

St. Louis

2024



ALM | LAW.COM COMPASS
MARKET ANALYSIS REPORTS

Methodology

This report has been compiled using proprietary ALM information, including the [NLJ 500](#), a ranking of the largest 500 US law firms by attorney headcount. The NLJ 500 office and lawyer counts for a specific market, included in the market overview section, are current as of December 2023. Other ALM sources used in this report include [Law.com Compass](#) and [Law.com Radar](#)

The report also features metrics developed by ALM. This is supplemented by external data sources such as the American Bar Association and the U.S. Bureau of Labor Statistics. Where an external source has been used, this has been denoted with a footnote

ALM's market analysis reports provide pivotal insights into the legal and the client landscape, business climate, and overall attractiveness of major and emerging legal markets across the US and globally. These reports, along with [Law.com Compass](#), power ALM's [Market Hub Pages](#), where you can download other previously completed market analysis reports

If you have any questions about this methodology or this report, please contact James Willer at jwiller@alm.com

Executive Summary: The St. Louis Legal Market

Market Overview

- The city of St. Louis is home to 36 NLJ 500 offices, totaling 1,625 attorneys, including 856 partners
- When benchmarked to similar-sized legal markets, St. Louis has a comparably low presence of Am Law 200 and NLJ 500 law firms
- ALM tracked just three NLJ 500 office openings in St. Louis between 2019 and 2023 – Lewis Brisbois, Shook Hardy & Bacon, and Quarles & Brady
- According to the U.S. Bureau of Labor Statistics, as of 2022, the St. Louis metro area placed in the top 10% locations nationally for lawyer demand, ranking 46th out of a total of 525 metro areas

Competitive Overview

- Ten of the top 25 largest law firms in the St. Louis metro area by attorney headcount are headquartered locally, including seven of the 10 largest
- St. Louis is a particularly concentrated market, with just under half (49%) of attorneys among the top 25 largest already working for one of five firms - Thompson Coburn, Husch Blackwell, BCLP, Armstrong Teasdale, and Sandberg Phoenix
- St. Louis is also a relatively insular regional market with 80% of the 25 largest law firms in the metro area derived from the Midwest U.S., incorporating firms local to St. Louis as well as Kansas City, Cleveland, and Minneapolis

Client Overview

- There were 19 companies based in Missouri included in the 2023 Fortune 1000, with 15 of these companies headquartered in the St. Louis metro area, incorporating locations such as Chesterfield and Clayton
- These 15 companies generated a combined \$255.3B in FY 2022 revenue with an estimated total outside counsel spend of over \$750M and employing more than 290,000 individuals
- There were 326 companies involved in litigation matters initiated in the St. Louis-located Missouri Eastern District Court between 2021 and 2023. All but two of the top 20 most litigious companies in the court over this period were headquartered in Missouri

Outlook

- St. Louis' established client base, comprised of major corporations combined with an expanding start-up scene, provides strong law firm growth opportunities across a wide spectrum of industry segments and practice areas
- Greater St. Louis' expanding start-up scene provides a solid pipeline of prospective legal demand. In particular, as the region's start-ups mature, their need for higher-rate legal services on complex issues will also grow
- St. Louis' low levels of law firm saturation enhance first-mover advantage opportunities for firms looking to enter the market, as well as providing low barriers to entry and increased growth potential

Market Overview

36

Number of NLJ 500 offices in St. Louis, totaling 1,625 attorneys, including 856 partners

7%

Percentage of NLJ 500 firms with offices in the market

The St. Louis Legal Market

326

Number of companies involved in litigation matters initiated in the St. Louis-located Missouri Eastern District Court between 2021 and 2023

15

Number of Fortune 1000 companies located in the St. Louis metro area generating a combined \$255.3B in FY 2022 revenue and employing over 290,000 individuals

ALM categorized **St. Louis** as a **Tier 3** legal market. This is determined by several variables, including a specific market's *partner and associate rates, number of lawyers, law firms present, and lawyer compensation*

The purpose of the exercise was to compare the strengths and weaknesses of the St. Louis market to other **Tier 3** markets throughout the US to evaluate the potential for expansion for firms that do not currently have a presence in the market

ALM analyzed various criteria for US legal markets broken down by two major divisions: **Comparative General Business Climate** and **Comparative Business of Law Climate**

The **Comparative General Business Climate** contains 10 categories, including *cost of living, state income tax, venture capital funding, real estate costs, unemployment/job creation rates and presence of Fortune 1000 companies*

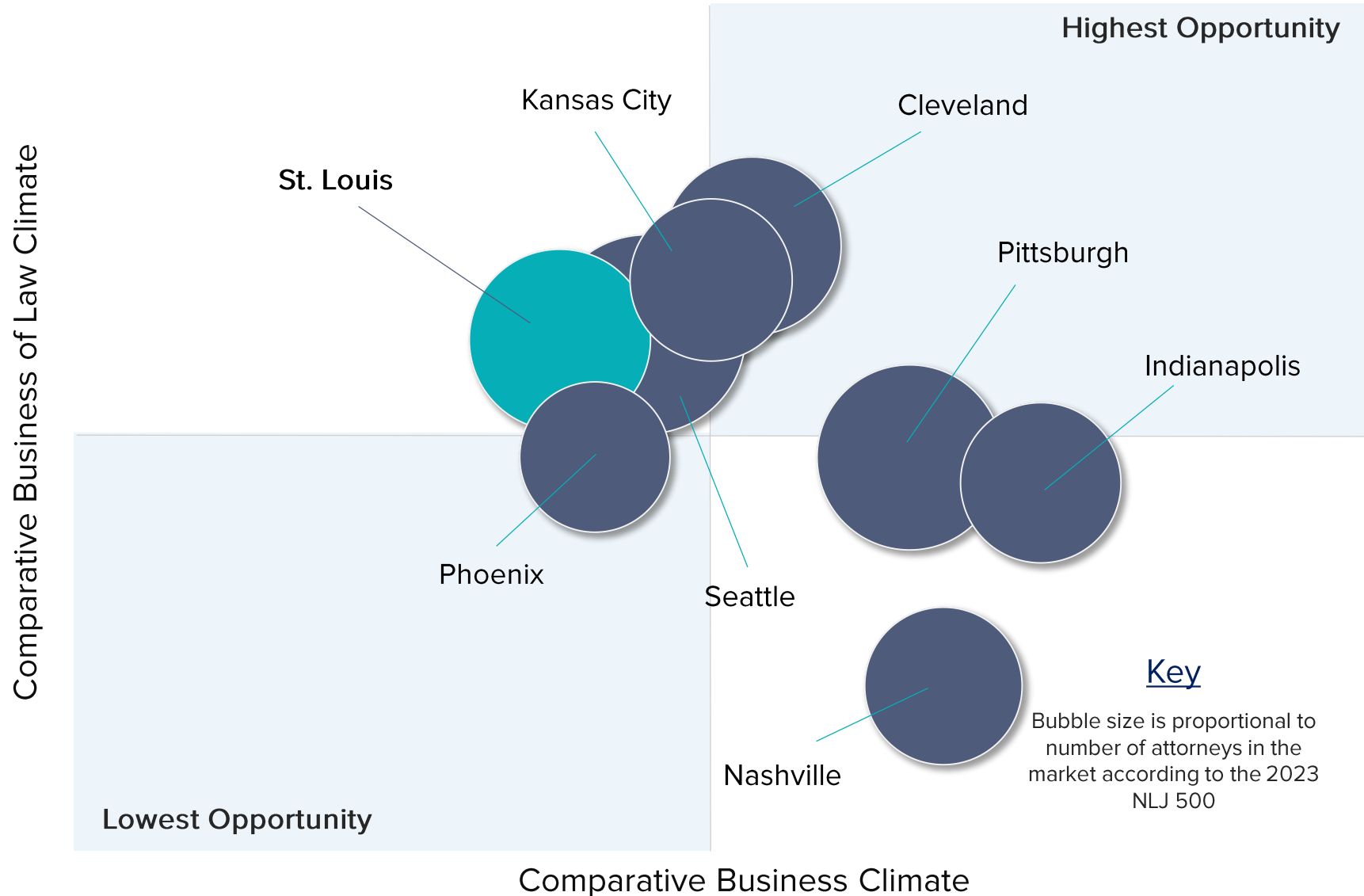
The **Comparative Business of Law Climate** contains 10 categories and explores variables more tailored to the legal industry, including *attorney and law firm saturation, potential for expansion into the market, attorney compensation, market leverage and diversity*

Markets received a score of 1–10 on each of the categories based on national averages, where appropriate

Various resources, including the American Bar Association, Bureau of Labor statistics and proprietary ALM information, provided data points for the scoring

St. Louis | Comparative Climates for Expansion

St. Louis | 2024



St. Louis' Comparative Business of Law Climate ranked ahead of several other Tier 3 legal markets, aided by its relatively higher levels of legal demand and lower levels of law firm saturation, including outside competitor presence

However, St. Louis' Comparative Business Climate ranked last when benchmarked against other Tier 3 legal markets

A comparably lower level of net job creation and less competitive state and local tax rates impacted St. Louis' overall scoring

Market Breakdown

NLJ 500 Firm Presence & Attorneys in Tier 3 Markets

Market	NLJ 500 Offices	Total Attorneys	Total Partners	Avg. Office Size	% of Partners
Pittsburgh	52	1,698	855	33	50%
Seattle	51	1,957	895	38	46%
Phoenix	41	1,122	565	27	50%
Nashville	38	1,227	585	32	48%
St. Louis	36	1,625	856	45	53%
Cleveland	32	1,571	832	49	53%
Indianapolis	29	1,273	679	44	53%
Kansas City	21	1,304	654	62	50%

Source: Law.com Compass. Current as of December 2023

There are 36 NLJ 500 firms with a presence in St. Louis, employing 1,625 local attorneys and 856 local partners. St. Louis ranked third-highest among its Tier 3 peer markets in average office size with 45 attorneys, behind Kansas City and Cleveland

Market Saturation

Am Law 200 & NLJ 500 Firm Presence in Tier 3 Markets

Tier 3 Market	% of Am Law 200 w/ office in market
Seattle	17%
Pittsburgh	14%
Phoenix	13%
Nashville	12%
Cleveland	10%
St. Louis	9%
Kansas City	8%
Indianapolis	8%

Tier 3 Market	% of NLJ 500 w/ office in market
Pittsburgh	10%
Seattle	10%
Phoenix	8%
Nashville	8%
St. Louis	7%
Cleveland	6%
Indianapolis	6%
Kansas City	4%

Source: Law.com Compass

When compared to similar-sized Tier 3 markets, St. Louis has modest rates of law firm saturation. The market features the third and fourth-lowest percentage of Am Law 200 and NLJ 500 law firms, respectively, suggesting lower barriers to entry and heightened opportunities for firm expansion

Market Saturation

Non-HQ NLJ 500 Firm and Attorney Presence in Tier 3 Markets

Tier 3 Market	% of Non-HQ NLJ 500 Offices
Nashville	97%
Seattle	92%
Phoenix	88%
St. Louis	83%
Pittsburgh	83%
Indianapolis	79%
Kansas City	71%
Cleveland	66%

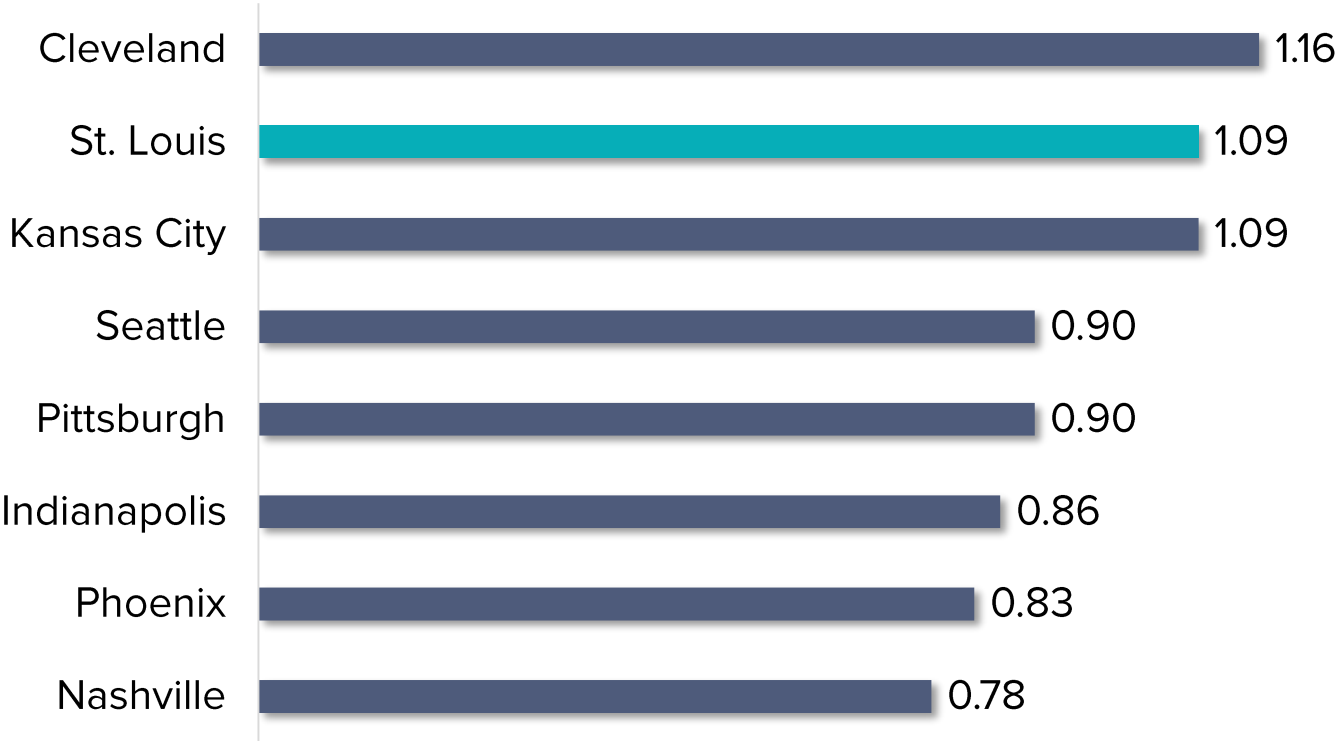
Tier 3 Market	% of Non-HQ NLJ 500 partners in market
Nashville	80%
Seattle	64%
Phoenix	62%
Indianapolis	50%
Pittsburgh	48%
St. Louis	42%
Cleveland	24%
Kansas City	22%

Tier 3 Market	% of Non-HQ NLJ 500 attorneys in market
Nashville	79%
Phoenix	63%
Seattle	62%
Indianapolis	51%
Pittsburgh	48%
St. Louis	44%
Kansas City	28%
Cleveland	22%

Source: Law.com Compass

More than 80% of all NLJ 500 offices in St. Louis are derived from firms headquartered outside the city, reflecting a market with a relatively high presence of outside competitors. However, St. Louis also features the third-lowest presence of non-HQ attorneys among its Tier 3 peer markets, indicating a high proportion of large firms headquartered locally

Metropolitan Areas with Highest Demand for Lawyers, 2022* *Location Quotient, Tier 3 Legal Markets*



Location Quotients

- The U.S. Bureau of Labor Statistics (BLS) uses location quotients, or LQs, to assess demand for each occupation in each metro area in the United States
- LQs compare local employment in an occupation or industry to national employment in that occupation or industry
- An LQ higher than one means an occupation or industry is more concentrated in that area than in the nation
- An LQ less than one means an occupation or industry is less concentrated in that area than in the nation

*Source: U.S. Bureau of Labor Statistics

According to the U.S. Bureau of Labor Statistics, as of 2022, the St. Louis metro area had the joint-second highest demand for lawyers among Tier 3 peer markets, alongside fellow Missouri-based Kansas City. When compared to all U.S. markets, St. Louis ranked 46th out of a total of 525 metro areas, placing it in the top 10% of locations nationally for lawyer demand

St. Louis | Business of Law Climate

Average Annual Wage for Lawyers, 2022* *Tier 3 Legal Markets*

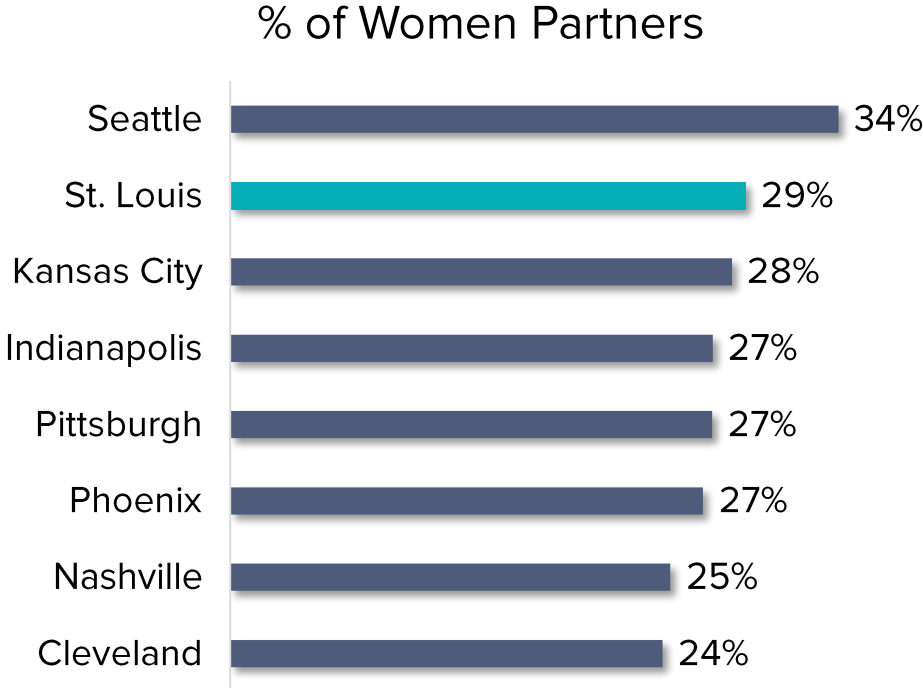
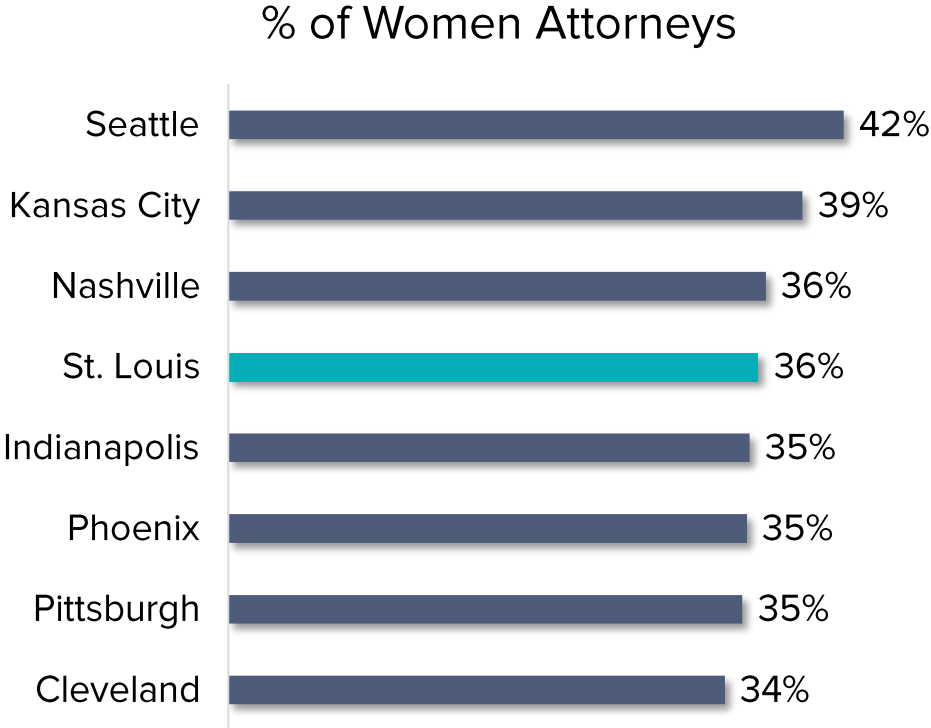
Metropolitan Statistical Area	Average Wage
Seattle-Tacoma-Bellevue, WA	\$174,420
Indianapolis-Carmel-Anderson, IN	\$153,970
Nashville-Davidson--Murfreesboro--Franklin, TN	\$151,950
Phoenix-Mesa-Scottsdale, AZ	\$150,390
Kansas City, MO-KS	\$145,930
St. Louis, MO-IL	\$142,150
Pittsburgh, PA	\$137,860
Cleveland-Elyria, OH	\$133,710

The St. Louis metropolitan statistical area had the third-lowest average annual lawyer wage among its Tier 3 peer markets in 2022

*Source: American Bar Association

Gender Diversity

NLJ 500 Attorneys, Tier 3 Legal Markets

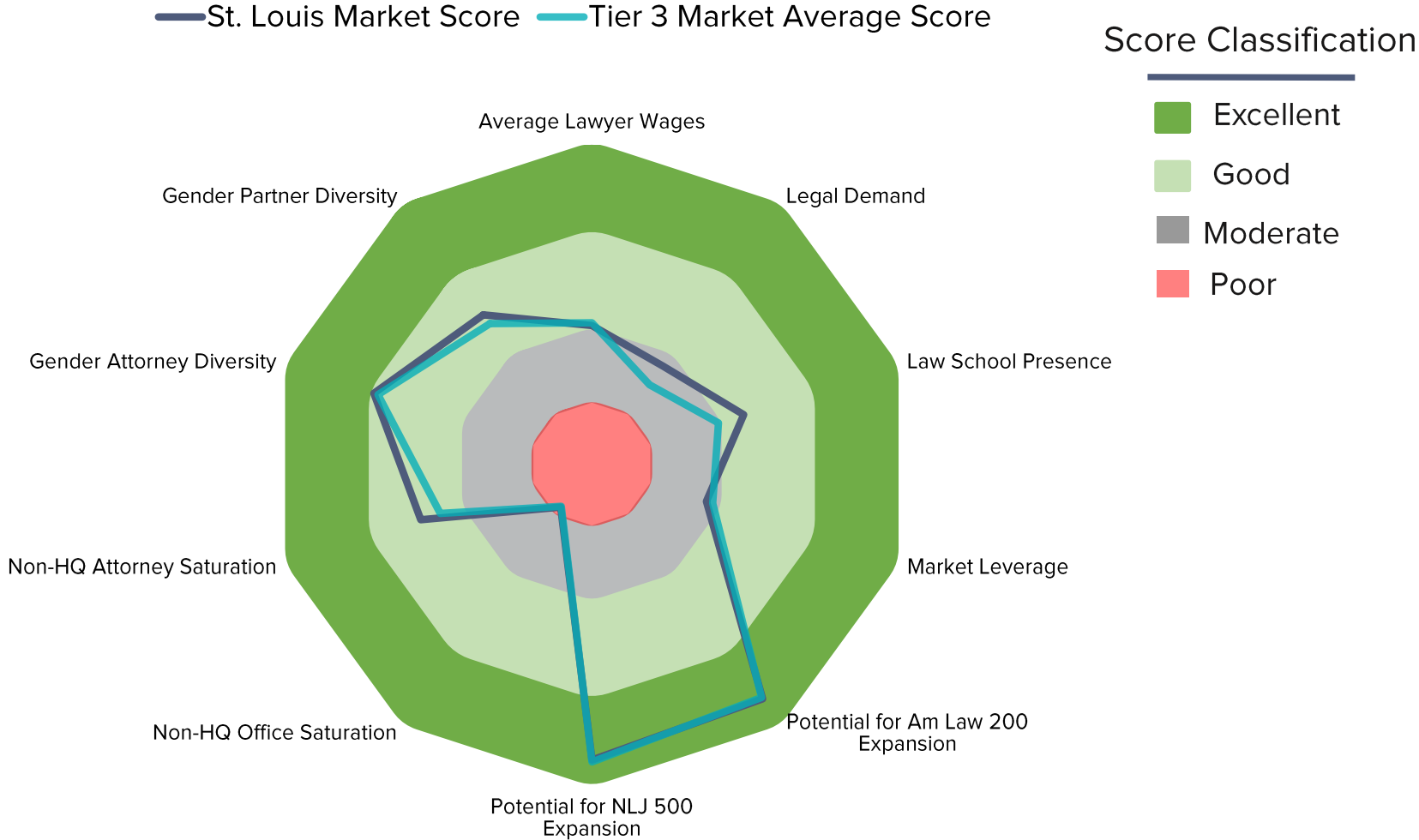


Source: Law.com Compass

St. Louis has the joint third-highest percentage of women attorneys at NLJ 500 firms among its Tier 3 peer markets and the second-highest percentage of women partners

St. Louis | Market Scorecard

Comparative Business of Law Climate



St. Louis | 2024

St. Louis posted comparable scores to the Tier 3 market average across several business of law climate metrics, including average lawyer wages and the potential for Am Law 200 and NLJ 500 expansion

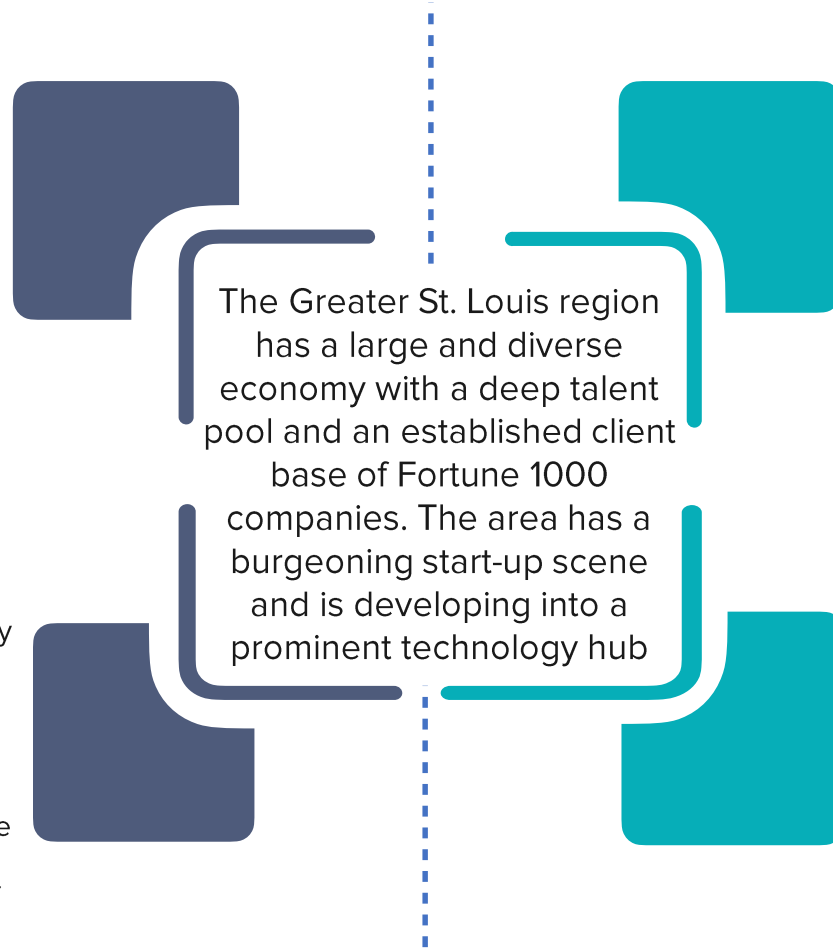
The market scored slightly above the Tier 3 average for legal demand and law school presence

There are four ABA-accredited law schools in Missouri, including the St. Louis-located Washington University School of Law, which ranks among the top 20 law schools in the country

The St. Louis legal market received a score of 1–10 on each business of law climate category based on national averages, where appropriate

Overview

- St. Louis is the epicenter of the Greater St. Louis region, a 15-county bi-state area and the 21st largest metro in the U.S. The region, home to over 80,000 established businesses, boasts a sizeable regional economy with a gross metro product of \$173B (*Greater St. Louis, Inc.*)
- Greater St. Louis is economically diverse and provides the base for businesses of all sizes across various industries. The region has particular strengths in manufacturing, healthcare, and financial services
- The St. Louis metro area has an established client base of major corporations. Fifteen Fortune 1000 companies are headquartered locally, along with nine of Forbes' largest private companies in America (*see client base section*)
- Greater St. Louis is developing into a prominent technology hub with a burgeoning start-up scene, supported by a regional ecosystem of research hubs, universities, talent, and corporate sponsors. St. Louis ranked 33rd in *Inc's* 50 best places in the U.S. for starting a business
- For business, Greater St. Louis' transportation infrastructure and strategic central location provide efficient access to U.S. and global markets. The region's relatively low cost of living and sizeable educational market also offer a deep talent pool from which to recruit



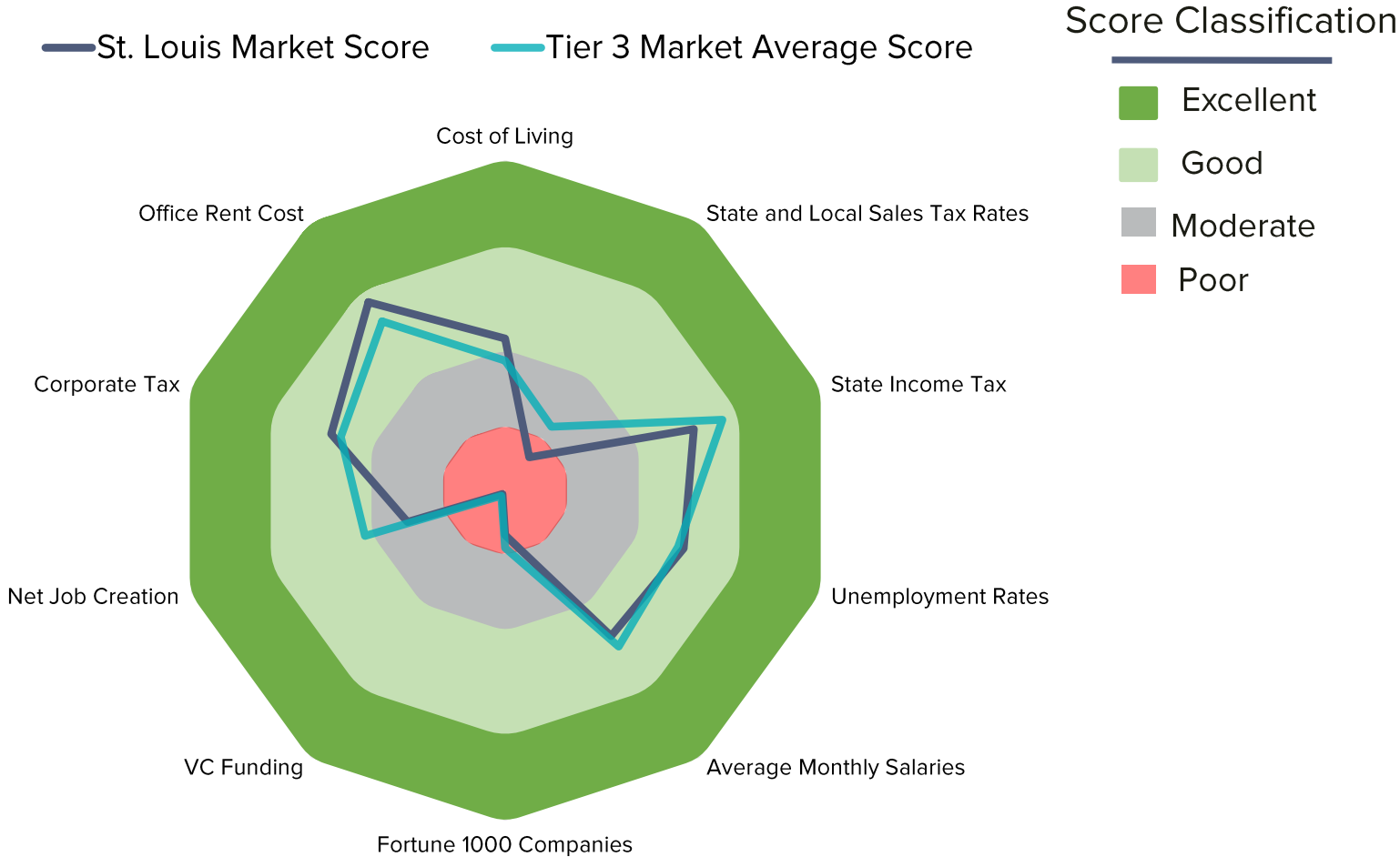
Opportunities

- Expansion into St. Louis provides opportunities for law firms to service a diversified client base comprised of major corporations and start-ups, across the broader Greater St. Louis region, as well as the wider U.S. Midwest incorporating Missouri and Illinois
- Greater St. Louis' skilled workforce, thriving innovation and entrepreneurial ecosystem, and state incentives such as the ['Missouri Works'](#) program provide solid foundations for attracting new businesses and continued investment into the region, and with it, accompanying demand for legal services
- Greater St. Louis' expanding start-up scene provides a robust pipeline of future legal demand. In particular, as the regions start-ups mature, their need for higher-rate legal services on complex issues will also grow
- St. Louis has a high labor supply level of college graduates and relatively low labor costs. The city is near several law schools, including Washington University School of Law, which ranks among the top 20 law schools in the country (*U.S News*)

St. Louis | Market Scorecard

Comparative Business Climate

St. Louis | 2024



St. Louis scored moderately to good on a number of business climate categories, including average monthly salaries and unemployment rates

The market scored more highly for its lower office rental costs and overall cost of living relative to the Tier 3 market average

However, St. Louis also scored below the Tier 3 market average for net job creation, state and local sales tax rates, and state income tax

The St. Louis legal market received a score of 1–10 on each business climate category based on national averages, where appropriate

Competitive Overview

St. Louis Metro Area

Top 25 Largest Firms by Attorney Headcount

Note: Counts derived from ALM data collection from law firms with a office in the St. Louis Metro Area. The count is current as of December 2023. Year-over-year growth calculation based on firm headcount change from December 2022

St. Louis | 2024

Firm	HQ City	No. of Lawyers in St. Louis Metro Area (Dec-23)	2022-2023 Growth
Thompson Coburn	St. Louis, MO	226	-6%
Husch Blackwell	Kansas City, MO	209	-
Bryan Cave Leighton Paisner	St. Louis, MO	203	-7%
Armstrong Teasdale	St. Louis, MO	157	-8%
Sandberg Phoenix & von Gontard	St. Louis, MO	153	9%
Lewis Rice	St. Louis, MO	125	2%
UB Greensfelder	St. Louis, MO	115	-3%
Polsinelli	Kansas City, MO	102	5%
Brown & James	St. Louis, MO	65	3%
Stinson	Kansas City, MO	60	5%
Carmody Macdonald	St. Louis, MO	59	9%
Evans & Dixon	St. Louis, MO	53	-
HeplerBroom	Edwardsville, IL	51	2%
Lashly & Baer	St. Louis, MO	50	-
Spencer Fane	Kansas City, MO	45	0%
Dentons	Verein	40	8%
Baker Sterchi Cowden & Rice	Kansas City, MO	36	3%
Lewis Brisbois Bisgaard & Smith	Los Angeles, CA	36	6%
Heyl Royster Voelker & Allen	Peoria, IL	28	-3%
Ogletree Deakins Nash Smoak & Stewart	Greenville, SC	25	4%
Foley & Mansfield	Minneapolis, MN	22	5%
Gordon Rees Scully Mansukhani	San Francisco, CA	22	47%
Lathrop GPM	Kansas City, MO	21	-25%
Tucker Ellis	Cleveland, OH	20	11%
Norton Rose Fulbright	Verein	20	43%

Source: Law.com Compass

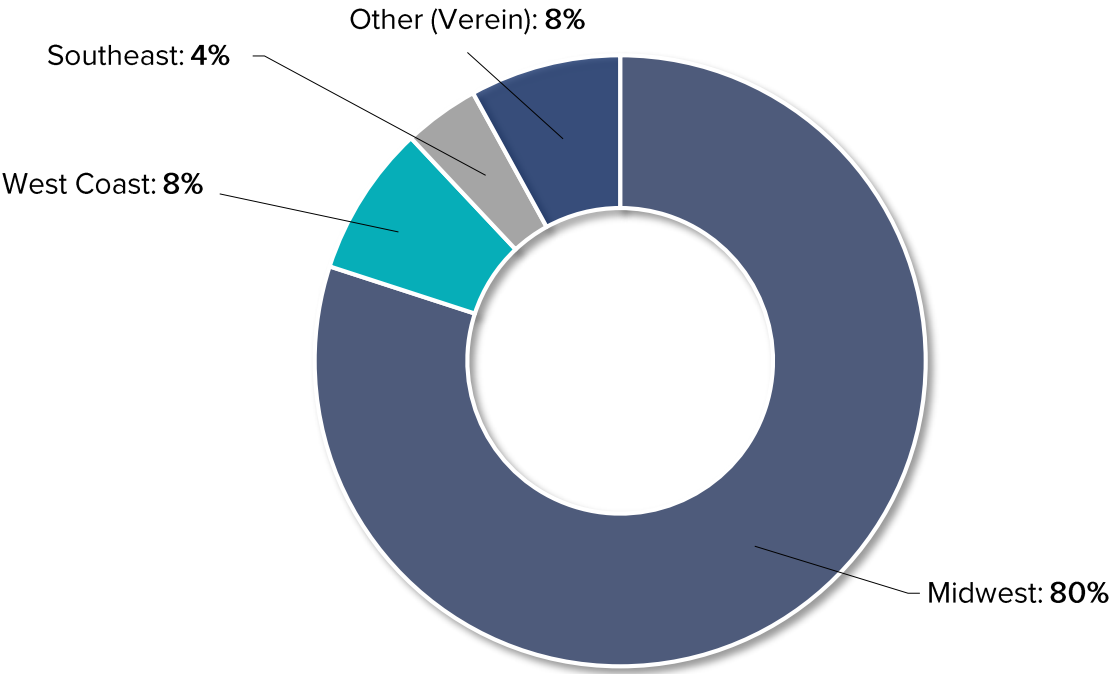
Ten of the top 25 largest law firms in the St. Louis metro area by attorney headcount are headquartered locally. St. Louis has a particularly concentrated law firm market, with just under half (49%) of attorneys already working for one of five firms - Thompson Coburn, Husch Blackwell, BCLP, Armstrong Teasdale, and Sandberg Phoenix

St. Louis Metro Area

Top 25 Largest Firms by Attorney Headcount

St. Louis | 2024

% of Top 25 Firms by US HQ Region



Number of Top 25 Firms by US HQ City

US HQ City	Number of Firms
St. Louis, MO	10
Kansas City, MO	6
Cleveland, OH	1
Edwardsville, IL	1
Greenville, SC	1
Los Angeles, CA	1
Minneapolis, MN	1
Peoria, IL	1
San Francisco, CA	1
Other (Verein)	2

Source: Law.com Compass

St. Louis is a relatively insular regional market derived of a large proportion of Midwest firms. Twenty (80%) of the 25 largest law firms in the city’s metro area are based in the region, incorporating firms local to St. Louis as well as Kansas City, Cleveland, Minneapolis, and the state of Illinois

St. Louis Metro Area

Fastest Growing Top 25 Firms, 2021-2023

Firms	HQ City	2023 St. Louis Lawyers	2021-2023 Net Increase	2021-2023 % Growth
Sandberg Phoenix & von Gontard	St. Louis, MO	153	+15	11%
Polsinelli	Kansas City, MO	102	+8	9%
Gordon Rees Scully Mansukhani	San Francisco, CA	22	+8	57%
Norton Rose Fulbright	Verein	20	+7	54%
Lewis Brisbois Bisgaard & Smith	Los Angeles, CA	36	+6	20%
Dentons	Verein	40	+5	14%
Lewis Rice	St. Louis, MO	125	+4	3%
Tucker Ellis	Cleveland, OH	20	+2	11%

Of the top 25 largest firms in the St. Louis metro area, eight exhibited footprint growth between 2021 and 2023

West Coast-based Gordon Rees grew the most by percentage (57%), while St. Louis-headquartered Sandberg Phoenix added the most net attorneys (+15)

Source: Law.com Compass

St. Louis | Law Firm Timeline

St. Louis | 2024

**HUSCH
BLACKWELL**

Announced the completion of construction on its new, state-of-the-art St. Louis office space in the newly constructed Commerce Bank Tower

Quarles

Firm launched an office in St. Louis after a string of lateral additions that included labor and employment partners from Armstrong Teasdale

**SANDBERG
PHOENIX**

Announced a combination with St. Louis-based Affinity Law Group, expanding the firm's M&A and commercial finance practice groups

**SHOOK
HARDY & BACON**

Launched office in St. Louis in 2021 with a 10-attorney environmental and toxic torts litigation team from local firm Capes Sokol

2019

2021

2023

2023

Q1 2024

**LEWIS
BRISBOIS.**

Opened St. Louis office in 2019 with five new attorneys from the St. Louis office of Atlanta-based Hawkins Parnell & Young

NORTON ROSE FULBRIGHT

Added four partners in transactional and regulatory insurance in St. Louis from Bryan Cave Leighton Paisner

**Lathrop
GPM**

Moved to new office space at the Plaza in Clayton, as the firm targets further growth in the St. Louis market

POLSINELLI

Relocated its offices space to the the new Centene Plaza C building in Clayton

ALM tracked just three NLJ 500 office openings in St. Louis between 2019 and 2023, launched through lateral hiring from local firms – Lewis Brisbois (2019), Shook Hardy & Bacon (2021), and Quarles & Brady (2023). Other firms with a pre-existing presence in the market have relocated to new Class-A office space within the metro area, such as the newly constructed Commerce Bank Tower in downtown Clayton

Partner Movement

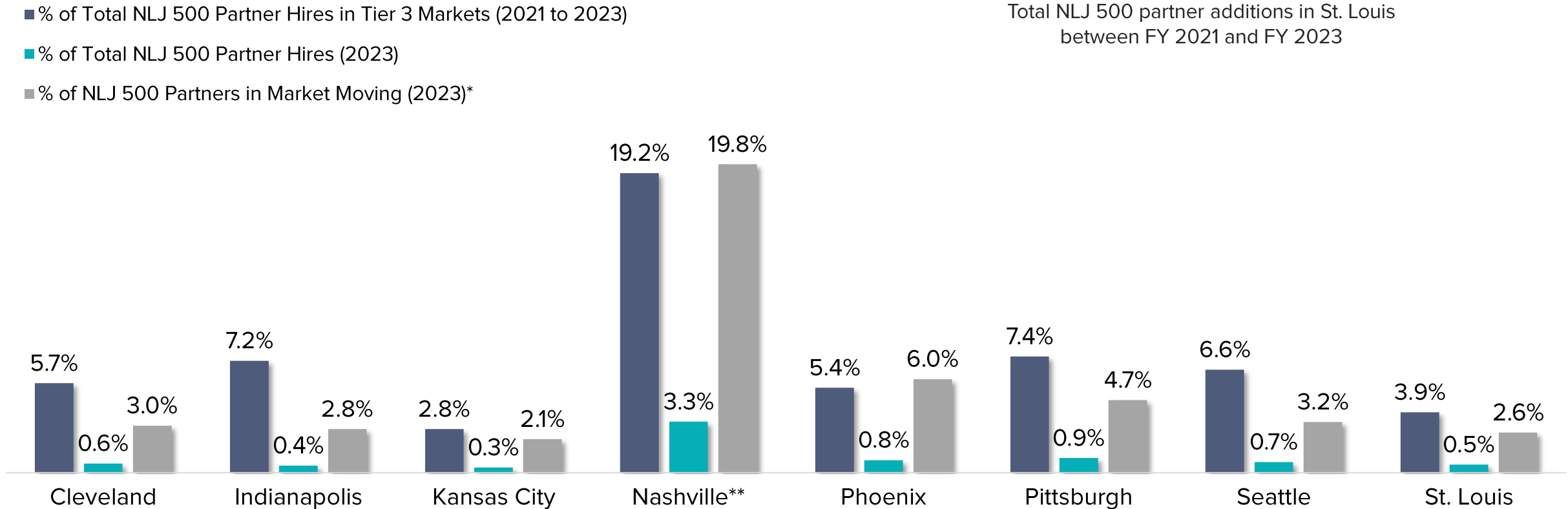
St. Louis | 2024

St. Louis (Tier 3 Market Comparison)

Jan. 2021 – Dec. 2023

54

Total NLJ 500 partner additions in St. Louis between FY 2021 and FY 2023



*This is calculated by dividing the number of NLJ 500 partner hires in a market by the total number of NLJ 500 partners in a market

**High partner movement activity in Nashville impacted by the 2023 merger between Holland & Knight and Waller Lansden

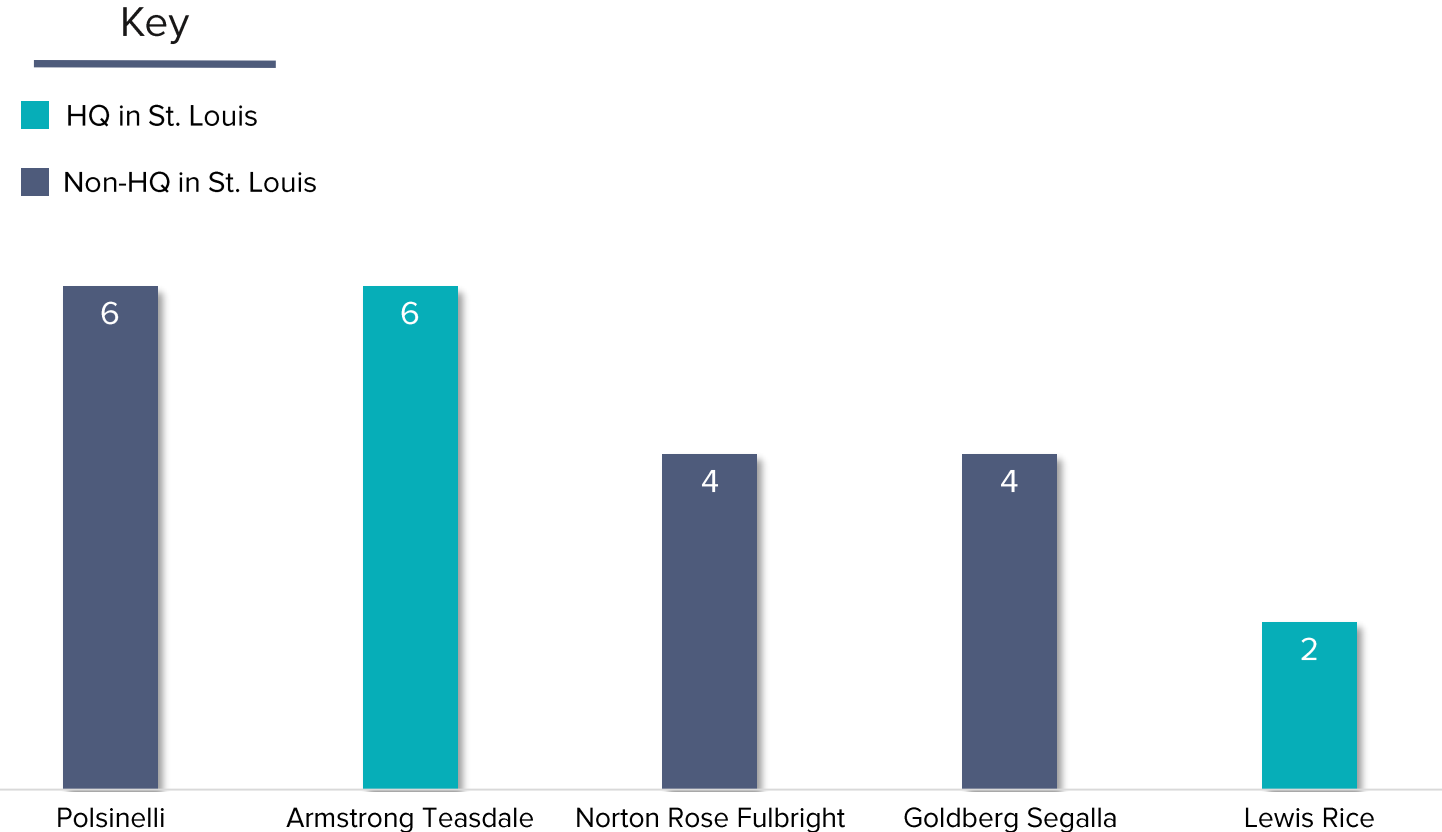
At 3.9%, St. Louis had among the lowest levels of partner hiring activity across Tier 3 legal markets between 2021 and 2023, although the city had higher activity levels than nearby Kansas City. Last year, 2.6% of St. Louis' partners made a move, below the Tier 3 market average of 5.5%

Partner Additions

St. Louis | 2024

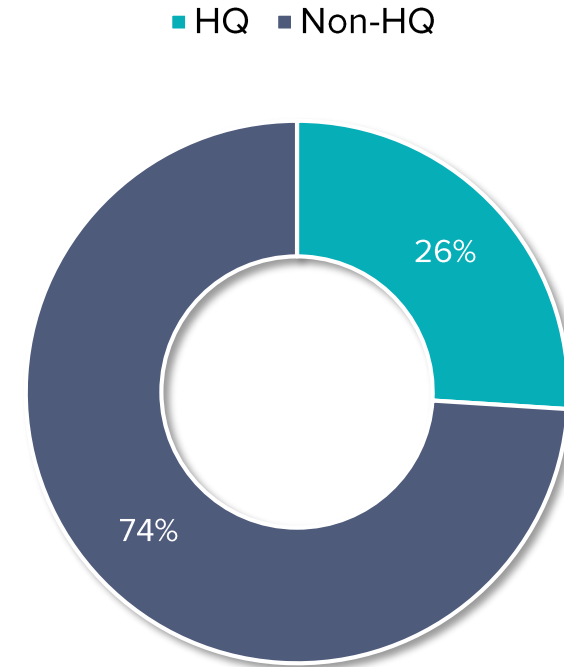
Top Five NLJ 500 Firms for Partner Additions

St. Louis, Jan. 2022 – Dec. 2023



% of NLJ 500 Partner Additions (HQ versus Non-HQ Comparison)

St. Louis, Jan. 2022 – Dec. 2023



Source: Law.com Compass

Non-HQ firms in St. Louis have been the market's most prominent source of partner movement, accounting for just under three-quarters of total partner additions between 2022 and 2023. Three of the top five most active firms over this period derived outside the market, including Polsinelli (HQ in Kansas City) Norton Rose (global), and Goldberg Segalla (Buffalo)

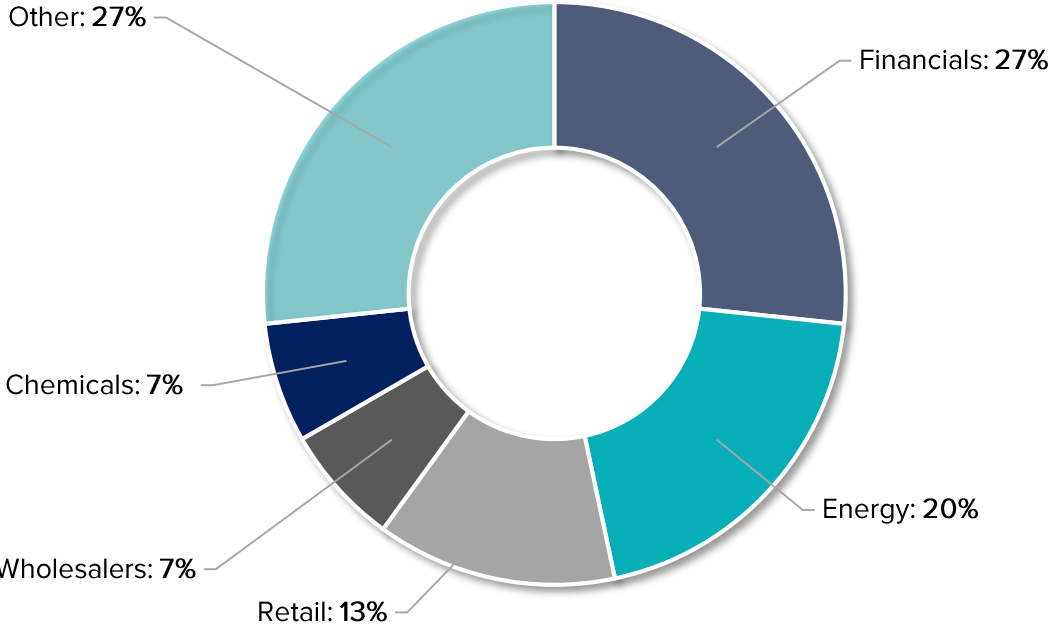
Client Base

There were 19 companies based in Missouri included in the 2023 Fortune 1000, with 15 of these companies headquartered in the St. Louis metro area

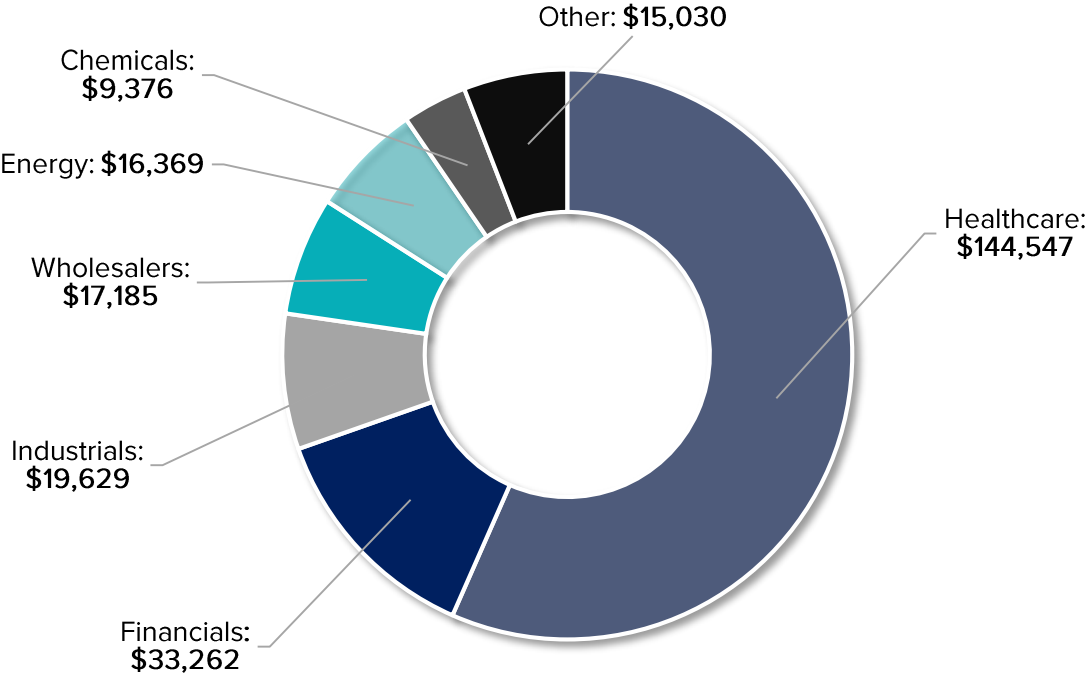
These 15 companies generated a combined \$255.3B in FY 2022 revenue, employing more than 290,000 individuals

Rank	Company	Location	Total FY 2022 Revenue (\$M)	Employees	General Counsel
25	Centene	St. Louis	\$144,547	74,300	Chris Koster
206	Emerson Electric	St. Louis	\$19,629	85,500	Michael Tang
257	Reinsurance Group of America	Chesterfield	\$16,258	3,800	William L. Hutton
333	Jones Financial (Edward Jones)	St. Louis	\$12,411	52,000	Keir Gumbs
378	Graybar Electric	St. Louis	\$10,534	9,400	Matt Geekie
410	Olin Corporation	Clayton	\$9,376	7,780	Dana O'Brien
480	Ameren	St. Louis	\$7,662	9,244	Chonda J. Nwamu
528	Core & Main	St. Louis	\$6,651	4,500	Mark Whittenburg
545	Post Holdings	St. Louis	\$6,393	10,420	Diedre J. Gray
650	Peabody Energy	St. Louis	\$4,982	5,500	Chris Wittenauer
686	Stifel Financial	St. Louis	\$4,593	9,000	Mark P. Fisher
787	Arch Resources	St. Louis	\$3,725	3,404	Rosemary L. Klein
884	Energizer Holdings	St. Louis	\$3,050	5,500	Kate Dugan
900	Caleres	St. Louis	\$2,968	7,300	Tom Burke
959	Belden	St. Louis	\$2,619	8,000	Brian Anderson

St. Louis Metro Area HQ Fortune 1000 Companies by Industry



Revenue of St. Louis Metro Area HQ Fortune 1000 Companies by Industry (\$M)



Source: Fortune 1000 (2023)

The 15 Fortune 1000 companies based in the St. Louis metro area are distributed across various industries. Financials is the most representative industry by number of companies while also being the second-largest source of revenue generation

Who Represents St. Louis Fortune 1000 Corporations

St. Louis Metro Area, 2023

Note: The following table is based on PACER and law firm press releases for the prior calendar year. For Fortune 1000 companies based in the St. Louis Metro Area, this table represents the top firms for mentions for various representations including but not limited to bankruptcies, corporate, contract, labor and transactional work

St. Louis | 2024

Company	Firm
Ameren	Adams & Reese
	Tueth Keeney*
Arch Resources	Stephoe & Johnson
Belden	Barclay Damon
	Fisher & Phillips
	Forman Watkins & Krutz
	Mitchell Williams
	Young Conaway Stargatt & Taylor
Centene	Armstrong Teasdale*
	Crowell & Moring
	Dowd Bennett*
	Heidman Law Firm
	Jackson Lewis
	Lewis Brisbois Bisgaard & Smith
Core & Main	Littler Mendelson
	Locke Lord
	London Amburn
	Mayer Brown
	Williams & Connolly
Core & Main	Debevoise & Plimpton
	Quintairos, Prieto, Wood & Boyer

Company	Firm
Emerson Electric	Baker McKenzie
	Davis Polk & Wardwell
	Foley & Mansfield
	Fox Rothschild
	Hennelly & Grossfeld
	Huber, Book, Lanz & McConkey
	Husch Blackwell
	Kelly Hart & Hallman
	Maron Marvel
	Phillips Lytle
Robinson Gray Stepp & Laffitte	
Energizer Holdings	Ropes & Gray
	Sweeney & Sheehan
Energizer Holdings	Barnes & Thornburg
	JiangIP
Graybar Electric	Adams & Reese
	Coats Rose
	Epstein Becker & Green
	Gibbs Giden
Olin Corporation	Lewis Rice*
	Akin Gump Strauss Hauer & Feld
	Kean Miller
	Lightfoot, Franklin & White
	Miller & Martin

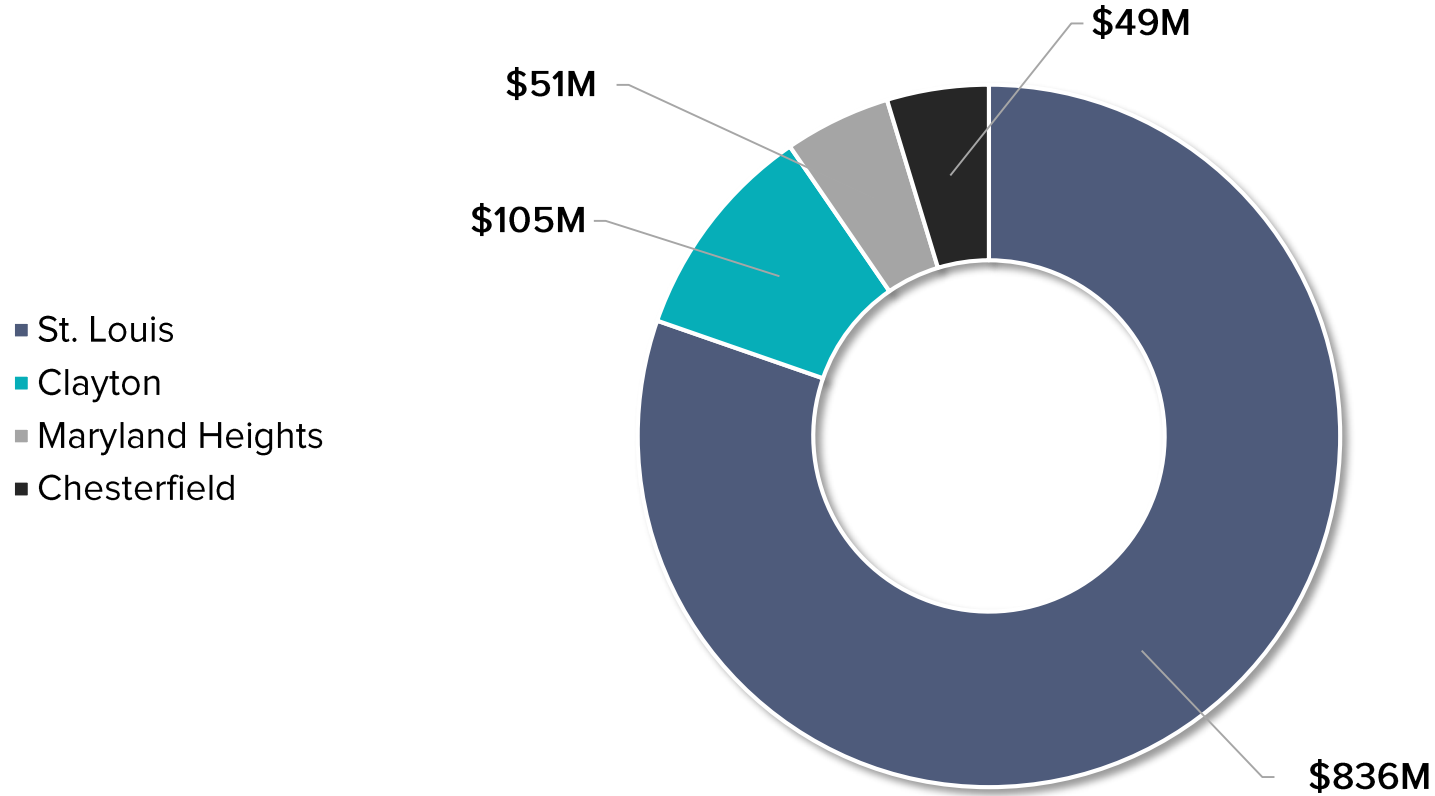
Company	Firm
Reinsurance Group of America	Locke Lord
Stifel Financial	Dechert

Rank	Name	HQ Location	Industry	Revenue (\$B)	Employees	General Counsel
7	Enterprise Mobility	Clayton	Travel & Leisure	\$35.0	90,000	Mike Andrew
23	World Wide Technology	Maryland Heights	Technology Hardware & Equipment	\$17.0	10,000	Erika Schenk
36	Edward Jones	St. Louis	Diversified Financials	\$12.3	52,000	Keir Gumbs
103	Arco Construction	St. Louis	Construction	\$5.7	1,250	Nancy Inman
113	McCarthy Holdings	St. Louis	Construction	\$5.4	7,359	Matt Lawson
118	Clayco Construction	St. Louis	Construction	\$5.2	3,000	Carmen Hernandez
141	Apex Oil	St. Louis	Oil & Gas Operations	\$4.6	700	Meghan Lamping
189	Schnuck Markets	St. Louis	Food Markets	\$3.2	12,000	Mary Moorkamp
194	Alberici	St. Louis	Construction	\$3.1	2,500	Trevor Ladner

The St. Louis metro area is also home to several large private companies spanning industries such as construction, technology, and travel & leisure

Source: Forbes' America's Largest Private Companies (2023)

Estimated Outside Counsel Spend*
St. Louis Metro Area, 2023



- St. Louis
- Clayton
- Maryland Heights
- Chesterfield

Headquarters	Number of Companies	Total FY2022 Revenue
St. Louis	21	\$284.2B
Clayton	1	\$35.0B
Maryland Heights	1	\$17.0B
Chesterfield	1	\$16.2B

St. Louis | 2024

The 15 Fortune 1000 companies based in the St. Louis metro area had an estimated total outside counsel spend of \$766.1M in FY 2022

Factoring in the nine largest private companies, the collective estimated outside counsel spend in the St. Louis metro area surpassed \$1.0B in FY 2022

*Data sourced from Fortune.com and Forbes. ALM estimated outside spend based on company revenue

Federal Court Analysis

Missouri Eastern District Court, St. Louis

Note: This data represents civil matters initiated in the Missouri Eastern District Court between January 2021 and December 2023. The data was extracted from [Law.com Radar](#); its ultimate source is the PACER federal court records system

St. Louis | 2024

Top 20 Most Active Companies by Number of Cases

Jan. 2021 – Dec. 2023

Company	US HQ	Number of Cases
Monsanto	St. Louis, MO	129
TransUnion	Chicago, IL	56
Equifax	Atlanta, GA	49
BASF	Florham Park, NJ	34
Cargill	Wayzata, MN	31
Corteva Agriscience	Indianapolis, IN	29
Walmart	Bentonville, AR	29
CHS	Inver Grove Heights, MN	28
Univar Solutions	Downers Grove, IL	28
Johnson & Johnson	New Brunswick, NJ	25
State Farm Insurance	Bloomington, IL	18
Nationwide	Columbus, OH	18
Allstate	Northfield Township, IL	16
Geico	Chevy Chase, MD	16
Liberty Mutual Insurance Group	Boston, MA	14
Centene	St. Louis, MO	13
Travelers	New York City, NY	13
BNSF Railway	Fort Worth, TX	13
American Family Insurance Group	Madison, WI	12
Hartford Financial Services	Hartford, CT	12

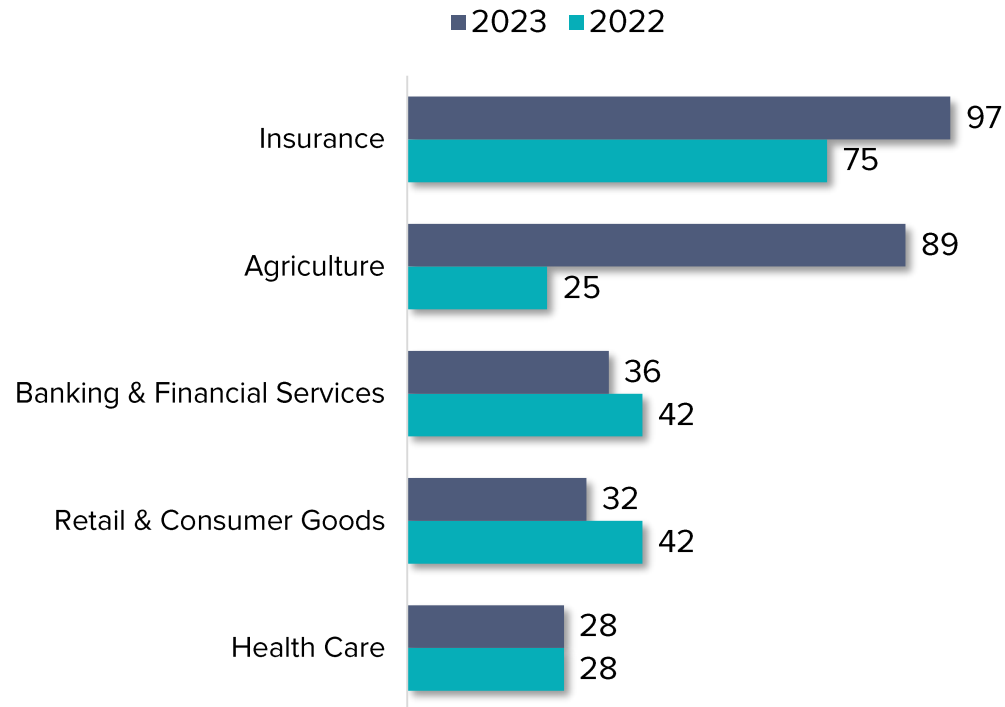
Top 20 Most Active Law Firms by Number of Cases

Jan. 2021 – Dec. 2023

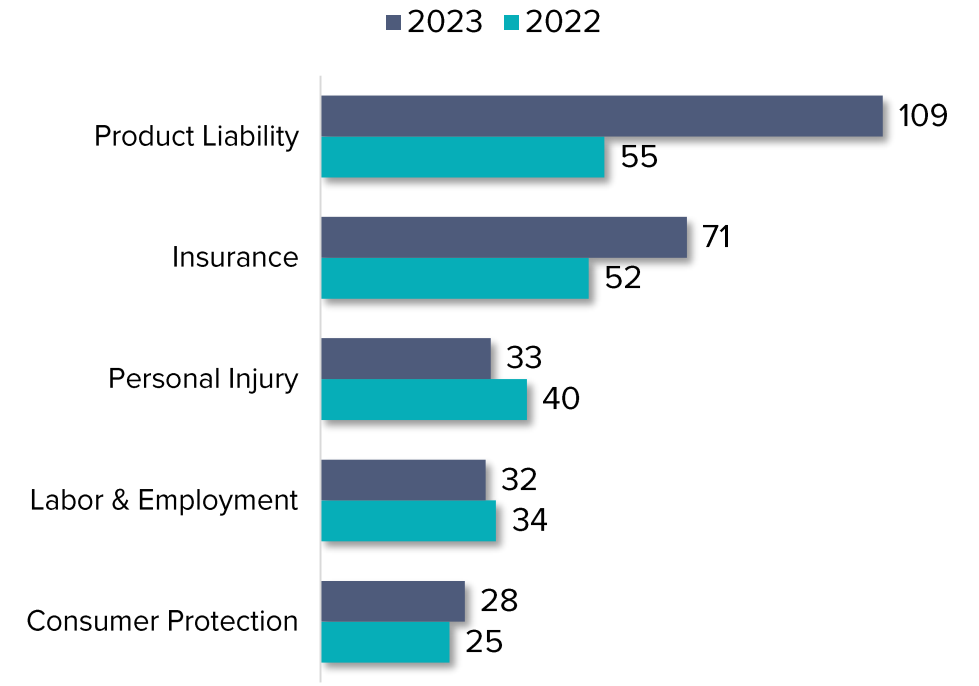
Firm	HQ	Number of Cases	Number of Clients
Shook, Hardy & Bacon	Kansas City, MO	45	25
Polsinelli	Kansas City, MO	38	5
Thompson Coburn	St. Louis, MO	36	19
HeplerBroom	Edwardsville, IL	33	15
Armstrong Teasdale	St. Louis, MO	26	16
Stinson	Kansas City, MO	26	10
Ogletree Deakins	Greenville, SC	25	17
Husch Blackwell	Kansas City, MO	23	17
Seyfarth Shaw	Chicago, IL	20	5
Faegre Drinker	Minneapolis, MN	19	5
Weil, Gotshal & Manges	New York City, NY	18	4
Lewis Rice	St. Louis, MO	17	11
Littler Mendelson	San Francisco, CA	15	8
Ballard Spahr	Philadelphia, PA	14	1
Fredrikson & Byron	Minneapolis, MN	12	1
Jackson Lewis	New York City, NY	12	8
Willkie Farr & Gallagher	New York City, NY	10	2
Freshfields	London, UK	8	1
Lewis Brisbois	Los Angeles, CA	8	6
Tucker Ellis	Cleveland, OH	7	3

There were 326 companies involved in 959 litigation matters initiated in the St. Louis-located Missouri Eastern District Court between 2021 and 2023. All but two of the top 20 most litigious companies in the court over this period were headquartered in Missouri. Of the top 20 most active law firms in the court, seven were derived from the state

Top Five Client Industries by Number of Cases FY 2023 (YoY Comparison)



Top Five Practice Areas by Number of Cases FY 2023 (YoY Comparison)



Insurance and agriculture were among the most litigious client industries in matters initiated in the Missouri Eastern District Court in 2023, alongside banking and financial services, retail, and health care. Product liability, insurance, personal injury, labor & employment, and consumer protection were among the most active practice areas

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