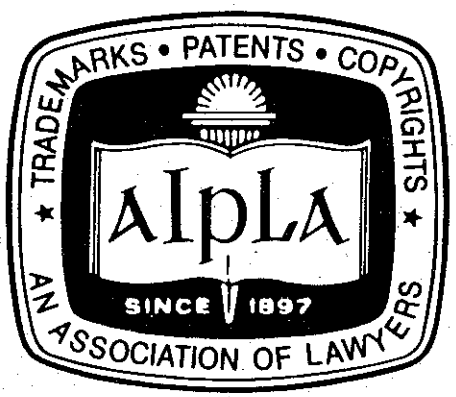
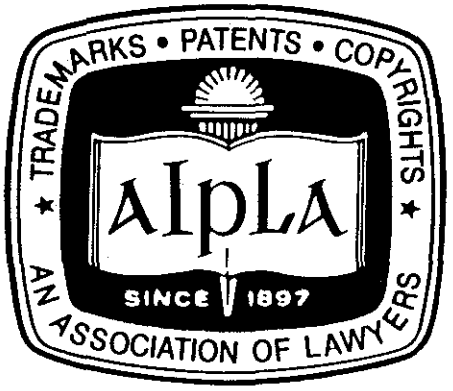


REPORT OF ECONOMIC SURVEY 1991

Prepared by
Committee on Economics of Legal Practice

American Intellectual Property Law Association
2001 Jefferson Davis Highway, Suite 203
Arlington, Virginia 22202



REPORT OF ECONOMIC SURVEY 1991

Prepared by
Committee on Economics of Legal Practice

Gregg I. Anderson, Chair

© American Intellectual Property Law Association

TABLE OF CONTENTS

		PAGE
I.	INTRODUCTION	1
II.	RESPONSE	1
III.	DATA PROCESSING	1
IV.	DEFINITIONS	2
V.	INCOME	3
	A. General	3
	B. Partners in Private Firms	4
	C. Associate Lawyer in Private Firm	4
	D. Sole Practitioners	4
	E. All Corporate Lawyers	4
	F. Head of Corporate Patent Organization	4
	G. Supervisory Corporate Lawyer	4
	H. Non-Supervisory Corporate Lawyer	4
	I. Number of IP Lawyers and Agents in Private Firms and Corporate Organizations v. Income	5
	J. Litigation Control v. Income	5
	K. Technical Specialty v. Income	5
	L. Office Location v. Income	5
	M. Work Activity v. Income	6
	N. "Real" Value of Income	6
VI.	WORKLOAD TREND	6
VII.	BILLING RATES	6
	A. Office Location	6
	B. Years of Experience	7
VIII.	NON-CHARGEABLE WORK	7
IX.	USUAL CHARGES BY PRIVATE PRACTITIONERS FOR INTELLECTUAL PROPERTY SERVICES	7
X.	LITIGATION COSTS	7
	A. Hourly Rates	7
	B. Litigation Costs	7
XI.	OFFICE LOCATION V. TYPE OF PRACTICE	7
XII.	BILLED HOURS FOR PRIVATE PRACTITIONERS	7
	A. Number of Billed Hours in 1990	7
	B. Percent Uncollectible Billed Hours	8
	C. Overhead Percent in Collected Hours	8

LIST OF TABLES

PAGE

1. General Characteristics of AIPLA Respondents to the 1990 Economic Survey 9
2. Partners in Private Firm: Years of IP Law Experience v. Income 10
3. Partners in Private Firm: Age v. Income 10
4. Associate Lawyers in Private Firm: Years of IP Law Experience v. Income 10
5. Associate Lawyers in Private Firm: Age v. Income 10
6. Sole Practitioners: Years of IP Law Experience v. Income 11
7. Sole Practitioners: Age v. Income 11
8. All Corporate Lawyers: Years of IP Law Experience v. Income 11
9. All Corporate Lawyers: Age v. Income 11
10. Head of Corporate Patent Organization: Years of IP Law Experience v. Income 12
11. Head of Corporate Patent Organization: Age v. Income 12
12. Supervisory Corporate IP Lawyers: Years of IP Law Experience v. Income 12
13. Supervisory Corporate IP Lawyers: Age v. Income 12
14. Non-Supervisory Corporate IP Lawyers: Years of Experience v. Income 13
15. Non-Supervisory Corporate IP Lawyers: Age v. Income 13
16. Partners in Private Firm: Number of IP Lawyers and Agents in Firm v. Income 13
17. Associate Lawyers in Private Firm: Number of IP Lawyers and Agents in Firm v. Income 14
18. Head of Corporate Patent Organization: Number of IP Lawyers and Agents in Firm v. Income 14
19. All Corporate Lawyers: Number of IP Lawyers and Agents in Firm v. Income 14
20. All Corporate Lawyers: Number of IP Lawyers and Agents Reporting To You or Your Subordinate v. Income 15
21. All Corporate Lawyers: Litigation Control v. Income 15
22. Technical Specialty v. Income 15
23. Partners in Private Firm: Office Location v. Income 16
24. Associate Lawyers in Private Firm: Office Location v. Income 16
25. Sole Practitioners: Office Location v. Income 17
26. All Corporate Lawyers: Office Location v. Income 17
27. Partners in Private Firms: Income v. Median Work Activity 18
28. Associate Lawyers in Private Firms: Income v. Median Work Activity 19
29. Workload Trend (as a Percent of Respondents) 20
30. Partners in Private Firm: Office Location v. Hourly Billing Rate 20
31. Associate Lawyers in Private Firm: Office Location v. Hourly Billing Rate 20
32. Sole Practitioners: Office Location v. Hourly Billing Rate 21

LIST OF FIGURES

PAGE

1. Questionnaire 36
2. Partner in Private Firm: Years of IP Law Experience v. Income 40
3. Associate Lawyer in Private Firm: Years of IP Law Experience v. Income 40
4. Sole Practitioners: Years of IP Law Experience v. Income 41
5. All Corporate Lawyers: Years of IP Law Experience v. Income 41
6. Head of Corporate Patent Organization: Years of IP Law Experience v. Income 42
7. Supervisory Corporate Lawyers: Years of IP Law Experience v. Income 42
8. Non-Supervisory Corporate Lawyers: Years of IP Law Experience v. Income 43
9. "Real"Value of Median Income 43

I. INTRODUCTION

The Committee on Economics of Law Practice of the American Intellectual Property Law Association (AIPLA) conducts an economic survey of the Association's membership every two years. This report covers the survey conducted in the late Spring of 1991, covering activities for 1990 as well as information current at the time of the questionnaire.

No changes were made over the 1989 survey in the questions. Unfortunately, there was an error in certain of the questions, 1988 had not been changed to 1990. Despite the mailing of an errata sheet, certain questions were affected. The answers affected would have been understated and, for most purposes, the survey should be accurate.

The Questionnaire (Fig. 1) was mailed to all AIPLA members (6100) and responses were forwarded to Data Lab Corporation, Chicago IL, for reading. The resultant electronic information was returned to AIPLA headquarters and fed into new software secured for the organization's Compaq computer, which thereupon generated the Tables and Figures. This is the third time such work has been accomplished primarily "in house" and represents significant work on the part of the AIPLA staff in addition to this Committee.

This Committee is aware of the interest of the membership and many others in the results of this survey. Responses and inquiries to the Committee indicate this information plays an important role as a norm for guidance in setting salaries and salary adjustments, both in corporate and private environments. Experience also indicates this information is often used to assist in calculation of reasonable attorney fees in Intellectual Property litigation. Therefore, feedback from the membership is highly valued by this Committee, and the better that input, the more relevant are the results. You will see the notation * or ** in some tables. These are for lack of sufficient response. If you like, or don't like, some feature of this report, or have any suggestions or criticisms, we do want to hear from you.

II. RESPONSE

Approximately 6100 questionnaires were mailed and 2272 were forwarded to Data Lab for processing. These included some 100 which were improperly completed but salvageable by AIPLA staff. These figures result in a response percentage of 37%, compared to 38% for the 1989 survey. The response rate remains low, but it may be unrealistic to expect it to go too much higher. In any event, the results clearly are statistically representative of the AIPLA membership.

III. DATA PROCESSING

The Questionnaires are electronically read at Data Lab Corporation, Chicago, Illinois, the data collected on a single magnetic tape, transferred to a floppy disk and processed in AIPLA's Compaq computer using software purchased by the Association as an MS-DOS version of the software. As before, the data were segmented into quartiles: "25th Percentile," "Median," and "75th Percentile." These quartiles were calculated by determining the range in which each fell and linearly interpolating within the range.

This type of linear interpretation generates a number suitable for such a survey; however, it can be misleading in that it assumes that data are evenly distributed throughout a range. **Please Keep This In Mind When Reading This Data.** The accuracy of the data representing a given variable, e.g., "Office Location" (question 10; Tables 30, 31, 32, 37, 38, 40), is limited by the number of

"Supervisory Corporate IP Lawyer": any corporate lawyer who is not the head of a corporate patent organization and who has at least one IP lawyer or agent reporting to him or her.

"Non-Supervisory Corporate IP Lawyer": any corporate IP lawyer who has no IP lawyers or agents reporting to him or her.

"Litigating Partner in a Private Firm": a partner who spends at least 50% or more of his work on litigation (Question 7).

"Litigating Associate Lawyer": an associate lawyer who spends at least 50% or more of his work on litigation (Question 7).

V. INCOME

A. General

All Respondents: Table I shows that the Median income for all respondents was $103,000 up $7000 (7%) from the Median income in 1988. Seventy-five percent of the respondents made more than $76,000 and 25% made more than $150,000.

All Lawyers in Private Practice, who represented 55.8% of the respondents, had a Median income of $121,000, $7000 (6%) higher than the Median income of $114,000 in 1988. Seventy-five percent had incomes greater than $78,000 and 25% greater than $200,000.

Partners in Private Firms had a Median income of $168,000, $9000 (6%) higher than the Median income of $159,000 in 1988. Seventy-five percent made more than $117,000 and 25% made more than $247,000. [By comparison, the latest Altman & Weil report of its survey of Law Firm Economics indicates that average lawyer income (partners and associates) reached $108,266 (54.5% of gross revenue) in 1988. That report also states the median income of partners and shareholders in law firms (exclusive of benefits) was $134,350 in 1988, and the median associate compensation was $55,635.]

Associate Lawyers in Private Firms had a Median income of $75,000, $5,000 (7%) higher than the Median income of $70,000 in 1988. Seventy-five percent made more than $59,000 and 25% made more than $90,000. [See the comment above regarding associate compensation as reported by Altman & Weil.]

All Corporate Lawyers, which represented 37.4% of the respondents, had Median incomes of $95,000 an $6,000 (7%) increase over the Median income of $89,000 in 1988. Seventy-five percent made more than $76,000 and 25% made more than $119,000.

Heads of Corporate Patent Organizations had a Median income of $119,000, $9,000, (8%) higher than the Median income of $109,000 in 1988. Seventy-five percent had incomes greater than $93,000 and 25% had incomes greater than $152,000.

Other Corporate Patent Lawyers had a Median income of $91,000, $9,000, (10%) higher than the Median income of $82,000 in 1988. Seventy-five percent made more than $73,000 and 25% made more than $111,000.

Government Lawyers had a Median income of $66,000, 25% higher than the Median income of $53,000 in 1988. Seventy-five percent made more than $49,000 and 25% made more than $78,000. *It is noted that response in this category was 1.8% of the total, and only 1.4% in 1986.*

Retired Lawyers reported a Median income of $45,000, down 47% from $85,000 reported in 1988.

Table 14 and Figure 8 show a general continuing increase in the Median income up until 25 years of experience, leveling out thereafter. Table 15 shows Median starting salary in 1990 for corporate lawyers to be about $53,000, and Median income of non-supervisory corporate lawyers peaking at the age group of 50-54, then holding steady until retirement age is near.

I. Number of IP Lawyers and Agents in Private Firms and Corporate Organizations v. Income

Private Firms: Table 16 shows, as in the past, that there is a direct relationship between the income of partners in private firms and the number of lawyers and agents within the firm. Table 17 shows that the income of associate lawyers in private firms is less dependent upon the number of lawyers/agents in the firm, but generally higher in larger firms.

Corporate Organizations: Table 18 shows that the income of the head of a corporate organization is dependent on the number of lawyers/agents, e.g. the Median income is $134,000 with 6-10 lawyers/agents and $169,000 with 26 or more lawyers/agents. Table 19 shows that the Median income of all corporate lawyers is not uniformly dependent upon the number of lawyers/agents in the organization. Table 20 shows that the Median income of all corporate lawyers is still dependent upon the number of lawyers/agents reporting, e.g., a corporate lawyer having 6-10 lawyers/agents reporting to him or her makes about $128,000 whereas the income increases to $158,000 where 18-25 lawyers/agents are reporting to the corporate lawyer.

J. Litigation Control v. Income

Table 21 indicates that the Median income of all corporate lawyers handling litigation is now more than a similar corporate lawyer having outside counsel handle litigation, a reversal of results from the 1988 survey.

K. Technical Specialty v. Income

Partners in Private Firms: Table 22 shows that as before, partners having a chemical specialty have the highest Median income of $199,000 and that "general" is second at $169,000.

Corporate Lawyers reported, as they have historically, little difference in income with the highest Median income of $99,000 reported for electrical work.

Associate Lawyers in Private Firms having the "biotechnical" specialty have the highest Median income of $79,000 closely followed by electrical at $77,000 (Table 22).

Sole Practitioners having a "chemical" specialty have the highest Median income of $103,000 followed by "electrical" at $97,000 (Table 22). In the 1988 survey "mechanical" was followed by "chemical." Since the 1988 survey, the incomes are up significantly over 20%.

L. Office Location v. Income

Partners in Private Firms: Table 23 shows the incomes of Partners at different geographic locations. The highest income for the 75th Percentile is now Dallas/Ft. Worth ($302,000) followed by Chicago/Milwaukee ($301,000) and Boston ($291,000). The highest Median income is Dallas/Ft. Worth ($229,000) followed by Atlanta ($213,000) and then New York City and Stamford, CT ($206,000).

($196/hr) in the 75th percentile group and Cleveland/Akron ($170/hr) and several at $150/hr in the Median group.

B. Years of Experience

Partners in Private Firm: Table 33 shows that the highest 75th Percentile billing rate ($249/hr) occurred around 35 years of IP law experience. The Median follows.

Associate Lawyers in Private Firms: Table 34 shows that the Median billing rate quickly rose to a peak at about 7 years experience, was relatively constant through 25 years, and then tailed off. The 75th Percentile has no readily recognizable trend.

Sole Practitioners: Table 35 shows the Median billing rate fairly constant from 15 years through 35 years experience. The 75th Percentile appears to be uniformly rising until 35 years.

VIII. NON-CHARGEABLE WORK

All Types of Practice: Table 36 shows a fairly close correspondence between nonchargeable time spent in private practice firms and in corporate departments. These results seem to follow the trend of past surveys.

IX. USUAL CHARGES BY PRIVATE PRACTITIONERS FOR INTELLECTUAL PROPERTY SERVICES

Table 37 shows the "usual charges," excluding disbursements, for the simplest of 16 different services.

X. LITIGATION COSTS

A. Hourly Rates

Partners in Private Firms: Table 38 shows the hourly billing rate of litigating partners versus office location. The highest Median billing rate was reported in San Francisco and New York City ($247/hr) and the lowest was in Tucson/Phoenix ($145/hr). Table 39 shows the hourly billing rate of litigating partners versus years of IP law experience. The highest billing rate for all quartile groups occurred at the 30-35 year experience level. The Median rises to $249/hr at 35 years experience.

B. Litigation Costs

General: Costs for litigating utility patents, trademarks and copyrights have been the subject of questions since 1986 and again in this survey. The data reflects costs from the initiation of the suit through discovery and from the end of the discovery through trials (Table 37).

XI. OFFICE LOCATION V. TYPE OF PRACTICE

Table 40 shows that the predominant response was from lawyers in private practice from the major U.S. cities.

XII. BILLED HOURS FOR PRIVATE PRACTITIONERS

A. Number of Billed Hours in 1990

TABLE 1 - General Characteristics of AIPLA Respondents to the 1990 Economic Survey

Type of Practice	No. Resp	% Resp	Median Age (Years)	Median IP Exp. (Years)	1990 Income from Law Practice		1988 Income from Law Practice	% Increase (90 over 88)	Median Income 1986	1984	1982	1980
					117	25th Perc.	110					
Partner in a Private Firm	774	34.1	49	22	168	MEDIAN	159	6	124	104	89	81
					247	75th Perc.	227					
					59		57					
Assoc Lawyer Private Firm	348	15.3	34	5	75		70	7	53	49	41	36
					90		84					
					53		45					
Sole Pract	145	6.4	58	31	86		74	16	63	60	51	47
					139		120					
					78		73					
ALL LAWYERS IN PRIVATE PRACTICE	1267	55.8	45	17	121		114	6	92	86	76	68
					200		184					
					93		89					
Head Corp. Patent Organization	185	8.1	51	22	119		109	9	101	86	75	64
					152		141					
					73		65					
Other Corp. Attorney	664	29.2	45	15	91		82	11	73	67	58	49
					111		101					
					76		70					
ALL CORP. LAWYERS	849	37.4	46	17	95		89	7	78	70	62	52
					119		111					
					49		38					
Govt Lawyers	40	1.8	44	14	66		53	25	65	58	55	51
					78		66					
Retired	39	1.7	67	39	45		85	-47	76	24	24	19
					63		53					
None of the Above	51	2.2	50	21	96		71	35	78	78	53	56
					156		120					
					76		70					
Total	2272	100.0	46	18	103		96	7	82	74	64	55
					150		144					

_* No Respondents
_** One Respondent Only

TABLE 6 - Sole Practitioners: Years of IP Law Experience v. Income (x1000)
Question 3 v. Question 6

YRS OF EXP	3 or less	5	7	10	15	20	25	30	35	40 or more
75th Percentile	138	83	100	109	138	206	163	163	142	138
MEDIAN	45	68	75	63	75	93	113	85	96	90
25th Percentile	43	26	60	51	60	64	80	30	69	28

TABLE 7 - Sole Practitioners: Age v. Income (x1000)
Question 2 v. Question 6

AGE	Below 25	25-29	30-34	35-39	40-44	45-49	50-54	55-59	60-64	65-Above
75th Percentile	__*	__*	75	131	125	150	169	175	136	118
MEDIAN	__*	__*	70	89	105	100	73	113	88	80
25th Percentile	__*	__*	55	24	60	65	41	50	54	30

TABLE 8 - All Corporate Lawyers: Years of IP Law Experience v. Income (x1000)
Question 3 v. Question 6

YRS OF EXP	3 or less	5	7	10	15	20	25	30	35	40 or more
75th Percentile	63	78	90	98	115	129	128	148	163	146
MEDIAN	55	66	77	84	96	109	111	116	128	129
25th Percentile	48	57	67	75	83	93	96	93	95	100

TABLE 9 - All Corporate Lawyers: Age v. Income (x1000)
Question 2 v. Question 6

AGE	Below 25	25-29	30-34	35-39	40-44	45-49	50-54	55-59	60-64	65-Above
75th Percentile	__*	63	80	97	110	123	131	131	154	125
MEDIAN	__*	54	68	83	91	102	111	110	121	97
25th Percentile	__*	47	57	66	77	86	94	93	94	88

TABLE 14 - Non-Supervisory Corporate IP Lawyers: Years of IP Law Experience v. Income (x1000)
Question 3 v. Question 6

YRS OF EXP	3 or less	5	7	10	15	20	25	30	35	40 or more
75th Percentile	63	74	88	94	104	111	115	117	138	119
MEDIAN	55	64	76	81	90	96	102	100	97	93
25th Percentile	48	56	67	73	78	85	90	81	88	68

TABLE 15 - Non-Supervisory Corporate IP Lawyers: Age v. Income (x1000)
Question 2 v. Question 6

AGE	Below 25	25-29	30-34	35-39	40-44	45-49	50-54	55-59	60-64	65-Above
75th Percentile	__*	61	75	92	97	110	113	114	121	98
MEDIAN	__*	53	65	79	83	91	99	97	100	89
25th Percentile	__*	46	56	63	70	76	86	85	85	68

TABLE 16 - Partners in Private Firm: Number of IP Lawyers and Agents in Firm v. Income (x1000)
Question 4 v. Question 6

IP LAWYERS AND AGENTS IN FIRM	1	2	3-5	6-10	11-17	18-25	26 or more
75th Percentile	188	138	163	218	220	244	303
MEDIAN	100	91	118	158	153	186	223
25th Percentile	40	68	89	115	122	133	150

TABLE 20 - All Corporate Lawyers: Number of IP Lawyers and Agents Reporting to You or Your Subordinate v. Income (x1000)
Question 5 v. Question 6

LAWYERS AND AGENTS REPORTING	0	1-2	3-5	6-10	11-17	18-25	26 or more
75th Percentile	101	117	141	143	174	175	250
MEDIAN	83	98	117	128	144	158	200
25th Percentile	68	85	98	108	110	138	150

TABLE 21 - All Corporate Lawyers: Litigation Control v. Income (x1000)
Question 13 v. Question 6

	Income of Corportate Lawyers		
Litigation Control	25th Percentile	MEDIAN	75th Percentile
Corporate Counsel	120	103	80
Outside Counsel	119	95	77
Equal	118	96	69

TABLE 22 - Technical Specialty v. Income (x1000)
Question 12 v. Question 6

		TECHNICAL SPECIALTY				
TYPE OF PRACTICE		Chemical	Electrical	Mechanical	Biotechnical	General
Partners in Private Firm	75th Percentile	295	242	235	263	247
	MEDIAN	199	163	162	139	169
	25th Percentile	123	114	120	116	118
All Corporate Lawyers	75th Percentile	119	121	108	108	122
	MEDIAN	96	99	88	85	96
	25th Percentile	76	85	71	65	79
Associate Lawyers in Private Firm	75th Percentile	95	93	83	94	82
	MEDIAN	77	76	70	79	69
	25th Percentile	55	65	58	61	60
Sole Practitioners	75th Percentile	181	143	120	70	133
	MEDIAN	103	97	70	25	65
	25th Percentile	42	69	53	23	45

TABLE 25 - Sole Practitioners: Office Location v. Income (x1000)
Question 10 v. Question 6

OFFICE LOCATION	Wash DC	Boston	NYC	Phila/ Wilm	Roches	Stamfr	Chic/ Milw	Cincin	Cleve/ Akron	Dayton/ Colum	Det/ Toledo	Pitts	Minn/ St Paul
75th Percentile	213	131	138	93	__*	231	150	63	231	__**	131	__**	138
MEDIAN	78	70	100	45	__*	188	125	60	113	__**	70	__**	75
25th Percentile	28	59	60	24	__*	119	113	58	96	__**	49	__**	70

TABLE 25 (cont.)

OFFICE LOCATION	Denver	Seat/ Port	San Fran	LA	Phx/ Tuc	Dallas/ Ft Worth	Houston	S Louis Bartles	KC	Atlanta	Charlt	Mia/ Tpa	Other
75th Percentile	125	43	152	231	71	__**	125	__**	63	85	65	113	103
MEDIAN	100	41	119	156	68	__**	65	__**	60	75	45	60	70
25th Percentile	75	24	29	98	64	__**	30	__**	58	50	25	43	29

TABLE 26 - All Corporate Lawyers: Office Location v. Income (x1000)
Question 10 v. Question 6

OFFICE LOCATION	Wash DC	Boston	NYC	Phila/ Wilm	Roches	Stamfr	Chic/ Milw	Cincin	Cleve/ Akron	Dayton/ Colum	Det/ Toledo	Pitts	Minn/ St Paul
75th Percentile	125	129	130	114	116	146	114	125	102	100	111	113	117
MEDIAN	103	105	105	93	97	113	89	83	90	75	91	84	91
25th Percentile	83	81	86	74	85	86	72	60	74	68	60	75	68

TABLE 26 (cont.)

OFFICE LOCATION	Denver	Seat/ Port	San Fran	LA	Phx/ Tuc	Dallas/ Ft Worth	Houston	S Louis Bartles	KC	Atlanta	Charlt	Mia/ Tpa	Other
75th Percentile	97	93	124	119	100	108	99	121	124	125	100	110	116
MEDIAN	87	83	104	97	85	87	88	98	108	100	80	96	96
25th Percentile	78	75	88	75	78	64	79	65	78	90	50	89	83

TABLE 28 - Associate Lawyers in Private Firms: Income v. Median Work Activity
Question 6 v. Question 7 and Question 8

	Question 7:Median % of Work Spent on the Following:					Question 8:Median % of Work in Question 7 Pertaining to the Following:					
Income (X1000)	Litigation	Prosecution	Licensing	Searching	Counseling Etc.	Patents	Trademark	Copyright	Trade Secrets	General Legal	None of the Above
25 or Less	38	70	8	8	15	88	9	8	8	10	_*
25 - 30	25	55	_*	_**	_**	85	8	_**	_*	_*	_*
30 - 35	28	70	_*	25	8	98	45	8	_*	_*	_*
35 - 40	23	43	8	10	18	55	30	10	_**	8	_*
40 - 45	25	55	9	10	18	65	20	12	11	15	_*
45 - 50	33	30	15	11	11	83	20	15	_**	15	_*
50 - 55	22	65	9	11	11	79	14	8	9	9	_*
55 - 60	27	50	13	15	12	73	21	8	10	11	_**
60 - 65	18	66	11	8	16	83	13	8	8	8	_**
65 - 75	38	41	11	10	13	78	17	9	12	9	_**
75 - 85	40	52	10	8	11	87	18	10	10	11	8
85 - 100	55	45	8	8	10	84	12	15	9	11	_**
100 - 125	51	39	9	13	13	87	12	11	9	10	_**
125 - 150	70	40	15	8	20	80	11	11	8	15	_*
150 - 175	50	40	11	_*	11	88	11	8	8	_**	_**
175 - 200	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*
200 - 225	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*
225 - 250	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*
250 - 275	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*
275 - 300	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*
Over 300	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*

TABLE 31 (cont.)

OFFICE LOCATION	Denver	Seat/ Port	San Fran	LA	Phx/ Tuc	Dallas/ Ft Worth	Houston	Bartles	S Louis KC	Atlanta	Charlt	Mia/ Tpa	Other
75th Percentile	178	183	183	173	148	163	173	151	__**	__**	128	190	148
MEDIAN	140	153	169	160	110	150	123	148	__**	__**	120	135	123
25th Percentile	123	146	133	143	103	118	104	83	__**	__**	83	130	103

TABLE 32 - Sole Practitioners: Office Location v. Hourly Billing Rate
Question 10 v. Question 6

OFFICE LOCATION	Wash DC	Boston	NYC	Phila/ Wilm	Roches	Stamfr	Chic/ Milw	Cincin	Cleve/ Akron	Dayton/ Colum	Det/ Toledo	Pitts	Minn/ St Paul
75th Percentile	170	196	165	198	__*	198	155	130	178	__*	150	__**	120
MEDIAN	148	150	147	148	__*	150	145	125	170	__*	130	__**	85
25th Percentile	110	134	105	93	__*	103	105	120	113	__*	95	__**	80

TABLE 32 (cont.)

OFFICE LOCATION	Denver	Seat/ Port	San Fran	LA	Phx/ Tuc	Dallas/ Ft Worth	Houston	Bartles	S Louis KC	Atlanta	Charlt	Mia/ Tpa	Other
75th Percentile	155	178	173	248	155	__**	128	__**	150	155	145	178	148
MEDIAN	135	120	130	210	145	__**	110	__**	115	150	125	133	138
25th Percentile	105	63	118	143	135	__**	103	__**	110	115	75	123	103

TABLE 33 - Partners in Private Firm: Years of IP Law Experience v. Hourly Billing Rate
Question 3 v. Question 14

YRS OF EXP	3 or less	5	7	10	15	20	25	30	35	40 or more
75th Percentile	__**	183	200	202	229	231	248	247	249	241
MEDIAN	__**	148	172	180	198	202	220	219	223	199
25th Percentile	__**	136	157	156	175	181	182	183	190	164

TABLE 37 - Private Practitioners: Office Location v. Usual Charge for Following Services
Question 10 v. Question 9

		Office Location												
	Charge Per	Wash DC	Boston	NYC	Phila/ Wilm	Roches	Stamfr	Chic/ Milw	Cincin	Cleve/ Akron	Dayton/ Colum	Det/ Toledo	Pitts	Minn/ St Paul
Trademark	75th	309	322	398	404	400	325	384	294	344	369	345	323	271
Regis.	MED	235	265	307	318	225	208	260	250	270	313	250	288	208
Search & Opn	25th	172	214	228	260	200	112	185	206	181	188	169	229	180
Trademark	75th	458	507	445	499	500	375	439	321	469	550	414	494	371
Application	MED	366	429	367	410	325	308	348	283	300	450	364	313	348
	25th	303	298	270	327	300	275	256	246	235	250	281	277	326
Prosecution	75th	563	519	580	596	400	450	558	494	498	500	577	525	310
Trademark	MED	481	425	419	492	225	308	420	300	338	425	411	500	218
Application	25th	314	345	297	413	200	225	300	246	238	313	313	425	188
Trademark	75th	2582	3145	3223	2618	__**	2406	3086	2563	2583	2438	2406	3500	3104
Appeal to	MED	2016	2750	2375	2444	__**	2000	2466	2063	2125	2042	1625	2625	2917
Board	25th	1496	1887	1688	1987	__**	1719	1948	1906	1250	1917	1188	2406	1313
Trademark	75th	321	292	369	354	300	279	301	242	294	275	263	275	265
Section	MED	264	232	287	254	275	206	240	166	208	208	205	215	235
Declarations	25th	192	186	193	196	250	151	185	147	110	112	151	175	192
Trademark	75th	355	372	378	333	300	291	316	250	316	363	325	295	325
Renewal	MED	295	294	298	275	175	207	258	175	233	250	242	225	261
Applications	25th	237	202	205	194	156	180	198	112	181	181	175	192	234
Foreign	75th	382	471	439	469	350	322	438	319	491	438	390	350	419
Originated	MED	304	369	357	340	325	281	303	288	300	375	325	292	331
Applications	25th	232	246	258	257	300	197	232	206	213	250	231	208	257

TABLE 37 CONT.

		Office Location												
	Charge Per	Wash DC	Boston	NYC	Phila/ Wilm	Roches	Stamfr	Chic/ Milw	Cincin	Cleve/ Akron	Dayton/ Colum	Det/ Toledo	Pitts	Minn/ St Paul
Patent	75th	767	625	841	779	500	650	734	750	744	700	639	956	725
Novelty	MED	568	525	698	578	275	570	550	450	600	583	475	788	590
Search & Opn	25th	464	367	511	469	250	475	431	275	475	413	363	542	458
Patent	75th	2978	3026	3019	3000	2500	2946	3018	2875	2966	2938	2750	3031	2938
Application	MED	2628	2803	2788	2750	2250	2600	2787	2563	2675	2625	2292	2813	2614
	25th	2017	2223	2269	1955	2063	2109	2117	2281	2362	2313	1909	2063	2273
Preparing	75th	576	704	806	669	532	560	773	782	547	555	550	730	594
& Filing	MED	522	542	626	535	501	519	550	563	511	516	513	532	524
I.D.S.	25th	480	490	506	487	469	479	494	501	474	477	475	485	481
Ave. Patent	75th	2531	2750	2776	2450	1078	1688	2813	1521	1781	2016	2021	2844	2542
Prosecution	MED	1875	1929	2018	1875	1032	1375	1912	1250	1464	1531	1458	2063	1912
Fee	25th	1319	1458	1443	1403	985	1032	1258	844	1020	1391	985	1479	1387
Patent	75th	3318	3875	4154	3975	__**	3125	4125	2958	3969	2719	3018	4250	3969
Appeal to	MED	2579	3125	3000	3063	__**	2637	3118	2656	2875	2437	2250	3250	2833
Board	25th	1948	2656	2056	2457	__**	2313	2563	2063	1906	1938	1787	2125	1953
Foreign Org	75th	888	1125	1031	1101	__**	588	1313	1406	750	531	1092	1048	800
Patent	MED	485	538	590	813	__**	500	590	1038	470	488	542	433	470
Application	25th	370	450	441	581	__**	413	462	425	350	438	413	342	363
Filing U.S.	75th	634	838	950	838	1038	775	643	750	539	485	635	521	617
Patent Appl.	MED	486	574	543	572	438	510	517	438	382	326	415	401	516
Abroad	25th	364	352	382	429	401	340	381	326	269	232	335	344	358
Median Sum	1990	13104	14800	14673	14719	6049	12229	14319	12483	12751	12569	11367	14738	13977
	1988	11172	12996	14455	14463	10633	11467	12395	9642	12709	13933	10616	12388	12411
%INCREASE 1990-88		17	14	2	2	-43	7	16	29	0	-10	7	19	13

TABLE 37 CONT.

	Charge Per	Wash DC	Boston	NYC	Phila/ Wilm	Roches	Stamfr	Chic/ Milw	Cincin	Cleve/ Akron	Dayton/ Colum	Det/ Toledo	Pitts	Minn/ St Paul
		Office Location												
Patent	75th	576	650	622	722	500	525	621	550	588	788	588	521	638
(Design)	MED	488	519	490	538	425	413	492	500	500	463	482	419	497
Application	25th	377	392	371	427	400	308	389	225	320	388	388	378	397
Patent	75th	1031	1038	1008	1479	__*	688	1656	950	550	1038	994	1052	1438
(Plant)	MED	613	517	517	900	__*	500	675	850	350	750	550	600	900
Application	25th	475	467	375	788	__*	156	494	225	225	700	400	492	725
Median Sum of														
Des. & Plant	1990	1101	1036	1007	1438	425	913	1167	1350	850	1213	1032	1019	1397
Applications	1988	897	1022	1125	1646	438	775	1138	1075	1025	1507	978	927	1030
%INCREASE	1990-88	23	1	-10	-13	-3	18	3	26	-17	-20	6	10	36

TABLE 37 CONT.

	Charge Per	Denver	Seat/ Port	San Fran	LA	Phx/ Tuc	Dallas/ Ft Worth	Houston	S Louis Bartles	KC	Atlanta	Charlt	Mia/ Tpa	Other	Whole US
		Office Location													
Patent	75th	603	625	725	715	725	663	620	806	581	700	613	681	683	621
(Design)	MED	500	518	475	525	525	515	578	788	480	525	413	450	483	496
Application	25th	394	475	375	420	492	417	486	513	354	375	263	344	363	387
Patent	75th	1913	900	1406	1081	1975	2006	850	__**	550	1038	1913	1110	1313	1087
(Plant)	MED	1038	650	900	675	1875	1913	800	__**	450	650	1038	979	1167	700
Application	25th	625	500	508	488	1750	825	550	__**	350	600	213	575	625	479
Median Sum of															
Des. & Plant	1990	1538	1168	1375	1200	2400	2428	1378	789	930	1175	1451	1429	1650	1196
Applications	1988	1117	1113	1300	1250	1850	518	1229	1075	1113	1350	589	1389	1000	1101
%INCREASE	1990-88	38	5	6	-4	30	369	12	-27	-16	-13	146	3	65	9

TABLE 37 CONT.

	Charge Per	Office Location: Denver	Seat/ Port	San Fran	LA	Phx/ Tuc	Dallas/ Ft Worth	Houston	Barrles	S Louis KC	Atlanta	Charlt	Mia/ Tpa	Other	Whole US
Copyright	75th	188	207	217	289	238	223	213	162	135	183	126	250	206	216
Application	MED	152	162	177	215	147	197	183	150	108	150	108	192	145	160
	25th	100	105	121	147	109	118	131	112	97	118	82	116	105	108
Patent Util	75th	235	194	300	248	110	215	269	200	185	295	170	110	120	291
Litigat Thru	MED	153	120	270	191	50	155	240	170	103	195	70	66	90	200
Discovery	25th	98	75	165	115	30	85	198	160	75	133	50	54	55	111
Patent Util	75th	479	363	743	550	263	363	631	301	263	500	475	179	244	606
Litigat Thru	MED	276	251	519	400	88	255	494	263	230	450	163	151	132	396
Trial	25th	207	188	297	257	63	113	347	251	163	113	138	122	72	244
Trademark	75th	63	59	111	112	23	144	103	__**	67	101	49	30	68	101
Litigat Thru	MED	53	38	77	90	20	62	78	__**	33	53	40	20	22	63
Discovery	25th	33	26	56	56	13	24	54	__**	20	30	20	14	14	34
Trademark	75th	145	154	216	211	63	221	164	__**	120	170	196	83	90	192
Litigat Thru	MED	110	95	153	157	45	150	128	__**	97	110	110	50	50	128
Trial	25th	98	58	105	100	28	50	98	__**	57	60	95	30	40	83
Copyright	75th	80	54	143	99	35	118	109	__**	50	101	50	51	43	100
Litigat Thru	MED	60	42	92	83	30	95	85	__**	35	55	40	28	22	70
Discovery	25th	35	33	66	45	25	23	33	__**	15	24	30	16	13	34
Copyright	75th	196	109	213	196	75	207	197	__**	87	155	110	88	50	184
Litigat Thru	MED	108	90	164	143	40	160	140	__**	75	97	102	55	37	118
Trial	25th	100	74	133	93	35	63	39	__**	50	48	80	27	25	71
Median Sum of Litigat Serv X 1000	1990	912	798	1452	1279	420	1074	1348	587	681	1110	633	562	498	1135
	1988	557	749	978	1080	345	913	1141	472	579	612	330	633	361	923
%INCREASE 1990-88		64	7	48	18	22	18	18	24	18	81	92	-11	38	23

TABLE 40 - Office Location v. Types of Practice
Question 10 v. Question 1

OFFICE LOCATION	Wash DC	Boston	NYC	Phila/ Wilm	Roches	Stamfr	Chic/ Milw	Cincin	Cleve/ Akron	Dayton/ Colum	Det/ Toledo	Pitts	Minn/ St Paul
Partner	181	27	92	29	_*	12	104	6	22	7	34	12	21
Associate	98	9	39	18	_*	_*	37	_*	5	_*	6	4	13
Sole Pract.	18	7	21	7	_*	3	4	_*	3	_*	8	_*	_*
Head Corporate	6	12	26	14	3	11	16	7	7	3	7	7	7
Other Corporate	22	28	95	66	25	28	68	25	27	5	40	18	14
Government	28	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*
Unemployed	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*
Retired	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*
None of Above	12	4	9	3	_*	_*	3	_*	3	_*	_*	_*	_*
TOTAL	366	89	284	139	32	58	233	44	68	20	97	43	57

TABLE 40 (cont.)

OFFICE LOCATION	Denver	Seat/ Port	San Fran	LA	Phx/ Tuc	Dallas/ Ft Worth	Houston	Bartles	S Louis KC	Atlanta	Charlt	Mia/ Tpa	Other
Partner	11	20	37	47	3	15	26	_*	16	9	6	8	15
Associate	4	5	21	22	3	5	23	3	_*	_*	3	4	8
Sole Pract.	4	3	11	11	4	_*	4	_*	_*	4	4	11	7
Head Corporate	3	5	14	8	_*	4	3	_*	3	_*	_*	_*	4
Other Corporate	8	7	29	20	6	16	23	17	10	6	10	9	27
Government	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*
Unemployed	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*
Retired	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	3	_*
None of Above	_*	_*	3	_*	_*	_*	3	_*	_*	_*	_*	_*	_*
TOTAL	31	42	118	109	18	43	84	24	35	23	27	38	63

TABLE 42 (cont.)

% UNCOLLECTABLE BILLED HOURS		20%	22.5%	25%	27.5%	30%	35%	40%
Private Practitioners	1990	20	__*	11	1	6	1	__*
	1988	20	2	16	__*	10	1	3
Partners in Priv Firms	1990	12	__*	6	__*	3	1	__*
	1988	11	1	9	__*	7	__*	__*
Assoc Lawyers-Priv Firm	1990	3	__*	4	1	1	__*	__*
	1988	3	1	3	__*	2	1	1
Sole Practitioners	1990	5	__*	1	__*	2	__*	__*
	1988	6	__*	4	__*	1	__*	2

TABLE 43 - Percent Overhead (excluding lawyer salaries) in Collected Billed Hours During 1990
Question 16.3

% OVERHEAD IN COLLECTED BILLED HOURS		20%-Less	22.5%	25%	27.5%	30%	32.5%	35%	37.5%
Private Practitioners	1990	64	9	46	16	77	38	62	33
	1988	48	7	41	14	62	30	66	35
Partners in Priv Firms	1990	16	4	29	14	48	31	49	31
	1988	14	5	27	12	37	24	48	31
Assoc Lawyers-Priv Firm	1990	4	2	7	1	16	5	8	2
	1988	4	__*	4	1	13	5	6	2
Sole Practitioners	1990	44	3	10	1	13	2	5	__*
	1988	30	2	10	1	12	1	12	2

TABLE 43 (cont.)

% UNCOLLECTABLE COLLECTED BILLED HOURS		40%	42.5%	45%	47.5%	50%	55%	60% Over
Private Practitioners	1990	91	37	71	24	88	35	32
	1988	114	43	67	29	86	39	37
Partners in Priv Firms	1990	75	32	58	23	80	27	28
	1988	96	36	56	24	63	34	28
Assoc Lawyers-Priv Firm	1990	5	4	9	1	3	__*	2
	1988	8	1	4	1	14	1	1
Sole Practitioners	1990	11	1	4	__*	5	8	2
	1988	10	6	7	4	9	4	8

TABLE 46 - Source of Professional Liability Insurance
Question 16.6

INSURANCE CARRIER	Jamison & Co.	Local Bar Assn.	Private Broker	None of the Above
Private Practitioners	314	79	176	106
Partners in Private Firms	249	56	135	88
Assoc Lawyers-Private Firms	18	10	27	9
Sole Practitioners	47	13	14	9

TABLE 47 - Percent Increase - Most Recent Years Professional Liability Insurance Cost
Compared to the Previous Years Insurance Cost
Question 16.7

% INCREASE	0% Less	0%	10%	20%	30%	40%	50%	60%	70%	80%
Private Practitioners	37	104	131	71	52	10	32	2	6	1
Partners in Private Firms	35	70	105	53	40	10	28	2	5	__*
Assoc Lawyers-Private Firms	__*	10	10	7	8	__*	__*	__*	1	__*
Sole Practitioners	2	24	16	11	4	__*	4	__*	__*	1

TABLE 47 (cont.)

% INCREASE	90%	100%	125%	150%	175%	200%	225%	250%	275%	300%-Over%
Private Practitioners	__*	16	1	4	1	5	__*	__*	__*	3
Partners in Private Firms	__*	14	1	3	1	4	__*	__*	__*	3
Assoc Lawyers-Private Firms	__*	1	__*	1	__*	1	__*	__*	__*	__*
Sole Practitioners	__*	1	__*	__*	__*	__*	__*	__*	__*	__*

1. Type of practice?

- ○ Partner in a private firm
- ○ Assoc. lawyer private firm
- ○ Sole practitioner
- ○ Head corp. pat. org.
- ○ Other corp. pat. lawyer
- ○ Govt. lawyer
- ○ Unemployed
- ○ Retired
- ○ None of the above

2. Age?

- ○ Below 25
- ○ 25-29
- ○ 30-34
- ○ 35-39
- ○ 40-44
- ○ 45-49
- ○ 50-54
- ○ 55-59
- ○ 60-64
- ○ 65-Above

3. Years of Intellectual Property law/experience (closest)?

- ○ 3 or less
- ○ 5
- ○ 7
- ○ 10
- ○ 15
- ○ 20
- ○ 25
- ○ 30
- ○ 35
- ○ 40-Over

4. Number of Intellectual Property lawyers and agents in your firm or corporation?

- ○ 1
- ○ 2
- ○ 3-5
- ○ 6-10
- ○ 11-17
- ○ 18-25
- ○ 26+

5. Intellectual Property lawyers and agents reporting to you or your subordinates?

- ○ 0
- ○ 1-2
- ○ 3-5
- ○ 6-10
- ○ 11-17
- ○ 18-25
- ○ 26+

6. What was your personal income in U.S. dollars during 1990 (including average bonuses or undistributed annual partnership income, or deferred income, but excluding unusual non-recurring income)?

- ○ $25,000-less
- ○ $25,001-30,000
- ○ $30,001-35,000
- ○ $35,001-40,000
- ○ $40,001-45,000
- ○ $45,001-50,000
- ○ $50,001-55,000
- ○ $55,001-60,000
- ○ $60,001-65,000
- ○ $65,001-75,000
- ○ $75,001-85,000
- ○ $ 85,001-100,000
- ○ $100,001-125,000
- ○ $125,001-150,000
- ○ $150,001-175,000
- ○ $175,001-200,000
- ○ $200,001-225,000
- ○ $225,001-250,000
- ○ $250,001-275,000
- ○ $275,001-300,000
- ○ $300,001-over

7. What percentage of your work is spent on the following (total should approximate 100%)?

	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Litigation (including interference, ITC, CAFC, etc., but not exparte appeals)	○	○	○	○	○	○	○	○	○	○
Prosecution	○	○	○	○	○	○	○	○	○	○
Licensing	○	○	○	○	○	○	○	○	○	○
Searching	○	○	○	○	○	○	○	○	○	○
Counseling, etc.	○	○	○	○	○	○	○	○	○	○

8. What percentage of your work in question 7 involves (total should approximate 100%)?

	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Patents	○	○	○	○	○	○	○	○	○	○
Trademarks	○	○	○	○	○	○	○	○	○	○
Copyrights	○	○	○	○	○	○	○	○	○	○
Trade secrets	○	○	○	○	○	○	○	○	○	○
General legal	○	○	○	○	○	○	○	○	○	○
None of the above	○	○	○	○	○	○	○	○	○	○

9. Private practitioners only: what are your usual charges (excluding disbursements) as of January 1990 for the simplest of the following in the U.S. (closest)?

Trademark registrability search and opinion

- ○ $ 50
- ○ $ 75
- ○ $100
- ○ $125
- ○ $150
- ○ $200
- ○ $250
- ○ $300
- ○ $350
- ○ $400
- ○ $450
- ○ $500

Trademark Application (filing)

- ○ $100
- ○ $150
- ○ $200
- ○ $250
- ○ $300
- ○ $350
- ○ $400
- ○ $450
- ○ $500
- ○ $550
- ○ $600
- ○ $650
- ○ $700
- ○ $750
- ○ $800

Average Prosecution of Trademark Application

- ○ $100
- ○ $150
- ○ $200
- ○ $250
- ○ $300
- ○ $350
- ○ $400
- ○ $450
- ○ $500
- ○ $550
- ○ $600
- ○ $650
- ○ $700
- ○ $750
- ○ $800

Trademark appeal to the board (briefed and argued)

- ○ $ 500
- ○ $ 650
- ○ $ 800
- ○ $1000
- ○ $1250
- ○ $1500
- ○ $1750
- ○ $2000
- ○ $2250
- ○ $2500
- ○ $2750
- ○ $3000
- ○ $3500
- ○ $4000

Trademark Section * & 15 Declarations (prepare & file)

- ○ $ 50
- ○ $ 75
- ○ $100
- ○ $125
- ○ $150
- ○ $200
- ○ $250
- ○ $300
- ○ $350
- ○ $400
- ○ $450
- ○ $500

Trademark Renewal applications (prepare & file)

- ○ $ 50
- ○ $ 75
- ○ $100
- ○ $125
- ○ $150
- ○ $200
- ○ $250
- ○ $300
- ○ $350
- ○ $400
- ○ $450
- ○ $500

Foreign Originated Trademark applications

- ○ $100
- ○ $150
- ○ $200
- ○ $250
- ○ $300
- ○ $350
- ○ $400
- ○ $450
- ○ $500
- ○ $550
- ○ $600
- ○ $650
- ○ $700
- ○ $750
- ○ $800

10. Office location (closest to)?

- ○ Wash., D.C.
- ○ Boston
- ○ N.Y.C.
- ○ Phila./Wilm.
- ○ Rochester
- ○ Stamford
- ○ Chi./Milw.
- ○ Cincinnati
- ○ Clev./Akron
- ○ Dayton/Col.
- ○ Det./Toledo
- ○ Pitts.
- ○ Minn./St. P.
- ○ Denver
- ○ Seat./Port.
- ○ San Fran.
- ○ L.A.
- ○ Phoenix/Tuc.
- ○ Dallas/Ft. W.
- ○ Houston
- ○ Bartlesvle./Tulsa
- ○ St. L./K.C.
- ○ Atlanta
- ○ Charlotte
- ○ Miami/Tampa
- ○ Other

11. Workload: What was trend in your organization's workload over previous years?

- ○ Increased
- ○ Decreased
- ○ Same

12. Technical specialty?

- ○ Chemical
- ○ Electrical
- ○ Mechanical
- ○ Biotechnology
- ○ General

13. Corp. practitioners only: Who predominantly handles litigation in your company (exclusive of PTO inter-parties proceedings and monitoring and liaison activities performed during litigation by house counsel)?

- ○ House counsel
- ○ Outside counsel
- ○ Equal

What portion of the litigation does house counsel handle?

- ○ 0%
- ○ 10%
- ○ 20%
- ○ 30%
- ○ 40%
- ○ 50%
- ○ 60%
- ○ 70%
- ○ 80%
- ○ 90%
- ○ 100%

14. Private practitioners only: Your average billing rate (closest $/hr)

- ○ $ 50
- ○ $ 60
- ○ $ 70
- ○ $ 80
- ○ $ 90
- ○ $100
- ○ $110
- ○ $120
- ○ $130
- ○ $140
- ○ $150
- ○ $160
- ○ $170
- ○ $180
- ○ $190
- ○ $200
- ○ $210
- ○ $220
- ○ $230
- ○ $240
- ○ $250-Over

15. All practitioners: What percentage of your working time do you devote to managing or other non-chargeable work (closest)?

- ○ 5%-Less
- ○ 5-10%
- ○ 11-15%
- ○ 16-25%
- ○ 26-35%
- ○ 36-50%
- ○ 51-75%
- ○ 76%-Above

16. Private practitioners only:

Billed hours during the Year 1990?

- ○ 500-Less
- ○ 750
- ○ 1000
- ○ 1100
- ○ 1200
- ○ 1300
- ○ 1400
- ○ 1500
- ○ 1600
- ○ 1700
- ○ 1800
- ○ 1900
- ○ 2000
- ○ 2100
- ○ 2200
- ○ 2300
- ○ 2400
- ○ 2500
- ○ 2600
- ○ 2700
- ○ 2800
- ○ 2900
- ○ 3000-Over

Percent of uncollectable billed hours during the year 1990?

- ○ 1% or less
- ○ 2.5%
- ○ 5.0%
- ○ 7.5%
- ○ 10.0%
- ○ 12.5%
- ○ 15%
- ○ 17.5%
- ○ 20%
- ○ 22.5%
- ○ 25%
- ○ 27.5%
- ○ 30%
- ○ 35%
- ○ 40%-Over

Period overhead (excluding lawyer salaries) in collected billed hours during the year 1990?

- ○ 20%-Less
- ○ 22.5%
- ○ 25%
- ○ 27.5%
- ○ 30%
- ○ 32.5%
- ○ 35%
- ○ 37.5%
- ○ 40%
- ○ 42.5%
- ○ 45%
- ○ 47.5%
- ○ 50%
- ○ 55%
- ○ 60%-Over

How much professional liability insurance do you carry (closest million)?

- ○ $0
- ○ $0.5
- ○ $1.0
- ○ $1.5
- ○ $2.0
- ○ $2.5
- ○ $3.0
- ○ $3.5
- ○ $4.0
- ○ $4.5
- ○ $ 5.0
- ○ $ 6.0
- ○ $ 7.0
- ○ $ 8.0
- ○ $10-Over

What is the deductible amount in your professional liability insurance (closest)?

- ○ $ 0
- ○ $ 5
- ○ $10
- ○ $15
- ○ $20
- ○ $25
- ○ $30
- ○ $40
- ○ $50
- ○ $60
- ○ $70
- ○ $80
- ○ $ 90
- ○ $100
- ○ $125
- ○ $150
- ○ $175
- ○ $200-Over

If you carry such insurance, who do you buy it from?

- ○ Jamison and Co.
- ○ Bar Association
- ○ Private broker
- ○ None of the above

What percent increase has the most recent year's professional liability insurance cost as compared to the previous year's insurance?

- ○ Less than 0%
- ○ 0%
- ○ 10%
- ○ 20%
- ○ 30%
- ○ 40%
- ○ 50%
- ○ 60%
- ○ 70%
- ○ 80%
- ○ 90%
- ○ 100%
- ○ 125%
- ○ 150%
- ○ 175%
- ○ 200%
- ○ 225%
- ○ 250%
- ○ 275%
- ○ 300%-Over

Rev. 3/91 2877-PFI-54321

Figure 4 - Sole Practitioners:
Yrs. of IP Law Experience v. Income

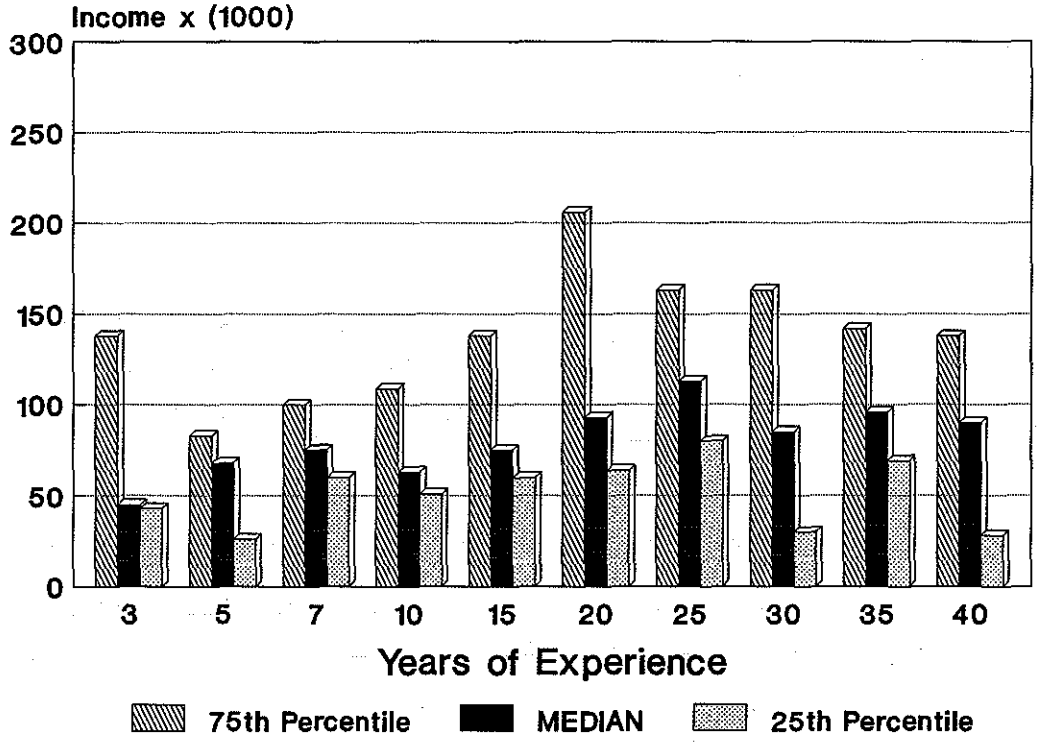


Figure 5 - All Corporate Lawyers:
Yrs. of IP Law Experience v. Income

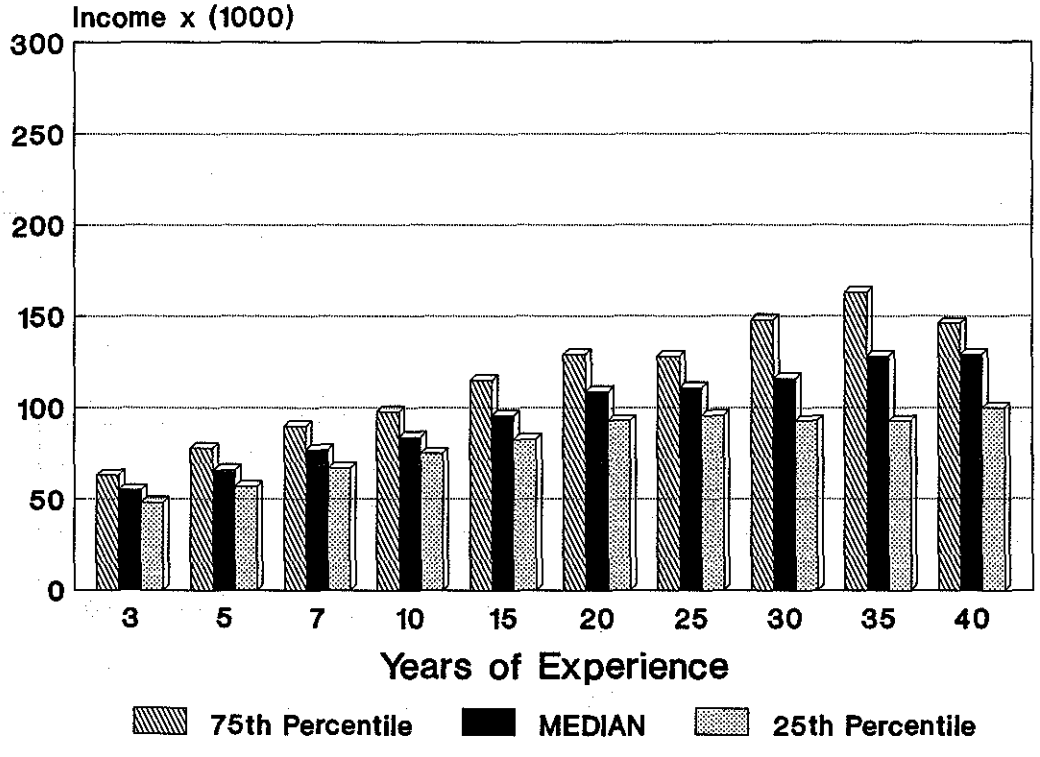


Figure 8 – Non-Supervisory Corporate Lawyers:
Yrs. of IP Law Experience v. Income

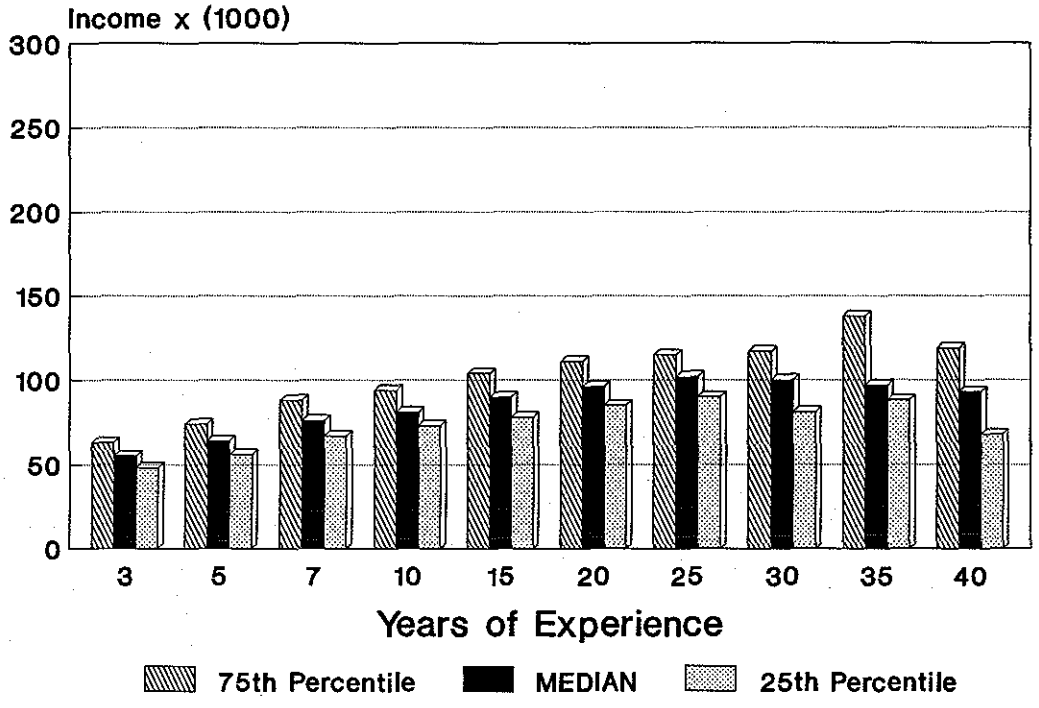


Figure 9 – "Real" Value
of Median Income

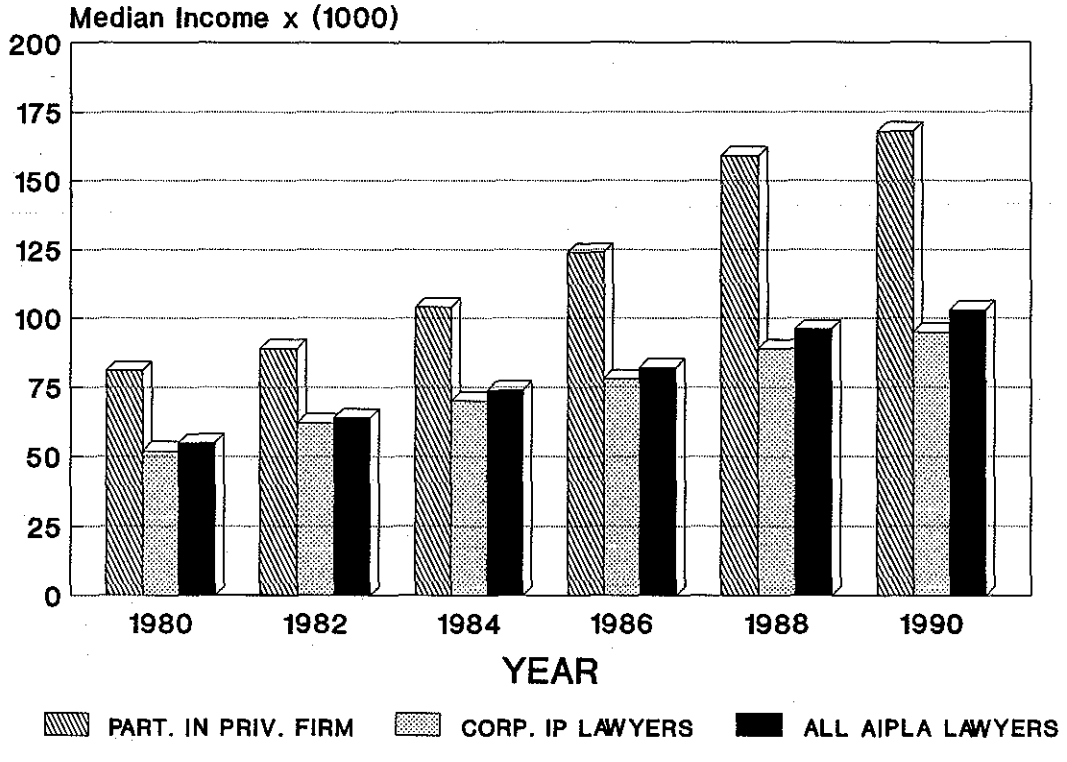


Figure 6 - Head of Corporate Patent Organization

Yrs. of IP Law Experience v. Income

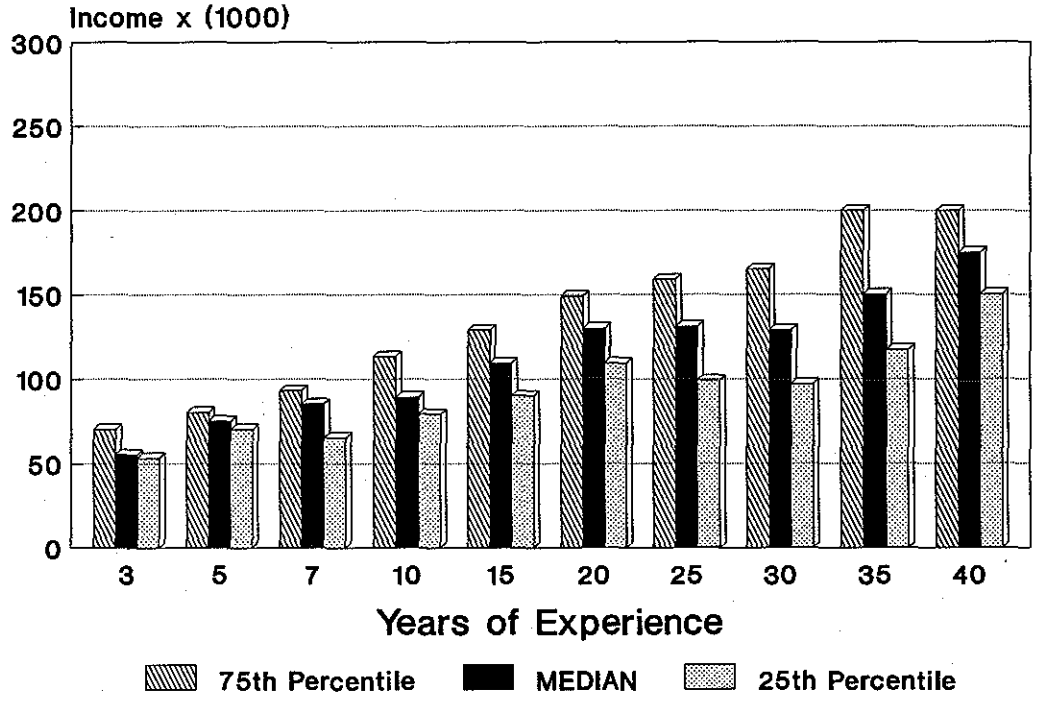


Figure 7 - Supervisory Corporate Lawyers:

Yrs. of IP Law Experience v. Income

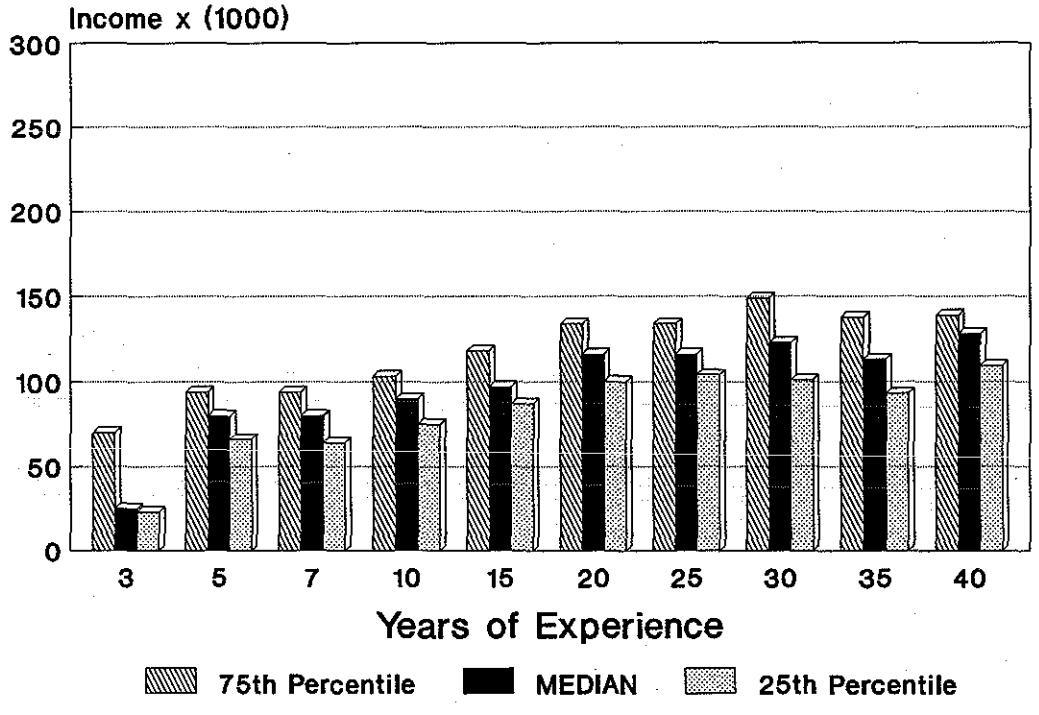


Figure 2 - Partner in Private Firm:
Yrs. of IP Law Experience v. Income

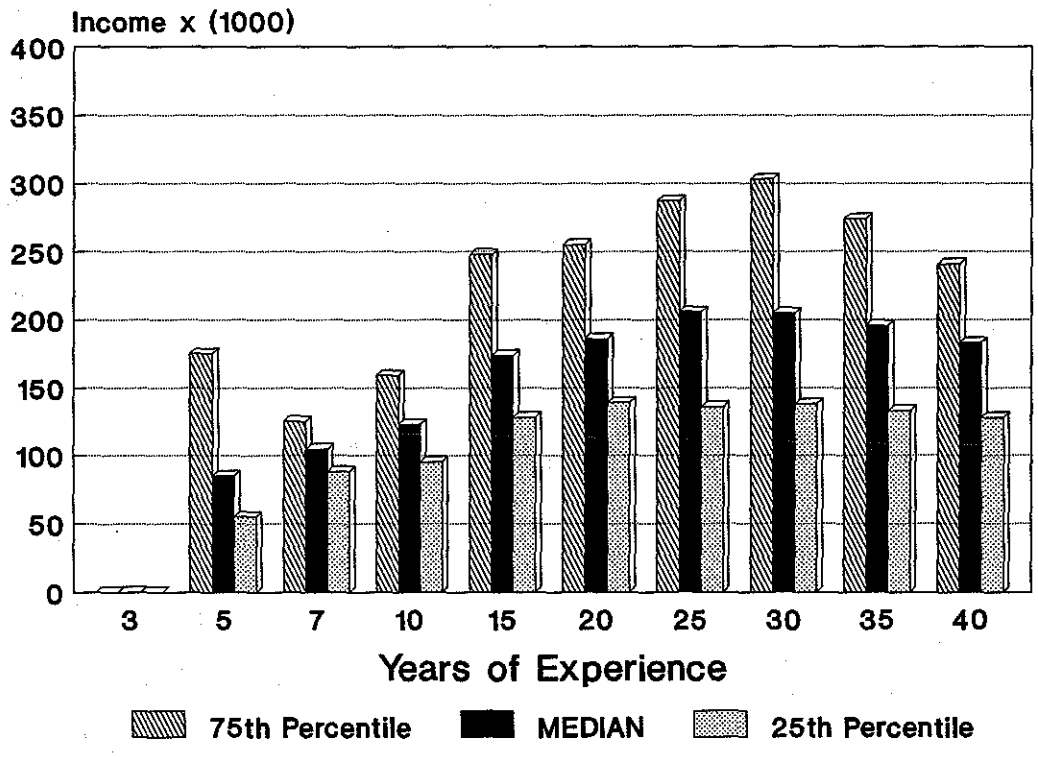
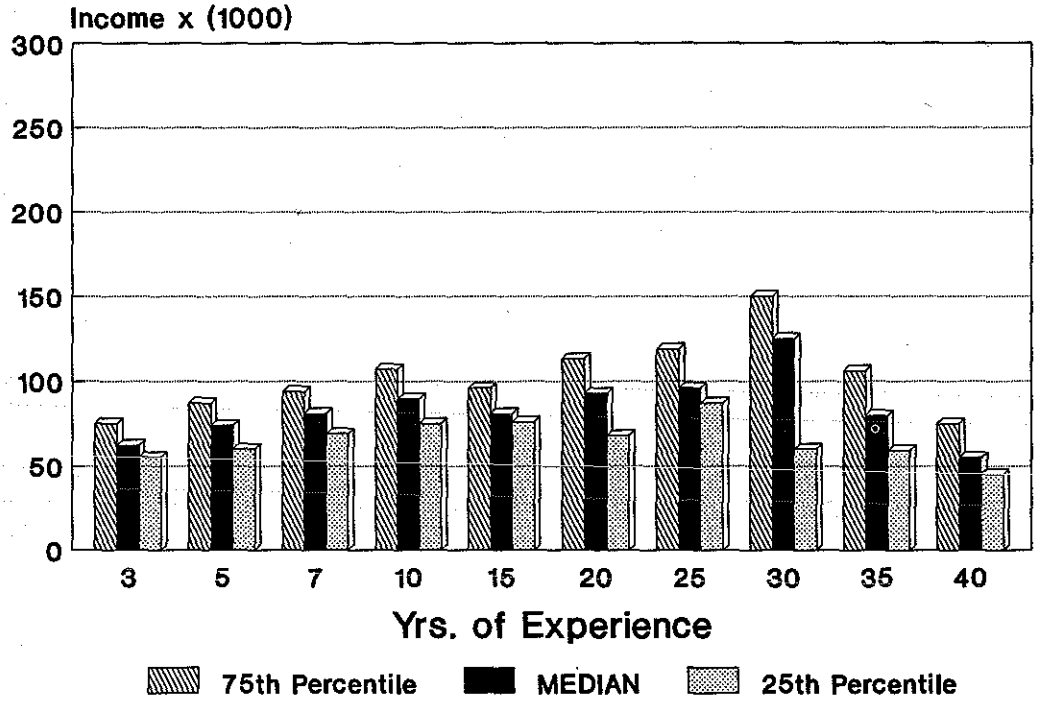


Figure 3 - Associate Lawyer in Private Firm:
Yrs. of IP Law Experience v. Income



9. (Continued)

Patent (utility) novelty search and opinion

○ $100	○ $350	○ $ 800
○ $150	○ $400	○ $ 900
○ $200	○ $500	○ $1000
○ $250	○ $600	
○ $300	○ $700	

Patent (utility) application (other than div., cont., or CIP)

○ $500	○ $1000	○ $2000
○ $625	○ $1250	○ $2500
○ $750	○ $1500	○ $3000
○ $875	○ $1750	

Preparing and filing I.D.S. (if separate)

○ $500	○ $750	○ $1000
○ $625	○ $875	○ $1250

Average Patent Application prosecution fees

○ $500	○ $1000	○ $2000
○ $625	○ $1250	○ $2500
○ $750	○ $1500	○ $3000
○ $875	○ $1750	

Patent (utility) appeal to the board (briefed and argued)

○ $ 500	○ $1750	○ $3500
○ $ 750	○ $2000	○ $4000
○ $1000	○ $2250	○ $4500
○ $1250	○ $2500	○ $5000
○ $1500	○ $3000	

Foreign origin patent (utility) application

○ $300	○ $ 800	○ $1750
○ $400	○ $ 900	○ $2000
○ $500	○ $1000	○ $2250
○ $600	○ $1250	○ $2500
○ $700	○ $1500	○ $2750

Filing U.S. patent (utility) application abroad (not incl. assoc. fees)

○ $175	○ $525	○ $1000
○ $250	○ $600	○ $1250
○ $325	○ $700	○ $1500
○ $400	○ $800	○ $1750
○ $475	○ $900	○ $2000

Patent (design) application

○ $100	○ $350	○ $600
○ $150	○ $400	○ $650
○ $200	○ $450	○ $700
○ $250	○ $500	○ $750
○ $300	○ $550	○ $800

Patent (plant) application

○ $150	○ $500	○ $1000
○ $200	○ $600	○ $1250
○ $250	○ $700	○ $1500
○ $300	○ $800	○ $1750
○ $400	○ $900	○ $2000

9. (Continued)

Copyright application

○ $ 50	○ $150	○ $350
○ $ 75	○ $200	○ $400
○ $100	○ $250	○ $450
○ $125	○ $300	○ $500

Patent (utility) litigation through discovery (× 1000)

○ $ 10	○ $120	○ $240
○ $ 20	○ $140	○ $260
○ $ 40	○ $160	○ $280
○ $ 60	○ $180	○ $300
○ $ 80	○ $200	
○ $100	○ $220	

Patent (utility) litigation through trial (× 1000)

○ $ 25	○ $225	○ $450
○ $ 50	○ $250	○ $500
○ $ 75	○ $275	○ $550
○ $100	○ $300	○ $600
○ $125	○ $325	○ $650
○ $150	○ $350	○ $700
○ $175	○ $375	○ $750
○ $200	○ $400	

Trademark litigation through discovery (× 1000)

○ $ 2.5	○ $25	○ $ 90
○ $ 5.0	○ $35	○ $100
○ $ 7.5	○ $45	○ $125
○ $10	○ $60	○ $150
○ $15	○ $70	
○ $20	○ $80	

Trademark litigation through trial (× 1000)

○ $ 5	○ $ 65	○ $160
○ $15	○ $ 75	○ $180
○ $25	○ $ 85	○ $200
○ $35	○ $100	○ $225
○ $45	○ $120	
○ $55	○ $140	

Copyright litigation through discovery (× 1000)

○ $ 5	○ $55	○ $105
○ $15	○ $65	○ $115
○ $25	○ $75	○ $125
○ $35	○ $85	○ $135
○ $45	○ $95	○ $150

Copyright litigation through trial (× 1000)

○ $ 5	○ $ 65	○ $160
○ $15	○ $ 75	○ $180
○ $25	○ $ 85	○ $200
○ $35	○ $100	○ $225
○ $45	○ $120	
○ $55	○ $140	

Figure 1

AMERICAN INTELLECTUAL PROPERTY LAW ASSOCIATION

2001 JEFFERSON DAVIS HIGHWAY, SUITE 203, ARLINGTON, VA 22202

Telephone (703) 415-0780
Facsimile (703) 415-0786

April 5, 1991

Dear AIPLA Member:

The Committee on Economics of Legal Practice of the American Intellectual Property Law Association (AIPLA), is responsible for conducting an economic survey of the AIPLA membership every two years. The attached questionnaire is being mailed to all AIPLA members. The response percentage for the economic survey of 1989, covering activities in 1988, was a relatively low 38%. In order for this information to be as valuable as possible, that response rate should be much nearer 50%. Obviously, the greater response rate, the better.

I WOULD ASK YOU TO TAKE A FEW MINUTES IN THE NEXT DAY OR TWO TO FILL OUT THE ENCLOSED QUESTIONNAIRE. In an effort to increase our response rate, and to compile the economic survey in as timely a manner as possible, the deadline for response has been shortened to TWO WEEKS from the date of this letter. There is an addressed, return envelope enclosed for your convenience.

The format of the questionnaire is the same as in 1989. Again, our primary thrust is to increase response rate and get the survey out as soon as possible.

Let me leave you with one final thought. While the economic survey is not as "sexy" as the truly outstanding substantive programs offered by the AIPLA, its impact on your financial future should not be overlooked. Is your salary commensurate with that of other corporate intellectual property law practitioners? Are your rates or charges for certain aspects of your private law practice adequate? Take the few minutes right now and you'll find out the answer to these and other questions.

I am thanking you in advance for your cooperation.

Very truly yours,

Gregg I. Anderson, Chair
AIPLA Committee on Economics
of Legal Practice

MARKING DIRECTIONS

- Use BLACK lead No. 2 pencil only.
- DO NOT use ink, ballpoint, or felt-tip pens.
- Make heavy black marks that fill the circles completely.
- Erase cleanly any answer you wish to change.
- Make no stray marks on the answer sheet.

EXAMPLES

PROPER MARK



IMPROPER MARKS



TABLE 44 - Professional Liability Insurance Carried (closest million)
Question 16.4

INSURANCE CARRIED X 1 MILLION	$0	$0.5	$1.0	$1.5	$2.0	$2.5	$3.0	$3.5
Private Practitioners	80	31	128	22	115	17	78	4
Partners in Private Firms	21	11	78	13	91	17	64	4
Assoc Lawyers-Private Firms	3	__*	19	3	10	__*	7	__*
Sole Practitioners	56	20	31	6	14	__*	7	__*

TABLE 44 (cont.)

INSURANCE CARRIED X 1 MILLION	$4.0	$4.5	$5.0	$6.0	$7.0	$8.0	$10-Over
Private Practitioners	21	1	117	4	4	3	199
Partners in Private Firms	15	1	101	3	4	3	178
Assoc Lawyers-Private Firms	5	__*	13	1	__*	__*	21
Sole Practitioners	1	__*	3	__*	__*	__*	__*

TABLE 45 - Amount Deductible in Professional Liability Insurance (closest thousand)
Question 16.5

AMOUNT DEDUCTIBLE X 1000	$0	$5	$10	$15	$20	$25	$30	$40	$50
Private Practitioners	27	59	71	1	16	59	5	2	47
Partners in Private Firms	13	39	57	1	14	55	4	2	43
Assoc Lawyers-Private Firms	3	5	4	__*	1	3	1	__*	3
Sole Practitioners	11	15	10	__*	1	1	__*	__*	1

TABLE 45 (cont.)

AMOUNT DEDUCTIBLE X 1000	$60	$70	$80	$90	$100	$125	$150	$175	$200-Over
Private Practitioners	__*	1	__*	__*	51	__*	2	1	271
Partners in Private Firms	__*	1	__*	__*	43	__*	2	1	208
Assoc Lawyers-Private Firms	__*	__*	__*	__*	7	__*	__*	__*	26
Sole Practitioners	__*	__*	__*	__*	1	__*	__*	__*	37

TABLE 41 - Billed Hours during 1990
Question 16.1 v. Question 6

BILLED HOURS	500-Less	750	1000	1100	1200	1300	1400	1500	1600	1700	1800	1900
Private Practitioners	35	26	42	18	48	28	46	104	98	119	152	101
Partners in Private Firms	4	4	19	10	30	22	34	74	75	85	89	58
Assoc Lawyers-Private Firms	6	2	7	3	10	4	7	18	16	28	59	39
Sole Practitioners	25	20	16	5	8	2	5	12	7	6	4	4

TABLE 41 (cont.)

BILLED HOURS	2000	2100	2200	2300	2400	2500	2600	2700	2800	2900	3000
Private Practitioners	135	53	63	26	33	26	11	8	7	3	13
Partners in Private Firms	92	34	38	14	22	17	8	3	3	1	12
Assoc Lawyers-Private Firms	36	19	21	11	11	6	3	4	1	2	__*
Sole Practitioners	7	__*	4	1	__*	3	__*	1	3	__*	1

TABLE 42 - Percent Uncollectable Billed Hours During 1990
Question 16.2

% UNCOLLECTABLE BILLED HOURS		1%-Less	2.5%	5%	7.5%	10%	12.5%	15%	17.5%
Private Practitioners	1990	261	255	248	61	117	11	39	6
	1988	254	218	212	48	105	14	36	1
Partners in Priv Firms	1990	150	191	192	45	74	8	30	4
	1988	157	163	148	34	74	9	22	1
Assoc Lawyers-Priv Firm	1990	46	42	36	12	29	3	7	__*
	1988	39	34	42	12	22	2	4	__*
Sole Practitioners	1990	65	22	20	4	14	__*	2	2
	1988	58	21	22	2	9	3	10	__*

TABLE 38 - Lititgating Partners in Private Firm: Office Location v. Hourly Billing Rate
Question 10 v. Question 14

OFFICE LOCATION	Wash DC	Boston	NYC	Phila/ Wilm	Roches	Stamfr	Chic/ Milw	Cincin	Cleve/ Akron	Dayton/ Colum	Det/ Toledo	Pitts	Minn/ St Paul
75th Percentile	248	205	251	244	__*	238	241	__*	228	__*	195	218	203
MEDIAN	223	195	247	223	__*	170	222	__*	200	__*	172	200	195
25th Percentile	197	175	235	216	__*	163	195	__*	139	__*	152	193	188

TABLE 38 (cont.)

OFFICE LOCATION	Denver	Seat/ Port	San Fran	LA	Phx/ Tuc	Dallas/ Ft Worth	Houston	Bartles	S Louis KC	Atlanta	Charlt	Mia/ Tpa	Other
75th Percentile	__*	__*	251	248	250	249	230	__*	185	213	__**	200	160
MEDIAN	__*	__*	247	223	145	220	215	__*	180	205	__**	185	145
25th Percentile	__*	__*	225	201	140	199	170	__*	155	193	__**	180	140

TABLE 39 - Lititgating Partners in Private Firm: Years of IP Law Experience v. Hourly Billing Rate
Question 3 v. Question 14

YRS OF EXP	3 or less	5	7	10	15	20	25	30	35	40 or more
75th Percentile	__*	248	203	223	247	244	249	249	252	249
MEDIAN	__*	190	183	192	213	221	240	238	249	220
25th Percentile	__*	143	161	168	191	200	219	202	246	173

TABLE 37 CONT.

	Charge Per	Office Location: Wash DC	Boston	NYC	Phila/ Wilm	Roches	Stamfr	Chic/ Milw	Cincin	Cleve/ Akron	Dayton/ Colum	Det/ Toledo	Pitts	Minn/ St Paul
Copyright Application	75th	223	221	253	213	200	156	195	134	192	204	195	166	267
	MED	166	162	179	139	137	109	147	109	134	156	158	145	200
	25th	111	105	107	101	125	97	103	96	109	69	122	106	151
Patent Util Litigat Thru Discovery	75th	293	296	298	291	__*	208	299	205	210	200	200	209	244
	MED	204	206	252	209	__*	185	260	100	130	70	150	196	233
	25th	144	168	132	158	__*	153	152	75	95	55	97	105	196
Patent Util Litigat Thru Trial	75th	624	731	740	563	__*	416	739	357	369	344	409	494	410
	MED	450	508	503	397	__*	301	509	201	260	163	301	394	310
	25th	298	313	282	307	__*	129	301	144	160	126	205	204	194
Trademark Litigat Thru Discovery	75th	101	99	109	100	__*	97	105	49	102	80	80	84	122
	MED	67	65	78	62	__*	46	72	35	59	40	56	63	98
	25th	44	30	44	28	__*	16	53	19	26	23	21	53	60
Trademark Litigat Thru Trial	75th	201	199	216	162	__*	155	209	105	160	130	157	145	193
	MED	141	140	157	134	__*	95	145	68	100	70	98	108	115
	25th	101	95	102	73	__*	29	98	61	75	60	71	95	78
Copyright Litigat Thru Discovery	75th	105	106	98	95	__*	101	108	35	108	63	89	83	105
	MED	76	75	65	72	__*	78	78	30	80	45	55	57	90
	25th	54	53	34	38	__*	9	49	20	35	38	34	45	53
Copyright Litigat Thru Trial	75th	190	188	190	155	__*	170	202	70	145	104	185	180	185
	MED	133	120	123	120	__*	93	140	50	120	97	102	102	160
	25th	102	94	74	69	__*	20	97	45	83	68	71	68	83
Median Sum of Litigat Serv X 1000	1990	1237	1276	1357	1133	137	907	1351	593	883	641	920	1065	1206
	1988	997	956	1270	1100	178	630	1005	767	600	851	732	601	867
%INCREASE 1990-88		24	33	7	3	-23	44	34	-23	47	-25	26	77	39

TABLE 37 CONT.

		Office Location													
	Charge Per	Denver	Seat/ Port	San Fran	LA	Phx/ Tuc	Dallas/ Ft Worth	Houston	Bartles	S Louis KC	Atlanta	Charlt	Mia/ Tpa	Other	Whole US
Patent	75th	650	725	750	756	600	875	797	519	458	625	617	592	650	752
Novelty	MED	536	550	564	528	500	633	633	488	344	508	500	506	488	560
Search & Opn	25th	479	387	431	426	350	475	511	456	284	454	325	431	350	445
Patent	75th	2964	2955	3042	3032	2219	3077	3036	3042	2656	3069	2875	2911	2861	2990
Application	MED	2667	2650	2833	2814	1937	2904	2823	2833	2063	2889	2417	2500	2187	2704
	25th	2333	2325	2215	2223	1729	2625	2412	2375	1672	1969	2063	1969	1625	2103
Preparing	75th	542	544	793	715	719	803	813	1032	545	797	550	761	719	717
& Filing	MED	507	509	610	544	532	657	638	563	509	626	513	626	532	536
I.D.S.	25th	473	473	506	491	485	519	515	501	474	508	475	508	485	487
Ave. Patent	75th	2094	2063	2571	2344	1563	2875	2817	1594	1484	1625	1625	2156	2022	2453
Application	MED	1469	1500	1922	1732	844	2250	2063	1438	969	1375	1250	1375	1313	1670
Prosecution	25th	985	1200	1389	1417	594	1250	1505	844	727	938	1000	1078	782	1237
Patent	75th	4375	3188	4563	4229	2563	3625	4563	3375	3125	3000	3563	2969	3333	3842
Appeal to	MED	3000	2656	3313	2975	2063	2703	3143	2063	2750	2563	2563	2609	2375	2790
Board	25th	2094	2000	2609	2052	1938	2398	2516	1969	2125	2250	1594	2063	1667	2049
Foreign Org	75th	950	1052	2036	1125	1250	1500	1469	__**	575	1081	1521	1500	994	1071
Patent	MED	550	600	1067	617	850	800	813	__**	450	500	1038	950	788	549
Application	25th	483	425	538	461	725	425	563	__**	333	425	513	550	513	421
Filing U.S.	75th	516	750	1032	955	700	775	967	1038	614	800	585	965	825	733
Patent Appl.	MED	422	592	663	538	607	532	542	563	430	438	419	429	607	518
Abroad	25th	387	419	446	410	401	432	394	438	367	375	279	344	425	377
Median Sum	1990	13667	12993	15801	14286	10245	15317	15752	11626	10995	12325	12854	12943	11546	13339
	1988	14252	11580	14503	13918	10528	11642	15336	10194	9752	14157	9083	11905	10184	12244
%INCREASE	1990-88	-4	12	9	3	-3	32	3	14	13	-13	42	9	13	9

TABLE 37 CONT.

		Office Location													
	Charge Per	Denver	Seat/ Port	San Fran	LA	Phx/ Tuc	Dallas/ Ft Worth	Houston	Bartles	S Louis KC	Atlanta	Charlt	Mia/ Tpa	Other	Whole US
Trademark Regis.	75th	350	344	395	389	275	438	356	256	250	356	275	375	350	355
	MED	258	269	269	282	162	306	284	238	169	288	208	275	206	261
Search & Opn	25th	194	202	192	208	137	222	216	166	140	170	156	200	156	187
Trademark Application	75th	550	509	490	525	588	538	545	438	419	458	500	478	425	482
	MED	475	446	344	410	400	480	475	350	358	417	375	413	354	375
	25th	350	394	269	318	304	384	358	313	283	392	225	288	295	292
Prosecution Trademark Application	75th	513	481	515	584	488	613	588	506	366	538	481	444	491	519
	MED	315	388	409	469	238	496	486	488	250	388	317	350	367	418
	25th	263	266	303	308	119	396	356	263	154	213	263	278	213	290
Trademark Appeal to Board	75th	3250	2112	3792	3212	1813	3156	3800	3063	2125	2438	3156	2484	2094	2998
	MED	2625	1950	2950	2458	1563	2531	2875	2125	1975	1583	2500	2063	1583	2118
	25th	2125	1563	2000	1667	1406	2391	2063	2000	1542	1438	1188	1531	1396	1588
Trademark Section Declarations	75th	269	290	278	322	200	306	325	213	263	238	200	344	292	310
	MED	238	225	207	272	112	233	225	200	195	200	129	206	200	235
	25th	166	194	173	188	100	184	160	188	143	166	100	118	137	177
Trademark Renewal Applications	75th	307	400	317	370	200	321	338	350	319	388	300	338	313	340
	MED	280	308	268	292	112	292	258	275	258	225	250	208	221	274
	25th	170	220	225	220	100	200	183	250	194	183	200	162	173	199
Foriegn Originated Applications	75th	363	417	421	520	500	606	606	__**	375	408	513	481	425	440
	MED	325	350	382	355	325	500	494	__**	275	325	375	433	325	331
	25th	288	254	281	263	300	263	319	__**	200	225	300	344	275	245

TABLE 34 - Associate Lawyers in Private Firm: Years of IP Law Experience v. Hourly Billing Rate
Question 3 v. Question 14

YRS OF EXP	3 or less	5	7	10	15	20	25	30	35	40 or more
75th Percentile	133	165	174	189	164	165	163	185	145	178
MEDIAN	116	146	154	156	153	152	150	135	115	153
25th Percentile	104	120	146	143	146	145	138	115	105	149

TABLE 35 - Sole Practitioners: Years of IP Law Experience v. Hourly Billing Rate
Question 3 v. Question 14

YRS OF EXP	3 or less	5	7	10	15	20	25	30	35	40 or more
75th Percentile	130	133	145	155	170	176	178	225	154	178
MEDIAN	125	110	135	125	148	148	157	148	140	145
25th Percentile	120	96	130	105	125	114	133	115	126	102

TABLE 36 - Non-Chargeable Work: Type of Practice v. Percentage of Non-Chargeable Work
(As a Percent of Respondents)
Question 1 v. Question 15

TYPE OF PRACTICE	5% or Less	5-10%	11-15%	16-25%	26-35%	36-50%	51-75%	76% or more
Partner	11	24	24	27	10	3	1	_*
Associate	28	29	22	13	6	1	_**	_*
Sole Practitioner	11	21	19	26	14	7	2	_*
ALL PRIVATE	16	25	23	23	10	3	1	_*
Head Corporate	16	27	21	20	7	5	3	2
Other Corporate	11	23	11	14	14	11	_**	11
ALL CORPORATE	14	24	20	20	9	7	4	3
Government	15	_**	38	15	_**	_**	_**	_*
Unemployed	8	35	17	13	13	_*	_**	13
Retired	_**	_*	_**	_*	17	17	17	33
None of the Above	_*	_*	_**	83	_*	2	5	10

TABLE 29 - Workload Trend (As a Percent of Respondents)
Question 11 v. Question 1

	TYPE OF PRACTICE								
WORKLOAD TREND	Partner	Associate	Sole Pract.	Head Corp.	Other Corp.	Govt.	Unemploy.	Retired	Other
Increased	80	80	65	84	86	77	__*	64	78
Decreased	5	7	16	6	4	__**	__*	29	10
Stayed Same	15	13	18	10	11	21	__*	__**	12

TABLE 30 - Partners in Private Firm: Office Location v. Hourly Billing Rate
Question 10 v. Question 6

OFFICE LOCATION	Wash DC	Boston	NYC	Phila/ Wilm	Roches	Stamfr	Chic/ Milw	Cincin	Cleve/ Akron	Dayton/ Colum	Det/ Toledo	Pitts	Minn/ St Paul
75th Percentile	233	247	250	235	200	191	227	180	180	178	191	185	205
MEDIAN	202	204	246	215	135	168	199	145	141	150	173	165	195
25th Percentile	181	181	203	180	130	158	173	140	124	113	154	155	185

TABLE 30 (cont.)

OFFICE LOCATION	Denver	Seat/ Port	San Fran	LA	Phx/ Tuc	Dallas/ Ft Worth	Houston	Bartles	S Louis KC	Atlanta	Charlt	Mia/ Tpa	Other
75th Percentile	198	195	250	249	248	228	222	__**	171	210	160	200	201
MEDIAN	160	168	245	228	150	190	201	__**	154	200	150	182	145
25th Percentile	133	145	208	201	143	163	175	__**	143	190	130	175	123

TABLE 31 - Associate Lawyers in Private Firm: Office Location v. Hourly Billing Rate
Question 10 v. Question 6

OFFICE LOCATION	Wash DC	Boston	NYC	Phila/ Wilm	Roches	Stamfr	Chic/ Milw	Cincin	Cleve/ Akron	Dayton/ Colum	Det/ Toledo	Pitts	Minn/ St Paul
75th Percentile	164	183	201	150	__**	150	142	__**	104	113	133	145	144
MEDIAN	148	150	163	138	__**	115	115	__**	98	110	125	105	121
25th Percentile	127	131	135	113	__**	110	108	__**	88	108	110	100	101

TABLE 27 - Partners in Private Firms: Income v. Median Work Activity
Question 6 v. Question 7 and Question 8

Income (X1000)	Question 7:Median % of Work Spent on the Following: Litigation	Prosecution	Licensing	Searching	Counseling Etc.	Question 8:Median % of Work in Question 7 Pertaining to the Following: Patents	Trademark	Copyright	Trade Secrets	General Legal	None of the Above
25 or Less	__**	70	__**	8	15	85	20	__**	__**	__**	__*
25 - 30	__*	35	__**	__**	15	45	8	__**	__*	__**	__*
30 - 35	__*	__*	__*	__*	__*	__*	__*	__*	__*	__*	__*
35 - 40	__**	25	__**	25	35	__**	15	20	__**	__**	__*
40 - 45	__**	__**	__**	__*	__**	__**	__**	__**	__*	__*	__*
45 - 50	35	40	__**	25	15	50	15	11	15	__*	__*
50 - 55	15	50	__**	__**	25	75	15	__**	__**	__*	__*
55 - 60	25	25	17	8	28	55	20	20	10	40	__**
60 - 65	20	35	15	__**	12	60	28	15	__*	__**	__*
65 - 75	35	30	8	9	21	55	25	18	8	15	__**
75 - 85	24	45	16	8	22	75	19	11	9	8	__*
85 - 100	25	48	12	10	15	71	21	10	10	8	8
100 - 125	22	38	11	9	20	68	19	10	9	11	__**
125 - 150	22	39	11	10	20	72	21	9	9	10	__**
150 - 175	32	37	10	9	19	70	22	8	9	9	__**
175 - 200	30	33	10	8	23	70	21	10	9	11	25
200 - 225	38	28	12	11	21	75	20	9	9	10	35
225 - 250	49	24	11	12	19	75	30	9	8	8	__**
250 - 275	34	33	10	9	27	69	20	9	10	10	__**
275 - 300	50	27	12	15	21	75	25	10	10	9	__*
Over 300	68	26	11	10	17	78	19	10	11	9	__**

TABLE 23 - Partners in Private Firm: Office Location v. Income (x1000)
Question 10 v. Question 6

OFFICE LOCATION	Wash DC	Boston	NYC	Phila/ Wilm	Roches	Stamfr	Chic/ Milw	Cincin	Cleve/ Akron	Dayton/ Colum	Det/ Toledo	Pitts	Minn/ St Paul
75th Percentile	260	291	281	238	213	225	301	181	192	131	208	144	194
MEDIAN	168	194	206	138	50	206	191	100	147	106	146	122	131
25th Percentile	119	131	153	93	48	125	126	89	119	73	116	105	101

TABLE 23 (cont.)

OFFICE LOCATION	Denver	Seat/ Port	San Fran	LA	Phx/ Tuc	Dallas/ Ft Worth	Houston	Bartles	S Louis KC	Atlanta	Charlt	Mia/ Tpa	Other
75th Percentile	166	175	266	263	231	302	234	__**	175	275	194	156	128
MEDIAN	116	125	183	195	63	229	167	__**	131	213	150	73	96
25th Percentile	96	91	143	136	59	147	109	__**	100	138	93	68	83

TABLE 24 - Associate Lawyers in Private Firm: Office Location v. Income (x1000)
Question 10 v. Question 6

OFFICE LOCATION	Wash DC	Boston	NYC	Phila/ Wilm	Roches	Stamfr	Chic/ Milw	Cincin	Cleve/ Akron	Dayton/ Colum	Det/ Toledo	Pitts	Minn/ St Paul
75th Percentile	93	85	108	83	__**	__**	84	59	73	64	109	70	85
MEDIAN	77	78	92	71	__**	__**	73	58	58	63	70	65	58
25th Percentile	61	50	79	61	__**	__**	61	56	46	61	63	50	53

TABLE 24 (cont.)

OFFICE LOCATION	Denver	Seat/ Port	San Fran	LA	Phx/ Tuc	Dallas/ Ft Worth	Houston	Bartles	S Louis KC	Atlanta	Charlt	Mia/ Tpa	Other
75th Percentile	75	91	89	89	68	98	83	51	__**	__**	78	85	64
MEDIAN	70	80	70	78	58	89	71	24	__**	__**	70	45	61
25th Percentile	55	68	57	68	54	61	59	22	__**	__**	39	25	55

TABLE 17 - Associate Lawyers in Private Firm: Number of IP Lawyers and Agents in Firm v. Income (x1000)
Question 4 v. Question 6

IP LAWYERS AND AGENTS IN FIRM	1	2	3-5	6-10	11-17	18-25	26 or more
75th Percentile	79	61	89	92	91	86	92
MEDIAN	63	54	66	68	75	74	78
25th Percentile	52	34	49	55	61	60	63

TABLE 18 - Head of Corporate Patent Organization: Number of IP Lawyers and Agents in Firm v. Income (x1000)
Question 4 v. Question 6

IP LAWYERS AND AGENTS IN FIRM	1	2	3-5	6-10	11-17	18-25	26 or more
75th Percentile	117	120	143	150	177	181	225
MEDIAN	96	97	120	134	156	156	169
25th Percentile	83	85	96	113	124	119	100

TABLE 19 - All Corporate Lawyers: Number of IP Lawyers and Agents in Firm v. Income (x1000)
Question 4 v. Question 6

IP LAWYERS AND AGENTS IN FIRM	1	2	3-5	6-10	11-17	18-25	26 or more
75th Percentile	116	107	116	119	117	121	120
MEDIAN	94	86	90	95	94	99	98
25th Percentile	80	73	76	77	75	78	78

TABLE 10 - Head of Corporate Patent Organization: Years of IP Law Experience v. Income (x1000)
Question 3 v. Question 6

YRS OF EXP	3 or less	5	7	10	15	20	25	30	35	40 or more
75th Percentile	70	80	93	113	129	149	159	165	200	200
MEDIAN	55	75	85	89	109	130	131	129	150	175
25th Percentile	53	70	65	79	90	109	99	97	117	150

TABLE 11 - Head of Corporate Patent Organization: Age v. Income (x1000)
Question 2 v. Question 6

AGE	Below 25	25-29	30-34	35-39	40-44	45-49	50-54	55-59	60-64	65-Above
75th Percentile	__*	__*	100	139	122	163	149	148	206	231
MEDIAN	__*	__*	85	96	102	125	121	119	156	188
25th Percentile	__*	__*	65	83	84	97	97	101	128	96

TABLE 12 - Supervisory Corporate IP Lawyers: Years of IP Law Experience v. Income (x1000)
Question 3 v. Question 6

YRS OF EXP	3 or less	5	7	10	15	20	25	30	35	40 or more
75th Percentile	70	94	94	103	118	134	134	149	138	139
MEDIAN	25	80	80	90	97	116	116	123	113	128
25th Percentile	23	66	64	75	87	100	104	101	93	109

TABLE 13 - Supervisory Corporate IP Lawyers: Age v. Income (x1000)
Question 2 v. Question 6

AGE	Below 25	25-29	30-34	35-39	40-44	45-49	50-54	55-59	60-64	65-Above
75th Percentile	__*	__**	94	99	117	125	144	139	134	125
MEDIAN	__*	__**	85	89	103	106	123	118	110	100
25th Percentile	__*	__**	68	70	87	92	109	100	92	93

TABLE 2 - Partners in Private Firm: Years of IP Law Experience v. Income (x1000)
Question 3 v. Question 6

YRS OF EXP	3 or less	5	7	10	15	20	25	30	35	40 or more
75th Percentile	__**	175	125	159	248	255	287	303	274	241
MEDIAN	__**	85	105	123	174	186	206	205	196	183
25th Percentile	__**	55	88	95	128	139	136	138	133	128

TABLE 3 - Partners in Private Firm: Age v. Income (x1000)
Question 2 v. Question 6

AGE	Below 25	25-29	30-34	35-39	40-44	45-49	50-54	55-59	60-64	65-Above
75th Percentile	__*	106	128	178	235	301	302	275	278	221
MEDIAN	__*	80	105	134	159	210	197	183	205	160
25th Percentile	__*	59	85	100	119	132	135	135	139	100

TABLE 4 - Associate Lawyers in Private Firm: Years of IP Law Experience v. Income (x1000)
Question 3 v. Question 6

YRS OF EXP	3 or less	5	7	10	15	20	25	30	35	40 or more
75th Percentile	75	87	94	107	96	113	119	150	106	75
MEDIAN	62	74	81	90	81	93	96	125	80	55
25th Percentile	55	60	69	75	76	68	87	60	59	45

TABLE 5 - Associate Lawyers in Private Firm: Age v. Income (x1000)
Question 2 v. Question 6

AGE	Below 25	25-29	30-34	35-39	40-44	45-49	50-54	55-59	60-64	65-Above
75th Percentile	__*	73	88	97	95	102	91	144	109	109
MEDIAN	__*	61	75	82	81	84	73	83	93	70
25th Percentile	__*	52	61	62	68	74	64	61	68	51

Table 41 speaks for itself. A substantial number of Law Firm Practitioners reported between 2000 and 2900 hrs./yr. Twenty-six reported 3000 hrs./yr. as compared with thirteen in the last survey. Most people seem to be working in the 1500-2000 hour range.

B. Percent Uncollectible Billed Hours

Table 42 states a comparison of the answers from 1988 and 1990. In general, there is little above 10%. It seems law firms are running at somewhat higher percentages than sole practitioners.

C. Overhead Percent in Collected Hours

The results, as shown in Table 43, seem to track the 1988 figures considerably.

XIII. PROFESSIONAL LIABILITY INSURANCE

A. Amount of Insurance Carried

Private Practitioners: Table 44 shows the absolute numbers of private practitioners and the amount of professional liability insurance carried (to the closest million). The number of lawyers reporting no such coverage is still amazing: 91 in 1986, 88 in 1988, and 80 for 1990.

B. Amount Deductible in Insurance

Private Practitioners: Table 45 shows the absolute numbers of private practitioners and the amount of deductible in their professional liability insurance (closest thousand). Again a substantial number of those reporting used $200,000 deductible.

C. Source of Insurance

Table 46 is self-explanatory. Jamison & Co. writes a predominant amount for patent practitioners who have insurance.

D. Increase in Insurance Rates

Table 47 indicates rate increases are the norm, as IP lawyers find claims asserted against them. Somewhat surprisingly, as a specialty, apparently we fair better than our general lawyer counterparts. The 1993 survey may show the gap continuing to close, as may be reflected in the rates charged for insurance. Most increases in this survey are in the 10-50% range, but quite a few reported increases of 100% or more. This is an area that requires further attention by all of us.

Associate Lawyers in Private Firms: Table 24 shows that the highest 75th Percentile income is Detroit/Toledo ($109,000), in second place is New York City ($108,000), and third is Dallas/ Ft. Worth ($98,000). The highest Median income is New York City ($92,000) followed by Dallas/Ft. Worth ($89,000) and Seattle/ Portland ($80,000).

Sole Practitioners: Table 25 indicates that in the 75th Percentile sole practitioners in Stamford, the Cleveland/Akron area, and Los Angeles were highest at $231,000, and at the Median Stamford ($188,000) is first, followed by Los Angeles ($156,000) and Chicago/Milwaukee ($125,000).

All Corporate Lawyers: Table 26 shows that the highest Median income for all corporate lawyers is in Stamford ($113,000) followed by St. Louis/Kansas City ($108,000). The highest in the 75th Percentile income is Stamford ($146,000).

M. Work Activity v. Income

Partners in Private Firms: Table 27 shows the relationship of the income of Partners v. time spent on different work activities. The left side of Table 27 shows the response to Question 7 and the right side to Question 8.

Associate Lawyers in Private Firms: Table 28 shows the relationship of the income of associate lawyers v. time spent on different work activities. Again, the left side of this table shows the response to Question 7 and the right side to Question 8.

N. "Real" Value of Income

Figure 9 represents the "real" value in 1990 dollars (obtained by using the consumer price index published in the World Almanac) of the Median incomes of partners in private practice, corporate IP lawyers and all AIPLA lawyers. The slopes of the curve relating to Partners in Private Firms is clearly the greatest.

VI. WORKLOAD TREND

Table 29 shows that the workload increased for virtually all respondents. This continues the same trend found in the 1988 survey.

VII. BILLING RATES

A. Office Location

Partners in Private Firms: Table 30 shows that New York City ($246/hr) and San Francisco ($245/hr) had the highest Median hourly billing rate and the lowest Median billing rate reported was in Rochester, NY ($135/hr). The 75th Percentile varies from $250/hr (New York City) to $160/hr (Charlotte). The lowest rate associated with any location (Dayton/Columbus) was $113/hr.

Associate Lawyers in Private Firms: Table 31 shows that the three highest 75th Percentile billing rates were in New York City ($201/hr), Miami/Tampa ($190/hr) and a group at $183/hr. The highest and lowest Median hourly rates were San Francisco ($169/hr) and Cleveland/Akron ($98/hr). The lowest rate in the lower 25th Percentile was in Charlotte and Bartlesville ($83/hr).

Sole Practitioners: Table 32 shows that the highest 75th Percentile and highest Median billing rate was in Los Angeles ($248/hr and $210/hr) followed by Stamford ($198/hr) and Boston

None of the Above reported a Median income of $96,000 up 35% from 1988. Seventy-five percent made more than $63,000 and 25% made more than $156,000 up from $120,000 in 1988.

B. Partners in Private Firms

Table 2 and Figure 2 show the income of partners versus years of experience. The Median income appears to peak at approximately 25 (25 last time, and 30 the time before) years of experience. Table 3 shows, arguably down somewhat from the past survey, that income of most partners peaked at the age groups of 45-49 though 55-59 is equally strong). The lower compensated partners continue to maintain their levels of compensation at higher ages.

C. Associate Lawyer in Private Firm

Table 4 and Figure 3 show peaking of income of associate lawyers at 25 to 30 years of experience. Table 5 shows income versus age groupings the highest Median income occurring in age group 55-59 in the 75th percentile group, 45-49 in the median and 25th percentile groups.

D. Sole Practitioners

Table 6 Figure 4 show a steady increase in income up to 15 years experience, then a significant jump at the 20 year results, peaking in the 75th percentile and in the Median groups at 20 years. Table 7 shows the income of sole practitioners versus age groupings. No results were reported until the 30-34 age group, similar to previous surveys. The Median income seems to peak at age 40-45, tracking Table 6 and assuming a starting age of about 25.

E. All Corporate Lawyers

Table 8 and Figure 5 shows a generally incremental increase in income up to about 20 years of experience, then a leveling off in the Median and 25th percentile groups, but not in the 75th percentile group. Table 9 shows Median income of all corporate lawyers continually increasing, until age 65, as was the case in 1988.

F. Head of Corporate Patent Organization

Table 10 and Figure 6 show income, with few exceptions, in all percentile groups increasing to 40 years experience. Table 11 shows the relationship of income versus age, income for all percentile groups continued to show a peak at ages 60-64.

G. Supervisory Corporate Lawyer

Table 12 and Figure 7 show that the Median income of supervisory corporate lawyers increases uniformly up to about 20 years of experience and thereafter essentially levels off through 40 years experience. Table 13 shows that the Median income tends to level out at about $110,000, same as the 1988 survey, from age group 45-49 on. As would be expected, there are not sufficient data for the 25-29 year age group.

H. Non-Supervisory Corporate Lawyer

responses received for that variable. Where one response was received for a variable and where it was thought that such data would be too revealing or misleading, the data were not used.

In calculating percentiles, the following intervals are assumed:

Question 2:	"Below 25" was 20-25, and "65-Above" was 65-70
Question 3	:"3 or less" was 1-4, and "40-Over" was 38-50
Question 6:	"25,000-Less' was $20,000-$25,001, and "3000,001-Over" was $300,001-$350,001
Question 14:	"250-Over was $245-$255
Question 15:	"5%-Less" was 0-5%, and "76%-Above was 76%-100%
Question 16:	"500-Less" was 125-625 hours, "3000-Over" was 2950-3500 hours, "1% or Less' was 0-1.25%, "40-Over was 37.5%-42.5% "20%-Less" was 18.8%-21.3% "60%-Over" was 57.5%-62.5%, "$10-Over" was $9.0-$11.0, "$200-Over" was $188-$215, "Less than 0%" was -1%-0%, and "300%-Over was 288%-313%

These assumptions are made to permit linear interpretations by quartiles. Data are rounded off to the nearest significant number.

IV. DEFINITIONS

"75th Percentile" or the upper quartile: 75% of the respondents reported values below the 75th Percentile and 25% reported values above it. For example, 75% of a particular group will have incomes below the 75th Percentile and 25% will have incomes above it.

"Median" or 50th Percentile: 50% of the respondents reported values below the Median and 50% reported values above it. For example, 50% of a particular group will have incomes below the Median value and 50% will have incomes above it.

"25th Percentile" or lowest quartile: 25% of the respondents reported values below the 25th Percentile and 75% reported values above it. For example, 25% of a particular group will have incomes below the 25th Percentile and 75% will have incomes above it.

"Personal Income" is income from law practice during the year 1988 including average bonuses and undistributed personal income but excluding unusual, non-recurring income. Despite some requests to do so, the Committee declined to seek information on deferred income or monies paid into retirement plans.

"Other Corporate Patent Lawyer": any corporate lawyer who is not the head of a corporate patent organization and who has at least one IP lawyer or agent reporting to him or her.

PAGE

33. Partners in Private Firms: Years of IP Law Experience v. Hourly Billing Rate 21
34. Associate Lawyers in Private Firm: Years of IP Law Experience v. Hourly Billing Rate 22
35. Sole Practitioners: Years of IP Law Experience v. Hourly Billing Rate 22
36. Non-Chargeable Work: Type of Practice v. Percentage of Non-Chargeable Work (As a Percent of Respondents) 22
37. Private Practitioners: Office Location v. Usual Charge for Following Services 23
38. Litigating Partners in Private Firms: Office Location v. Hourly Billing Rate 30
39. Litigating Partners in Private Firms: Years of IP Law Experience v. Hourly Billing Rate 30
40. Office Location v. Types of Practice 31
41. Billed Hours During 1990 32
42. Percent Uncollectable Billed Hours During 1990 32
43. Percent Overhead (excluding lawyer salaries) in Collected Billed Hours During 1990 . . 33
44. Professional Liability Insurance Carried (closest million) 34
45. Amount Deductible in Professional Liability Insurance (closest thousand) 34
46. Source of Professional Liability Insurance 35
47. Percent Increase - Most Recent Years Professional Liability Insurance Cost Compared to the Previous Years Insurance Cost 35

PAGE

XIII. PROFESSIONAL LIABILITY INSURANCE 8
A. Amount of Insurance Carried 8
B. Amount Deductible in Insurance 8
C. Source of Insurance 8
D. Increase in Insurance Rates 8