

STATE BAR OF MICHIGAN
REQUEST FOR PROPOSAL (RFP)
Data Analysis for Economics of Law Practice Survey

RFP Number: SBM-2025-ELPS

Issue Date: June 15, 2025

Proposal Due Date: July 30, 2025, 5:00 PM EST

Contact Person: Kari Thrush, Assistant Executive Director

Email: kthrush@michbar.org

Phone: 517-346-6371

I. Introduction and Purpose

The State Bar of Michigan invites qualified individuals, research firms, academic institutions, and consultants to submit proposals to conduct a comprehensive data analysis of its Economics of Law Practice survey.

The State Bar of Michigan is a public body corporate operating under the supervision of the Michigan Supreme Court and located in Lansing, Michigan. The State Bar has over 46,000 attorney members, an annual budget of \$12 million and a staff of 75 FTEs. For further information about the State Bar of Michigan, please see the State Bar's [strategic plan](#) and previous Economics of Law Practice [reports](#).

The objective of this project is to extract meaningful insights from the most recent survey responses, identify trends and patterns to better understand the economic landscape of legal practice in Michigan.

II. Background

The Economics of Law Practice Survey is conducted every three years to gather information regarding the financial and operational aspects of legal practice in Michigan. Since the first Economics of Law Practice survey in 1972, the number of attorneys practicing in Michigan has nearly tripled to around 35,000. The data collected includes but is not limited to billing rates, income levels, geographic and practice area differences, and employment characteristics. The results are used to inform policy decisions, provide benchmarking data for members, and contribute to the strategic planning of the State Bar. Additionally, this report is used to establish attorneys' fees in

courts of law. The contractor should be prepared to respond to subpoenas and provide sworn testimony as to the validity of the analysis.

III. Scope of Work

The selected contractor will be responsible for the following tasks:

1. Preparation

- Assess survey design, structure, and questions in Survey Monkey.
- Evaluate response rates and identify opportunities to improve participation

2. Data Cleaning and Preparation

- Review and clean raw survey dataset
- Missing address, inconsistent, or outlier responses

3. Statistical Analysis

- Conduct descriptive and inferential statistical analysis
- Segment data by variables such as geography, firm size, practice area, demographics, and years of experience
- Identify significant trends, changes from previous surveys, and anomalies

4. Deliverables

- Prepare two reports detailing methodology and findings
 1. 2026 Economics of Law Practice Survey Results [desktop reference]
 2. 2026 Economics of Law Practice: Income and Billing Summary Report [summary]
- Include clear tables, charts, and graphics
- Two draft reports for feedback
- Two final reports (print and digital formats)

- Provide an executive summary and key takeaways
 - Provide a slide deck and be available for testimony, as needed
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IV. Proposal Requirements

Proposals must include:

- Cover Letter
 - Executive Summary
 - Understanding of the Project and Proposed Methodology
 - Qualifications and Experience
 - Relevant previous work and references
 - Resumes of key personnel
 - Timeline
 - Budget and Cost Proposal
 - Sample Work Product (if available)
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V. Evaluation Criteria

Proposals will be evaluated based on:

- Demonstrated understanding of the project
 - Experience and qualifications
 - Methodology and approach
 - Clarity and quality of previous work
 - Cost-effectiveness
 - Three references and examples of past performance, if available
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VI. Timeline

Event	Date
RFP Issue Date	June 15, 2025
Proposal Submission Deadline	July 30, 2025
Evaluation of Proposals	July 30-Aug 15, 2025
Notification of Award	August 18, 2025
Project Start Date	August 25, 2025
Distribution of survey instrument to members	January 1-March 31, 2026
Draft Reports Due	June 15, 2026
Final Reports Due	July 30, 2026

VII. Submission Instructions

Please submit your proposal electronically in PDF format to:

State Bar of Michigan

Kari Thrush, Assistant Executive Director

kthrush@michbar.org

Subject Line: Proposal – Economics of Law Survey Analysis

All proposals must be received by July 30, 2025.

VIII. Questions and Clarifications

Questions regarding this RFP must be submitted in writing by July 8, 2025 to kthrush@michbar.org. Responses will be shared with all prospective applicants.

IX. Terms and Conditions

- SBM reserves the right to reject any or all proposals.
 - All costs incurred in the preparation of a proposal are the responsibility of the applicant.
 - The successful bidder may be required to sign a confidentiality agreement.
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