AR	0.0	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Asheville, NC	2.1	1.2	1.4	0.8	1.4	0.0	0.0	0.0	0.0	0.0	0.2	7.1
Ashland, OH	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Ashtabula, OH	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Astoria, OR	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Atchison, KS	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Athens, OH	0.2	0.2	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Athens, TN	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Athens, TX	0.2	0.0	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Athens-Clarke County, GA	0.9	0.5	0.6	0.4	0.5	0.0	0.0	0.0	0.0	0.0	0.1	2.9
Atlanta-Sandy Springs-Marietta, GA	31.0	12.5	15.5	21.1	17.3	24.9	16.5	15.0	0.0	3.1	157.0	
Atlantic City, NJ	1.6	0.8	1.5	1.0	0.0	1.2	0.0	0.0	0.0	0.0	0.1	6.3
Auburn, IN	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Auburn, NY	0.2	0.0	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Auburn-Opelika, AL	0.4	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Augusta-Richmond County, GA-SC	2.7	1.2	1.0	0.2	0.5	0.0	0.0	0.0	0.0	0.0	0.2	5.8

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.	
Augusta-Waterville, ME	0.5	0.4	0.6	0.6	0.0	0.0	0.0	0.0	0.0	0.1	2.3
Austin, MN	0.1	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Austin-Round Rock, TX	10.4	4.2	7.3	9.6	7.3	10.7	0.0	0.0	0.0	1.1	50.6
Bainbridge, GA	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Bakersfield, CA	1.8	1.2	0.4	1.3	0.0	2.4	0.0	0.0	0.0	0.2	7.3
Baltimore-Towson, MD	13.3	7.9	11.1	11.9	9.1	9.5	12.4	0.0	0.0	1.4	76.7
Bangor, ME	0.6	0.6	0.6	0.2	0.9	0.0	0.0	0.0	0.0	0.1	3.0
Baraboo, WI	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Barnstable Town, MA	1.8	0.5	0.7	0.2	0.0	0.0	0.0	0.0	0.0	0.1	3.3
Barre, VT	0.4	0.4	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.2
Bartlesville, OK	0.2	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Bastrop, LA	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Batavia, NY	0.2	0.0	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Batesville, AR	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Baton Rouge, LA	5.0	3.1	3.5	2.7	2.7	3.6	0.0	0.0	0.0	0.6	21.3
Battle Creek, MI	0.5	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Bay City, MI	0.4	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.2
Bay City, TX	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Beatrice, NE	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Beaumont-Port Arthur, TX	2.1	0.9	1.1	1.3	1.4	2.4	0.0	0.0	0.0	0.2	9.4
Beaver Dam, WI	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Beckley, WV	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Bedford, IN	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Beeville, TX	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Bellefontaine, OH	0.1	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Bellingham, WA	1.1	0.7	0.8	0.0	0.0	0.0	0.0	0.0	0.0	0.1	2.7

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.	
Bemidji, MN	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Bend, OR	0.9	0.4	0.7	0.6	0.0	0.0	0.0	0.0	0.0	0.1	2.7
Bennettsville, SC	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Bennington, VT	0.3	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Berlin, NH-VT	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Big Rapids, MI	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Big Spring, TX	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Billings, MT	1.1	0.5	0.7	0.8	0.5	0.0	0.0	0.0	0.0	0.1	3.7
Binghamton, NY	0.8	0.4	0.5	0.2	0.9	1.2	0.0	0.0	0.0	0.1	4.1
Birmingham-Hoover, AL	6.0	3.9	4.3	7.7	4.1	8.3	8.3	0.0	0.0	0.7	43.3
Bishop, CA	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Bismarck, ND	0.7	0.3	0.5	0.4	0.0	0.0	0.0	0.0	0.0	0.1	2.0
Blackfoot, ID	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Blacksburg-Christiansburg-Radford, VA	0.5	0.4	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.2
Bloomington, IN	0.4	0.3	0.6	0.4	0.5	0.0	0.0	0.0	0.0	0.0	2.2
Bloomington-Normal, IL	0.7	0.6	0.6	0.8	0.5	0.0	0.0	0.0	0.0	0.1	3.2
Bloomsburg-Berwick, PA	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Bluefield, WV-VA	0.5	0.3	0.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.3
Blytheville, AR	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Bogalusa, LA	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Bonham, TX	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Boone, NC	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Boone, NC	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Boone, NC	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Borger, TX	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Boston-Cambridge-Quincy, MA-NH	31.6	14.9	18.1	22.4	17.3	22.6	33.1	37.5	0.0	3.3	200.8



# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

## U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS) PRODUCT LINE: WILLS, ESTATES, AND TRUSTS YEAR: 2013

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.	
Boulder, CO	2.9	1.0	0.7	2.1	0.0	0.0	0.0	0.0	0.0	0.2	7.0
Bowling Green, KY	0.5	0.4	0.6	0.8	0.0	1.2	0.0	0.0	0.0	0.1	3.6
Bozeman, MT	0.8	0.3	0.6	0.0	0.0	0.0	0.0	0.0	0.0	0.1	1.8
Bradford, PA	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Brainerd, MN	0.4	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Branson, MO	0.3	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Bremerton-Silverdale, WA	1.1	0.5	1.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	2.7
Brenham, TX	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Brevard, NC	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Bridgeport-Stamford-Norwalk, CT	6.2	3.2	3.7	6.5	2.7	0.0	0.0	0.0	0.0	0.6	22.9
Brigham City, UT	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Brookhaven, MS	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Brookings, OR	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Brookings, SD	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Brownsville, TN	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Brownsville-Harlingen, TX	1.5	0.7	1.2	0.6	0.0	0.0	0.0	0.0	0.0	0.1	4.1
Brownwood, TX	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Brunswick, GA	0.8	0.3	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.1	1.8
Bucyrus, OH	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Buffalo-Niagara Falls, NY	5.6	3.1	4.1	7.1	5.5	5.9	4.1	0.0	0.0	0.6	36.1
Burley, ID	0.2	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Burlington, IA-IL	0.1	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Burlington, NC	0.5	0.1	0.0	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Burlington-South Burlington, VT	1.0	1.0	1.5	0.6	1.8	0.0	0.0	0.0	0.0	0.1	6.0

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)  
PRODUCT LINE: WILLS, ESTATES, AND TRUSTS  
YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.		
Butte-Silver Bow, MT	0.2	0.0	0.0	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Cadillac, MI	0.1	0.0	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Calhoun, GA	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Cambridge, MD	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Cambridge, OH	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Camden, AR	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Campbellsville, KY	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Canon City, CO	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Canton, IL	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Canton-Massillon, OH	1.5	0.7	0.8	0.6	0.5	0.0	0.0	0.0	0.0	0.1	0.0	4.2
Cape Coral-Fort Myers, FL	2.8	1.3	1.9	2.5	0.9	1.2	0.0	0.0	0.0	0.2	0.0	10.9
Cape Girardeau-Jackson, MO-IL	0.3	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Carbondale, IL	0.3	0.1	0.6	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.3
Carlsbad-Artesia, NM	0.2	0.1	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Carson City, NV	0.4	0.3	0.2	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.4
Casper, WY	0.5	0.4	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.4
Cedar City, UT	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Cedar Rapids, IA	0.9	0.8	0.9	0.6	1.4	0.0	0.0	0.0	0.0	0.1	0.0	4.7
Cedartown, GA	0.2	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Celina, OH	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Central City, KY	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Centralia, IL	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Centralia, WA	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Chambersburg, PA	0.4	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.1

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.	
Champaign-Urbana, IL	0.7	0.5	0.7	0.8	0.5	0.0	0.0	0.0	0.0	0.1	3.4
Charleston, WV	2.0	1.1	1.7	3.3	2.3	4.8	0.0	0.0	0.0	0.2	15.4
Charleston-Mattoon, IL	0.2	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Charleston-North Charleston, SC	4.4	2.5	2.3	4.8	1.8	2.4	0.0	0.0	0.0	0.5	18.7
Charlotte-Gastonia-Concord, NC-SC	6.7	4.2	5.2	6.9	5.5	7.1	4.1	0.0	0.0	0.7	40.5
Charlottesville, VA	0.7	0.4	1.4	1.0	0.0	0.0	0.0	0.0	0.0	0.1	3.6
Chattanooga, TN-GA	1.8	1.1	1.4	2.1	1.4	2.4	0.0	0.0	0.0	0.2	10.3
Chester, SC	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Cheyenne, WY	1.2	0.5	0.6	0.6	0.0	0.0	0.0	0.0	0.0	0.1	2.9
Chicago-Naperville-Joliet, IL-IN-WI	56.4	28.3	35.6	45.4	26.9	52.3	74.4	37.5	12.8	5.9	375.5
Chico, CA	1.1	0.6	0.5	0.0	0.0	0.0	0.0	0.0	0.0	0.1	2.4
Chillicothe, OH	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Cincinnati-Middletown, OH-KY-IN	7.2	4.3	5.4	8.8	5.9	5.9	4.1	0.0	0.0	0.8	42.4
City of The Dalles, OR	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Claremont, NH	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Clarksburg, WV	0.4	0.3	0.3	0.2	0.0	1.2	0.0	0.0	0.0	0.0	2.4
Clarksdale, MS	0.2	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Clarksville, TN-KY	0.7	0.5	0.4	0.6	0.0	0.0	0.0	0.0	0.0	0.1	2.3
Clearlake, CA	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Cleveland, MS	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4

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Cleveland, TN	0.3	0.2	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Cleveland-Elyria Mentor, OH	10.1	5.7	6.1	10.9	9.6	11.9	16.5	7.5	0.0	1.1	79.3	
Clewiston, FL	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Clinton, IA	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Clovis, NM	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Coeur d'Alene, ID	1.0	0.5	0.3	0.2	0.5	0.0	0.0	0.0	0.0	0.1	2.7	
Coffeyville, KS	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Coldwater, MI	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
College Station- Bryan, TX	0.7	0.4	0.6	0.2	0.0	0.0	0.0	0.0	0.0	0.1	2.1	
Colorado Springs, CO	3.8	1.4	1.9	1.3	0.0	0.0	0.0	0.0	0.0	0.4	8.7	
Columbia, MO	0.9	0.5	1.0	0.2	0.0	1.2	0.0	0.0	0.0	0.1	4.0	
Columbia, SC	4.3	2.3	4.0	5.6	3.6	3.6	8.3	0.0	0.0	0.5	32.2	
Columbia, TN	0.2	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6	
Columbus, GA- AL	1.3	0.7	0.6	0.6	0.5	0.0	0.0	0.0	0.0	0.1	3.8	
Columbus, IN	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7	
Columbus, MS	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7	
Columbus, NE	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	
Columbus, OH	7.6	4.7	6.1	8.4	5.0	9.5	4.1	0.0	0.0	0.8	46.2	
Concord, NH	1.0	0.5	0.8	1.3	0.9	0.0	0.0	0.0	0.0	0.1	4.5	
Connersville, IN	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	
Cookeville, TN	0.4	0.4	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9	
Coos Bay, OR	0.3	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6	
Corbin, KY	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4	
Cordele, GA	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	
Corinth, MS	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	
Cornelia, GA	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3	
Corpus Christi, TX	2.1	1.2	2.0	2.9	0.5	1.2	0.0	0.0	0.0	0.2	10.2	
Cortland, NY	2.1	1.2	2.0	2.9	0.5	1.2	0.0	0.0	0.0	0.2	10.2	
Cortland, NY	0.2	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3	

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
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**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.		
Cortland, NY	0.2	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Corvallis, OR	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Coshocton, OH	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Crawfordsville, IN	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Crescent City, CA	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Crossville, TN	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Crowley, LA	0.2	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Cullman, AL	0.3	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Culpeper, VA	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Cumberland, MD-WV	0.4	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Dallas-Fort Worth-Arlington, TX	30.1	16.7	17.0	28.6	18.7	23.8	28.9	7.5	0.0	3.2	174.4	
Dalton, GA	0.3	0.4	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.1
Danville, IL	0.3	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Danville, KY	0.3	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Danville, VA	0.3	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Daphne-Fairhope-Foley, AL	1.1	0.6	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.1	2.2	
Davenport-Moline-Rock Island, IA-IL	1.6	0.7	1.5	1.3	0.5	0.0	0.0	0.0	0.0	0.1	5.5	
Dayton, OH	2.8	1.6	1.5	3.3	2.7	0.0	0.0	0.0	0.0	0.4	12.4	
Decatur, AL	0.5	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.1	
Decatur, IL	0.4	0.4	0.3	0.2	0.5	0.0	0.0	0.0	0.0	0.0	1.8	
Decatur, IN	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	
Defiance, OH	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3	
Del Rio, TX	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3	
Deltona-Daytona Beach-Ormond Beach, FL	2.6	1.5	1.3	0.6	0.9	0.0	0.0	0.0	0.0	0.2	7.1	

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

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YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.		
Deming, NM	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Denver-Aurora, CO	17.1	7.5	11.3	18.6	13.2	8.3	8.3	0.0	0.0	1.8		86.1
De Ridder, LA	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Des Moines-West Des Moines, IA	2.6	2.0	1.6	4.0	3.2	3.6	0.0	0.0	0.0	0.4		17.3
Detroit-Warren-Livonia, MI	21.3	10.7	14.7	19.4	13.2	21.4	4.1	0.0	0.0	2.2		107.1
Dickinson, ND	0.1	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Dillon, SC	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Dixon, IL	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Dodge City, KS	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Dothan, AL	0.9	0.5	0.7	0.2	0.0	0.0	0.0	0.0	0.0	0.1		2.5
Douglas, GA	0.2	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Dover, DE	0.2	0.5	0.4	0.4	0.5	0.0	0.0	0.0	0.0	0.0	0.0	2.0
Dublin, GA	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
DuBois, PA	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Dubuque, IA	0.3	0.2	0.4	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.3
Duluth, MN-WI	0.8	0.8	0.9	0.6	0.5	0.0	0.0	0.0	0.0	0.1		3.7
Dumas, TX	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Duncan, OK	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Dunn, NC	0.3	0.2	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Durango, CO	0.6	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Durant, OK	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Durham, NC	2.3	1.2	2.2	1.5	1.4	2.4	0.0	0.0	0.0	0.2		11.1
Dyersburg, TN	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Eagle Pass, TX	0.1	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
East Liverpool-Salem, OH	0.3	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Easton, MD	0.2	0.1	0.2	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
East Stroudsburg, PA	0.5	0.4	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.3
Eau Claire, WI	0.5	0.5	0.2	0.2	0.9	0.0	0.0	0.0	0.0	0.0	0.0	2.3
Edwards, CO	0.4	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Effingham, IL	0.1	0.1	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.		
El Campo, TX	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
El Centro, CA	0.3	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.1
El Dorado, AR	0.2	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Elizabeth City, NC	0.2	0.0	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Elizabethtown, KY	0.4	0.3	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Elk City, OK	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Elkhart-Goshen, IN	0.4	0.4	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.4
Elko, NV	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Ellensburg, WA	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Elmira, NY	0.2	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
El Paso, TX	2.9	1.6	1.0	1.9	1.4	0.0	0.0	0.0	0.0	0.2	0.0	9.0
Emporia, KS	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Enid, OK	0.3	0.1	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Enterprise-Ozark, AL	0.5	0.1	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Erie, PA	0.8	0.5	0.3	0.6	0.5	1.2	0.0	0.0	0.0	0.1	0.0	4.0
Escanaba, MI	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Espanola, NM	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Eufaula, AL-GA	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Eugene-Springfield, OR	2.1	0.7	0.6	2.9	0.5	0.0	0.0	0.0	0.0	0.2	0.0	7.1
Eureka-Arcata-Fortuna, CA	0.6	0.4	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.0	1.2
Evanston, WY	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Evansville, IN-KY	1.3	0.8	0.8	1.3	0.0	0.0	0.0	0.0	0.0	0.1	0.0	4.3
Fairbanks, AK	0.4	0.1	0.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.1
Fairmont, MN	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Fairmont, WV	0.3	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Fallon, NV	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Fargo, ND-MN	0.6	0.6	0.7	1.0	0.5	0.0	0.0	0.0	0.0	0.1	0.0	3.5
Faribault-Northfield, MN	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.	
Farmington, MO	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Farmington, NM	0.4	0.4	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Fayetteville, NC	1.0	0.9	1.0	0.2	0.0	1.2	0.0	0.0	0.0	0.1	4.5
Fayetteville-Springdale-Rogers, AR-MO	2.3	0.8	1.4	1.3	0.0	1.2	0.0	0.0	0.0	0.2	7.2
Fergus Falls, MN	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Fernley, NV	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Findlay, OH	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Fitzgerald, GA	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Flagstaff, AZ	0.5	0.3	0.2	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.4
Flint, MI	1.8	0.9	1.1	0.4	0.0	0.0	0.0	0.0	0.0	0.2	4.5
Florence, SC	0.6	0.6	0.8	1.0	0.0	0.0	0.0	0.0	0.0	0.1	3.2
Florence-Muscle Shoals, AL	1.0	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.1	1.6
Fond du Lac, WI	0.2	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Forest City, NC	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Forrest City, AR	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Fort Dodge, IA	0.3	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Fort Madison-Keokuk, IA-MO	0.3	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Fort Madison-Keokuk, IA-MO	0.1	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Fort Madison-Keokuk, IA-MO	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Fort Morgan, CO	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Fort Payne, AL	0.3	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Fort Polk South, LA	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1



# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
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**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.	
Fort Smith, AR-OK	1.3	0.4	0.6	0.2	0.0	0.0	0.0	0.0	0.0	0.1	2.6
Fort Valley, GA	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Fort Walton Beach-Crestview-Destin, FL	0.9	0.7	0.7	0.4	0.0	0.0	0.0	0.0	0.0	0.1	2.9
Fort Wayne, IN	1.4	1.0	0.4	2.5	1.4	0.0	0.0	0.0	0.0	0.1	6.8
Frankfort, IN	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Frankfort, KY	0.3	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Fredericksburg, TX	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Freeport, IL	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Fremont, NE	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Fremont, OH	0.3	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Fresno, CA	3.3	2.2	3.9	2.9	1.8	1.2	0.0	0.0	0.0	0.4	15.6
Gadsden, AL	0.5	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.1
Gaffney, SC	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Gainesville, FL	1.6	1.0	1.6	1.0	0.5	0.0	0.0	0.0	0.0	0.1	5.8
Gainesville, GA	0.7	0.2	0.3	0.6	0.0	0.0	0.0	0.0	0.0	0.1	2.0
Gainesville, TX	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Galesburg, IL	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Gallup, NM	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Garden City, KS	0.2	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Gardnerville Ranchos, NV	0.2	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Georgetown, SC	0.4	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Gettysburg, PA	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Gillette, WY	0.3	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Glasgow, KY	0.1	0.3	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Glens Falls, NY	0.6	0.3	0.2	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.5
Gloversville, NY	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Goldboro, NC	0.4	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.0

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
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**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.		
Granbury, TX	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Grand Forks, ND-MN	0.3	0.3	0.6	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.7
Grand Island, NE	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Grand Junction, CO	0.8	0.4	0.4	0.6	0.0	0.0	0.0	0.0	0.0	0.0	0.1	2.3
Grand Rapids-Wyoming, MI	2.8	1.6	2.2	2.7	0.9	4.8	4.1	0.0	0.0	0.4	0.0	19.4
Grants, NM	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Grants Pass, OR	0.2	0.0	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Great Bend, KS	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Great Falls, MT	0.5	0.4	0.4	0.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0	2.1
Greeley, CO	0.7	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	1.4
Green Bay, WI	0.8	0.5	0.7	0.8	0.5	0.0	0.0	0.0	0.0	0.0	0.1	3.4
Greeneville, TN	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Greensboro-High Point, NC	2.5	1.4	1.9	2.3	2.3	1.2	0.0	0.0	0.0	0.2	0.0	11.7
Greensburg, IN	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Greenville, MS	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Greenville, NC	0.9	0.5	0.9	0.2	0.5	0.0	0.0	0.0	0.0	0.0	0.1	3.0
Greenville, OH	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Greenville-Mauldin-Easley, SC	3.0	1.9	2.0	2.7	1.8	2.4	0.0	0.0	0.0	0.4	0.0	14.2
Greenwood, MS	0.2	0.1	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Greenwood, SC	0.2	0.3	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Grenada, MS	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Gulfport-Biloxi, MS	1.3	0.6	1.0	1.5	0.0	0.0	0.0	0.0	0.0	0.0	0.1	4.5
Guymon, OK	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

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**YEAR: 2013**

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Hagerstown-Martinsburg, MD-WV	0.8	0.8	0.3	0.6	0.5	0.0	0.0	0.0	0.0	0.1	3.1
Hammond, LA	0.6	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.1	1.4
Hanford-Corcoran, CA	0.2	0.0	0.1	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Hannibal, MO	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Harriman, TN	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Harrisburg, IL	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Harrisburg-Carlisle, PA	2.6	1.9	2.4	5.6	1.4	1.2	0.0	0.0	0.0	0.4	15.4
Harrison, AR	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Harrisonburg, VA	0.5	0.1	0.6	0.6	0.0	0.0	0.0	0.0	0.0	0.0	1.7
Hartford-West Hartford-East Hartford, CT	6.3	4.9	5.5	5.6	3.6	7.1	4.1	0.0	0.0	0.7	38.0
Hastings, NE	0.1	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Hattiesburg, MS	0.9	0.6	0.5	0.4	0.0	0.0	0.0	0.0	0.0	0.1	2.5
Havre, MT	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Hays, KS	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Heber, UT	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Helena, MT	0.5	0.2	0.4	0.4	0.5	0.0	0.0	0.0	0.0	0.0	2.0
Henderson, NC	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Hereford, TX	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Hickory-Lenoir-Morganton, NC	1.0	0.9	0.5	0.2	0.0	0.0	0.0	0.0	0.0	0.1	2.8
Hilo, HI	0.6	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.4
Hilton Head Island-Beaufort, SC	1.0	1.2	1.0	0.4	0.0	0.0	0.0	0.0	0.0	0.1	3.6
Hinesville-Fort Stewart, GA	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Hobbs, NM	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Holland-Grand Haven, MI	0.5	0.4	0.2	0.6	0.0	0.0	0.0	0.0	0.0	0.0	1.7

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.		
Homosassa Springs, FL	0.4	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Honolulu, HI	4.7	2.5	2.3	6.1	2.7	4.8	0.0	0.0	0.0	0.0	0.5	23.5
Hood River, OR	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Hope, AR	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Hot Springs, AR	0.7	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.1	1.3
Houghton, MI	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Houma-Bayou Cane-Thibodaux, LA	1.2	0.8	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.1	2.6
Houston-Sugar Land-Baytown, TX	29.9	14.0	17.0	24.7	17.8	21.4	20.7	15.0	0.0	3.1	163.5	
Hudson, NY	0.4	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Humboldt, TN	0.1	0.2	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Huntingdon, PA	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Huntington, IN	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Huntington-Ashland, WV-KY-OH	1.1	0.8	0.6	1.3	0.5	0.0	0.0	0.0	0.0	0.0	0.1	4.4
Huntsville, AL	1.8	1.0	1.4	1.0	1.4	0.0	0.0	0.0	0.0	0.2	6.8	
Huntsville, TX	0.1	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Huron, SD	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Hutchinson, KS	0.2	0.0	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Hutchinson, MN	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Idaho Falls, ID	0.8	0.6	0.5	0.2	0.0	0.0	0.0	0.0	0.0	0.1	2.2	
Indianapolis-Carmel, IN	7.0	4.0	5.8	6.5	5.0	7.1	12.4	0.0	0.0	0.8	48.6	
Iowa City, IA	7.0	4.0	5.8	6.5	5.0	7.1	12.4	0.0	0.0	0.8	48.6	
Iowa City, IA	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Iowa City, IA	0.5	0.5	0.6	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.7
Iron Mountain, MI-WI	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Ithaca, NY	0.4	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.2

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.		
Jackson, MI	0.5	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Jackson, MS	3.3	2.3	2.1	5.2	4.1	3.6	4.1	0.0	0.0	0.4	25.1	
Jackson, TN	0.5	0.4	0.5	1.3	0.0	0.0	0.0	0.0	0.0	0.0	2.6	
Jackson, WY-ID	0.6	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.1	
Jacksonville, FL	7.3	4.2	4.8	6.9	5.0	2.4	0.0	0.0	0.0	0.8	31.5	
Jacksonville, IL	0.1	0.0	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.4	
Jacksonville, NC	0.4	0.5	0.3	0.0	0.5	0.0	0.0	0.0	0.0	0.0	1.7	
Jacksonville, TX	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3	
Jamestown, ND	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	
Jamestown-Dunkirk-Fredonia, NY	0.5	0.4	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.1	
Janesville, WI	0.4	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.1	
Jasper, IN	0.2	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.6	
Jefferson City, MO	0.5	0.4	0.6	0.4	0.5	0.0	0.0	0.0	0.0	0.1	2.6	
Jennings, LA	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	
Jesup, GA	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	
Johnson City, TN	0.7	0.3	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.1	1.7	
Johnstown, PA	0.5	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.2	
Jonesboro, AR	0.6	0.4	0.5	0.4	0.0	0.0	0.0	0.0	0.0	0.1	1.9	
Joplin, MO	0.6	0.4	0.6	0.2	0.0	0.0	0.0	0.0	0.0	0.1	1.9	
Juneau, AK	0.1	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.5	
Kahului-Wailuku, HI	0.7	0.3	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.1	1.5	
Kalamazoo-Portage, MI	1.2	0.6	1.0	1.3	0.5	0.0	0.0	0.0	0.0	0.1	4.7	
Kalispell, MT	0.7	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.1	1.5	
Kankakee-Bradley, IL	0.3	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7	
Kansas City, MO-KS	11.0	4.7	6.1	10.5	6.4	5.9	16.5	7.5	0.0	1.2	69.8	

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

## U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS) PRODUCT LINE: WILLS, ESTATES, AND TRUSTS YEAR: 2013

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.		
Kapaa, HI	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Kearney, NE	0.1	0.4	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Keene, NH	0.2	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Kendallville, IN	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Kennett, MO	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Kennewick-Richland-Pasco, WA	0.6	0.3	1.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	2.2
Kerrville, TX	0.5	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Ketchikan, AK	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Key West, FL	0.8	0.4	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.1	1.5
Kill Devil Hills, NC	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Killeen-Temple-Fort Hood, TX	0.8	0.4	0.6	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.1	2.3
Kingsport-Bristol-Bristol, TN-VA	1.5	0.6	0.4	0.8	0.0	0.0	0.0	0.0	0.0	0.0	0.1	3.5
Kingston, NY	0.9	0.6	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	1.9
Kingsville, TX	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Kinston, NC	0.2	0.1	0.1	0.0	0.5	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Kirkville, MO	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Klamath Falls, OR	0.2	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Knoxville, TN	2.6	1.6	3.1	4.6	0.9	1.2	0.0	0.0	0.0	0.4	14.2	
Kodiak, AK	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Kokomo, IN	0.5	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Laconia, NH	0.4	0.0	0.2	0.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.2
La Crosse, WI-MN	0.5	0.3	0.2	1.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	2.0
Lafayette, IN	0.6	0.3	0.3	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.1	1.8
Lafayette, LA	3.4	1.7	1.9	3.1	2.3	0.0	0.0	0.0	0.0	0.4	12.8	
La Follette, TN	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
La Grande, OR	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
LaGrange, GA	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Lake Charles, LA	1.2	0.8	0.7	1.5	0.0	0.0	0.0	0.0	0.0	0.1	4.3	

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

## U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS) PRODUCT LINE: WILLS, ESTATES, AND TRUSTS YEAR: 2013

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.	
Lake City, FL	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Lake Havasu City-Kingman, AZ	0.5	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Lakeland, FL	2.0	1.1	1.7	2.1	0.9	0.0	0.0	0.0	0.0	0.2	8.1
Lamesa, TX	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Lancaster, PA	1.0	0.9	1.2	1.7	0.5	0.0	0.0	0.0	0.0	0.1	5.3
Lancaster, SC	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Lansing-East Lansing, MI	2.0	1.2	1.4	2.5	1.4	1.2	0.0	0.0	0.0	0.2	9.9
Laramie, WY	0.3	0.3	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Laredo, TX	0.9	0.5	0.5	0.4	0.0	0.0	0.0	0.0	0.0	0.1	2.4
Las Cruces, NM	0.7	0.3	0.6	0.2	0.0	0.0	0.0	0.0	0.0	0.1	1.9
Las Vegas, NM	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Las Vegas-Paradise, NV	8.7	6.8	8.1	13.0	7.3	3.6	0.0	0.0	0.0	1.1	48.4
Laurel, MS	0.4	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Laurinburg, NC	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Lawrence, KS	0.5	0.3	0.3	0.6	0.0	0.0	0.0	0.0	0.0	0.0	1.7
Lawrenceburg, TN	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Lawton, OK	0.4	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Lebanon, MO	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Lebanon, NH-VT	1.0	0.6	0.6	0.2	0.0	0.0	0.0	0.0	0.0	0.1	2.6
Lebanon, PA	0.2	0.2	0.2	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Levelland, TX	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Lewisburg, PA	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Lewisburg, TN	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Lewiston, ID-WA	0.3	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Lewiston-Auburn, ME	0.3	0.2	0.4	0.6	0.5	0.0	0.0	0.0	0.0	0.0	2.1
Lewistown, PA	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Lexington, NE	0.3	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.	
Lexington-Fayette, KY	2.3	1.4	1.7	3.1	2.3	1.2	0.0	0.0	0.0	0.2	12.3
Lexington Park, MD	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Liberal, KS	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Lima, OH	0.4	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Lincoln, IL	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Lincoln, NE	1.1	0.7	1.1	1.9	0.9	0.0	0.0	0.0	0.0	0.1	5.8
Lincolnton, NC	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Little Rock-North Little Rock-Conway, AR	5.2	1.8	1.8	5.2	1.4	4.8	0.0	0.0	0.0	0.5	20.6
Lock Haven, PA	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Logan, UT-ID	0.5	0.1	0.1	0.6	0.0	0.0	0.0	0.0	0.0	0.0	1.3
Logansport, IN	0.1	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
London, KY	0.4	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Longview, TX	1.2	0.9	0.5	0.2	0.0	0.0	0.0	0.0	0.0	0.1	2.9
Longview, WA	0.4	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Los Angeles-Long Beach-Santa Ana, CA	85.2	40.8	53.6	82.3	62.9	64.1	45.5	15.0	0.0	9.0	458.5
Lubbock, TX	85.2	40.8	53.6	82.3	62.9	64.1	45.5	15.0	0.0	9.0	458.5
Lubbock, TX	5.7	3.1	3.4	5.2	2.7	7.1	0.0	0.0	0.0	0.6	27.9
Lubbock, TX	1.5	1.0	0.6	1.7	0.0	0.0	0.0	0.0	0.0	0.1	4.8
Lufkin, TX	0.3	0.4	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.1
Lumberton, NC	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Lynchburg, VA	0.8	0.5	0.3	0.8	0.0	0.0	0.0	0.0	0.0	0.1	2.6
Macomb, IL	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Macon, GA	1.4	0.8	0.7	1.5	0.5	0.0	0.0	0.0	0.0	0.1	4.9
Madera, CA	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Madison, IN	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Madison, WI	2.2	1.3	1.6	3.8	2.7	2.4	0.0	0.0	0.0	0.2	14.2
Madisonville, KY	0.2	0.2	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Magnolia, AR	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1



# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.		
Malone, NY	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Manchester-Nashua, NH	1.9	1.7	1.6	1.9	0.5	3.6	0.0	0.0	0.0	0.2	11.4	
Manhattan, KS	0.3	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9	
Manitowoc, WI	0.2	0.3	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5	
Mankato-North Mankato, MN	0.2	0.2	0.6	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.4	
Mansfield, OH	0.5	0.3	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.4	
Marinette, WI-MI	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	
Marion, IN	0.3	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5	
Marion, OH	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4	
Marion-Herrin, IL	0.4	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8	
Marquette, MI	0.2	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.9	
Marshall, MN	0.0	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	
Marshall, MO	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	
Marshall, TX	0.3	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5	
Marshalltown, IA	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4	
Marshfield-Wisconsin Rapids, WI	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5	
Martin, TN	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3	
Martinsville, VA	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5	
Maryville, MO	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	
Mason City, IA	0.3	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7	
Mayfield, KY	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	
Maysville, KY	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3	
McAlester, OK	0.2	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5	
McAllen-Edinburg-Mission, TX	2.6	2.2	1.8	1.5	0.5	0.0	0.0	0.0	0.0	0.2	8.7	
McComb, MS	0.2	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5	
McMinnville, TN	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3	
McPherson, KS	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.		
Meadville, PA	0.3	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Medford, OR	0.7	0.4	0.3	0.8	0.0	0.0	0.0	0.0	0.0	0.0	0.1	2.4
Memphis, TN-MS-AR	4.6	2.7	3.4	4.4	2.3	1.2	0.0	0.0	0.0	0.0	0.5	19.0
Menomonie, WI	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Merced, CA	0.4	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Meridian, MS	0.3	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Merrill, WI	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Mexico, MO	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Miami, OK	0.2	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Miami-Fort Lauderdale-Pompano Beach, FL	68.3	27.9	35.7	53.1	30.6	27.3	12.4	22.5	0.0	6.8	284.6	
Michigan City-La Porte, IN	0.3	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Middlesborough, KY	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Midland, MI	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Midland, TX	0.6	0.4	0.2	0.6	0.5	0.0	0.0	0.0	0.0	0.1	2.4	
Milledgeville, GA	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Milwaukee-Waukesha-West Allis, WI	6.4	4.2	5.7	7.9	5.0	7.1	16.5	0.0	0.0	0.7	53.6	
Minden, LA	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Mineral Wells, TX	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Minneapolis-St. Paul-Bloomington, MN-WI	15.1	7.1	11.5	15.3	15.5	16.6	20.7	15.0	0.0	1.7	118.3	
Minot, ND	0.3	0.1	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Missoula, MT	0.9	0.8	1.0	1.5	0.5	0.0	0.0	0.0	0.0	0.1	4.7	
Mitchell, SD	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Moberly, MO	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Mobile, AL	2.5	1.1	2.3	2.5	0.9	0.0	0.0	0.0	0.0	0.2	9.5	

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.	
Modesto, CA	1.3	0.4	1.5	0.6	0.0	0.0	0.0	0.0	0.0	0.1	3.9
Monroe, LA	1.6	0.5	0.8	0.8	0.5	1.2	0.0	0.0	0.0	0.1	5.6
Monroe, MI	0.3	0.3	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Monroe, WI	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Montgomery, AL	1.8	1.1	1.4	3.1	1.4	2.4	0.0	0.0	0.0	0.2	11.3
Montrose, CO	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Morehead City, NC	0.2	0.3	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Morgan City, LA	0.3	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Morgantown, WV	0.5	0.4	0.6	0.6	0.5	0.0	0.0	0.0	0.0	0.1	2.7
Morristown, TN	0.4	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Moscow, ID	0.2	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Moses Lake, WA	0.4	0.2	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Moultrie, GA	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Mountain Home, AR	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Mountain Home, ID	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Mount Airy, NC	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Mount Pleasant, MI	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Mount Pleasant, TX	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Mount Sterling, KY	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Mount Vernon, IL	0.2	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Mount Vernon, OH	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Mount Vernon-Anacortes, WA	0.7	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.1	1.1
Muncie, IN	0.3	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Murray, KY	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Muscatine, IA	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.		
Muskegon-Norton Shores, MI	0.4	0.3	0.5	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.6
Muskogee, OK	0.3	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Myrtle Beach-Conway-North Myrtle Beach, SC	1.5	1.2	1.4	1.3	0.5	0.0	0.0	0.0	0.0	0.0	0.1	5.9
Nacogdoches, TX	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Napa, CA	0.5	0.2	0.2	0.2	0.5	0.0	0.0	0.0	0.0	0.0	0.0	1.6
Naples-Marco Island, FL	2.4	0.9	1.9	1.9	0.5	0.0	0.0	0.0	0.0	0.0	0.2	7.8
Nashville-Davidson--Murfreesboro--Franklin, TN Metropolitan Statistical	6.7	3.3	3.8	4.6	3.2	3.6	4.1	0.0	0.0	0.0	0.7	30.0
Natchez, MS-LA	0.4	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Natchitoches, LA	0.2	0.3	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
New Bern, NC	0.5	0.3	0.2	1.3	0.5	0.0	0.0	0.0	0.0	0.0	0.0	2.8
New Castle, IN	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
New Castle, IN	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
New Castle, PA	0.4	0.2	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.1
New Haven-Milford, CT	5.5	3.1	4.0	3.6	2.3	1.2	0.0	0.0	0.0	0.0	0.6	20.1
New Iberia, LA	0.4	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0
New Orleans-Metairie-Kenner, LA	10.6	5.7	7.7	14.0	9.1	7.1	0.0	0.0	0.0	0.0	1.2	55.3
New Philadelphia-Dover, OH	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Newport, TN	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Newton, IA	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.	
New Ulm, MN	0.0	0.1	0.1	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.6
New York-Northern New Jersey-Long Island, NY-NJ-PA	121.1	63.0	81.2	114.1	91.2	123.5	169.4	120.1	115.4	13.0	1,012.1
Niles-Benton Harbor, MI	0.7	0.2	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.1	1.6
Nogales, AZ	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Norfolk, NE	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
North Platte, NE	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
North Vernon, IN	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
North Wilkesboro, NC	0.2	0.0	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Norwalk, OH	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Norwich-New London, CT	1.0	0.9	0.8	1.3	0.0	0.0	0.0	0.0	0.0	0.1	4.1
Oak Harbor, WA	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Oak Hill, WV	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Ocala, FL	1.6	0.7	0.6	0.8	0.0	0.0	0.0	0.0	0.0	0.1	3.9
Ocean City, NJ	0.5	0.3	0.2	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.4
Ocean Pines, MD	0.3	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Odessa, TX	0.4	0.2	0.6	0.6	0.0	0.0	0.0	0.0	0.0	0.0	1.9
Ogden-Clearfield, UT	1.4	0.8	0.6	0.2	0.0	1.2	0.0	0.0	0.0	0.1	4.4
Ogdensburg-Massena, NY	0.3	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Oil City, PA	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Okeechobee, FL	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Oklahoma City, OK	11.2	4.9	5.5	6.9	2.7	3.6	4.1	0.0	0.0	1.1	40.0
Olean, NY	0.3	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Olympia, WA	0.9	0.8	1.2	0.6	0.0	0.0	0.0	0.0	0.0	0.1	3.7

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

## U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS) PRODUCT LINE: WILLS, ESTATES, AND TRUSTS YEAR: 2013

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.	
Omaha-Council Bluffs, NE-IA	3.7	2.0	2.6	3.6	3.2	3.6	0.0	0.0	0.0	0.4	19.0
Oneonta, NY	0.4	0.1	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Ontario, OR-ID	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Opelousas-Eunice, LA	0.6	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.1	1.3
Orangeburg, SC	0.2	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Orlando-Kissimmee, FL	13.3	6.7	8.6	10.9	9.6	5.9	8.3	0.0	0.0	1.4	64.7
Oshkosh-Neenah, WI	0.4	0.3	0.5	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.6
Oskaloosa, IA	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Ottawa-Streator, IL	0.6	0.3	0.6	0.4	0.0	0.0	0.0	0.0	0.0	0.1	2.1
Ottumwa, IA	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Owatonna, MN	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Owensboro, KY	0.6	0.4	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.5
Owosso, MI	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Oxford, MS	0.3	0.3	0.3	0.8	0.0	0.0	0.0	0.0	0.0	0.0	1.8
Oxnard-Thousand Oaks-Ventura, CA	3.7	2.0	2.1	2.3	0.5	0.0	0.0	0.0	0.0	0.4	10.9
Paducah, KY-IL	0.5	0.3	0.6	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.8
Pahrump, NV	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Palatka, FL	0.3	0.0	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Palestine, TX	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Palm Bay-Melbourne-Titusville, FL	2.7	1.6	1.5	0.6	0.0	0.0	0.0	0.0	0.0	0.2	6.7
Palm Coast, FL	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Pampa, TX	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.	
Panama City-Lynn Haven, FL	0.8	0.5	0.6	0.4	0.0	0.0	0.0	0.0	0.0	0.1	2.4
Paragould, AR	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Paris, TN	0.0	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Paris, TX	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Parkersburg-Marietta-Vienna, WV-OH	0.7	0.5	0.3	0.4	0.0	0.0	0.0	0.0	0.0	0.1	2.1
Parsons, KS	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Pascagoula, MS	0.7	0.2	0.5	0.4	0.0	1.2	0.0	0.0	0.0	0.1	3.1
Payson, AZ	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Pecos, TX	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Pella, IA	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Pendleton-Hermiston, OR	0.3	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Pensacola-Ferry Pass-Brent, FL	1.8	1.0	1.8	1.5	1.4	1.2	0.0	0.0	0.0	0.2	8.9
Peoria, IL	1.5	1.2	1.7	1.7	0.0	1.2	0.0	0.0	0.0	0.1	7.3
Peru, IN	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Philadelphia-Camden-Wilmington, PA-NJ-DE-MD ea	28.9	20.1	27.9	40.5	24.6	41.6	53.7	22.5	0.0	3.4	263.3
Phoenix Lake-Cedar Ridge, CA	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Phoenix-Mesa-Scottsdale, AZ	17.2	8.3	11.8	12.1	13.2	14.3	8.3	0.0	0.0	1.8	86.9
Picayune, MS	0.2	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Pierre, SD	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Pierre Part, LA	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Pine Bluff, AR	0.3	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Pittsburg, KS	0.1	0.1	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Pittsburgh, PA	10.1	5.2	7.0	13.4	5.5	8.3	16.5	15.0	0.0	1.1	82.1

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

## U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS) PRODUCT LINE: WILLS, ESTATES, AND TRUSTS YEAR: 2013

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.	
Pittsfield, MA	0.8	0.5	0.3	0.4	0.0	0.0	0.0	0.0	0.0	0.1	2.2
Plainview, TX	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Platteville, WI	0.1	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Plattsburgh, NY	0.3	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Plymouth, IN	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Pocatello, ID	0.4	0.2	0.2	0.0	0.5	0.0	0.0	0.0	0.0	0.0	1.2
Point Pleasant, WV-OH	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Ponca City, OK	0.2	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Pontiac, IL	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Poplar Bluff, MO	0.2	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Portales, NM	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Port Angeles, WA	0.4	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Portland-South Portland-Biddeford, ME	2.7	1.9	1.9	3.8	1.4	4.8	0.0	0.0	0.0	0.4	16.7
Portland-Vancouver-Beaverton, OR-WA	13.0	5.9	7.2	11.1	5.9	7.1	8.3	0.0	0.0	1.3	59.7
Port St. Lucie, FL	2.2	1.1	1.2	1.5	0.0	1.2	0.0	0.0	0.0	0.2	7.4
Portsmouth, OH	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Pottsville, PA	0.4	0.3	0.3	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.4
Poughkeepsie-Newburgh-Middletown, NY	3.4	1.4	2.2	2.3	0.0	1.2	0.0	0.0	0.0	0.4	10.8
Prescott, AZ	1.0	0.4	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.1	2.1
Price, UT	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Prineville, OR	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1



# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.	
Providence-New Bedford-Fall River, RI-MA	9.7	5.4	5.7	4.6	0.5	5.9	0.0	0.0	0.0	0.9	32.7
Provo-Orem, UT	1.5	0.6	0.8	1.5	0.9	1.2	0.0	0.0	0.0	0.1	6.6
Pullman, WA	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Quincy, IL-MO	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Quincy, IL-MO	0.7	0.2	0.4	0.4	0.0	0.0	0.0	0.0	0.0	0.1	1.9
Quincy, IL-MO	0.2	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Racine, WI	0.5	0.3	0.6	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.9
Raleigh-Cary, NC	5.2	2.6	4.0	6.1	4.6	4.8	0.0	0.0	0.0	0.6	27.8
Rapid City, SD	0.6	0.5	0.5	0.4	0.0	0.0	0.0	0.0	0.0	0.1	2.2
Raymondville, TX	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Reading, PA	0.9	0.7	1.1	1.7	0.0	1.2	0.0	0.0	0.0	0.1	5.7
Red Bluff, CA	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Redding, CA	0.9	0.5	0.9	0.0	0.0	0.0	0.0	0.0	0.0	0.1	2.4
Red Wing, MN	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Reno-Sparks, NV	3.0	1.6	1.5	2.3	0.5	0.0	0.0	0.0	0.0	0.4	9.2
Rexburg, ID	0.1	0.0	0.1	0.0	0.5	0.0	0.0	0.0	0.0	0.0	0.7
Richmond, IN	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Richmond, VA	5.0	3.2	4.8	6.3	3.6	5.9	4.1	15.0	0.0	0.6	48.6
Richmond-Berea, KY	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Rio Grande City-Roma, TX	0.2	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Riverside-San Bernardino-Ontario, CA	8.7	4.6	6.9	6.3	0.5	1.2	0.0	0.0	0.0	0.9	29.1
Riverton, WY	0.3	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Roanoke, VA	1.4	1.1	1.0	1.5	0.5	2.4	0.0	0.0	0.0	0.1	8.0
Roanoke Rapids, NC	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Rochelle, IL	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Rochester, MN	0.5	0.3	0.6	0.0	0.5	0.0	0.0	0.0	0.0	0.0	1.8

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.	
Rochester, NY	4.6	2.0	1.8	4.8	1.8	3.6	4.1	0.0	0.0	0.5	23.1
Rockford, IL	1.4	0.8	1.0	1.7	0.0	1.2	0.0	0.0	0.0	0.1	6.2
Rockingham, NC	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Rockland, ME	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Rock Springs, WY	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Rocky Mount, NC	0.5	0.3	0.1	0.6	0.0	0.0	0.0	0.0	0.0	0.0	1.6
Rolla, MO	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Rome, GA	0.5	0.2	0.2	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.4
Roseburg, OR	0.3	0.1	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Roswell, NM	0.3	0.2	0.1	0.6	0.0	0.0	0.0	0.0	0.0	0.0	1.1
Ruidoso, NM	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Russellville, AR	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Ruston, LA	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Rutland, VT	0.5	0.4	0.2	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.4
Sacramento-- Arden-Arcade-- Roseville, CA	10.0	6.1	7.9	12.3	3.6	4.8	0.0	0.0	0.0	1.1	45.8
Safford, AZ	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Saginaw- Saginaw Township North, MI	0.8	0.7	0.6	0.4	0.5	0.0	0.0	0.0	0.0	0.1	3.1
St. Cloud, MN	0.5	0.3	0.6	0.6	0.9	0.0	0.0	0.0	0.0	0.0	2.9
St. George, UT	0.6	0.3	0.4	0.8	0.0	0.0	0.0	0.0	0.0	0.1	2.3
St. Joseph, MO- KS	0.5	0.3	0.2	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.4
St. Louis, MO-IL	13.1	7.8	9.4	13.4	10.9	8.3	16.5	7.5	0.0	1.4	88.4
St. Marys, GA	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
St. Marys, PA	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Salem, OR	1.8	1.0	1.2	0.8	0.5	0.0	0.0	0.0	0.0	0.2	5.6
Salina, KS	0.2	0.2	0.2	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Salinas, CA	1.7	0.8	0.9	0.8	0.0	0.0	0.0	0.0	0.0	0.1	4.4
Salisbury, MD	0.5	0.4	0.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.5

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.	
Salisbury, NC	0.3	0.3	0.1	0.2	0.5	0.0	0.0	0.0	0.0	0.0	1.4
Salt Lake City, UT	5.8	2.9	4.5	6.3	5.0	14.3	0.0	0.0	0.0	0.6	39.4
San Angelo, TX	0.6	0.2	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.3
San Antonio, TX	9.9	4.8	5.1	5.9	5.9	5.9	0.0	0.0	0.0	1.1	38.6
San Diego-Carlsbad-San Marcos, CA	20.2	8.8	10.5	16.7	7.3	21.4	4.1	0.0	0.0	2.0	91.0
Sandusky, OH	0.3	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Sanford, NC	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
San Francisco-Oakland-Fremont, CA	26.1	13.7	20.3	36.4	27.4	39.2	20.7	7.5	0.0	3.0	194.2
San Jose-Sunnyvale-Santa Clara, CA	8.4	4.7	6.4	7.7	6.8	4.8	8.3	7.5	0.0	0.9	55.5
San Luis Obispo-Paso Robles, CA	1.4	0.8	0.6	0.4	0.0	0.0	0.0	0.0	0.0	0.1	3.5
Santa Barbara-Santa Maria-Goleta, CA	2.0	1.0	2.1	0.8	0.0	0.0	0.0	0.0	0.0	0.2	6.2
Santa Cruz-Watsonville, CA	1.3	0.4	0.4	0.6	0.0	0.0	0.0	0.0	0.0	0.1	2.8
Santa Fe, NM	1.1	0.8	1.0	0.8	0.0	0.0	0.0	0.0	0.0	0.1	3.9
Santa Rosa-Petaluma, CA	2.8	1.1	1.2	1.5	0.0	0.0	0.0	0.0	0.0	0.2	6.7
Sarasota-Bradenton-Venice, FL	4.8	2.4	3.1	2.5	0.0	1.2	0.0	0.0	0.0	0.5	14.4
Sault Ste. Marie, MI	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Savannah, GA	1.6	1.3	1.2	1.3	0.0	1.2	0.0	0.0	0.0	0.2	6.8
Sayre, PA	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Scottsbluff, NE	0.2	0.0	0.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.		
Scottsboro, AL	0.3	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Scottsburg, IN	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Scranton--Wilkes-Barre, PA	3.2	1.7	2.4	1.9	0.5	0.0	0.0	0.0	0.0	0.4	0.0	10.0
Seaford, DE	0.4	0.5	0.9	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	2.2
Searcy, AR	0.2	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Seattle-Tacoma-Bellevue, WA	18.8	9.9	14.6	13.8	16.0	13.1	16.5	7.5	0.0	2.0	0.0	112.2
Sebastian-Vero Beach, FL	0.6	0.6	0.3	0.4	0.0	0.0	0.0	0.0	0.0	0.1	0.0	2.0
Sebring, FL	0.3	0.3	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Sedalia, MO	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Selinsgrove, PA	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Selma, AL	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Seneca, SC	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Seneca Falls, NY	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Sevierville, TN	0.3	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Seymour, IN	0.1	0.0	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Shawnee, OK	0.4	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Sheboygan, WI	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Shelby, NC	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Shelbyville, TN	0.1	0.1	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Shelton, WA	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Sheridan, WY	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Sherman-Denison, TX	0.6	0.3	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.0	1.4
Shreveport-Bossier City, LA	2.0	0.9	1.3	3.1	0.5	0.0	0.0	0.0	0.0	0.2	0.0	8.0
Sidney, OH	0.1	0.0	0.2	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Sierra Vista-Douglas, AZ	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Sikeston, MO	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.		
Silver City, NM	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Silverthorne, CO	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Sioux City, IA-NE-SD	0.7	0.4	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.1	1.8
Sioux Falls, SD	0.9	0.4	1.0	0.6	0.9	0.0	0.0	0.0	0.0	0.0	0.1	3.9
Somerset, KY	0.3	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
South Bend-Mishawaka, IN-MI	0.3	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
South Bend-Mishawaka, IN-MI	0.3	0.0	0.1	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
South Bend-Mishawaka, IN-MI	1.2	0.7	1.0	1.0	0.5	0.0	0.0	0.0	0.0	0.0	0.1	4.5
Southern Pines-Pinehurst, NC	0.4	0.2	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.2
Spartanburg, SC	0.9	0.7	0.8	0.6	0.5	0.0	0.0	0.0	0.0	0.0	0.1	3.6
Spearfish, SD	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Spencer, IA	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Spirit Lake, IA	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Spokane, WA	2.5	1.7	1.6	2.3	2.7	0.0	0.0	0.0	0.0	0.0	0.2	11.1
Springfield, IL	0.9	0.6	1.3	0.8	0.5	0.0	0.0	0.0	0.0	0.0	0.1	4.2
Springfield, MA	3.7	1.9	1.1	2.1	0.9	0.0	0.0	0.0	0.0	0.0	0.4	10.1
Springfield, MO	2.0	1.3	1.4	2.9	0.5	0.0	0.0	0.0	0.0	0.0	0.2	8.3
Springfield, OH	0.4	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.2
Starkville, MS	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
State College, PA	0.3	0.2	0.4	0.0	0.5	0.0	0.0	0.0	0.0	0.0	0.0	1.4
Statesboro, GA	0.1	0.1	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Statesville-Mooresville, NC	0.6	0.3	0.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.5

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.		
Staunton-Waynesboro, VA	0.3	0.2	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Stephenville, TX	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Sterling, CO	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Sterling, IL	0.2	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Stevens Point, WI	0.1	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Stillwater, OK	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Stockton, CA	1.4	1.1	0.6	1.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	4.4
Storm Lake, IA	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Sturgis, MI	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Sulphur Springs, TX	0.2	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Summerville, GA	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Sumter, SC	0.3	0.3	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Sunbury, PA	0.3	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Susanville, CA	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Sweetwater, TX	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Syracuse, NY	3.0	1.5	2.1	3.6	1.8	1.2	0.0	0.0	0.0	0.4	0.0	13.5
Tahlequah, OK	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Talladega-Sylacauga, AL	0.3	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Tallahassee, FL	2.7	2.3	3.1	5.9	2.3	2.4	0.0	0.0	0.0	0.4	0.0	18.9
Tallulah, LA	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Tampa-St. Petersburg-Clearwater, FL	18.9	10.1	13.6	17.3	9.1	15.4	8.3	7.5	0.0	2.0	0.0	102.3
Taos, NM	0.3	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Taylorville, IL	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Terre Haute, IN	0.6	0.5	0.4	0.2	0.0	1.2	0.0	0.0	0.0	0.1	0.0	3.0
Texarkana, TX-Texarkana, AR	0.7	0.3	0.8	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.1	2.1

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.		
The Villages, FL	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Thomaston, GA	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Thomasville, GA	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Thomasville-Lexington, NC	0.4	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Tiffin, OH	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Tifton, GA	0.2	0.0	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Toccoa, GA	0.1	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Toledo, OH	2.7	1.8	2.2	1.9	1.4	2.4	0.0	0.0	0.0	0.4	0.4	12.6
Topeka, KS	1.3	0.9	1.5	0.8	0.5	0.0	0.0	0.0	0.0	0.1	0.1	5.1
Torrington, CT	0.9	0.7	0.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	2.1
Traverse City, MI	0.7	0.6	0.6	0.8	0.0	0.0	0.0	0.0	0.0	0.0	0.1	2.8
Trenton-Ewing, NJ	1.9	1.2	1.9	2.1	2.3	2.4	0.0	0.0	0.0	0.2	0.2	11.9
Troy, AL	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Truckee-Grass Valley, CA	0.7	0.0	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Tucson, AZ	5.0	2.3	2.8	3.1	1.8	1.2	0.0	0.0	0.0	0.5	0.5	16.8
Tullahoma, TN	0.3	0.3	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Tulsa, OK	5.6	2.6	2.6	5.6	1.8	5.9	0.0	0.0	0.0	0.6	0.6	24.8
Tupelo, MS	0.8	0.2	0.3	0.4	0.5	0.0	0.0	0.0	0.0	0.0	0.1	2.3
Tuscaloosa, AL	1.0	0.9	0.7	0.6	0.5	0.0	0.0	0.0	0.0	0.0	0.1	3.8
Tuskegee, AL	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Twin Falls, ID	0.6	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.1
Tyler, TX	1.4	1.0	0.8	1.7	0.0	0.0	0.0	0.0	0.0	0.0	0.1	5.0
Ukiah, CA	0.4	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Union, SC	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Union City, TN-KY	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Urbana, OH	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Utica-Rome, NY	1.2	0.6	0.6	0.2	0.5	0.0	0.0	0.0	0.0	0.0	0.1	3.2
Uvalde, TX	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
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**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.	
Valdosta, GA	0.7	0.6	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.1	1.9
Vallejo-Fairfield, CA	0.7	0.6	0.6	0.2	0.0	0.0	0.0	0.0	0.0	0.1	2.2
Valley, AL	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Van Wert, OH	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Vermillion, SD	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Vernal, UT	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Vernon, TX	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Vicksburg, MS	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Victoria, TX	0.4	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.1
Vidalia, GA	0.1	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Vincennes, IN	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Vineland-Millville-Bridgeton, NJ	0.6	0.5	0.7	0.6	0.0	0.0	0.0	0.0	0.0	0.1	2.5
Virginia Beach-Norfolk-Newport News, VA-NC	5.3	3.9	4.9	4.6	5.5	4.8	8.3	0.0	0.0	0.6	37.8
Visalia-Porterville, CA	0.6	0.6	0.6	0.0	0.0	0.0	0.0	0.0	0.0	0.1	2.0
Wabash, IN	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Waco, TX	0.8	0.4	0.3	1.0	0.5	0.0	0.0	0.0	0.0	0.1	3.2
Wahpeton, ND-MN	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Walla Walla, WA	0.3	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Walterboro, SC	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Wapakoneta, OH	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Warner Robins, GA	0.5	0.3	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Warren, PA	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Warrensburg, MO	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Warsaw, IN	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Washington, IN	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1



# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

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**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
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Washington, NC	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Washington, OH	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Washington-Arlington-Alexandria, DC-VA-MD-WV	29.8	18.6	25.4	40.8	34.7	73.6	82.7	75.1	0.0	3.4	383.9	
Waterloo-Cedar Falls, IA	0.5	0.4	0.5	0.8	0.0	0.0	0.0	0.0	0.0	0.1	2.3	
Watertown, SD	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3	
Wauchula, FL	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5	
Wauchula, FL	0.2	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.7	
Wauchula, FL	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Wausau, WI	0.3	0.5	0.7	0.6	0.0	1.2	0.0	0.0	0.0	0.0	3.3	
Waycross, GA	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5	
Weirton-Steubenville, WV-OH	0.6	0.3	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.1	
Wenatchee, WA	0.4	0.3	0.4	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.5	
West Helena, AR	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	
West Plains, MO	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3	
West Point, MS	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	
Wheeling, WV-OH	0.7	0.8	1.0	0.8	0.0	1.2	0.0	0.0	0.0	0.1	4.7	
Whitewater, WI	0.4	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.9	
Wichita, KS	2.3	1.1	2.4	1.7	1.8	0.0	0.0	0.0	0.0	0.2	9.6	
Wichita Falls, TX	0.7	0.2	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.1	1.6	
Williamsport, PA	0.3	0.3	0.4	0.8	0.0	0.0	0.0	0.0	0.0	0.0	1.9	
Willimantic, CT	0.4	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8	
Williston, ND	0.1	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3	
Willmar, MN	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5	
Wilmington, NC	2.3	1.1	1.4	0.6	0.5	0.0	0.0	0.0	0.0	0.2	6.2	

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2013**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500-999 Emps.	>1000 Emps.	Un-known Emps.		
Wilmington, OH	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Wilson, NC	0.2	0.1	0.3	0.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.2
Winchester, VA-WV	0.5	0.4	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.3
Winfield, KS	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Winona, MN	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Winston-Salem, NC	1.9	1.1	1.3	1.9	1.8	1.2	4.1	0.0	0.0	0.2	0.0	13.6
Woodward, OK	0.2	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Wooster, OH	0.2	0.1	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Worcester, MA	3.8	1.9	1.6	1.0	0.9	1.2	0.0	0.0	0.0	0.4	0.0	10.7
Worthington, MN	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Yakima, WA	0.8	0.5	0.6	0.8	0.0	0.0	0.0	0.0	0.0	0.1	0.0	2.9
Yankton, SD	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Yazoo City, MS	0.0	0.0	0.0	0.0	0.5	0.0	0.0	0.0	0.0	0.0	0.0	0.5
York-Hanover, PA	1.0	0.9	0.4	0.8	0.9	0.0	0.0	0.0	0.0	0.1	0.0	4.2
Youngstown-Warren-Boardman, OH-PA	2.2	1.1	1.2	1.5	0.0	0.0	0.0	0.0	0.0	0.2	0.0	6.2
Yuba City, CA	0.4	0.4	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Yuma, AZ	0.4	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Zanesville, OH	0.2	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9

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**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
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**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.	
U.S. Total	1,623.4	868.0	1,072.4	1,392.6	880.2	1,090.5	939.0	505.3	134.9	160.0	8,666.3
Abbeville, LA	0.3	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Aberdeen, SD	0.3	0.0	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Aberdeen, WA	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Abilene, TX	0.9	0.3	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.1	1.7
Adrian, MI	0.2	0.1	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Adrian, MI	0.3	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Akron, OH	3.1	1.4	1.4	3.1	2.4	2.5	0.0	0.0	0.0	0.4	14.3
Alamogordo, NM	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Albany, GA	0.9	0.5	0.7	0.2	0.0	0.0	0.0	0.0	0.0	0.1	2.4
Albany-Lebanon, OR	0.3	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Albany-Schenectady-Troy, NY	4.3	3.0	5.0	5.5	3.4	2.5	0.0	0.0	0.0	0.5	24.2
Albemarle, NC	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Albert Lea, MN	0.0	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Albertville, AL	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Albuquerque, NM	5.8	3.8	4.4	4.6	2.4	2.5	0.0	0.0	0.0	0.6	24.2
Alexander City, AL	0.3	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Alexandria, LA	1.2	0.6	0.5	1.1	1.0	0.0	0.0	0.0	0.0	0.1	4.4
Alexandria, MN	0.1	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Alice, TX	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Allegan, MI	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Allentown-Bethlehem-Easton, PA-NJ	3.5	1.9	2.0	1.8	0.0	0.0	0.0	0.0	0.0	0.4	9.4
Alma, MI	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Alpena, MI	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Altoona, PA	0.6	0.2	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.5
Altus, OK	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Amarillo, TX	1.2	0.6	0.5	1.1	0.5	0.0	0.0	0.0	0.0	0.1	4.0
Americus, GA	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Ames, IA	0.3	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.		
Amsterdam, NY	0.3	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Anchorage, AK	2.7	1.4	2.9	1.5	0.0	0.0	0.0	0.0	0.0	0.0	0.2	8.7
Anderson, IN	0.6	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Anderson, SC	0.7	0.5	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	1.5
Andrews, TX	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Angola, IN	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Ann Arbor, MI	1.8	1.0	1.3	1.1	0.5	0.0	0.0	0.0	0.0	0.0	0.2	5.9
Anniston-Oxford, AL	0.6	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Appleton, WI	0.6	0.5	0.8	1.1	0.0	0.0	0.0	0.0	0.0	0.0	0.1	3.1
Arcadia, FL	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Ardmore, OK	0.5	0.2	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Arkadelphia, AR	0.0	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Asheville, NC	2.2	1.3	1.4	0.9	1.4	0.0	0.0	0.0	0.0	0.0	0.2	7.5
Ashland, OH	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Ashtabula, OH	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Astoria, OR	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Atchison, KS	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Athens, OH	0.2	0.2	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Athens, TN	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Athens, TX	0.2	0.0	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Athens-Clarke County, GA	0.9	0.5	0.6	0.4	0.5	0.0	0.0	0.0	0.0	0.0	0.1	3.1
Atlanta-Sandy Springs-Marietta, GA	32.6	13.2	16.3	22.2	18.2	26.2	17.4	15.8	0.0	3.2	165.1	
Atlantic City, NJ	1.7	0.9	1.6	1.1	0.0	1.2	0.0	0.0	0.0	0.1	6.7	
Auburn, IN	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Auburn, NY	0.2	0.0	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Auburn-Opelika, AL	0.4	0.4	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.1
Augusta-Richmond County, GA-SC	2.9	1.2	1.1	0.2	0.5	0.0	0.0	0.0	0.0	0.2	6.1	

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
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**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.	
Augusta-Waterville, ME	0.5	0.5	0.7	0.7	0.0	0.0	0.0	0.0	0.0	0.1	2.5
Austin, MN	0.1	0.0	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Austin-Round Rock, TX	11.0	4.4	7.7	10.1	7.7	11.2	0.0	0.0	0.0	1.1	53.3
Bainbridge, GA	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Bakersfield, CA	1.9	1.3	0.4	1.3	0.0	2.5	0.0	0.0	0.0	0.2	7.6
Baltimore-Towson, MD	14.0	8.4	11.6	12.5	9.6	10.0	13.0	0.0	0.0	1.6	80.8
Bangor, ME	0.6	0.6	0.6	0.2	1.0	0.0	0.0	0.0	0.0	0.1	3.1
Baraboo, WI	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Barnstable Town, MA	1.9	0.5	0.8	0.2	0.0	0.0	0.0	0.0	0.0	0.1	3.5
Barre, VT	0.4	0.4	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.2
Bartlesville, OK	0.2	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Bastrop, LA	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Batavia, NY	0.3	0.0	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Batesville, AR	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Baton Rouge, LA	5.3	3.3	3.7	2.9	2.9	3.7	0.0	0.0	0.0	0.6	22.3
Battle Creek, MI	0.5	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.1
Bay City, MI	0.4	0.3	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.2
Bay City, TX	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Beatrice, NE	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Beaumont-Port Arthur, TX	2.2	0.9	1.2	1.3	1.4	2.5	0.0	0.0	0.0	0.2	9.8
Beaver Dam, WI	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Beckley, WV	0.3	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Bedford, IN	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Beeville, TX	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Bellefontaine, OH	0.1	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Bellingham, WA	1.1	0.8	0.8	0.0	0.0	0.0	0.0	0.0	0.0	0.1	2.9

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
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**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
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Bemidji, MN	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Bend, OR	0.9	0.4	0.8	0.7	0.0	0.0	0.0	0.0	0.0	0.1	2.9
Bennettsville, SC	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Bennington, VT	0.3	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Berlin, NH-VT	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Big Rapids, MI	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Big Spring, TX	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Billings, MT	1.2	0.5	0.8	0.9	0.5	0.0	0.0	0.0	0.0	0.1	3.9
Binghamton, NY	0.9	0.4	0.5	0.2	1.0	1.2	0.0	0.0	0.0	0.1	4.3
Birmingham-Hoover, AL	6.3	4.1	4.5	8.1	4.3	8.7	8.7	0.0	0.0	0.7	45.5
Bishop, CA	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Bismarck, ND	0.8	0.3	0.5	0.4	0.0	0.0	0.0	0.0	0.0	0.1	2.1
Blackfoot, ID	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Boone, NC	0.5	0.4	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.3
Borger, TX	0.4	0.3	0.6	0.4	0.5	0.0	0.0	0.0	0.0	0.0	2.3
Boston-Cambridge-Quincy, MA-NH	0.7	0.6	0.6	0.9	0.5	0.0	0.0	0.0	0.0	0.1	3.4
Boulder, CO	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Bowling Green, KY	0.6	0.3	0.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.4
Bozeman, MT	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Bradford, PA	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Brainerd, MN	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Branson, MO	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Borger, TX	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Borger, TX	0.2	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Borger, TX	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Boston-Cambridge-Quincy, MA-NH	33.2	15.7	19.0	23.5	18.2	23.7	34.8	39.5	0.0	3.4	211.2
Boulder, CO	3.1	1.1	0.8	2.2	0.0	0.0	0.0	0.0	0.0	0.2	7.4
Bowling Green, KY	0.5	0.4	0.6	0.9	0.0	1.2	0.0	0.0	0.0	0.1	3.8

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

## U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS) PRODUCT LINE: WILLS, ESTATES, AND TRUSTS YEAR: 2014

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.	
Bozeman, MT	0.9	0.3	0.6	0.0	0.0	0.0	0.0	0.0	0.0	0.1	1.9
Bradford, PA	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Brainerd, MN	0.4	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Branson, MO	0.3	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Bremerton-Silverdale, WA	1.2	0.5	1.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	2.8
Brenham, TX	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Brevard, NC	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Bridgeport-Stamford-Norwalk, CT	6.5	3.4	3.9	6.8	2.9	0.0	0.0	0.0	0.0	0.7	24.2
Brigham City, UT	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Brookhaven, MS	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Brookings, OR	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Brookings, SD	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Brownsville, TN	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Brownsville-Harlingen, TX	1.6	0.7	1.3	0.7	0.0	0.0	0.0	0.0	0.0	0.1	4.4
Brownwood, TX	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Brunswick, GA	0.8	0.3	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.1	1.8
Bucyrus, OH	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Buffalo-Niagara Falls, NY	5.9	3.3	4.3	7.5	5.8	6.2	4.3	0.0	0.0	0.6	37.9
Burley, ID	0.2	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Burlington, IA-IL	0.1	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Burlington, NC	0.5	0.1	0.0	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.1
Burlington-South Burlington, VT	1.1	1.0	1.5	0.7	1.9	0.0	0.0	0.0	0.0	0.1	6.3
Butte-Silver Bow, MT	0.2	0.0	0.0	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Cadillac, MI	0.1	0.0	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Calhoun, GA	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.		
Cambridge, MD	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Cambridge, OH	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Camden, AR	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Campbellsville, KY	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Canon City, CO	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Canton, IL	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Canton-Massillon, OH	1.6	0.8	0.8	0.7	0.5	0.0	0.0	0.0	0.0	0.0	0.1	4.5
Cape Coral-Fort Myers, FL	3.0	1.4	2.0	2.6	1.0	1.2	0.0	0.0	0.0	0.0	0.4	11.6
Cape Girardeau-Jackson, MO-IL	0.4	0.1	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Carbondale, IL	0.3	0.1	0.7	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.4
Carlsbad-Artesia, NM	0.2	0.1	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Carson City, NV	0.4	0.3	0.3	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.4
Casper, WY	0.5	0.4	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.5
Cedar City, UT	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Cedar Rapids, IA	0.9	0.9	0.9	0.7	1.4	0.0	0.0	0.0	0.0	0.0	0.1	4.9
Cedartown, GA	0.2	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Celina, OH	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Central City, KY	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Centralia, IL	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Centralia, WA	0.2	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Chambersburg, PA	0.4	0.3	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.1
Champaign-Urbana, IL	0.8	0.5	0.8	0.9	0.5	0.0	0.0	0.0	0.0	0.0	0.1	3.5
Charleston, WV	2.1	1.2	1.8	3.5	2.4	5.0	0.0	0.0	0.0	0.0	0.2	16.2



# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.	
Charleston-Mattoon, IL	0.2	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Charleston-North Charleston, SC	4.6	2.7	2.5	5.1	1.9	2.5	0.0	0.0	0.0	0.5	19.7
Charlotte-Gastonia-Concord, NC-SC	7.1	4.4	5.5	7.3	5.8	7.5	4.3	0.0	0.0	0.7	42.6
Charlottesville, VA	0.7	0.5	1.4	1.1	0.0	0.0	0.0	0.0	0.0	0.1	3.8
Chattanooga, TN-GA	1.9	1.2	1.4	2.2	1.4	2.5	0.0	0.0	0.0	0.2	10.9
Chester, SC	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Cheyenne, WY	1.2	0.5	0.6	0.7	0.0	0.0	0.0	0.0	0.0	0.1	3.1
Chicago-Naperville-Joliet, IL-IN-WI	59.4	29.8	37.5	47.7	28.3	55.0	78.2	39.5	13.5	6.3	395.1
Chico, CA	1.2	0.7	0.5	0.0	0.0	0.0	0.0	0.0	0.0	0.1	2.5
Chillicothe, OH	0.3	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Cincinnati-Middletown, OH-KY-IN	7.5	4.5	5.7	9.2	6.2	6.2	4.3	0.0	0.0	0.9	44.6
City of The Dalles, OR	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Claremont, NH	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Clarksburg, WV	0.4	0.3	0.3	0.2	0.0	1.2	0.0	0.0	0.0	0.0	2.5
Clarksdale, MS	0.2	0.1	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Clarksville, TN-KY	0.7	0.5	0.4	0.7	0.0	0.0	0.0	0.0	0.0	0.1	2.4
Clearlake, CA	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Cleveland, MS	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Cleveland, TN	0.4	0.2	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Cleveland-Elyria-Mentor, OH	10.7	6.0	6.4	11.4	10.1	12.5	17.4	7.9	0.0	1.1	83.4

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.	
Clewiston, FL	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Clinton, IA	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Clovis, NM	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Coeur d'Alene, ID	1.1	0.6	0.3	0.2	0.5	0.0	0.0	0.0	0.0	0.1	2.8
Coffeyville, KS	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Coldwater, MI	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
College Station-Bryan, TX	0.7	0.4	0.7	0.2	0.0	0.0	0.0	0.0	0.0	0.1	2.2
Colorado Springs, CO	4.0	1.5	2.0	1.3	0.0	0.0	0.0	0.0	0.0	0.4	9.1
Columbia, MO	0.9	0.6	1.1	0.2	0.0	1.2	0.0	0.0	0.0	0.1	4.2
Columbia, SC	4.6	2.4	4.2	5.9	3.8	3.7	8.7	0.0	0.0	0.5	33.8
Columbia, TN	0.2	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Columbus, GA-AL	1.3	0.8	0.6	0.7	0.5	0.0	0.0	0.0	0.0	0.1	4.0
Columbus, IN	0.2	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Columbus, MS	0.2	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Columbus, NE	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Columbus, OH	8.0	5.0	6.4	8.8	5.3	10.0	4.3	0.0	0.0	0.9	48.6
Concord, NH	1.0	0.5	0.8	1.3	1.0	0.0	0.0	0.0	0.0	0.1	4.8
Connersville, IN	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Cookeville, TN	0.4	0.4	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Coos Bay, OR	0.3	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Corbin, KY	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Cordele, GA	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Corinth, MS	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Cornelia, GA	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Corpus Christi, TX	2.3	1.3	2.1	3.1	0.5	1.2	0.0	0.0	0.0	0.2	10.7
Corpus Christi, TX	2.3	1.3	2.1	3.1	0.5	1.2	0.0	0.0	0.0	0.2	10.7
Corvallis, OR	0.2	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Corvallis, OR	0.2	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Corvallis, OR	0.3	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.		
Coshocton, OH	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Crawfordsville, IN	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Crescent City, CA	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Crossville, TN	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Crowley, LA	0.2	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Cullman, AL	0.3	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Culpeper, VA	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Cumberland, MD-WV	0.4	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Dallas-Fort Worth-Arlington, TX	31.6	17.6	17.8	30.1	19.7	25.0	30.4	7.9	0.0	3.3		183.4
Dalton, GA	0.3	0.4	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.2
Danville, IL	0.3	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Danville, KY	0.3	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Danville, VA	0.3	0.1	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Daphne-Fairhope-Foley, AL	1.2	0.6	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.1		2.4
Davenport-Moline-Rock Island, IA-IL	1.6	0.7	1.5	1.3	0.5	0.0	0.0	0.0	0.0	0.1		5.8
Dayton, OH	3.0	1.7	1.6	3.5	2.9	0.0	0.0	0.0	0.0	0.4		13.1
Decatur, AL	0.5	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.2
Decatur, IL	0.4	0.5	0.3	0.2	0.5	0.0	0.0	0.0	0.0	0.0	0.0	1.9
Decatur, IN	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Defiance, OH	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Del Rio, TX	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Deltona-Daytona Beach-Ormond Beach, FL	2.7	1.5	1.4	0.7	1.0	0.0	0.0	0.0	0.0	0.2		7.5
Deming, NM	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Denver-Aurora, CO	18.0	7.9	11.9	19.6	13.9	8.7	8.7	0.0	0.0	1.8		90.6

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
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**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.	
De Ridder, LA	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Des Moines-West Des Moines, IA	2.8	2.1	1.7	4.2	3.4	3.7	0.0	0.0	0.0	0.4	18.2
Detroit-Warren-Livonia, MI	22.4	11.3	15.5	20.4	13.9	22.5	4.3	0.0	0.0	2.3	112.6
Dickinson, ND	0.1	0.0	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Dillon, SC	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Dixon, IL	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Dodge City, KS	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Dothan, AL	1.0	0.6	0.8	0.2	0.0	0.0	0.0	0.0	0.0	0.1	2.6
Douglas, GA	0.2	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Dover, DE	0.2	0.5	0.4	0.4	0.5	0.0	0.0	0.0	0.0	0.0	2.1
Dublin, GA	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
DuBois, PA	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Dubuque, IA	0.3	0.2	0.4	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.4
Duluth, MN-WI	0.8	0.9	0.9	0.7	0.5	0.0	0.0	0.0	0.0	0.1	3.9
Dumas, TX	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Duncan, OK	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Dunn, NC	0.3	0.2	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Durango, CO	0.6	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Durant, OK	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Durham, NC	2.4	1.3	2.3	1.5	1.4	2.5	0.0	0.0	0.0	0.2	11.7
Dyersburg, TN	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Eagle Pass, TX	0.1	0.1	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.7
East Liverpool-Salem, OH	0.3	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Easton, MD	0.2	0.1	0.2	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.9
East Stroudsburg, PA	0.5	0.4	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.4
Eau Claire, WI	0.5	0.5	0.3	0.2	1.0	0.0	0.0	0.0	0.0	0.0	2.4
Edwards, CO	0.4	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Effingham, IL	0.1	0.1	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.4
El Campo, TX	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
El Centro, CA	0.4	0.3	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.2

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.		
El Dorado, AR	0.2	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Elizabeth City, NC	0.2	0.0	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Elizabethtown, KY	0.4	0.3	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Elk City, OK	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Elkhart-Goshen, IN	0.4	0.4	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.5
Elko, NV	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Ellensburg, WA	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Elmira, NY	0.2	0.3	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
El Paso, TX	3.0	1.6	1.1	2.0	1.4	0.0	0.0	0.0	0.0	0.2	9.4	
Emporia, KS	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Enid, OK	0.3	0.1	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.1
Enterprise-Ozark, AL	0.5	0.1	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Erie, PA	0.9	0.5	0.3	0.7	0.5	1.2	0.0	0.0	0.0	0.1	4.2	
Escanaba, MI	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Espanola, NM	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Eufaula, AL-GA	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Eugene-Springfield, OR	2.2	0.7	0.7	3.1	0.5	0.0	0.0	0.0	0.0	0.2	7.5	
Eureka-Arcata-Fortuna, CA	0.6	0.4	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.1	1.2	
Evanston, WY	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Evansville, IN-KY	1.4	0.8	0.8	1.3	0.0	0.0	0.0	0.0	0.0	0.1	4.5	
Fairbanks, AK	0.4	0.1	0.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.1
Fairmont, MN	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Fairmont, WV	0.3	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Fallon, NV	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Fargo, ND-MN	0.6	0.7	0.8	1.1	0.5	0.0	0.0	0.0	0.0	0.1	3.7	
Faribault-Northfield, MN	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Farmington, MO	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.		
Farmington, NM	0.5	0.4	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Fayetteville, NC	1.1	0.9	1.1	0.2	0.0	1.2	0.0	0.0	0.0	0.0	0.1	4.7
Fayetteville-Springdale-Rogers, AR-MO	2.4	0.9	1.4	1.3	0.0	1.2	0.0	0.0	0.0	0.0	0.2	7.6
Fergus Falls, MN	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Fernley, NV	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Findlay, OH	0.3	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Fitzgerald, GA	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Flagstaff, AZ	0.5	0.3	0.2	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.5
Flint, MI	1.9	0.9	1.2	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.2	4.7
Florence, SC	0.6	0.6	0.8	1.1	0.0	0.0	0.0	0.0	0.0	0.0	0.1	3.3
Florence-Muscle Shoals, AL	1.0	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	1.7
Fond du Lac, WI	0.2	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Forest City, NC	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Forrest City, AR	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Fort Dodge, IA	0.3	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Fort Dodge, IA	0.3	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Fort Morgan, CO	0.1	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Fort Morgan, CO	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Fort Morgan, CO	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Fort Payne, AL	0.3	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Fort Polk South, LA	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Fort Smith, AR-OK	1.3	0.4	0.7	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.1	2.8
Fort Valley, GA	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
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**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.	
Fort Walton Beach-Crestview-Destin, FL	0.9	0.8	0.8	0.4	0.0	0.0	0.0	0.0	0.0	0.1	3.0
Fort Wayne, IN	1.5	1.0	0.4	2.6	1.4	0.0	0.0	0.0	0.0	0.1	7.1
Frankfort, IN	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Frankfort, KY	0.4	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Fredericksburg, TX	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Freeport, IL	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Fremont, NE	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Fremont, OH	0.3	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Fresno, CA	3.4	2.3	4.1	3.1	1.9	1.2	0.0	0.0	0.0	0.4	16.4
Gadsden, AL	0.5	0.4	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.1
Gaffney, SC	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Gainesville, FL	1.7	1.0	1.7	1.1	0.5	0.0	0.0	0.0	0.0	0.1	6.1
Gainesville, GA	0.7	0.2	0.3	0.7	0.0	0.0	0.0	0.0	0.0	0.1	2.1
Gainesville, TX	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Galesburg, IL	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Gallup, NM	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Garden City, KS	0.2	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Gardnerville Ranchos, NV	0.2	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Georgetown, SC	0.4	0.1	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Gettysburg, PA	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Gillette, WY	0.3	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Glasgow, KY	0.1	0.3	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Glens Falls, NY	0.6	0.3	0.3	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.6
Gloversville, NY	0.3	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Goldsboro, NC	0.4	0.2	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.1
Granbury, TX	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Grand Forks, ND-MN	0.3	0.3	0.7	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.7

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**YEAR: 2014**

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	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.	
Grand Island, NE	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Grand Junction, CO	0.8	0.5	0.4	0.7	0.0	0.0	0.0	0.0	0.0	0.1	2.5
Grand Rapids-Wyoming, MI	2.9	1.7	2.3	2.9	1.0	5.0	4.3	0.0	0.0	0.4	20.4
Grants, NM	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Grants Pass, OR	0.2	0.0	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Great Bend, KS	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Great Falls, MT	0.5	0.4	0.4	0.9	0.0	0.0	0.0	0.0	0.0	0.0	2.2
Greeley, CO	0.7	0.3	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.1	1.4
Green Bay, WI	0.8	0.5	0.8	0.9	0.5	0.0	0.0	0.0	0.0	0.1	3.6
Greeneville, TN	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Greensboro-High Point, NC	2.6	1.5	2.0	2.4	2.4	1.2	0.0	0.0	0.0	0.2	12.3
Greensburg, IN	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Greenville, MS	0.3	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Greenville, NC	0.9	0.5	0.9	0.2	0.5	0.0	0.0	0.0	0.0	0.1	3.2
Greenville, OH	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Greenville-Mauldin-Easley, SC	3.1	2.0	2.1	2.9	1.9	2.5	0.0	0.0	0.0	0.4	14.9
Greenwood, MS	0.2	0.1	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Greenwood, SC	0.2	0.3	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Grenada, MS	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Gulfport-Biloxi, MS	1.4	0.6	1.1	1.5	0.0	0.0	0.0	0.0	0.0	0.1	4.7
Guymon, OK	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Hagerstown-Martinsburg, MD-WV	0.9	0.8	0.3	0.7	0.5	0.0	0.0	0.0	0.0	0.1	3.3
Hammond, LA	0.7	0.2	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.1	1.5



# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

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**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
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Hanford-Corcoran, CA	0.2	0.0	0.1	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Hannibal, MO	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Harriman, TN	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Harrisburg, IL	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Harrisburg-Carlisle, PA	2.7	2.0	2.5	5.9	1.4	1.2	0.0	0.0	0.0	0.4	16.2	
Harrison, AR	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	
Harrisonburg, VA	0.5	0.1	0.6	0.7	0.0	0.0	0.0	0.0	0.0	0.0	1.8	
Hartford-West Hartford-East Hartford, CT	6.6	5.1	5.8	5.9	3.8	7.5	4.3	0.0	0.0	0.7	39.9	
Hastings, NE	0.1	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5	
Hattiesburg, MS	1.0	0.6	0.5	0.4	0.0	0.0	0.0	0.0	0.0	0.1	2.7	
Havre, MT	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	
Hays, KS	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4	
Heber, UT	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	
Helena, MT	0.5	0.2	0.4	0.4	0.5	0.0	0.0	0.0	0.0	0.0	2.1	
Henderson, NC	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3	
Hereford, TX	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	
Hickory-Lenoir-Morganton, NC	1.1	1.0	0.5	0.2	0.0	0.0	0.0	0.0	0.0	0.1	2.9	
Hilo, HI	0.6	0.3	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.4	
Hilton Head Island-Beaufort, SC	1.0	1.2	1.0	0.4	0.0	0.0	0.0	0.0	0.0	0.1	3.8	
Hinesville-Fort Stewart, GA	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3	
Hobbs, NM	0.1	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6	
Holland-Grand Haven, MI	0.5	0.4	0.3	0.7	0.0	0.0	0.0	0.0	0.0	0.0	1.8	
Homosassa Springs, FL	0.5	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0	
Honolulu, HI	4.9	2.7	2.4	6.4	2.9	5.0	0.0	0.0	0.0	0.5	24.7	
Hood River, OR	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4	

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.		
Hope, AR	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Hot Springs, AR	0.7	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.1	1.4
Houghton, MI	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Houma-Bayou Cane-Thibodaux, LA	1.3	0.8	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.1	2.7
Houston-Sugar Land-Baytown, TX	31.5	14.7	17.9	25.9	18.7	22.5	21.7	15.8	0.0	3.2	172.0	
Hudson, NY	0.4	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Humboldt, TN	0.1	0.2	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Huntingdon, PA	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Huntington, IN	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Huntington-Ashland, WV-KY-OH	1.1	0.9	0.7	1.3	0.5	0.0	0.0	0.0	0.0	0.1	4.6	
Huntsville, AL	1.9	1.1	1.4	1.1	1.4	0.0	0.0	0.0	0.0	0.2	7.2	
Huntsville, TX	0.1	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Huron, SD	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Hutchinson, KS	0.2	0.0	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Hutchinson, MN	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Idaho Falls, ID	0.8	0.6	0.5	0.2	0.0	0.0	0.0	0.0	0.0	0.1	2.3	
Indianapolis-Carmel, IN	7.3	4.2	6.1	6.8	5.3	7.5	13.0	0.0	0.0	0.9	51.1	
Indianapolis-Carmel, IN	7.3	4.2	6.1	6.8	5.3	7.5	13.0	0.0	0.0	0.9	51.1	
Iron Mountain, MI-WI	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Iron Mountain, MI-WI	0.5	0.5	0.6	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.8
Iron Mountain, MI-WI	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Ithaca, NY	0.4	0.3	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.3
Jackson, MI	0.5	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Jackson, MS	3.5	2.4	2.2	5.5	4.3	3.7	4.3	0.0	0.0	0.4	26.4	

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

## U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS) PRODUCT LINE: WILLS, ESTATES, AND TRUSTS YEAR: 2014

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.	
Jackson, TN	0.5	0.4	0.5	1.3	0.0	0.0	0.0	0.0	0.0	0.0	2.7
Jackson, WY-ID	0.6	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.2
Jacksonville, FL	7.7	4.4	5.1	7.3	5.3	2.5	0.0	0.0	0.0	0.9	33.2
Jacksonville, IL	0.1	0.0	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Jacksonville, NC	0.4	0.5	0.3	0.0	0.5	0.0	0.0	0.0	0.0	0.0	1.8
Jacksonville, TX	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Jamestown, ND	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Jamestown-Fredonia, NY	0.6	0.5	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.1
Janesville, WI	0.4	0.2	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.1
Jasper, IN	0.2	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Jefferson City, MO	0.5	0.5	0.7	0.4	0.5	0.0	0.0	0.0	0.0	0.1	2.7
Jennings, LA	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Jesup, GA	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Johnson City, TN	0.8	0.3	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.1	1.7
Johnstown, PA	0.6	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.3
Jonesboro, AR	0.6	0.4	0.5	0.4	0.0	0.0	0.0	0.0	0.0	0.1	2.0
Joplin, MO	0.7	0.4	0.6	0.2	0.0	0.0	0.0	0.0	0.0	0.1	2.0
Juneau, AK	0.1	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Kahului-Wailuku, HI	0.8	0.3	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.1	1.6
Kalamazoo-Portage, MI	1.3	0.6	1.1	1.3	0.5	0.0	0.0	0.0	0.0	0.1	4.9
Kalispell, MT	0.7	0.4	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.1	1.5
Kankakee-Bradley, IL	0.3	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Kansas City, MO-KS	11.6	4.9	6.4	11.0	6.7	6.2	17.4	7.9	0.0	1.2	73.4
Kapaa, HI	0.3	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Kearney, NE	0.1	0.4	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.		
Keene, NH	0.2	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Kendallville, IN	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Kennett, MO	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Kennewick-Richland-Pasco, WA	0.6	0.3	1.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	2.3
Kerrville, TX	0.5	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Ketchikan, AK	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Key West, FL	0.9	0.4	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.1	1.6
Kill Devil Hills, NC	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Killeen-Temple-Fort Hood, TX	0.8	0.5	0.6	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.1	2.5
Kingsport-Bristol-Bristol, TN-VA	1.6	0.7	0.4	0.9	0.0	0.0	0.0	0.0	0.0	0.0	0.1	3.7
Kingston, NY	0.9	0.6	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	2.0
Kingsville, TX	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Kinston, NC	0.2	0.1	0.1	0.0	0.5	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Kirkville, MO	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Klamath Falls, OR	0.2	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Knoxville, TN	2.7	1.6	3.2	4.8	1.0	1.2	0.0	0.0	0.0	0.0	0.4	15.0
Kodiak, AK	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Kokomo, IN	0.5	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Laconia, NH	0.4	0.0	0.2	0.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.2
La Crosse, WI-MN	0.5	0.3	0.2	1.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	2.1
Lafayette, IN	0.6	0.3	0.3	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.1	1.9
Lafayette, LA	3.5	1.8	2.0	3.3	2.4	0.0	0.0	0.0	0.0	0.0	0.4	13.5
La Follette, TN	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
La Grande, OR	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
LaGrange, GA	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Lake Charles, LA	1.3	0.9	0.8	1.5	0.0	0.0	0.0	0.0	0.0	0.0	0.1	4.6
Lake City, FL	0.3	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.	
Lake Havasu City-Kingman, AZ	0.5	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Lakeland, FL	2.1	1.2	1.8	2.2	1.0	0.0	0.0	0.0	0.0	0.2	8.5
Lamesa, TX	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Lancaster, PA	1.0	0.9	1.3	1.8	0.5	0.0	0.0	0.0	0.0	0.1	5.6
Lancaster, SC	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Lansing-East Lansing, MI	2.1	1.3	1.4	2.6	1.4	1.2	0.0	0.0	0.0	0.2	10.4
Laramie, WY	0.3	0.3	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Laredo, TX	0.9	0.5	0.5	0.4	0.0	0.0	0.0	0.0	0.0	0.1	2.5
Las Cruces, NM	0.8	0.3	0.6	0.2	0.0	0.0	0.0	0.0	0.0	0.1	2.0
Las Vegas, NM	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Las Vegas-Paradise, NV	9.2	7.1	8.5	13.6	7.7	3.7	0.0	0.0	0.0	1.1	50.9
Laurel, MS	0.4	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Laurinburg, NC	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Lawrence, KS	0.5	0.3	0.3	0.7	0.0	0.0	0.0	0.0	0.0	0.0	1.8
Lawrenceburg, TN	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Lawton, OK	0.4	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Lebanon, MO	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Lebanon, NH-VT	1.1	0.6	0.7	0.2	0.0	0.0	0.0	0.0	0.0	0.1	2.7
Lebanon, PA	0.2	0.2	0.2	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Levelland, TX	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Lewisburg, PA	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Lewisburg, TN	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Lewiston, ID-WA	0.3	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Lewiston-Auburn, ME	0.3	0.2	0.4	0.7	0.5	0.0	0.0	0.0	0.0	0.0	2.2
Lewistown, PA	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Lexington, NE	0.3	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.	
Lexington-Fayette, KY	2.5	1.5	1.8	3.3	2.4	1.2	0.0	0.0	0.0	0.2	12.9
Lexington Park, MD	0.2	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Liberal, KS	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Lima, OH	0.5	0.3	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Lincoln, IL	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Lincoln, NE	1.2	0.7	1.2	2.0	1.0	0.0	0.0	0.0	0.0	0.1	6.1
Lincolnton, NC	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Little Rock-North Little Rock-Conway, AR	5.4	1.9	1.9	5.5	1.4	5.0	0.0	0.0	0.0	0.5	21.6
Lock Haven, PA	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Logan, UT-ID	0.5	0.1	0.1	0.7	0.0	0.0	0.0	0.0	0.0	0.0	1.3
Logansport, IN	0.1	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
London, KY	0.4	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Longview, TX	1.3	1.0	0.5	0.2	0.0	0.0	0.0	0.0	0.0	0.1	3.1
Longview, WA	0.4	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Los Angeles-Long Beach-Santa Ana, CA	89.6	42.9	56.4	86.6	66.2	67.5	47.8	15.8	0.0	9.5	482.3
Los Angeles-Long Beach-Santa Ana, CA	89.6	42.9	56.4	86.6	66.2	67.5	47.8	15.8	0.0	9.5	482.3
Lufkin, TX	6.0	3.3	3.6	5.5	2.9	7.5	0.0	0.0	0.0	0.6	29.3
Lufkin, TX	1.6	1.0	0.6	1.8	0.0	0.0	0.0	0.0	0.0	0.1	5.1
Lufkin, TX	0.4	0.4	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.1
Lumberton, NC	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Lynchburg, VA	0.8	0.5	0.3	0.9	0.0	0.0	0.0	0.0	0.0	0.1	2.7
Macomb, IL	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Macon, GA	1.4	0.8	0.8	1.5	0.5	0.0	0.0	0.0	0.0	0.1	5.1
Madera, CA	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Madison, IN	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Madison, WI	2.3	1.3	1.7	4.0	2.9	2.5	0.0	0.0	0.0	0.2	15.0

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.		
Madisonville, KY	0.2	0.2	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Magnolia, AR	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Malone, NY	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Manchester-Nashua, NH	2.0	1.8	1.7	2.0	0.5	3.7	0.0	0.0	0.0	0.2	12.0	
Manhattan, KS	0.3	0.3	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9	
Manitowoc, WI	0.2	0.3	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5	
Mankato-North Mankato, MN	0.2	0.2	0.6	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.5	
Mansfield, OH	0.5	0.3	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.4	
Marinette, WI-MI	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	
Marion, IN	0.3	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5	
Marion, OH	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4	
Marion-Herrin, IL	0.4	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8	
Marquette, MI	0.3	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.9	
Marshall, MN	0.0	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	
Marshall, MO	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	
Marshall, TX	0.3	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5	
Marshalltown, IA	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4	
Marshfield-Wisconsin Rapids, WI	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5	
Martin, TN	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3	
Martinsville, VA	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5	
Maryville, MO	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	
Mason City, IA	0.3	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7	
Mayfield, KY	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	
Maysville, KY	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3	
McAlester, OK	0.2	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5	
McAllen-Edinburg-Mission, TX	2.7	2.3	1.9	1.5	0.5	0.0	0.0	0.0	0.0	0.2	9.1	
McComb, MS	0.3	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6	

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.		
McMinnville, TN	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
McPherson, KS	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Meadville, PA	0.3	0.2	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Medford, OR	0.8	0.4	0.3	0.9	0.0	0.0	0.0	0.0	0.0	0.0	0.1	2.5
Memphis, TN-MS-AR	4.8	2.9	3.6	4.6	2.4	1.2	0.0	0.0	0.0	0.0	0.5	20.0
Menomonie, WI	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Merced, CA	0.4	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Meridian, MS	0.4	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Merrill, WI	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Mexico, MO	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Miami, OK	0.2	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Miami-Fort Lauderdale-Pompano Beach, FL	71.9	29.3	37.5	55.8	32.1	28.7	13.0	23.7	0.0	7.1	299.3	
Michigan City-La Porte, IN	0.3	0.1	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Middlesborough, KY	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Midland, MI	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Midland, TX	0.6	0.5	0.2	0.7	0.5	0.0	0.0	0.0	0.0	0.0	0.1	2.5
Milledgeville, GA	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Milwaukee-Waukesha-West Allis, WI	6.7	4.4	5.9	8.4	5.3	7.5	17.4	0.0	0.0	0.7	56.3	
Minden, LA	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Mineral Wells, TX	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Minneapolis-St. Paul-Bloomington, MN-WI	15.8	7.5	12.1	16.0	16.3	17.5	21.7	15.8	0.0	1.7	124.4	
Minot, ND	0.3	0.1	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Missoula, MT	0.9	0.8	1.1	1.5	0.5	0.0	0.0	0.0	0.0	0.1	5.0	



# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.		
Mitchell, SD	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Moberly, MO	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Mobile, AL	2.6	1.1	2.5	2.6	1.0	0.0	0.0	0.0	0.0	0.0	0.2	10.0
Modesto, CA	1.3	0.5	1.5	0.7	0.0	0.0	0.0	0.0	0.0	0.0	0.1	4.1
Monroe, LA	1.7	0.6	0.8	0.9	0.5	1.2	0.0	0.0	0.0	0.0	0.1	5.9
Monroe, MI	0.3	0.3	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Monroe, WI	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Montgomery, AL	1.8	1.2	1.4	3.3	1.4	2.5	0.0	0.0	0.0	0.2	0.0	11.9
Montrose, CO	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Morehead City, NC	0.2	0.3	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Morgan City, LA	0.3	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Morgantown, WV	0.6	0.4	0.6	0.7	0.5	0.0	0.0	0.0	0.0	0.0	0.1	2.8
Morristown, TN	0.4	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Moscow, ID	0.2	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Moses Lake, WA	0.4	0.2	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Moultrie, GA	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Mountain Home, AR	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Mountain Home, ID	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Mount Airy, NC	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Mount Pleasant, MI	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Mount Pleasant, TX	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Mount Sterling, KY	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Mount Vernon, IL	0.2	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Mount Vernon, OH	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Mount Vernon-Anacortes, WA	0.7	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	1.2
Muncie, IN	0.4	0.1	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

## U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS) PRODUCT LINE: WILLS, ESTATES, AND TRUSTS YEAR: 2014

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.		
Murray, KY	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Muscatine, IA	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Muskegon-Norton Shores, MI	0.4	0.3	0.5	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.7
Muskogee, OK	0.3	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Myrtle Beach-Conway-North Myrtle Beach, SC	1.6	1.3	1.4	1.3	0.5	0.0	0.0	0.0	0.0	0.1	0.0	6.2
Nacogdoches, TX	0.2	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Napa, CA	0.6	0.2	0.2	0.2	0.5	0.0	0.0	0.0	0.0	0.0	0.0	1.7
Naples-Marco Island, FL	2.5	0.9	2.0	2.0	0.5	0.0	0.0	0.0	0.0	0.2	0.0	8.2
Nashville-Davidson--Murfreesboro--Franklin, TN Metropolitan Statistical	7.0	3.5	4.0	4.8	3.4	3.7	4.3	0.0	0.0	0.7	0.0	31.5
Natchez, MS-LA	0.4	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Natchitoches, LA	0.3	0.3	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
New Bern, NC	0.5	0.3	0.3	1.3	0.5	0.0	0.0	0.0	0.0	0.0	0.0	2.9
New Castle, IN	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
New Castle, IN	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
New Castle, PA	0.4	0.2	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.1
New Haven-Milford, CT	5.7	3.2	4.2	3.7	2.4	1.2	0.0	0.0	0.0	0.6	0.0	21.1
New Iberia, LA	0.5	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0
New Orleans-Metairie-Kenner, LA	11.1	5.9	8.1	14.7	9.6	7.5	0.0	0.0	0.0	1.2	0.0	58.2
New Philadelphia-Dover, OH	0.3	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.		
Newport, TN	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Newton, IA	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
New Ulm, MN	0.0	0.1	0.1	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
New York-Northern New Jersey-Long Island, NY-NJ-PA	127.4	66.3	85.4	120.0	95.9	129.9	178.2	126.3	121.4	13.7		1,064.6
Niles-Benton Harbor, MI	0.7	0.2	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.1		1.7
Nogales, AZ	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0		0.2
Norfolk, NE	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0		0.6
North Platte, NE	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0		0.6
North Vernon, IN	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0		0.1
North Wilkesboro, NC	0.2	0.0	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0		0.7
Norwalk, OH	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0		0.2
Norwich-New London, CT	1.1	1.0	0.8	1.3	0.0	0.0	0.0	0.0	0.0	0.1		4.3
Oak Harbor, WA	0.2	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0		0.5
Oak Hill, WV	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0		0.3
Ocala, FL	1.7	0.7	0.7	0.9	0.0	0.0	0.0	0.0	0.0	0.1		4.1
Ocean City, NJ	0.5	0.3	0.3	0.4	0.0	0.0	0.0	0.0	0.0	0.0		1.5
Ocean Pines, MD	0.3	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0		0.5
Odessa, TX	0.4	0.2	0.7	0.7	0.0	0.0	0.0	0.0	0.0	0.0		2.0
Ogden-Clearfield, UT	1.5	0.8	0.7	0.2	0.0	1.2	0.0	0.0	0.0	0.1		4.6
Ogdensburg-Massena, NY	0.3	0.3	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0		0.8
Oil City, PA	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0		0.4
Okeechobee, FL	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0		0.3
Oklahoma City, OK	11.8	5.1	5.8	7.3	2.9	3.7	4.3	0.0	0.0	1.2		42.2

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.		
Olean, NY	0.3	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Olympia, WA	1.0	0.9	1.3	0.7	0.0	0.0	0.0	0.0	0.0	0.0	0.1	3.9
Omaha-Council Bluffs, NE-IA	3.9	2.1	2.7	3.7	3.4	3.7	0.0	0.0	0.0	0.4		20.0
Oneonta, NY	0.4	0.1	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Ontario, OR-ID	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Opelousas-Eunice, LA	0.6	0.4	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.1		1.4
Orangeburg, SC	0.2	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Orlando-Kissimmee, FL	14.0	7.0	9.1	11.4	10.1	6.2	8.7	0.0	0.0	1.5		68.0
Oshkosh-Neenah, WI	0.4	0.3	0.5	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.7
Oskaloosa, IA	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Ottawa-Streator, IL	0.6	0.3	0.7	0.4	0.0	0.0	0.0	0.0	0.0	0.1		2.2
Ottumwa, IA	0.1	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Owatonna, MN	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Owensboro, KY	0.6	0.4	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.5
Owosso, MI	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Oxford, MS	0.4	0.3	0.3	0.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.9
Oxnard-Thousand Oaks-Ventura, CA	3.9	2.1	2.2	2.4	0.5	0.0	0.0	0.0	0.0	0.4		11.4
Paducah, KY-IL	0.5	0.3	0.6	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.9
Pahrump, NV	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Palatka, FL	0.3	0.0	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Palestine, TX	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Palm Bay-Melbourne-Titusville, FL	2.8	1.6	1.6	0.7	0.0	0.0	0.0	0.0	0.0	0.2		7.0
Palm Coast, FL	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.	
Pampa, TX	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Panama City-Lynn Haven, FL	0.8	0.5	0.6	0.4	0.0	0.0	0.0	0.0	0.0	0.1	2.5
Paragould, AR	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Paris, TN	0.0	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Paris, TX	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Parkersburg-Marietta-Vienna, WV-OH	0.7	0.5	0.3	0.4	0.0	0.0	0.0	0.0	0.0	0.1	2.2
Parsons, KS	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Pascagoula, MS	0.7	0.2	0.5	0.4	0.0	1.2	0.0	0.0	0.0	0.1	3.2
Payson, AZ	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Pecos, TX	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Pella, IA	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Pendleton-Hermiston, OR	0.3	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Pensacola-Ferry Pass-Brent, FL	1.9	1.1	1.9	1.5	1.4	1.2	0.0	0.0	0.0	0.2	9.4
Peoria, IL	1.5	1.2	1.8	1.8	0.0	1.2	0.0	0.0	0.0	0.1	7.7
Peru, IN	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Philadelphia-Camden-Wilmington, PA-NJ-DE-MD ea	30.4	21.2	29.3	42.7	25.9	43.7	56.5	23.7	0.0	3.6	277.0
Phoenix Lake-Cedar Ridge, CA	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Phoenix-Mesa-Scottsdale, AZ	18.1	8.7	12.4	12.8	13.9	15.0	8.7	0.0	0.0	1.8	91.4
Picayune, MS	0.2	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Pierre, SD	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Pierre Part, LA	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Pine Bluff, AR	0.3	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Pittsburg, KS	0.1	0.1	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.	
Pittsburgh, PA	10.6	5.5	7.4	14.1	5.8	8.7	17.4	15.8	0.0	1.1	86.4
Pittsfield, MA	0.8	0.5	0.3	0.4	0.0	0.0	0.0	0.0	0.0	0.1	2.3
Plainview, TX	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Platteville, WI	0.1	0.0	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Plattsburgh, NY	0.4	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Plymouth, IN	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Pocatello, ID	0.4	0.2	0.3	0.0	0.5	0.0	0.0	0.0	0.0	0.0	1.3
Point Pleasant, WV-OH	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Ponca City, OK	0.2	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Pontiac, IL	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Poplar Bluff, MO	0.2	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Portales, NM	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Port Angeles, WA	0.4	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Portland-South Portland-Biddeford, ME	2.8	2.0	2.0	4.0	1.4	5.0	0.0	0.0	0.0	0.4	17.6
Portland-Vancouver-Beaverton, OR-WA	13.7	6.2	7.6	11.7	6.2	7.5	8.7	0.0	0.0	1.4	62.8
Port St. Lucie, FL	2.3	1.1	1.3	1.5	0.0	1.2	0.0	0.0	0.0	0.2	7.8
Portsmouth, OH	0.3	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Pottsville, PA	0.4	0.3	0.3	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.5
Poughkeepsie-Newburgh-Middletown, NY	3.6	1.5	2.3	2.4	0.0	1.2	0.0	0.0	0.0	0.4	11.4
Prescott, AZ	1.0	0.4	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.1	2.2
Price, UT	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Prineville, OR	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.	
Providence-New Bedford-Fall River, RI-MA	10.2	5.6	6.0	4.8	0.5	6.2	0.0	0.0	0.0	1.1	34.5
Provo-Orem, UT	1.5	0.7	0.8	1.5	1.0	1.2	0.0	0.0	0.0	0.1	6.9
Pullman, WA	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Pullman, WA	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Racine, WI	0.7	0.2	0.4	0.4	0.0	0.0	0.0	0.0	0.0	0.1	2.0
Racine, WI	0.2	0.3	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Racine, WI	0.5	0.3	0.7	0.4	0.0	0.0	0.0	0.0	0.0	0.0	2.0
Raleigh-Cary, NC	5.5	2.7	4.2	6.4	4.8	5.0	0.0	0.0	0.0	0.6	29.2
Rapid City, SD	0.7	0.6	0.5	0.4	0.0	0.0	0.0	0.0	0.0	0.1	2.3
Raymondville, TX	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Reading, PA	1.0	0.7	1.2	1.8	0.0	1.2	0.0	0.0	0.0	0.1	6.0
Red Bluff, CA	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Redding, CA	0.9	0.5	0.9	0.0	0.0	0.0	0.0	0.0	0.0	0.1	2.5
Red Wing, MN	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Reno-Sparks, NV	3.2	1.7	1.5	2.4	0.5	0.0	0.0	0.0	0.0	0.4	9.7
Rexburg, ID	0.1	0.0	0.1	0.0	0.5	0.0	0.0	0.0	0.0	0.0	0.7
Richmond, IN	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Richmond, VA	5.3	3.4	5.0	6.6	3.8	6.2	4.3	15.8	0.0	0.6	51.1
Richmond-Berea, KY	0.3	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Rio Grande City-Roma, TX	0.2	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Riverside-San Bernardino-Ontario, CA	9.2	4.8	7.3	6.6	0.5	1.2	0.0	0.0	0.0	1.0	30.6
Riverton, WY	0.3	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Roanoke, VA	1.5	1.1	1.1	1.5	0.5	2.5	0.0	0.0	0.0	0.1	8.4
Roanoke Rapids, NC	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Rochelle, IL	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Rochester, MN	0.5	0.3	0.6	0.0	0.5	0.0	0.0	0.0	0.0	0.0	1.9

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.	
Rochester, NY	4.8	2.1	1.9	5.1	1.9	3.7	4.3	0.0	0.0	0.5	24.3
Rockford, IL	1.5	0.8	1.1	1.8	0.0	1.2	0.0	0.0	0.0	0.1	6.5
Rockingham, NC	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Rockland, ME	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Rock Springs, WY	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Rocky Mount, NC	0.5	0.3	0.1	0.7	0.0	0.0	0.0	0.0	0.0	0.0	1.6
Rolla, MO	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Rome, GA	0.6	0.2	0.3	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.5
Roseburg, OR	0.3	0.1	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Roswell, NM	0.3	0.2	0.1	0.7	0.0	0.0	0.0	0.0	0.0	0.0	1.2
Ruidoso, NM	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Russellville, AR	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Ruston, LA	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Rutland, VT	0.5	0.4	0.2	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.5
Sacramento-- Arden-Arcade-- Roseville, CA	10.5	6.4	8.3	13.0	3.8	5.0	0.0	0.0	0.0	1.1	48.1
Safford, AZ	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Saginaw- Saginaw Township North, MI	0.8	0.8	0.6	0.4	0.5	0.0	0.0	0.0	0.0	0.1	3.2
St. Cloud, MN	0.5	0.3	0.7	0.7	1.0	0.0	0.0	0.0	0.0	0.0	3.1
St. George, UT	0.7	0.3	0.4	0.9	0.0	0.0	0.0	0.0	0.0	0.1	2.4
St. Joseph, MO- KS	0.5	0.3	0.2	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.5
St. Louis, MO-IL	13.8	8.2	9.9	14.1	11.5	8.7	17.4	7.9	0.0	1.5	93.0
St. Marys, GA	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
St. Marys, PA	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Salem, OR	1.9	1.1	1.3	0.9	0.5	0.0	0.0	0.0	0.0	0.2	5.8
Salina, KS	0.2	0.2	0.3	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Salinas, CA	1.8	0.9	0.9	0.9	0.0	0.0	0.0	0.0	0.0	0.1	4.6
Salisbury, MD	0.5	0.4	0.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.6



# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
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**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.	
Salisbury, NC	0.3	0.3	0.1	0.2	0.5	0.0	0.0	0.0	0.0	0.0	1.4
Salt Lake City, UT	6.1	3.0	4.8	6.6	5.3	15.0	0.0	0.0	0.0	0.6	41.4
San Angelo, TX	0.6	0.2	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.4
San Antonio, TX	10.5	5.1	5.4	6.2	6.2	6.2	0.0	0.0	0.0	1.1	40.6
San Diego-Carlsbad-San Marcos, CA	21.2	9.3	11.0	17.6	7.7	22.5	4.3	0.0	0.0	2.1	95.7
Sandusky, OH	0.3	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Sanford, NC	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
San Francisco-Oakland-Fremont, CA	27.5	14.4	21.4	38.3	28.8	41.2	21.7	7.9	0.0	3.1	204.3
San Jose-Sunnyvale-Santa Clara, CA	8.9	4.9	6.7	8.1	7.2	5.0	8.7	7.9	0.0	1.0	58.4
San Luis Obispo-Paso Robles, CA	1.5	0.9	0.7	0.4	0.0	0.0	0.0	0.0	0.0	0.1	3.6
Santa Barbara-Santa Maria-Goleta, CA	2.1	1.1	2.2	0.9	0.0	0.0	0.0	0.0	0.0	0.2	6.5
Santa Cruz-Watsonville, CA	1.3	0.4	0.4	0.7	0.0	0.0	0.0	0.0	0.0	0.1	3.0
Santa Fe, NM	1.2	0.8	1.1	0.9	0.0	0.0	0.0	0.0	0.0	0.1	4.1
Santa Rosa-Petaluma, CA	2.9	1.1	1.3	1.5	0.0	0.0	0.0	0.0	0.0	0.2	7.1
Sarasota-Bradenton-Venice, FL	5.0	2.5	3.3	2.6	0.0	1.2	0.0	0.0	0.0	0.5	15.2
Sault Ste. Marie, MI	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Savannah, GA	1.7	1.4	1.3	1.3	0.0	1.2	0.0	0.0	0.0	0.2	7.2
Sayre, PA	0.3	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Scottsbluff, NE	0.2	0.0	0.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7

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Scottsboro, AL	0.3	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Scottsburg, IN	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Scranton--Wilkes-Barre, PA	3.4	1.7	2.5	2.0	0.5	0.0	0.0	0.0	0.0	0.4	0.0	10.5
Seaford, DE	0.4	0.6	0.9	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	2.3
Searcy, AR	0.2	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Seattle-Tacoma-Bellevue, WA	19.8	10.4	15.4	14.5	16.8	13.7	17.4	7.9	0.0	2.1	0.0	118.0
Sebastian-Vero Beach, FL	0.6	0.6	0.3	0.4	0.0	0.0	0.0	0.0	0.0	0.1	0.0	2.1
Sebring, FL	0.3	0.3	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Sedalia, MO	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Selinsgrove, PA	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Selma, AL	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Seneca, SC	0.1	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Seneca Falls, NY	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Sevierville, TN	0.3	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Seymour, IN	0.1	0.0	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Shawnee, OK	0.4	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Sheboygan, WI	0.3	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Shelby, NC	0.2	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Shelbyville, TN	0.1	0.1	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Shelton, WA	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Sheridan, WY	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Sherman-Denison, TX	0.7	0.3	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.0	1.5
Shreveport-Bossier City, LA	2.1	1.0	1.4	3.3	0.5	0.0	0.0	0.0	0.0	0.2	0.0	8.4
Sidney, OH	0.1	0.0	0.2	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Sierra Vista-Douglas, AZ	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Sikeston, MO	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.	
Silver City, NM	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Silverthorne, CO	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Sioux City, IA-NE-SD	0.8	0.4	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.1	1.9
Sioux Falls, SD	0.9	0.4	1.0	0.7	1.0	0.0	0.0	0.0	0.0	0.1	4.1
Somerset, KY	0.3	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Somerset, KY	0.3	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Southern Pines-Pinehurst, NC	0.3	0.0	0.1	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Southern Pines-Pinehurst, NC	1.3	0.7	1.0	1.1	0.5	0.0	0.0	0.0	0.0	0.1	4.8
Southern Pines-Pinehurst, NC	0.4	0.2	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.3
Spartanburg, SC	0.9	0.8	0.8	0.7	0.5	0.0	0.0	0.0	0.0	0.1	3.8
Spearfish, SD	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Spencer, IA	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Spirit Lake, IA	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Spokane, WA	2.7	1.7	1.7	2.4	2.9	0.0	0.0	0.0	0.0	0.2	11.7
Springfield, IL	0.9	0.7	1.4	0.9	0.5	0.0	0.0	0.0	0.0	0.1	4.4
Springfield, MA	3.9	2.0	1.2	2.2	1.0	0.0	0.0	0.0	0.0	0.4	10.6
Springfield, MO	2.1	1.4	1.4	3.1	0.5	0.0	0.0	0.0	0.0	0.2	8.8
Springfield, OH	0.5	0.3	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.3
Starkville, MS	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
State College, PA	0.4	0.2	0.4	0.0	0.5	0.0	0.0	0.0	0.0	0.0	1.5
Statesboro, GA	0.1	0.1	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Statesville-Mooresville, NC	0.6	0.3	0.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.5

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.	
Staunton-Waynesboro, VA	0.3	0.2	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Stephenville, TX	0.2	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Sterling, CO	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Sterling, IL	0.2	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Stevens Point, WI	0.1	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Stillwater, OK	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Stockton, CA	1.5	1.2	0.7	1.1	0.0	0.0	0.0	0.0	0.0	0.1	4.6
Storm Lake, IA	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Sturgis, MI	0.1	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Sulphur Springs, TX	0.2	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Summerville, GA	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Sumter, SC	0.3	0.3	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Sunbury, PA	0.3	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6
Susanville, CA	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Sweetwater, TX	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Syracuse, NY	3.2	1.6	2.2	3.7	1.9	1.2	0.0	0.0	0.0	0.4	14.2
Tahlequah, OK	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Talladega-Sylacauga, AL	0.3	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Tallahassee, FL	2.8	2.4	3.2	6.2	2.4	2.5	0.0	0.0	0.0	0.4	19.9
Tallulah, LA	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Tampa-St. Petersburg-Clearwater, FL	19.9	10.6	14.3	18.2	9.6	16.2	8.7	7.9	0.0	2.1	107.6
Taos, NM	0.3	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Taylorville, IL	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Terre Haute, IN	0.6	0.6	0.4	0.2	0.0	1.2	0.0	0.0	0.0	0.1	3.2
Texarkana, TX- Texarkana, AR	0.7	0.3	0.8	0.2	0.0	0.0	0.0	0.0	0.0	0.1	2.2

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.	
The Villages, FL	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Thomaston, GA	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Thomasville, GA	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Thomasville-Lexington, NC	0.4	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Tiffin, OH	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Tifton, GA	0.3	0.0	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Toccoa, GA	0.1	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Toledo, OH	2.8	1.9	2.3	2.0	1.4	2.5	0.0	0.0	0.0	0.4	13.3
Topeka, KS	1.3	1.0	1.5	0.9	0.5	0.0	0.0	0.0	0.0	0.1	5.3
Torrington, CT	0.9	0.7	0.5	0.0	0.0	0.0	0.0	0.0	0.0	0.1	2.2
Traverse City, MI	0.8	0.6	0.6	0.9	0.0	0.0	0.0	0.0	0.0	0.1	3.0
Trenton-Ewing, NJ	1.9	1.2	2.0	2.2	2.4	2.5	0.0	0.0	0.0	0.2	12.6
Troy, AL	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Truckee-Grass Valley, CA	0.7	0.0	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.1
Tucson, AZ	5.3	2.4	3.0	3.3	1.9	1.2	0.0	0.0	0.0	0.5	17.6
Tullahoma, TN	0.3	0.3	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Tulsa, OK	5.9	2.7	2.7	5.9	1.9	6.2	0.0	0.0	0.0	0.6	26.0
Tupelo, MS	0.8	0.2	0.3	0.4	0.5	0.0	0.0	0.0	0.0	0.1	2.4
Tuscaloosa, AL	1.0	0.9	0.8	0.7	0.5	0.0	0.0	0.0	0.0	0.1	4.0
Tuskegee, AL	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Twin Falls, ID	0.6	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.1
Tyler, TX	1.5	1.0	0.8	1.8	0.0	0.0	0.0	0.0	0.0	0.1	5.2
Ukiah, CA	0.4	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7
Union, SC	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Union City, TN-KY	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Urbana, OH	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Utica-Rome, NY	1.3	0.6	0.7	0.2	0.5	0.0	0.0	0.0	0.0	0.1	3.4
Uvalde, TX	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.	
Valdosta, GA	0.7	0.7	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.1	2.0
Vallejo-Fairfield, CA	0.7	0.7	0.6	0.2	0.0	0.0	0.0	0.0	0.0	0.1	2.3
Valley, AL	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Van Wert, OH	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Vermillion, SD	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Vernal, UT	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Vernon, TX	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Vicksburg, MS	0.3	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Victoria, TX	0.4	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.2
Vidalia, GA	0.1	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Vincennes, IN	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Vineland-Millville-Bridgeton, NJ	0.6	0.5	0.8	0.7	0.0	0.0	0.0	0.0	0.0	0.1	2.7
Virginia Beach-Norfolk-Newport News, VA-NC	5.6	4.1	5.2	4.8	5.8	5.0	8.7	0.0	0.0	0.6	39.8
Visalia-Porterville, CA	0.7	0.7	0.6	0.0	0.0	0.0	0.0	0.0	0.0	0.1	2.1
Wabash, IN	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Waco, TX	0.9	0.4	0.3	1.1	0.5	0.0	0.0	0.0	0.0	0.1	3.3
Wahpeton, ND-MN	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Walla Walla, WA	0.3	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.8
Walterboro, SC	0.1	0.1	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Wapakoneta, OH	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Warner Robins, GA	0.5	0.3	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Warren, PA	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Warrensburg, MO	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Warsaw, IN	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5
Washington, IN	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

## U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS) PRODUCT LINE: WILLS, ESTATES, AND TRUSTS YEAR: 2014

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)	
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.		
Washington, NC	0.2	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Washington, OH	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Washington-Arlington-Alexandria, DC-VA-MD-WV	31.3	19.5	26.8	42.9	36.5	77.4	86.9	78.9	0.0	3.7	404.0	
Waterloo-Cedar Falls, IA	0.5	0.4	0.5	0.9	0.0	0.0	0.0	0.0	0.0	0.1	2.4	
Watertown, SD	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3	
Watertown-Fort Atkinson, WI	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5	
Wausau, WI	0.2	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.8	
Wausau, WI	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Wausau, WI	0.3	0.5	0.8	0.7	0.0	1.2	0.0	0.0	0.0	0.0	3.5	
Waycross, GA	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5	
Weirton-Steubenville, WV-OH	0.6	0.3	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.2	
Wenatchee, WA	0.4	0.3	0.4	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.6	
West Helena, AR	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	
West Plains, MO	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3	
West Point, MS	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	
Wheeling, WV-OH	0.7	0.8	1.1	0.9	0.0	1.2	0.0	0.0	0.0	0.1	4.9	
Whitewater, WI	0.4	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	1.0	
Wichita, KS	2.5	1.1	2.5	1.8	1.9	0.0	0.0	0.0	0.0	0.2	10.1	
Wichita Falls, TX	0.8	0.2	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.1	1.7	
Williamsport, PA	0.3	0.3	0.4	0.9	0.0	0.0	0.0	0.0	0.0	0.0	2.0	
Willimantic, CT	0.5	0.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9	
Williston, ND	0.1	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3	
Willmar, MN	0.1	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5	

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

**U.S. METROPOLITAN AREAS – ESTIMATED INDUSTRY SALES (\$MILLIONS)**  
**PRODUCT LINE: WILLS, ESTATES, AND TRUSTS**  
**YEAR: 2014**

Area Name	Employee Size of Establishment										Total Sales (\$ Millions)
	1-4 Emps.	5-9 Emps.	11-19 Emps.	20-49 Emps.	50-99 Emps.	110-249 Emps.	250-499 Emps.	500-999 Emps.	>1100 Emps.	Un-known Emps.	
Wilmington, NC	2.5	1.2	1.4	0.7	0.5	0.0	0.0	0.0	0.0	0.2	6.5
Wilmington, OH	0.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Wilson, NC	0.2	0.1	0.3	0.7	0.0	0.0	0.0	0.0	0.0	0.0	1.3
Winchester, VA-WV	0.5	0.4	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.3
Winfield, KS	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Winona, MN	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Winston-Salem, NC	2.0	1.2	1.4	2.0	1.9	1.2	4.3	0.0	0.0	0.2	14.3
Woodward, OK	0.2	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Wooster, OH	0.3	0.1	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Worcester, MA	3.9	2.0	1.7	1.1	1.0	1.2	0.0	0.0	0.0	0.4	11.3
Worthington, MN	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Yakima, WA	0.8	0.5	0.7	0.9	0.0	0.0	0.0	0.0	0.0	0.1	3.0
Yankton, SD	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
Yazoo City, MS	0.0	0.0	0.0	0.0	0.5	0.0	0.0	0.0	0.0	0.0	0.6
York-Hanover, PA	1.0	0.9	0.4	0.9	1.0	0.0	0.0	0.0	0.0	0.1	4.4
Youngstown-Warren-Boardman, OH-PA	2.3	1.2	1.3	1.5	0.0	0.0	0.0	0.0	0.0	0.2	6.6
Yuba City, CA	0.4	0.4	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.9
Yuma, AZ	0.4	0.4	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Zanesville, OH	0.2	0.2	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.9



# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

## DEFINITIONS AND TERMS

### Number of Establishments

#### General Definition

An establishment is a single physical location at which business is conducted and/or services are provided. It is not necessarily identical with a company or enterprise, which may consist of one establishment or more. Economic census figures represent a summary of reports for individual establishments rather than companies. For cases where a census report was received, separate information was obtained for each location where business was conducted. When administrative records of other Federal agencies were used instead of a census report, no information was available on the number of locations operated. Each economic census establishment was tabulated according to the physical location at which the business was conducted.

When two activities or more were carried on at a single location under a single ownership, all activities generally were grouped together as a single establishment. The entire establishment was classified on the basis of its major activity and all data for it were included in that classification. However, when distinct and separate economic activities (for which different industry classification codes were appropriate) were conducted at a single location under a single ownership, separate establishment reports for each of the different activities were obtained in the census.

#### Sector-Specific Information

**Construction sector.** Establishments are defined as a relatively permanent office or other place of business where the usual business activities related to construction are conducted. Establishments do not represent each project or construction site. Includes all establishments that were in business at any time during the year. It covers all full-year and part-year operations. Construction establishments which were inactive or idle for the entire year were not included. Establishments are based on a survey which included all large employers and a sample of the smaller ones.

**Information; Professional, Scientific, and Technical Services; Administrative and Support and Waste Management and Remediation Services; Educational Services; Health Care and Social Assistance; Arts, Entertainment, and Recreation; and Other Services (Except Public Administration) sectors.** An establishment is included in the census if it is an employer, the establishment has \$1,000 in payroll, and was in operation at any time during 1997. Leased service departments (separately owned businesses operated as departments or concessions of other service establishments or of retail businesses, such as a separately owned shoeshine parlor in a barber shop, or a beauty shop in a department store) are treated as separate service establishments for census purposes. Leased retail departments located in service establishments (e.g., a gift shop located in a hotel) are considered separate retail establishments.

**Manufacturing sector.** Includes all manufacturing establishments (plants) with one employee or more and establishments in operation at any time during the year.

**Mining sector.** Includes all mineral establishments with one employee or more and establishments in operation at any time during the year. Establishments in the crude petroleum and natural gas and support activities for mining represent statewide operations rather than those at a single physical location.

**Real Estate and Rental and Leasing sector.** Data for individual properties leased or managed by property lessors or property managers are not normally considered separate establishments, but rather the permanent offices from which the properties are leased or managed are considered establishments. Data for separate automotive rental offices or concessions (e.g., airport locations) in the same metropolitan area for which a common fleet of cars is maintained are merged together and not considered as separate establishments.

**Retail Trade sector.** Leased departments are treated as separate establishments and are classified

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

according to the kind of business they conduct. For example, a leased department selling shoes within a department store would be considered a separate retail establishment under the "shoe stores" classification.

Accommodation and Foodservices sector. Leased departments are treated as separate establishments and are classified according to the kind of business they conduct. For example, a leased department selling gifts/souvenirs within a hotel would be considered a separate retail establishment under the "gift, novelty, and souvenir stores" classification.

Auxiliaries sector. In the Standard Industrial Classification (SIC) system, auxiliary establishments (i.e., those establishments primarily serving other establishments of the same enterprise) were classified in the industry of the establishments served. In the North American Industry Classification System (NAICS), auxiliary establishments are classified according to the services performed rather than the industry served.

## **Sales, Shipments, Receipts, Revenue, or Business Done**

### General Definition

Includes the total sales, shipments, receipts, revenue, or business done by establishments within the scope of the economic census. The definition of each of these items is included in the information provided below.

### Sector-Specific Information

Construction sector - Includes the value of construction work and other business receipts for work done by establishments during the year. Included is new construction, additions and alterations or reconstruction, and maintenance and repair construction work. Also included is the value of any construction work done by the reporting establishments for themselves.

Speculative builders were instructed to include the value of buildings and other structures built or being built for sale in the current year but not sold. They were to include the costs of such construction plus normal profit. Also included is the cost of construction work done on buildings for rent or lease.

Establishments engaged in the sale and installation of such construction components as plumbing, heating, and central air-conditioning supplies and equipment; lumber and building materials; paint, glass, and wallpaper; electrical and wiring supplies; and elevators or escalators were instructed to include both the value for the installation and the receipts covering the price of the items installed.

Excluded was the cost of industrial and other specialized machinery and equipment, which are not an integral part of a structure.

Finance and Insurance sector - Includes revenue from all business activities whether or not payment was received in the census year, including commissions and fees from all sources, rents, net investment income, interest, dividends, royalties, and net insurance premiums earned. Revenue from leasing property marketed under operating leases is included, as well as interest earned from property marketed in the census year under capital, finance, or full payout leases. Revenue also includes the total value of service contracts and amounts received for work subcontracted to others.

Revenue does not include sales and other taxes collected from customers and remitted directly by the firm to a local, state, or Federal tax agency.

Information sector - Includes receipts from customers or clients for services rendered, from the use of facilities, and from merchandise sold, whether or not payment was received. Receipts include royalties, license fees, and other payments from the marketing of intangible products (e.g., licensing the use of or granting reproduction rights for software, musical compositions, and other intellectual property). Receipts also include the rental and leasing of vehicles, equipment, instruments, tools, etc.; total value of service contracts; market value of compensation received in lieu of cash; amounts received for work subcontracted to others; dues and assessments for members and affiliates; this establishment's share of receipts from departments, concessions, and vending and

# OFFICES OF LAWYERS INDUSTRY (NAICS 54111)

amusement machines operated by others. Receipts from services provided to foreign customers from U.S. locations, including services performed for foreign parent firms, subsidiaries, and branches are included. For public broadcast stations and libraries, include receipts from contributions, gifts, grants, and income from interest, rental of real estate, and dividends.

Receipts DO NOT include sales and other taxes collected directly from customers or clients and paid directly to a local, state, or Federal tax agency. Also excluded are gross receipts collected on behalf of others; gross receipts or departments or concessions operated by others; sales of used equipment previously rented or leased to customers; proceeds from the sale of real estate (land and buildings), investments, or other assets (except inventory held for resale); contributions, gifts, grants, and income from interest, rental of real estate, and dividends EXCEPT for public broadcast stations and libraries; domestic intracompany transfers; receipts of foreign subsidiaries; and other nonoperating income.

Management of Companies and Enterprises sector- For holding companies, revenue includes revenue of only the holding company establishment, including net investment income, interest, and dividends.

Manufacturing sector - Covers the received or receivable net selling values, f.o.b. plant (exclusive of freight and taxes), of all products shipped, both primary and secondary, as well as all miscellaneous receipts, such as receipts for contract work performed for others, installation and repair, sales of scrap, and sales of products bought and resold without further processing. Included are all items made by or for the establishments from materials owned by it, whether sold, transferred to other plants of the same company, or shipped on consignment. The net selling value of products made in one plant on a contract basis from materials owned by another was reported by the plant providing the materials.

In the case of multiunit companies, the manufacturer was requested to report the value of products transferred to other establishments of the same company at full economic or commercial value, including not only the direct cost of production but also a reasonable proportion of "all other costs" (including company overhead) and profit.

Mining sector - Includes the net selling values, f.o.b. mine or plant after discounts and allowances, excluding freight charges and excise taxes. Shipments includes all products physically shipped from the establishment during the year, including material withdrawn from stockpiles and products shipped on consignment, whether or not sold in the current year. Prepared material or concentrates includes preparation from ores mined at the same establishment, purchased, received from other operations of the same company, or received for milling on a custom or toll basis. For products transferred to other establishments of the same company or prepared on a custom basis, companies were requested to report the estimated value, not merely the cost of producing the items. Multiestablishment companies were asked to report value information for each establishment as if it were a separate economic unit. They were instructed to report the value of all products transferred to other plants of the company at their full economic value; to include, in addition to direct cost of production, a reasonable proportion of company overhead and profits. For all establishments classified in an industry, value of shipments and receipts includes (1) the value of all primary products of the industry; (2) the value of secondary products which are primary to other industries; (3) the receipts for contract work done for others, except custom milling; and (4) the value of products purchased and resold without further processing. Receipts for custom milling are not included to avoid duplication with the value of custom milled ores included in an industry's primary and secondary products. Some duplication exists in industry and industry group totals because of the inclusion of materials transferred from one establishment to another for mineral preparation or resale.

Professional, Scientific, and Technical Services; Administrative and Support and Waste Management and Remediation Services; Educational Services; Health Care and Social Assistance; Arts, Entertainment, and Recreation; and Other Services (Except Public Administration) sectors - TAXABLE ESTABLISHMENTS: Includes receipts from customers or clients for services rendered, from the use of facilities, and from merchandise sold whether or not payment was received. For advertising agencies, travel industries, and other service establishments operating on a commission basis, receipts include commissions, fees, and other operating income, NOT gross billings and sales. Excise taxes on gasoline, liquor, tobacco, etc.,

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which are paid by the manufacturer or wholesaler and passed on in the cost of goods purchased by the service establishment are also included. The establishments share of receipts from departments, concessions, and vending and amusement machines operated by others are included as part of receipts. Receipts also include the total value of service contracts, market value of compensation received in lieu of cash, amounts received for work subcontracted to others, and dues and assessments from members and affiliates. Receipts from services provided to foreign customers from U.S. locations, including services performed for foreign parent firms, subsidiaries, and branches are included.

Receipts are net after deductions for refunds and allowances for merchandise returned by customers. Receipts DO NOT include sales, occupancy, admissions, or other taxes collected from customers and remitted directly by the firm to a local, state, or Federal tax agency, nor do they include income from such sources as contributions, gifts, and grants; dividends, interest, and investments; or sale or rental of real estate. Also excluded are receipts (gross) of departments and concessions which are operated by others; sales of used equipment rented or leased to customers; domestic intracompany transfers; receipts of foreign subsidiaries; and other nonoperating income, such as royalties, franchise fees, etc. Receipts DO NOT include service receipts of manufacturers, wholesalers, retail establishments, or other businesses whose primary activity is other than service. They do, however, include receipts other than from services rendered (e.g., sale of merchandise to individuals or other businesses) by establishments primarily engaged in performing services and classified in the service industries.

**TAX EXEMPT ESTABLISHMENTS:** Includes revenue from customers or clients for services rendered and merchandise, whether or not payment was received, and gross sales of merchandise, minus returns and allowances. Also included are income from interest, dividends, gross rents (including display space rentals and share of receipts from departments operated by other companies), gross contributions, gifts, grants (whether or not restricted for use in operations), royalties, dues and assessments from members and affiliates, commissions earned from the sale of merchandise owned by others (including commissions from vending machine operators), and gross receipts from fundraising activities. Receipts from taxable business activities of firms exempt from Federal income tax (unrelated business income) are also included in revenue. Revenue DOES NOT include sales, admissions, or other taxes collected by the organization from customers or clients and paid directly to a local, state, or Federal tax agency; income from the sale of real estate, investments, or other assets (except inventory held for resale); gross receipts of departments, concessions, etc., that are operated by others; and amounts transferred to operating funds from capital or reserve funds.

**Real Estate and Rental and Leasing sector -** Includes revenue from all business activities whether or not payment was received in the census year, including commissions and fees from all sources, rents, net investment income, interest, dividends, and royalties. Revenue from leasing property marketed under operating leases is included. Revenue also includes the total value of service contracts, amounts received for work subcontracted to others, and rents from real property sublet to others.

Revenue does not include sales and other taxes collected from customers and remitted directly by the firm to a local, state, or Federal tax agency.

**Retail Trade sector -** Includes merchandise sold for cash or credit at retail and wholesale by establishments primarily engaged in retail trade; amounts received from customers for layaway purchases; receipts from rental of vehicles, equipment, instruments, tools, etc.; receipts for delivery, installation, maintenance, repair, alteration, storage, and other services; the total value of service contracts; and gasoline, liquor, tobacco, and other excise taxes which are paid by the manufacturer or wholesaler and passed on to the retailer. Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in allowances are not deducted from sales. Sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; gross sales and receipts of departments or concessions operated by other companies; and commissions or receipts from the sale of government lottery tickets.

Sales do not include retail sales made by manufacturers, wholesalers, service establishments, or other

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businesses whose primary activity is other than retail trade. They do include receipts other than from the sale of merchandise at retail, e.g., service receipts, sales to industrial users, and sales to other retailers, by establishments primarily engaged in retail trade.

Transportation and Warehousing sector - Includes revenue from all business activities whether or not payment was received in the census year, including commissions and fees for arranging the transportation of freight. Revenue does not include sales and other taxes collected from customers and remitted directly by the firm to a local, state, or Federal tax agency.

Utilities sector - Includes revenue from all business activities whether or not payment was received in the census year.

Revenue does not include sales and other taxes collected from customers and remitted directly by the firm to a local, state, or Federal tax agency.

Accommodation and Foodservices sector - Includes sales from customers for services rendered, from the use of facilities, and from merchandise sold. Also includes dues and assessments from members and affiliates. Sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; gross sales and receipts of departments or concessions operated by other companies; and commissions or receipts from the sale of government lottery tickets.

Excludes sales from civic and social organizations, amusement and recreation parks, theaters, and other recreation or entertainment facilities providing food and beverage services.

## Number of Employees

### General Definition

Paid employees consists of full-time and part-time employees, including salaried officers and executives of corporations. Included are employees on paid sick leave, paid holidays, and paid vacations; not included are proprietors and partners of unincorporated businesses. The definition of paid employees is the same as that used on IRS Form 941.

### Sector-Specific Information

Construction and Manufacturing sectors. Comprises all full-time and part-time employees on the payrolls of establishments who worked or received pay for any part of the pay period including the 12th of March, May, August, and November, divided by 4.

Finance and Insurance sector. Includes all employees who were on the payroll during the pay period including March 12. Excludes independent (nonemployee) agents.

Information; Professional, Scientific, and Technical Services; Administrative and Support and Waste Management and Remediation Services; Educational Services; Health Care and Social Assistance; Arts, Entertainment, and Recreation; and Other Services (Except Public Administration) sectors - Includes all employees who were on the payroll during the pay period including March 12. Includes members of a professional service organization or association which operates under state professional corporation statutes and files a corporate Federal income tax return. Excludes employees of departments or concessions operated by other companies at the establishment.

Management of Companies and Enterprises sector. Includes all employees who were on the payroll during the pay period including March 12.

Mining sector. Also included are employees working for miners paid on a per ton, car, or yard basis.

Excluded are employees at the mine but on the payroll of another employer (such as employees of contractors) and employees at company stores, boardinghouses, bunkhouses, and recreational centers. Also excluded are members of the Armed Forces and pensioners carried on the active rolls but not working during the period. Includes all employees who were on the payroll during the pay period including March 12.

Real Estate and Rental and Leasing sector. Includes all employees who were on the payroll during the pay period including March 12. Excludes independent (nonemployee) agents.

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Retail Trade and Accommodation and Foodservices sectors. Includes all employees on the payroll during the pay period including March 12. Excludes employees of departments or concessions operated by other companies at the establishment.

Transportation and Warehousing sector. Includes all employees who were on the payroll during the pay period including March 12.

Utilities sector. Includes all employees who were on the payroll during the pay period including March 12.