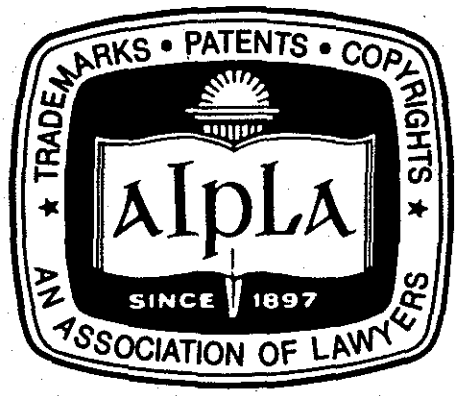


REPORT OF ECONOMIC SURVEY 1989

Prepared by
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Table of Contents

Page

I. Introduction 4

II. Response 4

III. Data Processing 4

IV. Definitions 5

V. Income

A. General 5
B. Partners in Private Firms 6
C. Associate Lawyer in Private Firm 6
D. Sole Practitioners 6
E. All Corporate Lawyers 6
F. Head of Corporate Patent Organization 6
G. Supervisory Corporate Lawyer 6
H. Non-Supervisory Corporate Lawyer 6
I. Number of IP Lawyers 7
J. Litigation Control v. Income 7
K. Technical Specialty v. Income 7
L. Office Location v. Income 7
M. Work Activity v. Income 7
N. "Real" Value of Income 8

VI. Workload Trend 8

VII. Billing Rates

A. Office Location 8
B. Years of Experience 8

VIII. Non-Chargeable Work 8

IX. Usual Charges by Private Practitioners for Intellectual Property Services 8

X. Litigation Costs

A. Hourly Rates 8
B. Litigation Costs 9

XI. Office Location v. Type of Practice 9

XII. Billed Hours for Private Practitioners

A. Number of Billed Hours in 1986 9
B. Percent Uncollectible Billed Hours in 1986 9
C. Overhead Percent in Collected Billed Hours During 1986 9

XIII. Professional Liability Insurance

A. Amount of Insurance Carried 9
B. Amount Deductible in Insurance 9
C. Source of Insurance (See Table 46) 9
D. Increase in Insurance Rates (See Table 47) 9

XIV. Tables 10

XV. Figures 37

List of Tables

Income Expressed in x1000
IP Experience = Intellectual Property Law Experience

		Page
1.	General Characteristics of AIPLA Respondents to the 1988 Economic Survey	10
2.	Partners in Private Firm: Years of IP Experience v. Income	11
3.	Partners in Private Firm: Age v. Income	11
4.	Associate Lawyers in Private Firm: Years of IP Experience v. Income	11
5.	Associate Lawyers in Private Firm: Age v. Income	11
6.	Sole Practitioners: Years of IP Experience v. Income	12
7.	Sole Practitioners: Age v. Income	12
8.	All Corporate Lawyers: Years of IP Experience v. Income	12
9.	All Corporate Lawyers: Age v. Income	12
10.	Head of Corporate Patent Organization: Years of IP Experience v. Income	13
11.	Head of Corporate Patent Organization: Age v. Income	13
12.	Supervisory Corporate IP Lawyer: Years of IP Experience v. Income	13
13.	Supervisory Corporate IP Lawyer: Age v. Income	13
14.	Non-Supervisory Corporate IP Lawyers: Years of IP Experience v. Income	14
15.	Non-Supervisory Corporate IP Lawyers: Age v. Income	14
16.	Partners in Private Firm: Number of IP Lawyers and Agents in Firm v. Income	14
17.	Associate Lawyers in Private Firm: Number of IP Lawyers and Agents in Firm v. Income	15
18.	Head of Corporate Patent Organization: Number of IP Lawyers and Agents in Organization v. Income	15
19.	All Corporate Lawyers: Number of IP Lawyers and Agents in Organization v. Income	15
20.	All Corporate Lawyers: Number of IP Lawyers and Agents Reporting to You or Your Subordinate v. Income	16
21.	All Corporate Lawyers: Litigation Control v. Income	16
22.	Technical Specialty v. Income	16
23.	Partners in Private Firm: Office Location v. Income	17
24.	Associate Lawyers in Private Firm: Office Location v. Income	17
25.	Sole Practitioner: Office Location v. Income	18
26.	All Corporate Lawyers: Office Location v. Income	18
27.	Partners in Private Firms: Income v. Median Work Activity	19
28.	Associate Lawyers in Private Firms: Income v. Median Work Activity	20
29.	Workload Trend as Percent of Respondents	21
30.	Partners in Private Firm: Office Location v. Hourly Rate	21
31.	Associate Lawyers in Private Firm: Office Location v. Hourly Rate	21
32.	Sole Practitioner: Office Location v. Hourly Rate	22
33.	Partners in Private Firm: Years of IP Law Experience v. Hourly Rate	22

34. Associate Lawyers in Private Firm: Years of IP Law Experience v. Hourly Rate 23
35. Sole Practitioners: Years of IP Law Experience v. Hourly Rate 23
36. Non-Chargeable Work: Type of Practice v. Percentage of Non-Chargeable Work (As a Percent of Respondents) 23
37. Private Practitioners: Office Location v. Usual Charge for Following Services 24
38. Litigating Partners in Private Firm: Office Location v. Hourly Rate 31
39. Litigation Partners in Private Firm: Years of IP Law Experience v. Hourly Billing Rate 31
40. Office Location v. Types of Practice 32
41. Billed Hours During 1988 33
42. Percent Uncollectible Billed Hours During 1988 33
43. Percent Overhead (Excluding Lawyer Salaries) in Collected Billed Hours During 1988 34
44. Professional Liability Insurance Carried (Closest Million) 35
45. Amount Deductible in Professional Liability Insurance (closest thousand) 35
46. Source of Professional Liability Insurance 36
47. Percent Increase – Most Recent Year's Professional Liability Insurance Cost Compared to the Previous Year's Insurance Cost 36

List of Figures

1. Questionnaire 37
2. Partner in as Private Firm: Years of IP Law Experience v. Income 41
3. Associate Lawyer in Private Firm: Years of IP Law Experience v. Income 41
4. Sole Practitioners: Years of IP Law Experience v. Income 42
5. All Corporate Lawyers: Years of IP Law Experience v. Income 42
6. Head of Corporate Patent Organization: Years of IP Law Experience v. Income 43
7. Supervisory Corporate Lawyers: Years of IP Law Experience v. Income 43
8. Non-Supervisory Corporate Lawyers: Years of IP Law Experience v. Income 44
9. "Real" Value of Median Income 44

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 Spring of 1989, covering activities for 1988 as well as information current at the time of the questionnaire. Only minor changes were made in the questions this time, so no comment is made on that point. The Questionnaire (Fig. 1) was mailed to all AIPLA members (5,800) on April 10, 1989 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 second 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. Your association has acquired additional software of the "desktop publishing" type, and the graphical presentations of Figs. 1 through 9 in this report are the result of the hard work of Mr. William Durante, using that software. Our sincere thanks to Bill for this enhancement of our report.

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 5,800 questionnaires were mailed and 1,994 were forwarded to Data Lab for processing. These included some 89 which were improperly completed but salvageable by AIPLA staff. These figures result in a response percentage of 38%. We commend our fellow members for their performance, even though we slipped a bit from 1986. We urge all to keep up the good work; we know you could do even better, maybe reach over 50% next time?

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 used for some years for this purpose by Marathon Oil Company, Denver Research Center. 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 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 "300,001-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 IP lawyer who is not the head of a corporate patent organization.

"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 $96,000, up $14,000 (17%) from the Median income in 1986. Seventy-five percent of the respondents made more than $70,000 and 25% made more than $144,000.

All Lawyers in Private Practice, who represented 55.6% of the respondents, had a Median income of $114,000, $12,000 (24%) higher than the Median income of $92,000 in 1986. Seventy-five percent had incomes greater than $73,000 and 25% greater than $184,000.

Partners in Private Firms had a Median income of $159,000, $35,000 (28%) higher than the Median income of $124,000 in 1986. Seventy-five percent made more than $110,000 and 25% made more than $227,000. 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 $70,000, $17,000 (32%) higher than the Median income of $53,000 in 1986. Seventy-five percent made more than $57,000 and 25% made more than $84,000. See the comment above regarding associate compensation as reported by Altman & Weil.

All Corporate Lawyers, which represented 39.2% of the respondents, had Median incomes of $89,000, an $11,000 (14%) increase over the Median income of $78,000 in 1986. Seventy-five percent made more than $70,000 and 25% made more than $111,000.

Heads of Corporate Patent Organizations had a Median income of $109,000, $18,000 (8%) higher than the Median income of $101,000 in 1986. Seventy-five percent had incomes greater than $89,000 and 25% had incomes greater than $141,000.

Other Corporate Patent Lawyers had a Median income of $82,000, $9,000 (12%) higher than the Median income of $73,000 in 1986. Seventy-five percent made more than $65,000 and 25% made more than $101,000.

Government Lawyers had a Median income of $53,000, 18% less than the Median income of $65,000 in 1986. Seventy-five percent made more than $38,000 and 25% made more than $66,000. It is noted that response in this category was 1.4% of the total, and only 1.1% in 1986.

Retired Lawyers reported a Median income of $85,000, up 12% from $76,000 reported in 1986.

None of the Above respondents had a Median income of $71,000, down 9% from 1986. Seventy-five percent made more than $53,000 and 25% made more than $120,000, down from $135,000 in 1986.

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 (30 last time, 25 the time before) years of experience. Table 3 shows, up from the past survey, that income of partners peaked at the age group of 55-59.

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, with a dip at 20 years. Table 5 shows income versus age groupings -the highest Median income again occurring in age group 50-54.

D. Sole Practitioners

Table 6 and Figure 4 show an increase in income up to 10 years experience, then a significant dip at the 15 year results, then a peak in the 75th percentile at 20 years and in the Median at 25 years. The decline at 35-40 years is much less than previously. 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 dip in Median income seems to track Table 6, 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 35 years of experience, then a leveling off in the Median and 25th percentile, but not in the 75th percentile. Table 9 shows Median income of all corporate lawyers continually increasing, until age 65 (average retirement?).

F. Head of Corporate Patent Organization

Table 10 and Figure 6 show income in all percentiles increasing to 40 years experience. Table 11 shows the relationship of income versus age, the Median income 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 35 years of experience and thereafter drops off, probably due to retirement. The Median income of lawyers with 35 years of experience is $113,000, $17,000 more than the Median income of the Head of a Corporate Patent Organization having 20 years of experience. The highest percentile figure in 3 years or less experience may be an aberration. Table 13 shows that the Median income still tends to level out at $110,000 but the 50-54 age group this time. As would be expected, there are not sufficient data for the 25-29 year age group.

H. Non-Supervisory Corporate Lawyer

Table 14 and Figure 8 show a general continuing increase in the Median income up until 40 years of experience, at which there was no useful return. Table 15 shows Median starting salary in 1988 for corporate

lawyers to be about $49,000, 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. For example, Median income of partners in a firm having 6-10 lawyers/agents is $150,000 and increases to $188,000 with 18-25 lawyers/agents. 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 $128,000 with 6-10 lawyers/agents and $187,000 with 25 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, but does increase some in larger organizations, e.g. the Median income is $85,000 with 3-5 lawyer/agents and $89,000 with 11-17 lawyers/agents. 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 $147,000 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 less than a similar corporate lawyer having outside counsel handle litigation.

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 $174,000 and that electrical is second at $161,000.

Corporate Lawyers reported little difference in income with the highest Median income of $93,000 reported for "general" work.

Associate Lawyers in Private Firms having an electrical specialty have the highest Median income of $72,000 closely followed by mechanical and listed at $70,000 (Table 22).

Sole Practitioners having a mechanical specialty have the highest Median income of $81,000 followed by chemical at $65,000 (Table 22).

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 Phoenix/Tuscon ($306,000) followed by Houston ($297,000) and Atlanta ($269,000). The highest Median income is Houston ($208,000) followed by Atlanta ($206,000) and then San Francisco ($203,000).

Associate Lawyers in Private Firms: Table 24 shows that the highest 75th Percentile income is Los Angeles ($116,000), in second place is Minneapolis ($103,00) and third is St. Louis ($96,000). The highest Median income also is Los Angeles ($93,000) followed by Stamford and Minneapolis ($80,000).

Sole Practitioners: Table 25 indicates that in the 75th percentile sole practitioners in New York City were highest at ($177,000) and at the Median Philadelphia and Los Angeles are first ($113,000).

All Corporate Lawyers: Table 26 shows that the highest Median income for all corporate lawyers is in Atlanta ($108,000) followed by San Francisco ($98,000). The highest in the 75th Percentile income is Stamford ($130,000).

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 1988 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 generally increased for all respondents, particularly for private firms, where 88% indicated an increase in 1988. Eighty-five percent (85%) of corporate organizations indicated an increase in 1988.

VII. BILLING RATES

A. Office Location

Partners in Private Firms: Table 30 shows that New York City ($216/hr) and San Francisco ($213/hr) had the highest Median hourly billing rate and the lowest Median billing rate reported was in Bartlesville, OK ($125/hr). The 75th percentile varies from $248/hr (Phoenix/Tuscon) to $150/hr (St. Louis). The lowest rate associated with any location (Charlotte) was $113/hr (still over $100/hr).

Associate Lawyers in Private Firm: Table 31 shows that the three highest 75th Percentile billing rates were in Boston ($180/hr), Miami ($178/hr) and Los Angeles ($172/hr). These are quite a bit less than on the 1986 report. The highest and lowest Median hourly rates were Miami ($170/hr) and Dallas/Ft. Worth ($95/hr). The lowest rate in the lower 25th Percentile was in Philadelphia ($85/hr).

Sole Practitioners: Table 32 shows that the highest 75th Percentile and highest Median billing rate was in Los Angeles ($201/hr & $178/hr) followed by New York City ($181/hr & $150/hr) and Philadelphia ($180/hr & $150/hr).

B. Years of Experience

Partners in Private Firm: Table 33 shows that the highest 75th percentile billing rate ($223/hr) occurred around 35 years of IP law experience. The Median seems to track about the same.

Associate Lawyers in Private Firm: Table 34 shows that the Median billing rate rose to a peak at about 25 years experience, then tailed off. The 75th Percentile shows generally the same pattern, except for a rise (to its highest value, at about 25 years when (it would be expected) many long-time associates would be retiring.

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.

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. In response to inquiries, the number of categories was increased by 50% (16 to 24). This makes for a somewhat unwieldy chart, but we feel the added detail is very worthwhile, and should be of value to all members.

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 ($225/hr) and the lowest was in St. Louis/Kansas City ($138/hr). Table 39 shows the hourly billing rate of litigating partners versus years of IP law experience. The highest billing rate for all quartiles occurred at the 30-35 year experience level. The Median rises to $206/hr. at 20 Years experience.

B. Litigation Costs

General: Costs for litigating utiltity patent, trademarks and copyrights were the subject of questions in 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 (670 partners, 264 associates) from the major US cities. We heard from 131 sole practitioners and 755 corporate council, of which 194 were head of a department. The largest number of law firm lawyers (Partner/Associates) were located in Washington, D.C., Chicago, and New York City in that order. Most Corporate Department Heads reported from New York City, Chicago and San Francisco.

XII. BILLED HOURS FOR PRIVATE PRACTITIONERS

A. Number of Billed Hours in 1986

Table 41 speaks for itself. A substantial number of Law Firm Practitioners reported between 2000 and 2900 hours/yr. Thirteen reported 3000 hrs./yr. as compared with fifteen in the last survey.

B. Percent Uncollectible Billed Hours

Table 42 states a comparison of the answers from 1986 and 1988. 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 1986 figures considerably. For purposes of comparison, the latest Altman & Weil survey of Law Firm Economics, which covers a full cross-section of law practices, reports average overhead expenditure (less lawyer compensation) was 45.5 % for 1988. Highest overhead was reported there from California, and the lowest from the "West Central" states.

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). Comparison of this data with the 1986 results indicates a slight increase in the amount of professional liability insurance carried by these parties two years ago. The number of lawyers reporting no such coverage is still amazing; 91 in 1986 and 88 in 1988.

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 somewhat more than half of those reporting experienced a rate increase. Most increases are in the 10-50% range, but quite a few reported increase of 100% or more.

TABLE 1 - General Characteristics of AIPLA Respondents to the 1988 Economic Survey

Type of Practice	No. Resp	% Resp	Median Age (Years)	Median IP Exp. (Years)	1988 Income from Law Practice		1986 Income from Law Practice	% Increase (88 over 86) (Median)	Median Income 1984	1982	1980	1978
					110	25th Perc.	88					
Partner in a Private Firm	679	34.1	49	22	159	MEDIAN	124	28	104	89	81	67
					227	75th Perc.	180					
					57		44					
Assoc Lawyer Private Firm	282	14.1	34	6	70		53	32	49	41	36	30
					84		67					
					45		45					
Sole Pract	148	7.4	56	28	74		63	17	60	51	47	42
					120		95					
					73		58					
ALL LAWYERS IN PRIVATE PRACTICE	1109	55.6	46	19	114		92	24	86	76	68	56
					184		144					
Head Corp.					89		78					
Patent Organization	203	10.2	50	23	109		101	8	86	75	64	57
					141		124					
					65		59					
Other Corp. Attorney	579	29.0	45	16	82		73	12	67	58	49	43
					101		90					
					70		62					
ALL CORP. LAWYERS	782	39.2	46	18	89		78	14	70	62	52	46
					111		99					
					38		54					
Govt Lawyers	28	1.4	45	14	53		65	-18	58	55	51	35
					66		71					
Retired	33	1.7	67	40	85		76	12	24	24	19	19
					53		47					
None of the Above	27	1.4	51	21	71		78	-9	78	53	56	55
					120		135					
					70		60					
Total	1994	100.0	47	18	96		82	17	74	64	55	48
					144		120					

* No Respondents

** One Respondent Only

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	54	109	134	165	200	250	272	272	244	217
MEDIAN	58	80	102	118	150	189	193	168	169	153
25th Percentile	31	63	82	89	114	131	144	122	128	97

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	__*	58	136	186	223	246	266	284	218	216
MEDIAN	__*	25	97	137	148	176	172	189	153	159
25th Percentile	__*	23	76	98	107	130	121	139	109	92

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	69	80	88	93	98	87	123	123	85	73
MEDIAN	60	69	78	81	87	82	104	104	80	53
25th Percentile	48	57	62	67	73	79	69	68	65	31

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	__*	67	82	85	98	93	123	93	113	83
MEDIAN	__*	58	71	75	83	80	104	72	80	70
25th Percentile	__*	46	59	62	59	62	78	67	25	51

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	26	54	55	128	98	178	153	104	119	127
MEDIAN	24	44	40	83	58	93	106	70	80	63
25th Percentile	22	31	25	57	26	48	54	48	60	39

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	__*	__*	85	85	100	169	152	100	106	131
MEDIAN	__*	__*	55	30	60	54	109	60	75	70
25th Percentile	__*	__*	35	23	48	36	73	41	46	51

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	58	65	78	91	107	117	130	138	145	219
MEDIAN	50	61	65	77	91	99	102	109	116	113
25th Percentile	43	53	58	67	78	87	88	87	97	91

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	__*	64	67	90	100	117	125	123	151	116
MEDIAN	__*	50	59	73	85	96	101	104	109	83
25th Percentile	__*	45	52	62	71	81	87	87	87	64

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	__*	55	83	99	127	126	147	159	219	244
MEDIAN	__*	50	77	91	95	108	123	132	147	213
25th Percentile	__*	48	69	81	83	94	93	103	120	156

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	__*	__**	81	95	111	140	142	144	219	__*
MEDIAN	__*	__**	78	86	94	116	114	125	160	__*
25th Percentile	__*	__**	63	72	85	98	93	104	109	__*

TABLE 12 - Supervisory Corporate IP Lawyer: 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	113	71	80	104	113	119	142	132	125	106
MEDIAN	75	65	72	89	98	107	111	111	113	93
25th Percentile	70	56	64	78	87	95	95	92	100	64

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	__*	73	70	107	117	115	134	118	120	138
MEDIAN	__*	70	63	92	101	102	110	105	100	85
25th Percentile	__*	68	50	77	83	90	93	90	88	65

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	57	65	75	79	96	99	105	104	110	__**
MEDIAN	49	61	61	70	84	87	90	90	93	__**
25th Percentile	42	54	57	63	73	77	80	79	78	__**

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	__*	54	64	78	84	94	106	99	108	103
MEDIAN	__*	49	58	66	74	82	91	90	91	80
25th Percentile	__*	43	51	59	63	71	79	79	78	64

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	113	142	180	186	209	228	295
MEDIAN	93	102	125	150	152	188	213
25th Percentile	80	62	79	104	114	141	142

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	70	80	81	78	81	83	91
MEDIAN	65	38	65	58	68	68	76
25th Percentile	25	34	60	50	55	55	64

TABLE 18 - Head of Corporate Patent Organization: Number of IP Lawyers and Agents in Organization 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	102	118	133	144	163	206	228
MEDIAN	89	97	110	128	140	175	181
25th Percentile	78	88	93	100	120	144	134

TABLE 19 - All Corporate Lawyers: Number of IP Lawyers and Agents in Organization 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	100	100	107	111	111	119	115
MEDIAN	88	84	85	85	89	94	91
25th Percentile	77	65	65	69	72	71	71

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	92	109	126	147	163	178	250
MEDIAN	77	93	111	128	138	147	213
25th Percentile	62	80	97	108	113	130	175

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

	Income of Corportate Lawyers		
Litigation Control	75th Percentile	MEDIAN	25th Percentile
Corporate Counsel	111	81	70
Outside Counsel	112	89	71
Equal	110	88	66

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	265	223	214	131	239
	MEDIAN	174	161	148	102	158
	25th Percentile	119	113	110	84	98
All Corporate Lawyers	75th Percentile	113	104	105	114	121
	MEDIAN	88	88	85	91	93
	25th Percentile	69	77	67	64	72
Associate Lawyers in Private Firm	75th Percentile	82	88	89	87	80
	MEDIAN	68	72	70	70	65
	25th Percentile	54	59	61	54	57
Sole Practitioners	75th Percentile	142	110	122	68	117
	MEDIAN	65	60	81	48	55
	25th Percentile	55	39	54	24	40

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	199	217	267	169	213	167	245	194	253	131	214	172	175
MEDIAN	155	169	201	115	175	142	173	138	154	106	148	144	133
25th Percentile	113	102	136	90	163	113	114	89	115	64	116	116	85

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	125	170	259	267	306	222	297	113	158	269	181	206	244
MEDIAN	100	144	203	175	113	196	208	85	134	206	80	113	98
25th Percentile	85	83	121	125	64	177	169	80	94	153	73	49	66

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	84	73	92	85	__**	84	79	80	64	__*	83	__**	103
MEDIAN	69	65	81	58	__**	80	68	55	62	__*	78	__**	80
25th Percentile	58	53	72	45	__**	76	59	53	59	__*	63	__**	73

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	80	44	87	116	58	78	82	49	96	53	__*	59	53
MEDIAN	60	41	78	93	25	70	70	48	63	50	__*	48	40
25th Percentile	58	38	60	71	23	44	54	46	56	48	__*	33	38

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	121	100	177	153	59	__**	96	138	93	__*	119	__**	80
MEDIAN	81	45	109	113	58	__**	70	50	25	__*	75	__**	25
25th Percentile	49	25	51	64	56	__**	51	48	23	__*	28	__**	23

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	44	60	53	150	68	188	61	__*	89	100	106	113	116
MEDIAN	43	55	30	113	53	50	58	__*	58	40	93	60	93
25th Percentile	41	45	23	70	34	48	34	__*	49	25	83	39	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	116	102	116	114	108	130	108	105	94	115	127	103	96
MEDIAN	93	83	95	92	91	88	89	79	79	83	95	75	85
25th Percentile	69	71	79	78	78	76	70	57	63	64	72	56	63

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	89	99	128	103	114	96	97	99	110	125	119	106	106
MEDIAN	75	91	98	84	96	81	83	88	91	108	80	95	83
25th Percentile	58	71	78	68	64	69	68	58	73	75	63	88	70

TABLE 27 - Partners in Private Firms: Income vs. 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	55	8	8	__*	30	8	30	23	__**	__**	__**
25 - 30	__**	__**	__**	__*	__**	__**	__**	__*	__*	__*	__*
30 - 35	__**	65	__**	8	__**	45	25	15	__**	__*	__*
35 - 40	__*	__*	__*	__*	__*	__*	__*	__*	__*	__*	__*
40 - 45	15	45	10	8	20	48	30	10	8	__**	__*
45 - 50	27	40	8	10	18	45	30	15	8	8	__**
50 - 55	12	45	8	11	11	50	25	15	__*	11	__**
55 - 60	18	50	15	15	9	70	28	__**	__**	15	__*
60 - 65	20	52	12	8	13	67	24	10	8	11	__**
65 - 75	21	50	9	8	15	76	12	8	8	20	__*
75 - 85	26	48	9	11	17	59	26	12	9	9	__*
85 - 100	27	38	12	9	16	64	23	10	9	12	8
100 - 125	31	43	10	8	18	68	21	8	8	9	11
125 - 150	34	29	10	9	23	63	25	8	8	10	__*
150 - 175	34	28	9	9	22	63	24	9	8	8	25
175 - 200	32	31	16	10	21	71	18	9	10	10	15
200 - 225	54	18	10	8	19	58	22	10	9	12	10
225 - 250	42	28	12	10	25	69	25	9	9	10	__**
250 - 275	45	20	10	8	26	58	25	9	13	17	__**
275 - 300	79	33	9	8	17	81	12	9	8	15	__*
Over 300	68	20	15	10	19	71	21	12	9	9	18

TABLE 28 - Associate Lawyers in Private Firms: Income vs. Median Work Acitivity
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	__**	35	__**	8	25	55	25	15	__*	__*	__*
25 - 30	__*	__*	__*	__*	__*	__*	__*	__*	__*	__*	__*
30 - 35	25	60	8	8	20	90	11	8	__**	__**	__*
35 - 40	30	45	11	13	15	53	28	15	8	8	__*
40 - 45	15	60	__**	12	10	80	25	8	10	9	__*
45 - 50	15	60	8	8	10	83	13	8	8	__**	__*
50 - 55	42	43	11	10	12	78	15	8	9	10	8
55 - 60	28	48	10	8	13	78	14	10	10	9	__*
60 - 65	27	52	15	10	16	85	20	8	10	11	__**
65 - 75	44	34	11	10	17	78	17	10	9	13	8
75 - 85	45	47	10	9	13	86	13	9	8	13	__*
85 - 100	30	38	11	9	18	86	16	8	9	8	15
100 - 125	53	43	10	8	12	77	13	11	10	10	__*
125 - 150	33	28	__**	__**	30	35	30	23	15	18	__*
150 - 175	__**	__*	__*	__*	__*	__**	__**	__*	__*	__*	__*
175 - 200	__**	__**	__*	__*	__**	__**	__**	__*	__*	__*	__*
200 - 225	__**	__**	__*	__*	__**	__**	__*	__*	__*	__*	__*
225 - 250	__*	__*	__*	__*	__*	__*	__*	__*	__*	__*	__*
250 - 275	__*	__*	__*	__*	__*	__*	__*	__*	__*	__*	__*
275 - 300	__*	__*	__*	__*	__*	__*	__*	__*	__*	__*	__*
Over 300	__*	__*	__*	__*	__*	__*	__*	__*	__*	__*	__*

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	88	88	63	85	88	75	__*	56	88
Decreased	4	3	10	4	2	__*	__*	44	__*
Stayed Same	8	8	27	12	10	25	__*	__*	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	204	202	247	199	200	178	201	161	158	188	176	183	183
MEDIAN	181	188	216	183	145	160	178	157	140	143	153	153	168
25th Percentile	156	168	196	158	140	149	150	118	122	138	134	141	145

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	180	177	226	224	248	208	223	160	150	203	168	168	179
MEDIAN	150	158	213	200	200	180	200	125	138	188	140	153	150
25th Percentile	135	143	197	178	133	153	176	120	123	168	113	148	111

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	145	180	163	135	__**	151	132	130	123	__*	121	__**	151
MEDIAN	127	135	150	115	__**	147	113	105	100	__*	117	__**	140
25th Percentile	113	120	133	85	__**	118	100	100	91	__*	110	__**	123

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	113	114	157	172	130	120	152	__**	121	120	__*	179	120
MEDIAN	110	108	148	152	125	95	135	__**	117	105	__*	170	95
25th Percentile	108	88	137	135	120	90	115	__**	101	100	__*	98	90

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	180	135	181	180	__**	__**	124	100	103	__*	150	__**	120
MEDIAN	129	125	150	150	__**	__**	118	95	100	__*	105	__**	105
25th Percentile	116	120	124	120	__**	__**	98	90	98	__*	83	__**	100

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	120	84	150	201	138	150	148	__*	148	145	118	150	118
MEDIAN	105	78	128	178	110	135	100	__*	120	115	103	135	101
25th Percentile	100	71	102	143	103	130	93	__*	103	105	99	100	97

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	155	151	172	189	201	211	216	218	223	220
MEDIAN	150	138	152	163	171	196	190	188	196	178
25th Percentile	115	116	138	144	152	169	163	156	169	145

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	129	143	154	154	158	151	184	183	160	143
MEDIAN	112	130	134	146	148	140	170	120	155	120
25th Percentile	97	117	113	123	131	124	156	101	125	108

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	118	118	113	128	154	151	168	180	175	168
MEDIAN	100	101	100	117	130	131	133	133	135	121
25th Percentile	83	96	88	99	118	104	119	110	105	102

TABLE 36 - Non-Charageable 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	10	26	27	22	12	3	1	__**
Associate	24	33	24	17	1	1	__*	__*
Sole Practitioner	20	15	21	24	12	8	__**	__*
ALL PRIVATE	15	27	25	21	9	3	__*	__*
Head Corporate	20	25	23	20	7	2	2	1
Other Corporate	17	17	22	26	__*	13	__**	__*
ALL CORPORATE	17	23	21	22	7	4	3	3
Government	38	__**	__*	__**	__*	38	__*	__*
Unemployed	13	42	13	__*	8	13	__**	8
Retired	__*	__*	__*	__*	__*	__**	40	40
None of the Above	__*	__*	__*	74	2	__**	6	16

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 Regis. Search & Opn	75th	290	284	352	375	319	275	336	350	323	266	354	307	271
	MED	216	223	272	308	288	235	227	275	269	244	233	280	233
	25th	164	181	220	233	238	175	167	225	179	213	160	219	154
Trademark Application	75th	397	463	477	525	369	367	394	525	413	588	421	481	425
	MED	324	353	361	385	338	333	303	350	292	413	339	320	332
	25th	267	300	270	275	288	263	248	225	225	363	263	292	288
Prosecution Trademark Application	75th	501	520	560	600	275	508	519	475	520	506	486	503	425
	MED	376	480	479	455	250	400	381	225	415	450	355	417	300
	25th	252	300	296	325	225	275	255	175	338	394	250	263	233
Trademark Appeal to Board	75th	2212	2922	2945	3187	1750	2037	2781	2063	2490	3156	2547	3039	2594
	MED	1781	2094	2385	2500	1625	1900	2050	1625	2050	2563	1896	2000	2125
	25th	1256	1453	1606	1917	1500	1313	1519	1250	1688	2406	1188	1188	1583
Trademark Section Declarations	75th	279	272	327	317	313	256	264	225	309	438	282	220	250
	MED	215	197	263	216	263	175	207	192	219	350	184	200	200
	25th	174	139	197	180	231	131	150	88	153	213	146	180	162
Trademark Renewal Applications	75th	319	352	352	338	319	306	282	267	300	456	321	296	325
	MED	249	280	279	254	288	250	226	242	238	350	225	220	219
	25th	195	157	216	195	238	194	166	200	150	244	185	192	181
Foreign Originated Applications	75th	360	354	458	366	306	338	332	675	406	363	431	308	350
	MED	289	288	350	238	288	269	270	325	325	300	317	275	263
	25th	214	185	261	199	213	228	208	263	194	238	209	200	213
Copyright Application	75th	210	203	235	215	213	137	168	137	156	213	166	166	253
	MED	152	140	164	153	131	106	131	104	125	112	118	131	151
	25th	105	97	105	108	115	94	99	88	103	76	94	102	106

TABLE 37 CONT.

	Charge Per	Office Location: 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. Search & Opn	75th	300	363	385	373	450	356	417	438	338	400	263	313	284	332
	MED	208	210	269	291	258	238	320	300	168	225	225	258	180	247
	25th	156	158	200	204	175	172	261	213	141	190	188	215	128	178
Trademark Application	75th	506	484	481	438	675	506	515	538	438	416	363	500	415	444
	MED	369	400	350	375	325	413	425	450	336	394	325	400	360	347
	25th	269	328	260	300	275	344	339	413	263	313	250	285	291	274
Prosecution Trademark Application	75th	406	397	625	523	425	525	513	306	392	500	350	425	394	508
	MED	333	300	365	414	325	325	400	288	275	375	325	325	281	382
	25th	292	196	296	278	175	175	275	213	200	263	250	208	195	257
Trademark Appeal to Board	75th	3250	2438	2616	3141	2500	2063	3156	1500	2188	3375	1069	2500	2438	2593
	MED	2125	1875	2464	2417	1625	1563	2406	1125	1900	2500	1013	2000	1625	2014
	25th	1125	1250	1578	1609	1069	1406	1945	1013	1106	1469	956	1087	1013	1445
Trademark Section Declarations	75th	269	254	325	296	200	250	316	166	210	225	166	284	221	282
	MED	200	196	211	243	162	213	229	156	164	188	112	196	161	211
	25th	142	128	167	184	143	181	192	147	125	150	100	128	122	160
Trademark Renewal Applications	75th	300	309	363	338	275	363	314	188	294	325	269	315	275	318
	MED	250	238	213	266	225	250	245	166	219	288	238	225	192	245
	25th	200	178	178	206	156	203	195	151	158	225	188	137	137	185
Foriegn Originated Applications	75th	504	406	492	467	313	500	506	600	413	397	325	325	417	403
	MED	400	250	325	367	263	425	413	425	217	350	275	300	363	305
	25th	313	188	250	261	231	275	367	400	166	219	225	225	284	220
Copyright Application	75th	173	164	192	238	156	250	200	166	135	194	131	242	271	198
	MED	153	118	158	172	112	175	150	156	112	151	100	185	156	144
	25th	118	96	126	105	88	143	112	147	96	103	69	125	106	102

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
Patent	75th	663	600	863	736	788	513	657	583	714	625	555	663	700
Novelty	MED	485	437	635	619	413	431	484	375	583	567	469	567	470
Search & Opn	25th	379	343	496	491	338	329	372	275	489	431	323	363	375
Patent	75th	2759	2993	2965	2926	2094	2825	2779	2500	2955	2813	2411	2792	2981
Application	MED	2201	2708	2614	2571	1937	2458	2119	2125	2550	2375	2005	2438	2583
	25th	1739	2006	2091	2182	1688	1922	1707	1375	2031	2016	1680	2016	1937
Preparing	75th	562	711	821	669	532	626	708	626	549	735	563	542	555
& Filing	MED	520	525	598	537	501	532	541	532	512	626	521	507	516
I.D.S.	25th	479	481	506	488	469	485	490	485	475	516	480	473	477
Ave. Patent	75th	2086	2600	2688	2625	1313	1612	2194	1375	2089	1969	1479	2156	1937
Prosecution	MED	1465	1875	2086	2000	1078	1400	1551	1125	1708	1563	1058	1563	1486
Fee	25th	1001	1167	1455	1271	961	1016	1055	688	1375	1078	876	1047	1032
Patent	75th	2924	3625	4594	4375	2656	2625	3981	3000	3047	3500	2969	3500	3125
Appeal to	MED	2188	2563	3000	3250	2563	2208	2950	1375	2712	3000	2063	2750	2786
Board	25th	1701	2039	2313	2188	2469	1875	2000	1042	1938	2563	1510	2000	1969
Foreign Org	75th	920	700	1106	850	525	700	1059	763	550	1438	1016	950	544
Patent	MED	431	504	617	550	400	475	617	475	421	600	550	450	413
Application	25th	347	438	395	383	313	367	407	338	350	338	388	383	316
Filing U.S.	75th	615	979	819	883	485	775	608	532	505	775	570	532	552
Patent Appl.	MED	432	469	516	580	401	401	469	401	415	532	401	401	485
Abroad	25th	329	354	341	401	232	283	315	326	321	391	328	350	363
Median Sum	1988	11172	12996	14455	14463	10633	11467	12395	9642	12709	13933	10616	12388	12411
	1986	7031	7458	8889	9241	4552	7862	8322	6658	7693	6988	6154	8217	7203
%INCREASE 1988-86		59	74	63	57	134	46	49	45	65	99	73	51	72

TABLE 37 CONT.

	Charge Per	Office Location: 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	538	632	775	500	692	778	450	521	633	525	514	665	677
Novelty	MED	490	475	515	515	450	513	606	375	422	530	325	456	500	506
Search & Opn	25th	413	403	406	382	275	441	477	325	288	460	263	348	353	385
Patent	75th	3000	2736	3011	2938	2250	2792	3028	2750	2212	3031	2156	2813	2400	2874
Application	MED	2750	2389	2773	2578	1625	2438	2806	2583	1750	2813	1875	2212	1875	2344
	25th	2109	1969	2028	2128	1292	2016	2404	2417	1354	2063	1563	1688	1032	1889
Preparing	75th	532	559	813	771	766	704	777	532	719	594	719	797	782	691
& Filing	MED	501	518	553	556	719	594	542	501	542	524	532	626	550	534
I.D.S.	25th	469	478	496	497	532	511	490	469	490	481	485	508	494	486
Ave. Patent	75th	2292	1573	2203	2250	1375	2063	2417	2250	1125	2063	1563	1771	1547	2178
Application	MED	1563	1281	1833	1625	938	1500	1912	1125	855	1438	1375	1344	1058	1519
Prosecution	25th	1020	950	1414	1050	751	1250	1400	813	646	1094	1078	1060	740	1036
Patent	75th	3625	2833	4000	4179	2875	2875	4500	1938	2656	3875	2000	3063	2875	3493
Appeal to	MED	2875	2469	2950	3107	2063	2188	3500	1750	2063	2563	1375	2100	2063	2581
Board	25th	2422	1938	2063	2063	1594	2021	2563	1563	1844	1906	1250	1813	1563	1926
Foreign Org	75th	2625	725	1625	1125	1219	550	1594	1038	800	2438	1250	1110	972	1042
Patent	MED	1625	463	1067	617	900	450	925	450	450	1500	650	900	575	526
Application	25th	350	356	500	425	475	400	575	400	320	419	500	515	479	381
Filing U.S.	75th	635	628	994	650	1038	650	833	563	547	639	607	750	628	645
Patent Appl.	MED	563	516	615	547	650	532	607	500	391	469	438	563	401	483
Abroad	25th	401	349	344	280	438	401	419	438	311	260	344	438	294	343
Median Sum	1988	14252	11580	14503	13918	10528	11642	15336	10194	9752	14157	9083	11905	10184	12244
	1986	10054	8208	9330	8975	7098	8367	10201	7660	6684	7883	5352	7923	7543	7866
%INCREASE 1988-86		42	41	55	55	48	39	50	33	46	80	70	50	35	56

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	508	519	669	647	469	500	513	525	540	738	559	588	663
(Design)	MED	388	477	505	579	438	375	405	275	500	513	478	410	480
Application	25th	293	297	397	379	388	300	291	225	388	413	341	382	356
Patent	75th	838	1881	1110	1500	__*	525	1081	994	725	1059	875	550	750
(Plant)	MED	509	525	620	1067	__*	400	733	800	525	994	500	517	550
Application	25th	341	263	496	979	__*	256	504	625	463	263	408	483	500
Median Sum of														
Des. & Plant	1988	897	1002	1125	1646	438	775	1138	1075	1025	1507	978	927	1030
Applications	1986	870	850	1011	1454	501	800	857	301	850	863	844	917	865
%INCREASE	1988-86	3	18	11	13	-13	-3	33	257	21	75	16	1	19

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	700	592	700	677	675	606	600	550	513	713	619	525	678	582
(Design)	MED	592	488	500	500	475	517	504	525	413	500	588	489	450	477
Application	25th	475	375	388	354	375	463	455	425	356	379	488	405	254	333
Patent	75th	1438	750	1059	950	1625	__**	950	800	1016	1125	__**	1048	1188	1021
(Plant)	MED	525	625	800	750	1375	__**	725	550	700	850	__**	900	550	624
Application	25th	488	575	519	450	750	__**	600	500	375	550	__**	519	313	475
Median Sum of															
Des. & Plant	1988	1117	1113	1300	1250	1850	518	1229	1075	1113	1350	589	1389	1000	1101
Applications	1986	486	1294	744	1043	1950	895	1488	1050	1017	1150	301	1069	1220	937
%INCREASE	1988-86	130	-14	75	20	-5	-42	-17	2	9	17	96	30	-18	18

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 Util	75th	249	252	296	245	__**	192	262	145	191	195	197	110	207
Litigat Thru	MED	190	194	225	190	__**	102	197	100	107	170	106	80	150
Discovery	25th	106	105	161	123	__**	93	103	75	58	100	66	60	98
Patent Util	75th	513	563	738	502	__**	310	515	357	340	376	309	282	403
Litigat Thru	MED	353	301	493	369	__**	207	359	301	201	238	251	207	297
Trial	25th	238	197	302	289	__**	169	213	194	103	201	163	144	205
Trademark	75th	73	101	106	101	70	53	84	40	68	73	61	40	64
Litigat Thru	MED	49	61	64	61	23	40	57	30	30	46	38	23	43
Discovery	25th	26	23	45	36	20	18	22	6	19	33	12	11	33
Trademark	75th	153	190	210	199	__**	115	191	150	98	155	145	90	118
Litigat Thru	MED	107	110	141	123	__**	95	112	70	55	110	100	60	96
Trial	25th	78	45	106	93	__**	58	71	30	33	95	44	45	83
Copyright	75th	68	83	99	101	65	73	86	75	75	73	73	38	65
Litigat Thru	MED	46	48	59	83	20	30	49	60	27	55	41	25	40
Discovery	25th	25	19	41	38	15	15	20	55	10	48	18	16	29
Copyright	75th	129	175	205	180	__**	115	163	106	110	135	117	99	109
Litigat Thru	MED	100	102	124	121	__**	50	100	102	55	120	78	75	90
Trial	25th	58	29	93	106	__**	25	64	97	20	78	35	33	68
Median Sum of														
Litigat Serv	1988	997	956	1270	1100	178	630	1005	767	600	851	732	601	867
X 1000	1986	617	616	745	809	537	553	537	423	638	484	387	416	611
%INCREASE 1988-86		62	55	70	36	-67	14	87	81	-6	76	89	44	42

TABLE 37 CONT.

	Charge Per	Office Location: Denver	Seat/ Port	San Fran	LA	Phx/ Tuc	Dallas/ Ft Worth	Houston	Bartles	S Louis KC	Atlanta	Charlt	Mia/ Tpa	Other	Whole US
Patent Util	75th	170	197	235	208	105	200	296	200	105	220	75	104	125	236
Litigat Thru	MED	70	110	160	160	45	160	207	50	91	70	40	92	43	169
Discovery	25th	30	50	88	95	33	100	163	40	55	45	26	55	23	94
Patent Util	75th	269	363	519	408	182	407	613	600	240	483	294	244	194	498
Litigat Thru	MED	151	251	307	326	107	301	407	113	195	213	76	176	69	307
Trial	25th	97	126	158	198	91	276	293	101	122	107	57	85	32	197
Trademark	75th	57	40	78	116	62	125	133	59	65	97	20	53	57	82
Litigat Thru	MED	28	30	62	65	8	40	97	18	27	28	9	30	13	52
Discovery	25th	19	18	25	31	5	26	55	15	18	12	8	13	3	23
Trademark	75th	103	130	175	213	105	202	212	120	135	135	85	90	105	164
Litigat Thru	MED	75	100	113	150	35	80	155	60	75	65	40	80	35	108
Trial	25th	38	50	79	60	23	58	96	55	43	28	35	28	8	65
Copyright	75th	35	50	101	103	19	88	78	25	38	65	28	45	53	76
Litigat Thru	MED	15	43	63	70	13	55	50	20	24	25	25	25	15	46
Discovery	25th	8	25	29	35	6	23	19	15	14	13	23	10	8	22
Copyright	75th	78	106	155	183	68	165	125	58	79	155	65	93	50	136
Litigat Thru	MED	65	97	115	137	25	102	75	55	55	60	40	45	30	97
Trial	25th	23	60	90	59	16	53	43	53	41	25	35	20	10	53
Median Sum of Litigat Serv X 1000	1988	557	749	978	1080	345	913	1141	472	579	612	330	633	361	923
	1986	563	561	762	578	303	614	760	251	345	512	242	322	381	577
%INCREASE	1988-86	-1	34	28	87	14	49	50	88	68	20	36	97	-5	60

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	221	203	248	203	__**	183	209	__**	233	__*	199	208	184
MEDIAN	202	180	218	193	__**	160	190	__**	170	__*	178	180	173
25th Percentile	180	168	198	173	__**	151	160	__**	138	__*	166	173	138

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	__*	155	238	231	250	209	229	__**	141	203	__*	198	240
MEDIAN	__*	150	225	203	205	200	209	__**	138	190	__*	160	175
25th Percentile	__*	145	200	183	200	178	189	__**	113	178	__*	153	170

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	__**	173	169	200	207	224	228	247	247	248
MEDIAN	__**	150	153	185	191	206	200	219	210	228
25th Percentile	__**	138	145	158	169	189	173	199	180	148

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	151	29	78	29	_*	12	103	5	19	7	31	9	24
Associate	74	10	33	16	_*	5	29	_*	6	_*	8	_*	7
Sole Pract.	22	4	19	7	_*	_*	10	_*	_*	_*	6	_*	_*
Head Corporate	5	11	26	17	_*	12	20	4	7	6	10	5	4
Other Corporate	16	23	92	48	18	21	47	27	24	7	37	25	14
Government	21	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*
Unemployed	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*
Retired	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*
None of Above	3	_*	_*	_*	_*	_*	_*	_*	3	_*	_*	_*	_*
TOTAL	292	80	252	119	27	51	210	40	61	24	94	41	54

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	12	15	25	33	3	9	25	_*	15	9	3	7	17
Associate	_*	5	16	17	_*	3	28	_*	5	_*	_*	5	_*
Sole Pract.	_*	5	12	12	3	_*	3	_*	3	4	3	10	8
Head Corporate	5	5	16	6	_*	5	7	_*	4	6	5	_*	8
Other Corporate	9	4	28	17	10	10	24	14	11	_*	9	4	22
Government	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*
Unemployed	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*
Retired	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*
None of Above	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	_*	3
TOTAL	32	34	98	86	22	31	89	18	39	24	21	30	62

TABLE 41 - Billed Hours during 1988
Question 16.1 v Question 6

BILLED HOURS	500-Less	750	1000	1100	1200	1300	1400	1500	1600	1700	1800	1900
Private Practitioners	29	18	34	19	44	36	47	102	93	90	137	79
Partners in Private Firms	2	3	14	13	22	23	33	65	69	59	89	50
Assoc Lawyers-Private Firms	4	1	5	1	10	8	9	20	18	27	43	27
Sole Practitioners	23	14	15	5	12	5	5	17	6	4	5	2

TABLE 41 (cont.)

BILLED HOURS	2000	2100	2200	2300	2400	2500	2600	2700	2800	2900	3000
Private Practitioners	114	49	48	28	23	23	11	7	5	3	13
Partners in Private Firms	71	29	28	17	19	15	11	6	4	2	13
Assoc Lawyers-Private Firms	37	18	18	9	4	4	_*	_*	1	1	_*
Sole Practitioners	6	2	2	2	_*	4	_*	1	_*	_*	_*

TABLE 42 - Percent Uncollectable Billed Hours During 1988
Question 16.2

% UNCOLLECTABLE BILLED HOURS		1%-Less	2.5%	5%	7.5%	10%	12.5%	15%	17.5%
Private Practitioners	1988	254	218	212	48	105	14	36	1
	1986	285	242	188	56	95	16	31	4
Partners in Priv Firms	1988	157	163	148	34	74	9	22	1
	1986	184	176	150	37	69	10	15	2
Assoc Lawyers-Priv Firm	1988	39	34	42	12	22	2	4	_*
	1986	43	36	23	16	17	6	9	1
Sole Practitioners	1988	58	21	22	2	9	3	10	_*
	1986	58	30	15	3	9	_*	7	1

TABLE 42 (cont.)

% UNCOLLECTABLE BILLED HOURS		20%	22.5%	25%	27.5%	30%	35%	40%
Private Practitioners	1988	20	2	16	—*	10	1	3
	1986	24	2	3	1	6	10	4
Partners in Priv Firms	1988	11	1	9	—*	7	—*	—*
	1986	15	2	2	1	1	6	2
Assoc Lawyers-Priv Firm	1988	3	1	3	—*	2	1	1
	1986	4	—*	—*	—*	1	4	1
Sole Practitioners	1988	6	—*	4	—*	1	—*	2
	1986	5	—*	1	—*	4	—*	1

TABLE 43 - Percent Overhead (excluding lawyer salaries) in Collected Billed Hours During 1988
Question 16.3

% OVERHEAD IN COLLECTED BILLED HOURS		20%-Less	22.5%	25%	27.5%	30%	32.5%	35%	37.5%
Private Practitioners	1988	65	12	34	11	53	38	64	20
	1986	48	7	41	14	62	30	66	35
Partners in Priv Firms	1988	17	6	21	10	36	28	51	17
	1986	14	5	27	12	37	24	48	31
Assoc Lawyers-Priv Firm	1988	6	2	5	1	9	4	7	—*
	1986	4	—*	4	1	13	5	6	2
Sole Practitioners	1988	42	4	8	—*	8	6	6	3
	1986	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	1988	104	40	51	32	77	36	29
	1986	114	43	67	29	86	39	37
Partners in Priv Firms	1988	77	35	45	25	57	31	18
	1986	96	36	56	24	63	34	28
Assoc Lawyers-Priv Firm	1988	9	2	2	3	9	1	6
	1986	8	1	4	1	14	1	1
Sole Practitioners	1988	18	3	4	4	11	4	5
	1986	10	6	7	4	9	4	8

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	88	39	118	22	135	16	86	5
Partners in Private Firms	14	11	78	17	112	15	74	4
Assoc Lawyers-Private Firms	13	1	8	_*	14	1	8	1
Sole Practitioners	61	27	32	5	9	_*	4	_*

TABLE 44 (cont.)

INSURANCE CARRIED X 1 MILLION	$4.0	$4.5	$5.0	$6.0	$7.0	$8.0	$10-Over
Private Practitioners	12	1	81	1	2	4	153
Partners in Private Firms	11	_*	70	1	2	4	139
Assoc Lawyers-Private Firms	1	1	9	_*	_*	_*	14
Sole Practitioners	_*	_*	2	_*	_*	_*	_*

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	41	65	77	2	10	53	2	2	43
Partners in Private Firms	12	43	63	_*	10	48	2	2	39
Assoc Lawyers-Private Firms	12	1	6	_*	_*	4	_*	_*	3
Sole Practitioners	17	21	8	2	_*	1	_*	_*	1

TABLE 45 (cont.)

AMOUNT DEDUCTIBLE X 1000	$60	$70	$80	$90	$100	$125	$150	$175	$200-Over
Private Practitioners	1	_*	1	_*	46	_*	4	1	247
Partners in Private Firms	1	_*	_*	_*	43	_*	3	1	182
Assoc Lawyers-Private Firms	_*	_*	1	_*	3	_*	1	_*	27
Sole Practitioners	_*	_*	_*	_*	_*	_*	_*	_*	38

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	296	79	195	77
Partners in Private Firms	234	59	156	57
Assoc Lawyers-Private Firms	13	5	25	12
Sole Practitioners	49	15	14	8

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	45	111	87	104	56	18	26	4	3	7
Partners in Private Firms	38	84	60	79	48	17	22	4	3	7
Assoc Lawyers-Private Firms	2	10	8	9	1	__*	1	__*	__*	__*
Sole Practitioners	5	17	19	16	7	1	3	__*	__*	__*

TABLE 47 (cont.)

% INCREASE	90%	100%	125%	150%	175%	200%	225%	250%	275%	300%-Over%
Private Practitioners	1	25	3	2	1	7	__*	1	__*	2
Partners in Private Firms	__*	22	2	2	1	4	__*	__*	__*	1
Assoc Lawyers-Private Firms	__*	1	__*	__*	__*	1	__*	__*	__*	1
Sole Practitioners	1	2	1	__*	__*	2	__*	1	__*	__*

AMERICAN INTELLECTUAL PROPERTY LAW ASSOCIATION
SUITE 203 • 2001 JEFFERSON DAVIS HIGHWAY, ARLINGTON, VA 22202

Telephone (703) 521-1680

Dear fellow AIPLA Member:

The time has come again to ask for your help in your Association's Economic Survey. With the cooperation of all our members, AIPLA has had great success in the past in conducting this survey, and the results have been used not only as information for the membership, but also as a guide to courts in assessing "attorney's fees" in some cases. It is important to all of us to keep this survey viable and meaningful.

The returns for the 1987 Economic Survey showed a 40% participation. While this is a good return, I urge all of you to complete and return the questionnaire to increase even further the statistical validity of the survey. It will also improve the survey validity if all participants from the same firm respond in agreement with each other when answering portions of question #16. Also note that the Committee has added seven new questions to increase the scope of the survey.

As before, please read the questionnaire and mark the appropriate answer circle with a black No. 2 lead pencil. Mistakes should be erased thoroughly and corrections made. If you need a new questionnaire, call AIPLA, 703-521-1680; please don't send in duplicates.

Please make every effort to return the completed questionnaire by April 21!

Thank you.

Sincerely,

Joseph G. Nauman, Chair
AIPLA Committee on Economics

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



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 1988 (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 1988 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

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	

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 1988?

- ○ 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 1988?

- ○ 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 1988?

- ○ 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

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

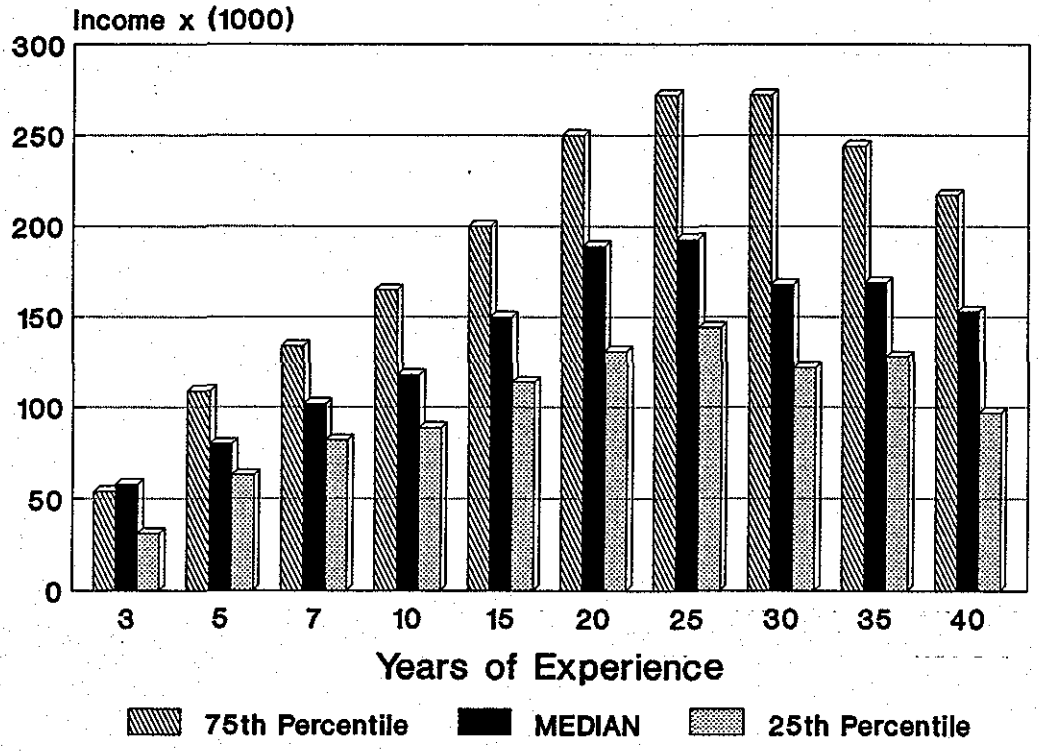


Figure 3 - Associate Lawyer in Private Firm:
Yrs. of IP Experience vs Income

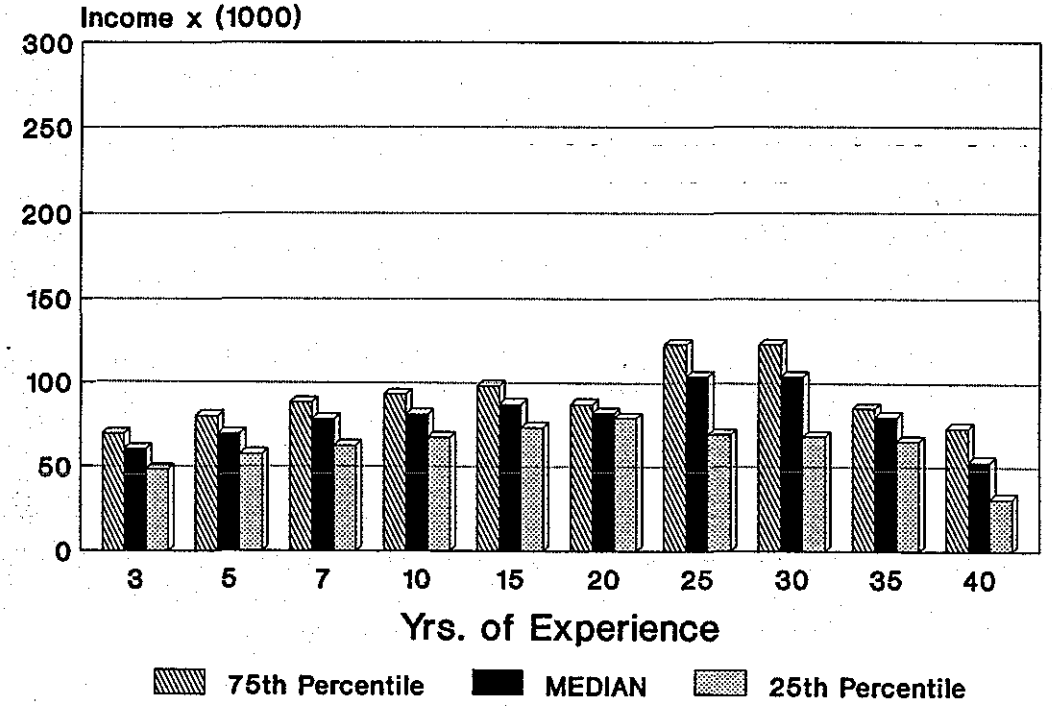


Figure 4 - Sole Practitioners:
Yrs. of IP Law Experience vs Income

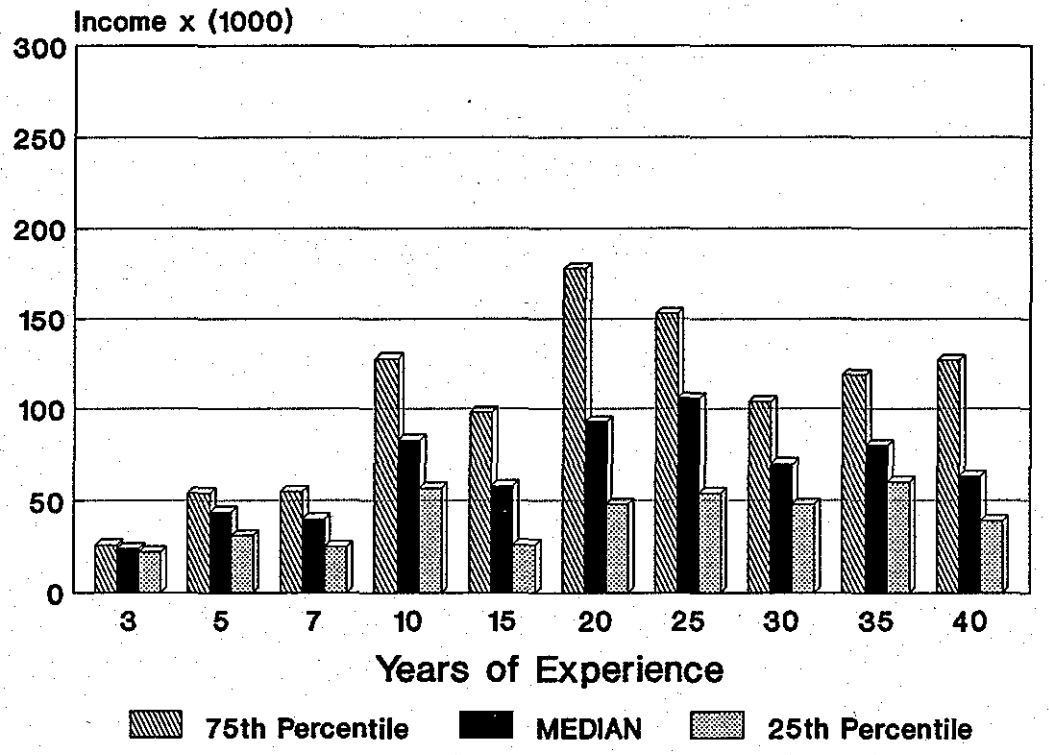


Figure 5 - All Corporate Lawyers:
Yrs. of IP Law Experience vs Income

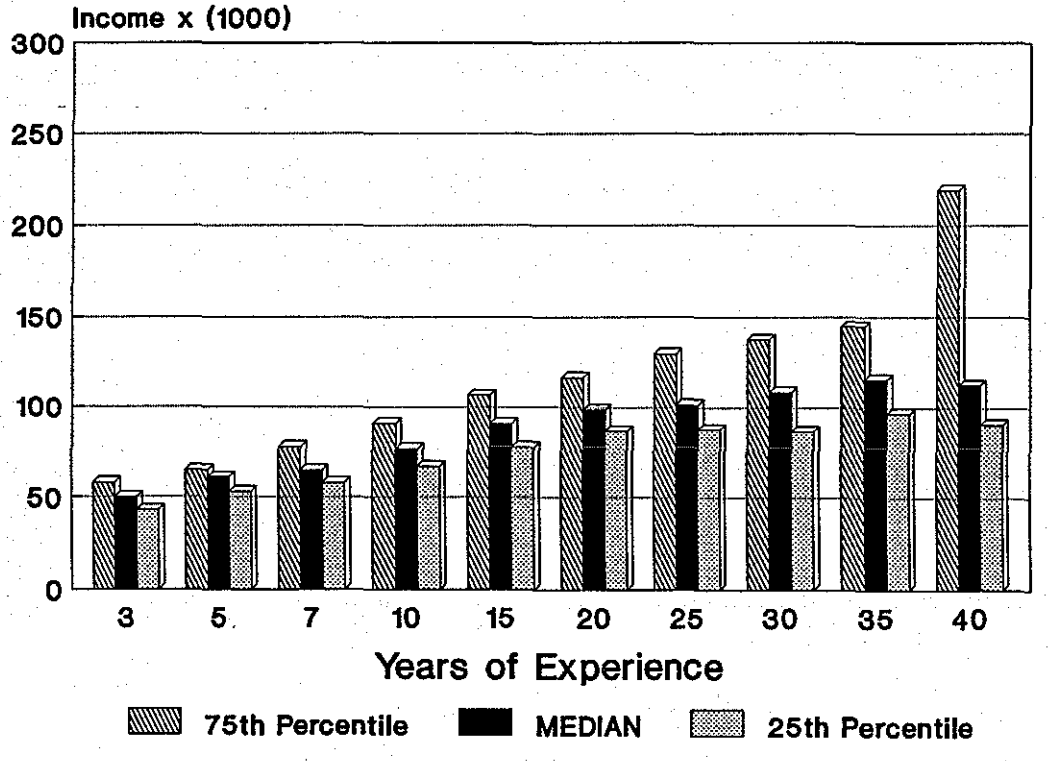


Figure 6 - Head of Corp. Patent Org.
Yrs. of IP Law Experience vs Income

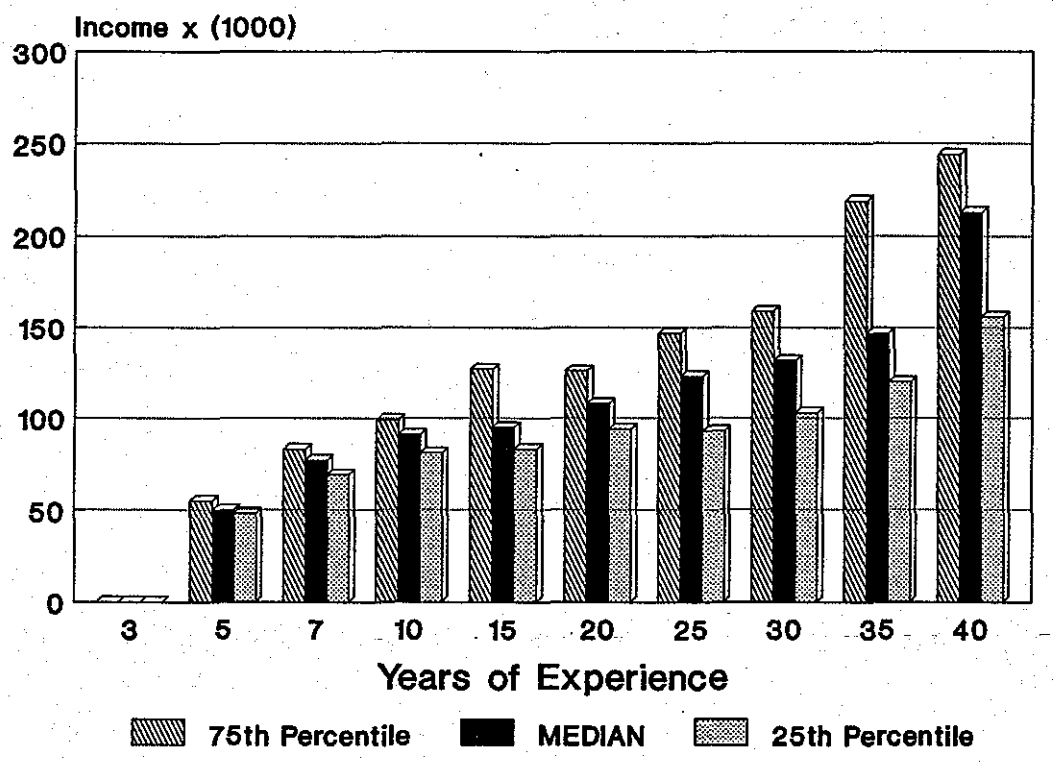


Figure 7 - Supervisory Corp. Lawyers:
Yrs. of IP Law Experience vs Income

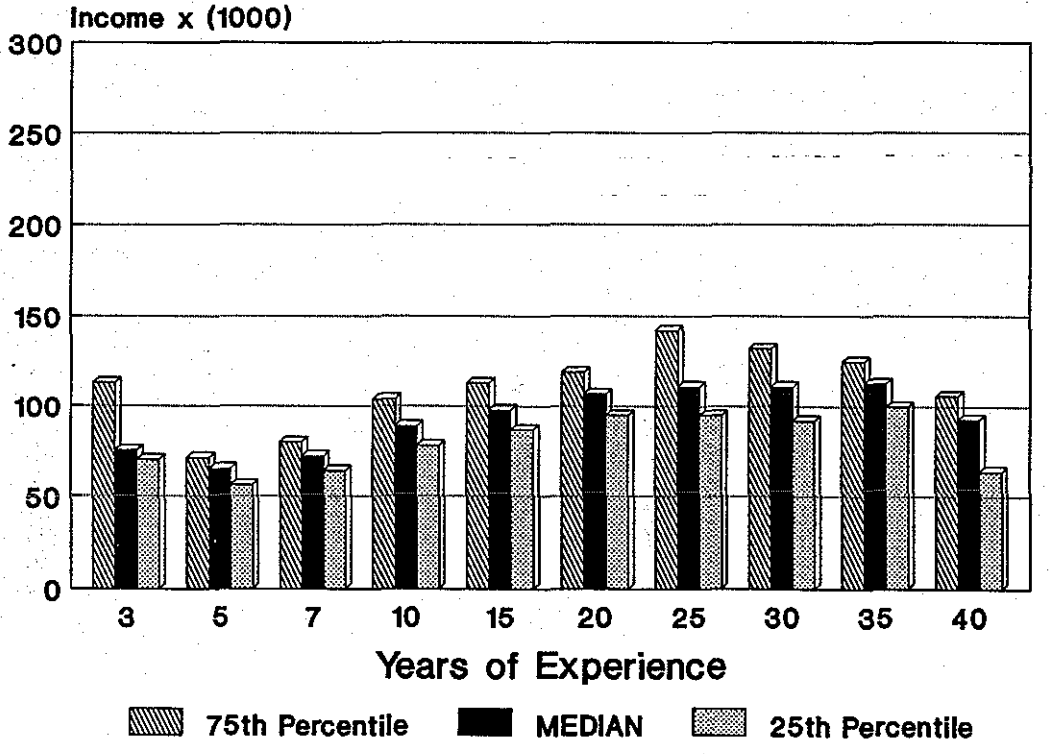


Figure 8 - Non-Supervisory Corp. Lawyers
Yrs. of IP Law Experience vs Income

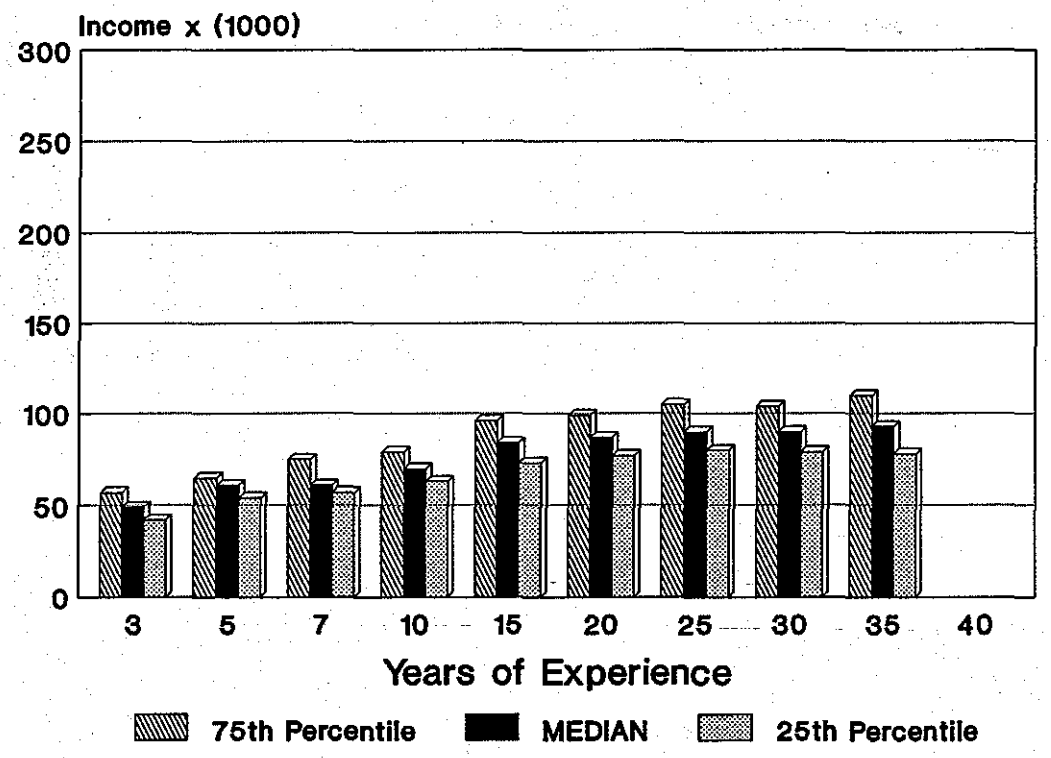


Figure 9 - Real Value
of Median Income

