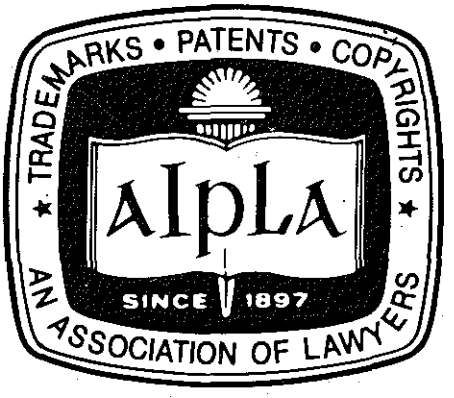
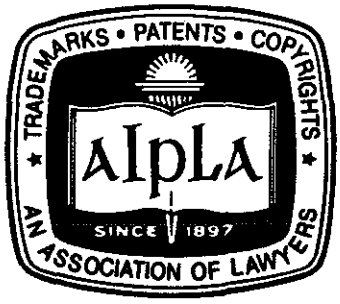


REPORT OF ECONOMIC SURVEY 1997

PREPARED UNDER DIRECTION OF
LAW PRACTICE MANAGEMENT COMMITTEE

American Intellectual Property Law Association
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Arlington, Virginia 22202



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PREPARED UNDER DIRECTION OF
AMERICAN INTELLECTUAL PROPERTY LAW ASSOCIATION
LAW PRACTICE MANAGEMENT COMMITTEE

MITCHELL S. BIGEL, CHAIR

BY
FETZER-KRAUS, INC.
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I. Introduction

The American Intellectual Property Law Association, under the direction of its Law Practice Management Committee, conducts an economic survey of the profession every two years. All AIPLA members are invited to participate. The survey reports on incomes and related characteristics of individual practitioners and addresses other economic aspects of intellectual property law practice.

Results of the 1997 Economic Survey are directly comparable to results of the 1995 Economic Survey. The survey instruments developed for the 1997 Economic Survey, a six-page questionnaire designed to be completed by individual practitioners and a two-page questionnaire designed to be completed by law firms, are similar to the instruments used for the 1995 Economic Survey. The 1997 questionnaires are reprinted as Appendix A of this report.

The 1995 Economic Survey was significantly revised and expanded from surveys conducted in prior years. Some 1995-1997 data (for example, incomes of attorneys who devote full-time to their practice) are not comparable with data in economic surveys conducted in 1993 and previous years.

Several additions to the 1997 report are worthy of note. Having asked the question for two surveys in succession, it is now possible to compare the change in incomes of full-time practitioners only, from 1994 to 1996. Table 2b reports this comparison. The 1997 survey distinguished, for the first time, between heads of corporate IP and heads of corporate legal departments. Table 4a reports the incomes of heads of corporate IP, as well as the incomes of heads of corporate legal departments. Table 4a also separately reports the incomes of other corporate IP attorneys and the incomes of all other corporate attorneys. Charts 4 and 5 illustrate the incomes of corporate IP heads and other corporate IP attorneys.

The AIPLA expresses its appreciation to the members of the Law Practice Management Committee for their guidance and oversight of this survey. The quality of the survey is ultimately dependent on the conscientious effort of each respondent to report appropriate and accurate information on the topics surveyed and the AIPLA expresses its deepest appreciation to the 1,638 individual practitioners and 293 law firms whose responses made this report possible.

The last page of this report is a feedback form. Continuing inquiries from AIPLA members indicate that this survey plays an important role in establishing salaries and determining salary adjustments, both in corporate legal departments and in private law firms. Information in the report is also helpful in determining reasonable attorney fees in intellectual property litigation. Given these uses of the survey results, feedback from members is highly valued by the Law Practice Management Committee. Readers are invited to forward comments and suggestions that might further improve future surveys and survey reports. These comments and suggestions are invaluable in keeping the survey relevant to the needs and interests of members.

One-half of responding partners in full-time practice are age 48 or older and one-half of associates are age 33 or older. One-half of sole practitioners are age 52 or older. Among all corporate lawyers, one-half are age 44 or older. One-half of the heads of corporate IP or legal departments are age 49 or older.

Table 3a reports 1996 income by type of practice and age of respondent. Table 3b reports employer contributions to pension and savings plans by type of practice and age of respondent.

Years of Experience—Respondents in full-time practice have, on average, 17 years of intellectual property law experience. However, one-half of these respondents have 14 or fewer years of experience. Total years of intellectual property law experience includes an average of 15 years of experience as an IP attorney and, for 53 percent of all respondents in full-time practice, an average of three additional years of experience as an agent, examiner, trainee, or the equivalent.

Partners, on average, have 22 years total IP experience. Associates have an average of six years of experience. Sole practitioners average 21 years of experience. All corporate lawyers, as a group, average 16 years of IP experience but heads of corporate IP and legal departments average 20 years of experience.

Fourteen percent of survey respondents, primarily associates, have fewer than five years of IP law experience. Seven percent of respondents, including 16 percent of the sole practitioners, have 35 or more years of IP law experience.

Table 4a reports income by type of practice and years of experience. Charts 2 through 5 illustrate the relationship of income and experience for partners, sole practitioners, corporate heads of IP, and other corporate IP lawyers. Table 4b reports income by type of practice in the first 10 years of experience. Chart 6 illustrates the relationship of income and experience for associates in the first 10 years of experience.

Technical Education—Among respondents in full-time practice, 73 percent reported their highest completed technical education is a B.S. degree or the equivalent. Another 17 percent reported an M.S. degree and 7 percent reported a Ph.D. or post-doctorate study. "Technical" education does not denote a science-related degree for all respondents: for example, someone specializing in art as intellectual property may have an undergraduate degree in fine arts. Table 5 reports income by level of technical education and years of experience, for all corporate lawyers and for all private practitioners.

Areas of Technical Specialization—Respondents are considered to have a technical specialization if 50 percent or more of their professional time is spent in a particular technical area. Based on that criterion, more than three-fourths of respondents reported a technical specialization, including 27 percent who specialize in the mechanical area, 20 percent who specialize in the chemical area, and 11 percent who specialize in the electrical area. Table 6 reports income by type of practice and technical specialization.

Table Format and Explanation of Statistics

Several formatting conventions are followed in all tables:

> zero percent, "0%", indicates the response was less than 0.5 percent of the category total,
>
> a dash, "-", indicates there was no response to report, and
>
> a blank, " ", indicates there were too few values to calculate the median or the percentile.

The first row in a table, the base row, reports the total number of respondents and the number of respondents in each of the columns (categories) in that table. The total number of responses reported by a table may be less than 1,638 attorneys or 293 firms when the table reports responses of one or more sub-groups of respondents. Sub-groups are identified in the title of the table or by a bold-face heading immediately preceding the base row. Immediately following the base row, a row of percentages reports the proportion of the total response in each of the column categories.

When a table reports in succession the responses of two or more sub-groups of respondents (for example, Table 3a), each successive sub-group of respondents is identified by a base row labeled "Number Reporting," followed by row percents that report the proportion of sub-group respondents in each of the column categories.

In tables that report categorical responses (for example, Table 10), each response category is represented by two rows. The first row reports the number of respondents who gave that answer. The second row reports the percent of all respondents, in that column category, who gave that answer.

In tables that report income, billing rates, typical charges, and similar distributions of numbers, responses are summarized and described by percentiles: the 75th percentile, the median, and the 25th percentile. Percentiles are measures of location within a distribution of values and do not necessarily represent actual reported values. When all reported values are listed from highest to lowest, for example, the 75th percentile identifies the point on the list that is equal to or greater than 75 percent of the listed values and equal to or less than 25 percent of those values. A percentile may fall between actual reported values when the location is interpolated.

The 75th percentile, the median (equivalent to the 50th percentile), and the 25th percentile divide a list of values into four sections, with each section containing approximately one-fourth of the reported values. The 75th and 25th percentiles bracket the middle 50 percent, or midrange, of reported values. A fourth of the reported values are equal to or smaller than the lowest value in the midrange, a fourth are equal to or larger than the highest value in the midrange. The median locates the point on the list that is equal to or greater than one-half of the reported values and equal to or less than one-half.

II. Summary of Results

Income. One-half of the 1,638 participants in the survey reported a 1996 income of $125,001 or more, compared with a median 1994 income of $119,996 among participants in the 1995 Economic Survey. This is an increase of 4.2 percent in median salary over the two-year period. However, among the 1,551 participants in the current survey who devoted full-time to their practice in 1996, median salary increased 7.7 percent over the median 1994 income of participants in the prior Economic Survey.

As reported in Table 2b, median 1996 income among survey participants who devoted full-time ("100 percent of time") to their practice was $129,999. Among participants in the prior survey who devoted full-time to their practice, median 1994 income was $120,004. Table 1, reporting age, experience, and income among all survey participants, maintains continuity with Economic Surveys conducted in 1993 and prior years and Chart 1 compares median income among all respondents in selected practice groups from 1986 forward. The 1995 Economic Survey was the first survey to ask participants what percent of time they devoted to their practice. Approximately 94 percent of respondents to the 1995 survey devoted full-time to their practice and 95 percent of respondents to the 1997 survey. Presumably, similar proportions of respondents in prior surveys devoted full-time to their practices and the comparison of all respondents over a period of years provides a useful index of change in annual income among all practitioners.

However, the incomes of full-time practitioners as reported in Table 2a and the comparison of incomes among full-time practitioners from 1994 to 1996, as reported in Table 2b, more accurately reflect the *market* for practitioners of intellectual property law. Among partners, median income increased 8.2 percent over the two-year period. Among associates, median income increased 9.4 percent. Among heads of corporate IP or legal departments, median income has increased 11.4 percent. Median years of age and years of experience as of 1996 are similar to age and experience as of 1994 and would not account for any significant change in median income between the two years. Among all full-time practitioners, median income increased 7.7 percent from 1994 to 1996.

Relationships Between Income and Other Characteristics

Among IP practitioners in their 20's, median 1996 income was $75,000. Median income increases steadily with years of age and peaks among respondents ages 50-54, at $198,000. Among partners, median income in 1996 also peaks in the group ages 50-54, at $300,000.

Among 1,524 respondents in full-time practice who reported their years of intellectual property law experience, median 1996 income increases sharply through 20 years of experience, levels off around $200,000 between 20 and 35 years of experience, and increases sharply again, to $237,500, in the group with 35-39 years of experience. Among partners, the relationship between years of experience and income is strongly positive through 20 years of experience. Among heads of corporate

practice in California appear to have higher incomes, in general, than lawyers in private practice in most other areas of the country.

Income and Number of Subordinates. For corporate IP or legal department heads, median income increases from $136,500 to $156,000 as the number of subordinates increases from one to two lawyers or agents, and again from $162,500 to $205,000 as the number of subordinates increases from 3-5 lawyers and agents to 6-10.

Work Activities

Workload in 1996 increased over 1995 for more than 60 percent of all respondents to the survey. Among corporate lawyers, more than 70 percent reported an increase in their workload in 1996. As reported in Table 10, only nine percent of all respondents, but including 19 percent of sole practitioners, reported a decrease in their workload. For one-half of those reporting a change in workload from 1995 to 1996, the workload increased or decreased 15 percent or more.

Among all 1,638 survey participants, 1,485 devote some portion of their time to developing IP protection. At least one-half of these 1,485 practitioners devote 50 percent or more of their time to developing IP protection. Especially among 117 of the 122 sole practitioners, developing IP protection is the primary activity, accounting for the majority of practice time.

Percent of time in primary practice devoted to various types of work is reported in Table 11. In addition to developing IP protection, more than one-half of all survey respondents devote some portion of their time to "opinions, counseling or inter partes conflicts or prospective conflicts...," to licensing, to supervision of IP work, and to litigation. One-half of the partners and associates devoting time to litigation spend 30 percent or more of their time on litigation. Among corporate heads of IP and legal departments, one-half spend 20 percent or more of their time supervising IP work.

Slightly less than one-half of respondents devote any time to management or administration and among those who do, the majority devote less than 10 percent of time to this activity. Relatively few respondents devote any time to marketing, to non-IP legal work, or to formal alternative dispute resolution

Table 14a reports the median percent of time devoted by partners to these various types of work, by level of partner income. Table 15a reports median percent of time devoted by associates to these activities, by level of associate income.

Time Spent in Areas of Technical Specialization. More than 70 percent of respondents spend some percent of their time in the mechanical area of technical specialization. Among these 1,159 practitioners, one-half spend at least a third of their time in the mechanical technical area. Almost one-half of respondents spend some portion of their time in the chemical technical area. Among the 764 respondents who spend some portion of their time in the chemical area, one-half devote 40 percent or more of their time to this technical specialty. Table 12a reports,

First 10 Years of Service. Among associates in the first 10 years of experience, average billable hours in 1996 ranged from 1728 hours for 17 associates in their first year of experience to 1964 hours for 30 associates in their sixth year of experience. The average hourly billing rate ranged from $114 for 18 associates in their first year of experience to $173 for seven associates in their ninth year of experience. Tables 18a and 18b report the billable hours and hourly rates of respondents in their first 10 years of experience.

Types of Billing. Approximately one-half of the 1,052 respondents in private practice reported that some portion of their services in 1996 was billed on a basis other than hourly. Approximately one-fourth of respondents in private practice billed 15 percent or more of their services on a basis other than hourly. Most of these services were billed on a predetermined fee basis; relatively few services were billed on a contingent fee basis. Tables 20a, 20b, and 20c report percent of services billed on a basis other than hourly, for each practice group, by the number of lawyers and agents in the firm.

Dollar Amount Billed. With 782 respondents in private practice reporting, the average dollar amount billed in 1996 was $348,000. One-half of these practitioners billed $320,000 or more. Partners billed, on average, $431,000. Associates billed an average of $252,000 and sole practitioners billed an average of $189,000. Table 19 reports dollar amounts billed by type of practice and place of work.

Typical Charges and Costs

Table 21 reports typical charges by place of work for 24 services commonly provided by IP lawyers. Table 22 reports estimated costs of litigation through discovery and through end of suit for five common types of litigation, by geographic location. Table 23 reports respondents' estimates of the values at risk in these suits. Tables 24a and 24b report estimated costs of litigation in a patent infringement suit, within each of four ranges of average value at risk.

Involvement with ADR in 1996. Almost 15 percent of all respondents, 232 of 1,638, were involved in formal alternative dispute resolution in 1996, most of them in mediation. Seventy percent of those involved in formal ADR indicated they regard the ADR as cost effective relative to litigation. Table 25 reports these responses.

Characteristics of Firms

AIPLA members were instructed to coordinate responses to ensure only one response from each firm. Responses from firms were compared on key demographic characteristics to identify and eliminate any inadvertent duplicate response. Tables 26 through 39 report the responses of firms, including staffing characteristics, the percent of practice that is IP law, overhead and collection ratios, billings and billing rates, factors affecting compensation, and liability insurance coverage and claims.

Most responses were submitted by a managing partner or an administrator. Approximately 60 percent of the participating firms have six or more attorneys on

Table 1. Comparison of Age, Experience, and Income with Previous Economic Survey

		TYPE OF PRACTICE								
	Total Survey	Partner in a Private Firm	Associate in a Private Firm	Sole Practitioner	All in Private Practice	Head of Corporate IP or Legal	Other Corporate IP or Legal	All Corporate Lawyers	Government Lawyer	All Others
Total Survey	1638	544	332	122	1052	169	376	545	27	14
% of total		33%	20%	7%	64%	10%	23%	33%	2%	1%
YEARS OF AGE										
Median in 1996	44	48	33	53	44	48	41	44	48	46
Median in 1994	45	49	32	55	44	48	44	45	45	60
YEARS OF EXPERIENCE										
As an IP Attorney										
Median in 1996	13	20	3	20	13	18	10	13	12	15
Median in 1994	15	22	5	22	15	20	13	15	10	12
Additional Experience										
Median in 1996	3	3	2	3	3	3	2	3	5	3
Total Experience										
Median in 1996	17	24	6	28	18	21	12	16	24	29
INCOME IN 1996										
75th percentile	$200,000	$339,999	$103,001	$170,000	$240,001	$200,000	$144,000	$160,001	$94,000	$91,000
Median	$125,001	$226,000	$84,999	$100,000	$140,000	$153,995	$112,000	$123,001	$84,000	$81,500
25th percentile	$90,000	$156,000	$68,001	$50,001	$87,800	$125,000	$91,999	$98,500	$67,001	$65,000
INCOME IN 1994										
75th Percentile	$181,778	$300,004	$98,005	$149,997	$224,998	$179,994	$131,002	$140,003	$88,998	$87,997
Median	$119,996	$209,997	$77,006	$80,004	$129,996	$139,996	$104,001	$113,500	$76,004	$73,000
25th Percentile	$83,003	$149,995	$65,005	$44,995	$79,006	$114,996	$83,604	$89,995	$65,997	$58,004
PERCENT INCREASE IN MEDIAN INCOME										
1994 to 1996	4.2%	7.6%	10.4%	25.0%	7.7%	10.0%	7.7%	8.4%	10.5%	11.6%
PRIOR YEARS MEDIAN INCOME										
1992	$111,000	$188,000	$85,000	$80,000	$130,000	$130,000	$96,000	$109,000	$75,000	
1990	$103,000	$168,000	$75,000	$86,000	$121,000	$119,000	$91,000	$95,000	$66,000	
1988	$96,000	$159,000	$70,000	$74,000	$114,000	$109,000	$82,000	$89,000	$53,000	
1986	$82,000	$124,000	$53,000	$63,000	$92,000	$101,000	$73,000	$78,000	$65,000	
1984	$74,000	$104,000	$49,000	$60,000	$86,000	$86,000	$67,000	$70,000	$58,000	

Table 2a. Age, Experience, and Income of Respondents in Full-time* Practice

		Type of Practice								
	Total Survey	Partner in a Private Firm	Associate in a Private Firm	Sole Practitioner	All in Private Practice	Head of Corporate IP or Legal	Other Corporate IP or Legal	All Corporate Lawyers	Government Lawyer	All Others
Number Reporting	1551	527 34%	323 21%	98 6%	990 64%	160 10%	366 24%	526 34%	26 2%	9 1%
Years of Age										
75th percentile	53	56	37	59	53	53	51	53	55	51
Median	43	48	33	52	43	49	41	44	48	46
25th percentile	35	40	30	44	35	41	36	37	39	42
Years of Experience										
Number Reporting	1539	526 34%	320 21%	97 6%	985 64%	160 10%	364 24%	524 34%	22 1%	8 1%
75th percentile	25	30	7	30	26	26	21	24	24	22
Median	14	20	5	21	14	19	12	14	15	14
25th percentile	7	13	3	10	6	12	7	8	9	9
Income in 1996										
Number Reporting	1524	519 34%	322 21%	90 6%	971 64%	155 10%	363 24%	518 34%	26 2%	9 1%
75th percentile	$200,001	$340,000	$103,999	$190,000	$249,999	$200,000	$144,000	$160,001	$93,000	$91,001
Median	$129,999	$228,000	$85,303	$120,250	$142,999	$155,990	$112,000	$124,000	$83,500	$85,000
25th percentile	$91,999	$157,001	$69,999	$73,000	$90,000	$127,001	$92,401	$99,999	$67,000	$80,000

*This table—and all following income-reporting tables—includes only respondents who reported they devote five days a week (100% of time) to their practice.

Table 3a. Income by Type of Practice and Age of Respondent

	Total Survey	Respondent's Age								
		25-29	30-34	35-39	40-44	45-49	50-54	55-59	60-64	65 or Older
ALL FULLTIME PRACTICE										
Number Reporting	1524	69 5%	264 17%	267 18%	210 14%	220 14%	182 12%	160 10%	95 6%	57 4%
75th percentile	$200,001	$83,000	$109,500	$160,000	$195,001	$244,500	$295,000	$292,500	$300,000	$231,567
Median	$129,999	$75,000	$89,999	$111,000	$130,001	$169,000	$198,000	$187,500	$195,000	$146,000
25th percentile	$91,999	$62,000	$72,500	$90,000	$102,000	$119,999	$140,000	$131,000	$138,000	$104,000
ALL PRIVATE PRACTICE										
Number Reporting	971	58 6%	184 19%	161 17%	120 12%	143 15%	94 10%	100 10%	61 6%	50 5%
75th percentile	$249,985	$87,000	$109,990	$186,008	$232,500	$294,992	$399,996	$342,500	$370,008	$240,008
Median	$142,988	$75,003	$90,012	$120,000	$170,250	$199,998	$268,500	$229,000	$240,000	$148,000
25th percentile	$90,007	$63,992	$72,250	$89,997	$109,992	$130,008	$190,000	$146,250	$140,992	$100,011
PARTNERS										
Number Reporting	519	1 0%	32 6%	78 15%	77 15%	104 20%	77 15%	77 15%	45 9%	28 5%
75th percentile	$339,958		$151,000	$250,167	$300,094	$363,000	$420,125	$353,125	$390,188	$275,000
Median	$228,000		$132,500	$188,000	$209,833	$238,000	$300,000	$250,000	$285,000	$202,000
25th percentile	$157,125		$110,000	$150,000	$167,875	$167,500	$225,813	$194,875	$199,958	$127,500
ASSOCIATES										
Number Reporting	322	56 17%	147 46%	69 21%	28 9%	9 3%	7 2%	4 1%	2 1%	0 -
75th percentile	$103,963	$84,500	$101,963	$108,038	$127,500	$108,025	$139,975			-
Median	$85,303	$74,990	$86,025	$90,025	$92,500	$99,500	$120,000	$115,000		-
25th percentile	$69,965	$63,000	$69,985	$74,956	$70,000	$86,975	$110,025			-

Table 3b. Employer Contributions to Pension and Savings Plans by Type of Practice and Age of Respondent

	Total Survey	Respondent's Age								
		25-29	30-34	35-39	40-44	45-49	50-54	55-59	60-64	65 or Older
ALL FULLTIME PRACTICE										
Number Reporting	623	15 2%	103 17%	95 15%	93 15%	92 15%	94 15%	77 12%	44 7%	10 2%
75th percentile	$18,000	$7,000	$7,000	$12,000	$15,000	$20,750	$24,000	$27,000	$22,125	$21,000
Median	$8,000	$3,000	$4,000	$6,000	$10,000	$12,000	$10,000	$11,500	$9,800	$13,500
25th percentile	$4,000	$1,551	$2,400	$3,000	$4,000	$6,500	$5,075	$5,000	$5,000	$7,000
ALL PRIVATE PRACTICE										
Number Reporting	369	13 4%	65 18%	48 13%	51 14%	60 16%	48 13%	48 13%	28 8%	8 2%
75th percentile	$20,997	$7,002	$7,998	$19,250	$17,598	$22,500	$28,750	$29,998	$28,000	$21,750
Median	$10,002	$3,000	$4,500	$8,250	$10,003	$16,821	$22,000	$19,999	$10,400	$17,250
25th percentile	$4,997	$1,549	$2,098	$3,002	$6,499	$9,250	$10,000	$9,375	$5,250	$7,750
PARTNERS										
Number Reporting	241	1 0%	19 8%	28 12%	35 15%	52 22%	41 17%	40 17%	19 8%	6 2%
75th percentile	$24,992		$8,994	$22,500	$19,998	$22,504	$28,506	$29,994	$29,996	$22,500
Median	$16,506		$5,500	$16,550	$12,000	$18,550	$22,006	$20,004	$21,000	$19,500
25th percentile	$9,009		$3,583	$8,500	$9,002	$9,800	$9,994	$12,000	$8,506	$16,500
ASSOCIATES										
Number Reporting	91	11 12%	45 49%	17 19%	11 12%	2 2%	3 3%	0 -	2 2%	0 -
75th percentile	$7,498	$4,998	$7,003	$5,004	$12,998			-		-
Median	$3,999	$1,800	$4,001	$3,002	$7,500		$10,000	-		-
25th percentile	$1,902	$1,202	$1,998	$1,798	$3,002			-		-

Table 4a. Income by Type of Practice and Years of Experience

		Respondent's Years of Intellectual Property Law Experience									
	Total Survey	Less than 5	5-6 Years	7-9 Years	10-14 Years	15-19 Years	20-24 Years	25-29 Years	30-34 Years	35-39 Years	40 or More
ALL FULLTIME PRACTICE											
Number Reporting	1524	208	138	188	247	179	178	121	138	68	48
		14%	9%	12%	16%	12%	12%	8%	9%	4%	3%
75th percentile	$200,001	$87,500	$108,001	$125,000	$174,999	$224,999	$275,000	$300,001	$318,000	$355,000	$250,000
Median	$129,999	$75,000	$93,000	$107,000	$125,000	$168,000	$190,000	$200,000	$201,000	$237,500	$169,500
25th percentile	$91,999	$63,090	$77,001	$88,750	$101,000	$129,999	$145,001	$144,000	$144,000	$143,000	$122,500
ALL PRIVATE PRACTICE											
Number Reporting	971	167	91	99	148	100	113	63	94	48	44
		17%	9%	10%	15%	10%	12%	6%	10%	5%	5%
75th percentile	$249,985	$87,008	$108,992	$140,010	$200,006	$290,500	$339,996	$400,008	$350,004	$400,006	$275,000
Median	$142,988	$74,997	$94,492	$109,300	$149,989	$203,500	$230,600	$290,000	$234,500	$277,500	$169,500
25th percentile	$90,007	$63,508	$75,014	$92,012	$109,988	$162,500	$156,004	$203,008	$169,989	$167,500	$119,750
PARTNERS											
Number Reporting	519	4	14	40	96	80	89	56	76	35	28
		1%	3%	8%	18%	15%	17%	11%	15%	7%	5%
75th percentile	$339,958		$135,000	$219,000	$242,000	$312,500	$370,125	$418,000	$379,500	$450,063	$406,500
Median	$228,000	$225,000	$105,500	$144,000	$180,000	$216,000	$250,000	$300,000	$258,500	$335,000	$217,783
25th percentile	$157,125		$67,000	$121,500	$141,500	$185,083	$185,063	$227,000	$194,500	$240,042	$140,500
ASSOCIATES											
Number Reporting	322	154	71	51	29	6	4	2	1	0	1
		48%	22%	16%	9%	2%	1%	1%	0%	-	0%
75th percentile	$103,963	$86,000	$106,475	$113,975	$125,038	$132,000				-	
Median	$85,303	$74,983	$93,000	$100,025	$110,025	$122,500	$142,250			-	
25th percentile	$69,965	$63,500	$75,042	$85,025	$96,675	$119,975				-	

Table 4a. Income by Type of Practice and Years of Experience *(continued)*

	Total Survey	Respondent's Years of Intellectual Property Law Experience									
		Less than 5	5-6 Years	7-9 Years	10-14 Years	15-19 Years	20-24 Years	25-29 Years	30-34 Years	35-39 Years	40 or More
Other Corporate IP Department											
Number Reporting	293	26	34	57	60	33	21	26	25	7	2
		9%	12%	19%	20%	11%	7%	9%	9%	2%	1%
75th percentile	$142,007	$89,500	$104,993	$113,007	$121,500	$152,007	$180,007	$175,000	$185,007	$224,993	
Median	$112,006	$75,000	$91,000	$107,000	$109,995	$138,000	$153,000	$136,650	$152,000	$185,000	
25th percentile	$93,002	$63,180	$75,007	$90,004	$99,250	$115,004	$124,993	$123,000	$129,993	$146,007	
Other Corporate Legal Department											
Number Reporting	70	8	6	14	7	12	9	8	3	3	0
		11%	9%	20%	10%	17%	13%	11%	4%	4%	-
75th percentile	$155,000	$93,250	$119,999	$107,000	$124,999	$156,700	$182,001	$181,500			-
Median	$111,750	$64,500	$99,250	$92,500	$95,000	$141,000	$161,000	$175,375	$150,000	$130,000	-
25th percentile	$87,500	$63,000	$85,001	$70,000	$90,001	$104,500	$134,999	$111,500			-

SOLE PRACTITIONERS

Income by Years of Intellectual Property Law Experience

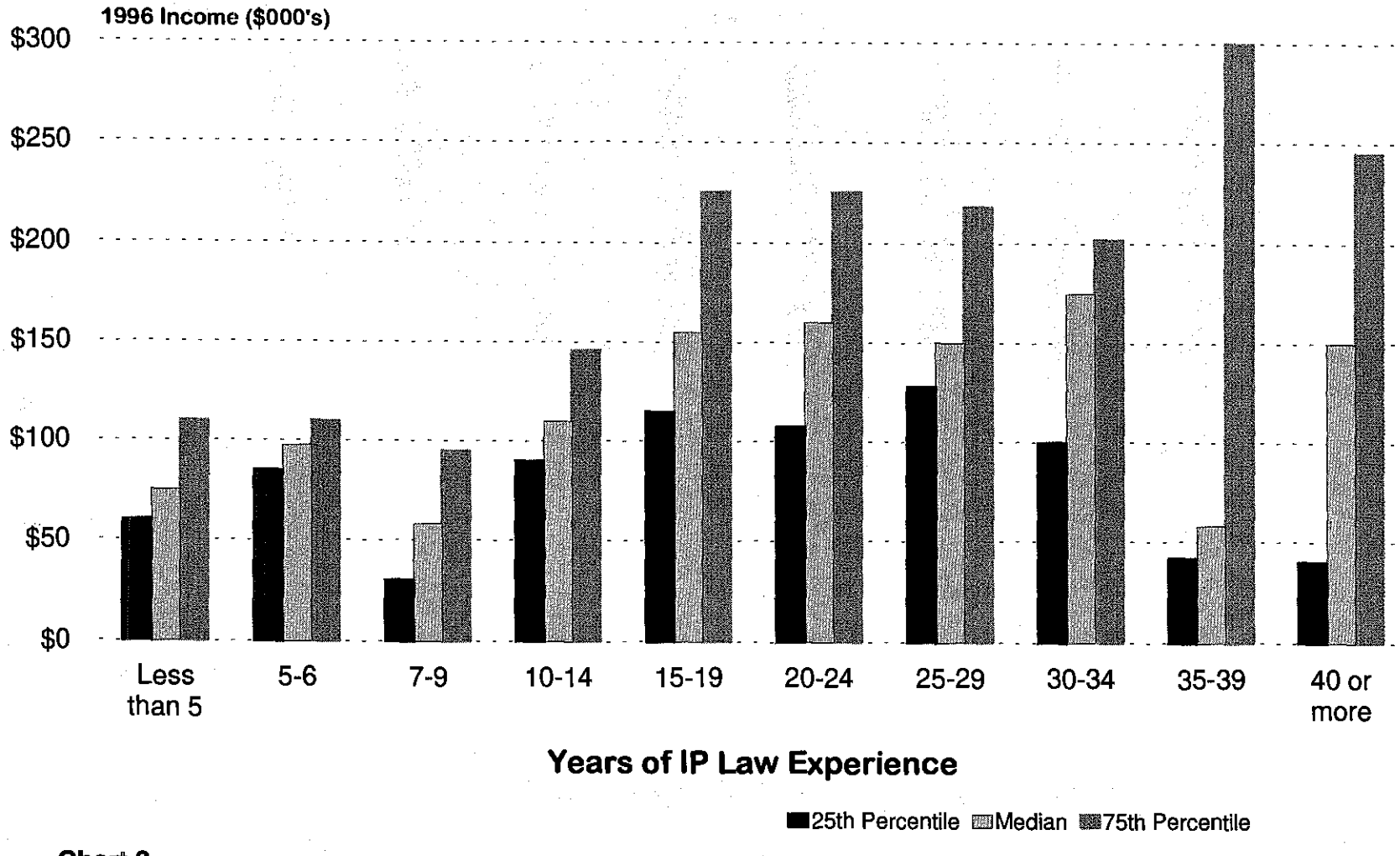


Chart 3
The AIPLA 1997 Economic Survey

OTHER CORPORATE IP DEPARTMENT

Income by Years of Intellectual Property Law Experience

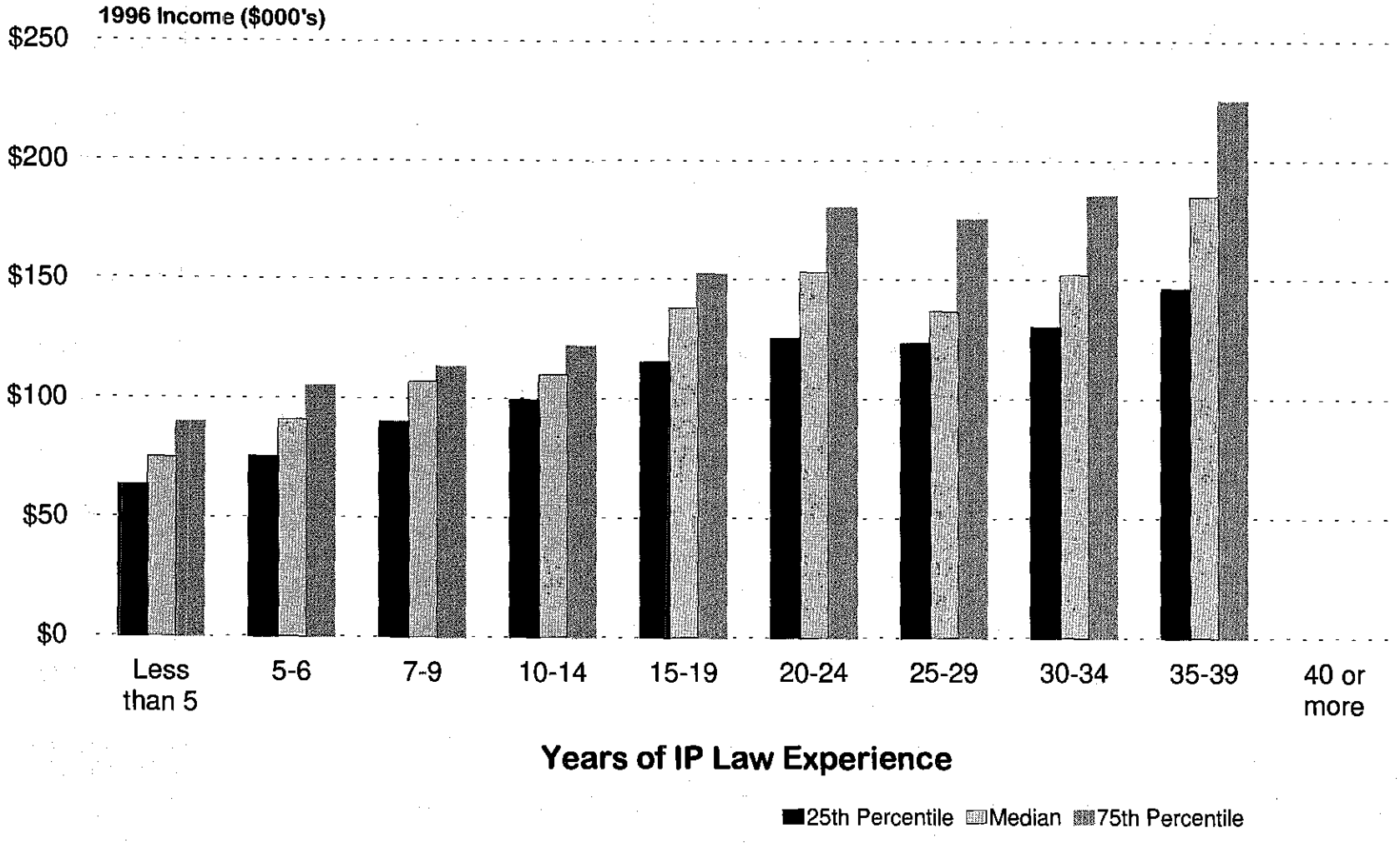


Chart 5
The AIPLA 1997 Economic Survey

Table 4b. Income by Type of Practice, in the First 10 Years of Experience *(continued)*

		Respondent's Years of Intellectual Property Law Experience									
	Total Survey	1 Year	2 Years	3 Years	4 Years	5 Years	6 Years	7 Years	8 Years	9 Years	10 Years
Sole Practitioner											
Number Reporting	90	2 2%	3 3%	0 -	4 4%	0 -	6 7%	3 3%	3 3%	1 1%	4 4%
75th percentile	$190,000			-		-	$110,000				
Median	$120,250		$65,000	-	$102,500	-	$97,500	$48,000	$60,000		$110,321
25th percentile	$73,000			-		-	$85,000				
All Corporate IP or Legal Department											
Number Reporting	518	3 1%	5 1%	15 3%	13 3%	19 4%	27 5%	40 8%	29 6%	17 3%	31 6%
75th percentile	$160,001		$85,001	$95,499	$91,001	$119,999	$106,999	$115,500	$117,001	$113,001	$120,000
Median	$124,000	$63,000	$78,471	$75,000	$78,000	$99,999	$88,000	$105,250	$100,001	$109,999	$107,500
25th percentile	$99,999		$63,179	$63,001	$71,999	$80,001	$77,001	$89,250	$84,999	$98,999	$92,001
Head Corporate IP or Legal Department											
Number Reporting	155	0 -	1 1%	0 -	1 1%	3 2%	3 2%	7 5%	3 2%	5 3%	6 4%
75th percentile	$199,998	-		-				$149,998		$120,003	$149,000
Median	$155,990	-		-		$103,000	$77,000	$120,000	$91,000	$99,000	$120,500
25th percentile	$127,003	-		-				$80,003		$83,998	$90,000
Other Corporate IP or Legal Department											
Number Reporting	363	3 1%	4 1%	15 4%	12 3%	16 4%	24 7%	33 9%	26 7%	12 3%	25 7%
75th percentile	$144,000			$95,499	$90,500	$112,500	$106,000	$110,000	$117,000	$112,500	$119,999
Median	$112,001	$63,000	$74,090	$75,000	$76,500	$95,000	$90,000	$100,001	$100,500	$110,000	$106,000
25th percentile	$92,401			$63,001	$68,000	$77,500	$80,000	$89,999	$78,000	$104,000	$97,999

Table 5. Income by Type of Practice, Level of Technical Education, and Years of Experience

		Respondent's Years of Intellectual Property Law Experience									
	Total Survey	Less than 5	5-6 Years	7-9 Years	10-14 Years	15-19 Years	20-24 Years	25-29 Years	30-34 Years	35-39 Years	40 or More
PRIVATE PRACTITIONERS											
Highest Degree is B.S.											
Number Reporting	725	110	61	72	111	66	86	50	86	45	34
		15%	8%	10%	15%	9%	12%	7%	12%	6%	5%
75th percentile	$250,002	$86,000	$105,024	$140,016	$200,976	$275,000	$335,000	$400,024	$350,000	$400,036	$240,024
Median	$149,985	$74,973	$92,500	$111,500	$158,024	$206,000	$223,750	$287,500	$234,500	$270,024	$150,000
25th percentile	$93,024	$62,968	$74,992	$96,250	$109,976	$168,000	$156,000	$199,976	$169,968	$159,976	$100,032
Highest Degree is M.S.											
Number Reporting	155	42	19	12	21	22	17	10	6	1	5
		27%	12%	8%	14%	14%	11%	6%	4%	1%	3%
75th percentile	$213,875	$82,500	$119,813	$161,500	$175,125	$290,000	$371,125	$350,000	$1000,000		$250,125
Median	$119,813	$73,750	$99,833	$102,500	$140,000	$193,500	$249,875	$253,500	$275,000		$170,000
25th percentile	$80,125	$64,833	$82,125	$72,500	$109,813	$130,125	$174,875	$218,000	$120,000		$145,875
CORPORATE LAWYERS											
Highest Degree is B.S.											
Number Reporting	368	25	26	67	68	54	37	40	31	16	2
		7%	7%	18%	18%	15%	10%	11%	8%	4%	1%
75th percentile	$164,000	$89,501	$103,001	$116,999	$141,500	$172,000	$193,251	$190,000	$219,999	$210,500	
Median	$124,001	$75,001	$90,000	$103,000	$111,500	$142,000	$169,999	$153,995	$175,000	$177,000	
25th percentile	$97,600	$62,999	$75,001	$85,000	$98,250	$128,000	$129,999	$129,000	$130,001	$140,500	
Highest Degree is M.S.											
Number Reporting	105	9	14	15	15	14	17	9	9	2	1
		9%	13%	14%	14%	13%	16%	9%	9%	2%	1%
75th percentile	$155,988	$78,025	$112,500	$108,975	$149,975	$153,000	$216,025	$198,025	$180,025		
Median	$122,000	$71,000	$86,500	$105,500	$122,000	$129,000	$153,000	$175,000	$156,000		
25th percentile	$99,956	$64,975	$79,975	$90,025	$106,025	$114,300	$135,975	$134,963	$149,975		

Table 6. Income by Type of Practice and Area(s) of Technical Specialization *(continued)*

		Respondent's Technical Specialization (50% or More of IP Practice in This Area)											
	Total Survey	Biotech-nology	Chemical	Biotechnology/ Chemical	Chemical/ Mechanical	Computer Hardware*	Computer Software	Electrical	Electrical/ Mechanical	Mechanical Only	Other Areas*	Multiple Areas*	None Reported
Sole Practitioner													
Number Reporting	90	2 2%	7 8%	0 -	1 1%	3 3%	2 2%	10 11%	0 -	33 37%	3 3%	28 31%	1 1%
75th percentile	$190,000		$187,961	-				$316,503	-	$140,039		$227,500	
Median	$120,250		$100,000	-		$147,500		$186,500	-	$85,000	$100,000	$160,000	
25th percentile	$73,000		$58,039	-				$121,000	-	$41,961		$97,500	
All Corporate IP or Legal Department													
Number Reporting	518	31 6%	201 39%	8 2%	11 2%	19 4%	24 5%	48 9%	2 0%	95 18%	13 3%	58 11%	8 2%
75th percentile	$160,001	$156,000	$170,000	$162,500	$181,999	$179,999	$149,000	$145,500		$151,999	$170,001	$150,000	$187,500
Median	$124,000	$113,000	$134,999	$135,000	$130,000	$126,000	$118,500	$113,095		$110,000	$113,000	$124,000	$139,500
25th percentile	$99,999	$90,001	$104,999	$111,177	$98,501	$103,001	$97,000	$92,500		$85,000	$84,999	$103,001	$92,000
Head Corporate IP or Legal Department													
Number Reporting	155	12 8%	54 35%	1 1%	4 3%	5 3%	8 5%	12 8%	0 -	25 16%	7 5%	22 14%	5 3%
75th percentile	$199,998	$173,000	$200,003			$256,003	$150,000	$169,000	-	$200,001	$264,998	$192,000	$200,003
Median	$155,990	$143,000	$161,000		$175,500	$180,000	$144,000	$149,500	-	$160,000	$170,000	$143,500	$175,000
25th percentile	$127,003	$109,000	$137,997			$149,998	$130,500	$126,714	-	$126,998	$107,503	$124,000	$148,998
Other Corporate IP or Legal Department													
Number Reporting	363	19 5%	147 40%	7 2%	7 2%	14 4%	16 4%	36 10%	2 1%	70 19%	6 2%	36 10%	3 1%
75th percentile	$144,000	$124,999	$155,999	$150,000	$176,999	$130,000	$130,664	$135,000		$125,000	$113,000	$139,150	
Median	$112,001	$110,000	$123,001	$120,001	$128,000	$115,000	$110,500	$106,000		$103,500	$85,000	$115,000	$100,000
25th percentile	$92,401	$85,001	$102,001	$102,354	$92,001	$93,600	$90,515	$87,500		$78,000	$80,000	$97,500	

PARTNERS IN PRIVATE FIRMS

Income by Size of Professional Staff

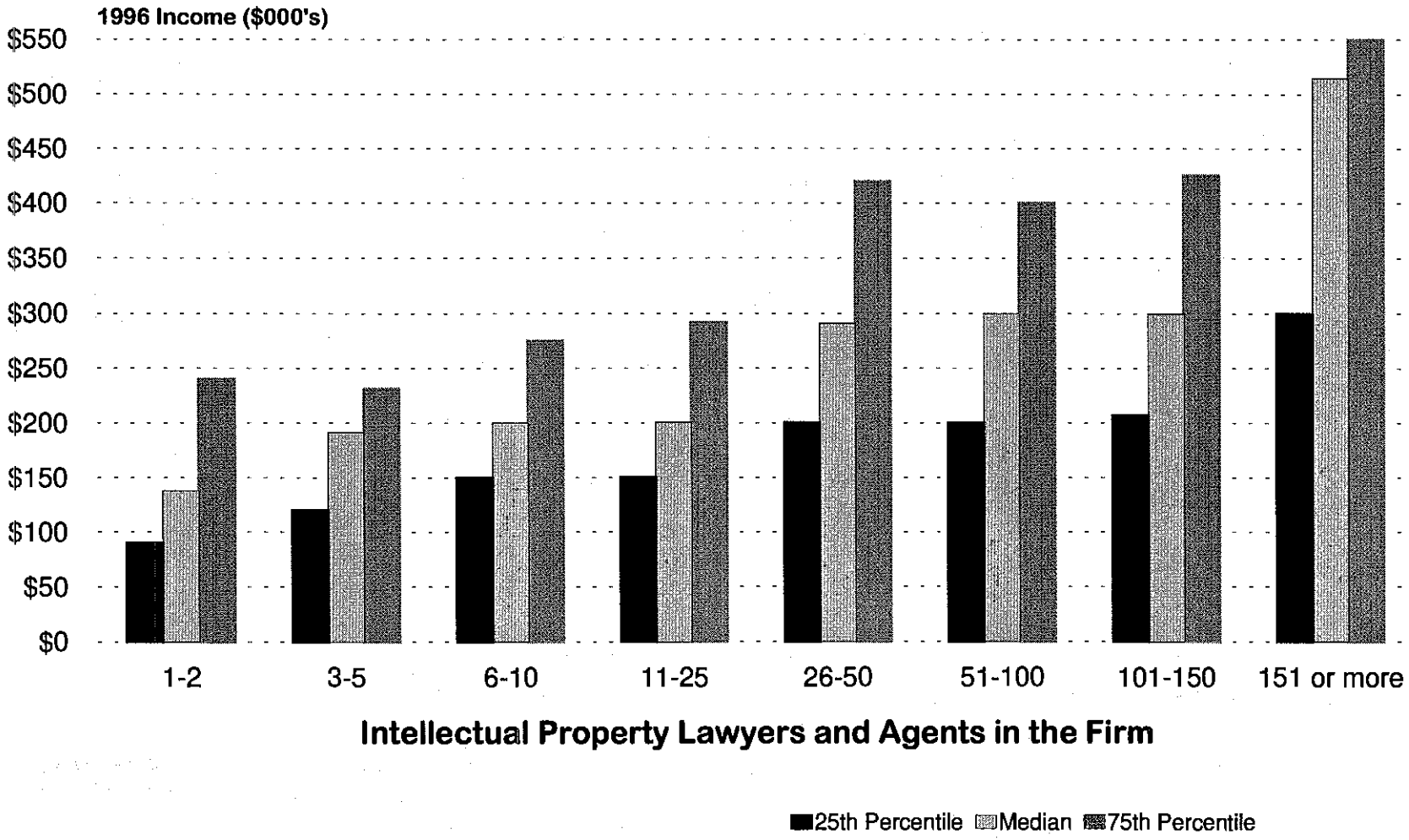


Chart 7
The AIPLA 1997 Economic Survey

Table 8. Income by Type of Practice and Location of Primary Place of Work *(continued)*

		Location of Respondent's Primary Place of Work											
	Total Survey	Boston Area	NYC Area	Philadelphia-Wilmington	Washington DC Area	Other East	Metro Southeast	Other Southeast	Chicago Area	Other Central	Texas	California	Other West
SOLE PRACTITIONER													
Number Reporting	90	0 -	3 3%	2 2%	7 8%	17 19%	4 4%	4 4%	3 3%	12 13%	7 8%	22 24%	9 10%
75th percentile	$190,000	-			$149,961	$121,039				$182,422	$149,961	$250,000	$195,039
Median	$120,250	-	$125,000		$130,370	$80,000	$128,000	$80,000	$225,000	$140,000	$85,000	$162,500	$140,039
25th percentile	$73,000	-			$107,706	$39,961				$100,321	$40,039	$60,039	$99,961
ALL CORPORATE IP OR LEGAL DEPARTMENT													
Number Reporting	518	10 2%	14 3%	32 6%	9 2%	131 25%	20 4%	8 2%	25 5%	141 27%	45 9%	55 11%	25 5%
75th percentile	$160,001	$162,000	$177,000	$181,000	$103,001	$174,999	$143,000	$129,500	$125,001	$160,001	$140,000	$169,999	$152,000
Median	$124,000	$143,000	$139,150	$151,980	$100,000	$138,000	$107,500	$90,000	$106,000	$113,000	$120,999	$128,000	$115,000
25th percentile	$99,999	$78,000	$107,300	$110,238	$80,000	$108,501	$86,500	$78,000	$99,999	$89,000	$95,499	$112,500	$92,399
HEAD CORPORATE IP OR LEGAL DEPARTMENT													
Number Reporting	155	7 5%	3 2%	8 5%	2 1%	37 24%	8 5%	1 1%	6 4%	44 28%	7 5%	24 15%	7 5%
75th percentile	$199,998	$164,998		$200,500		$214,403	$172,000		$180,000	$200,003	$135,001	$220,000	$174,998
Median	$155,990	$160,000	$130,000	$177,500		$175,003	$149,000		$145,500	$155,995	$130,000	$147,500	$152,000
25th percentile	$127,003	$130,003		$169,000		$139,998	$127,500		$120,000	$110,000	$120,003	$120,002	$130,003
OTHER CORPORATE IP OR LEGAL DEPARTMENT													
Number Reporting	363	3 1%	11 3%	24 7%	7 2%	94 26%	12 3%	7 2%	19 5%	97 27%	38 10%	31 9%	18 5%
75th percentile	$144,000		$176,999	$169,500	$102,999	$154,999	$106,000	$119,999	$110,999	$130,000	$140,001	$149,999	$125,000
Median	$112,001	$78,000	$140,000	$127,500	$96,500	$125,000	$89,000	$85,001	$103,000	$107,000	$120,001	$120,001	$108,000
25th percentile	$92,401		$107,301	$107,750	$80,000	$100,001	$79,500	$71,001	$95,001	$82,499	$95,000	$109,001	$83,000

ALL CORPORATE LAWYERS

Income by Number of Subordinates

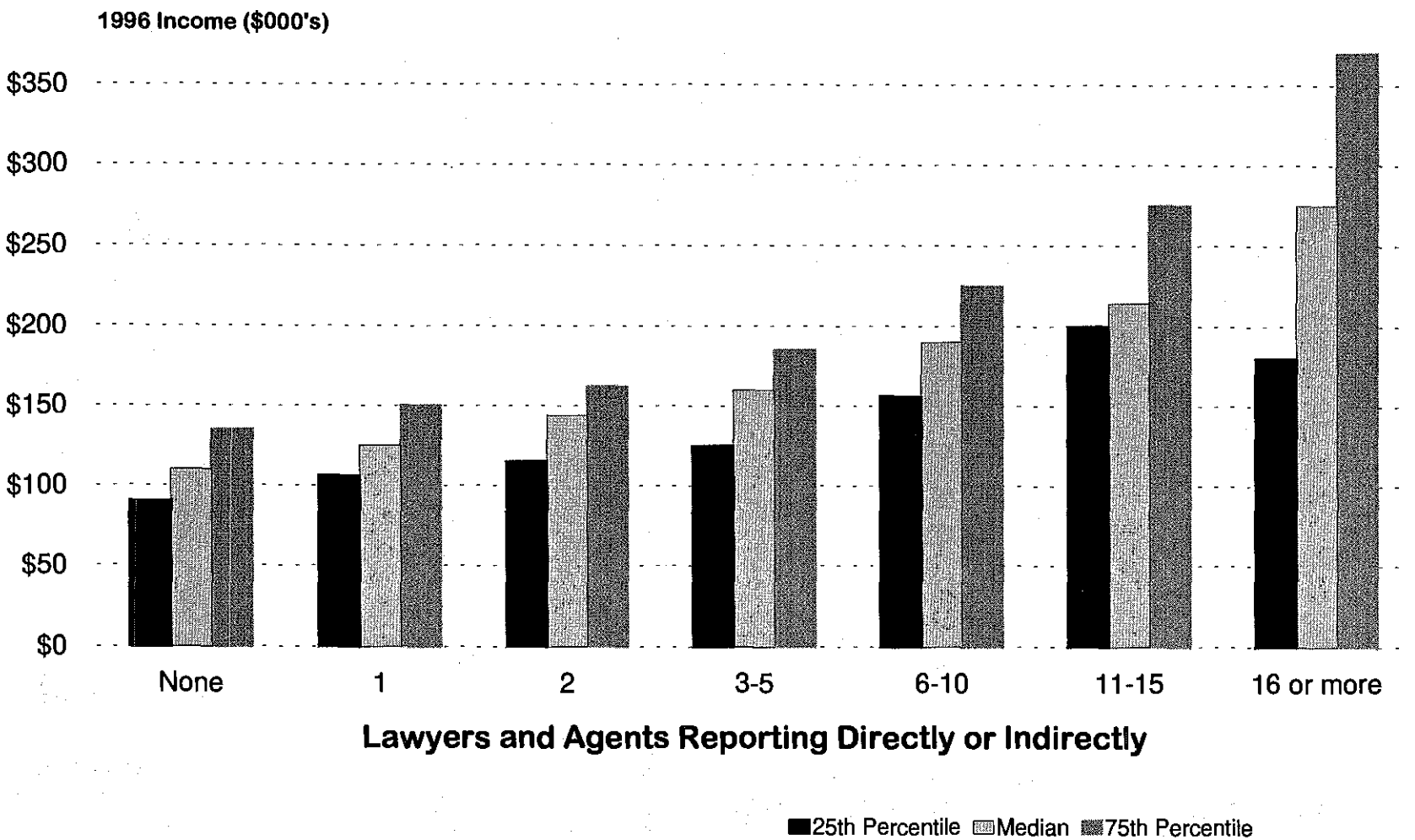


Chart 8
The AIPLA 1997 Economic Survey

Table 11. Percent of Time in Primary Practice Devoted to Various Types of Work

		Type of Practice								
	Total Survey	Partner in a Private Firm	Associate in a Private Firm	Sole Practitioner	All in Private Practice	Head of Corporate IP or Legal	Other Corporate IP or Legal	All Corporate Lawyers	Government Lawyer	All Others
Total Survey	1638	544	332	122	1052	169	376	545	27	14
% of total		33%	20%	7%	64%	10%	23%	33%	2%	1%
IP Protection										
Number Reporting	1485	477	321	117	963	145	353	498	15	9
Median percent	50%	40%	65%	70%	50%	30%	50%	45%	40%	80%
Supervision, IP Work										
Number Reporting	922	406	113	17	570	147	191	338	12	2
Median percent	10%	10%	5%	5%	10%	20%	10%	15%	35%	10%
Opinions, Counseling										
Number Reporting	1198	440	221	76	782	122	284	406	8	2
Median percent	10%	10%	10%	10%	10%	15%	15%	15%	23%	11%
Licensing										
Number Reporting	963	303	119	69	523	143	275	418	14	8
Median percent	10%	5%	5%	5%	5%	15%	15%	15%	10%	23%
Litigation										
Number Reporting	885	395	193	47	663	94	119	213	8	1
Median percent	20%	30%	30%	10%	30%	10%	10%	10%	35%	10%
ADR (as Representative)										
Number Reporting	55	34	8	2	45	5	5	10	0	0
Median percent	5%	5%	5%	13%	5%	5%	5%	5%	-	-
ADR (as Neutral)										
Number Reporting	41	30	0	4	40	0	0	0	0	1
Median percent	5%	3%	-	5%	5%	-	-	-	-	1%
Management, Administration										
Number Reporting	774	335	72	68	500	124	137	261	10	3
Median percent	8%	5%	5%	10%	5%	10%	10%	10%	10%	15%
Marketing										
Number Reporting	370	234	78	36	367	0	2	2	0	1
Median percent	5%	5%	5%	5%	5%	-	15%	15%	-	10%
Non-IP Legal										
Number Reporting	282	42	35	22	107	68	98	166	6	3
Median percent	10%	9%	5%	15%	10%	10%	10%	10%	10%	20%
All Other Types										
Number Reporting	92	17	5	9	34	16	32	48	5	5
Median percent	15%	15%	10%	25%	15%	10%	13%	10%	32%	55%

Table 12b. Percent of Time in IP Practice Devoted to Various IP Areas

		Type of Practice								
	Total Survey	Partner in a Private Firm	Associate in a Private Firm	Sole Practitioner	All in Private Practice	Head of Corporate IP or Legal	Other Corporate IP or Legal	All Corporate Lawyers	Government Lawyer	All Others
Total Survey	1638	544	332	122	1052	169	376	545	27	14
% of total		33%	20%	7%	64%	10%	23%	33%	2%	1%
IP Areas:										
Copyrights										
Number Reporting	840	327	153	79	591	80	149	229	13	7
Median percent	5%	5%	5%	5%	5%	5%	5%	5%	10%	10%
Patents										
Number Reporting	1592	527	326	115	1020	166	370	536	25	11
Median percent	80%	80%	90%	80%	80%	75%	80%	80%	85%	95%
Trade Secrets										
Number Reporting	862	269	111	45	454	141	253	394	9	5
Median percent	10%	5%	5%	5%	5%	10%	10%	10%	5%	5%
Trademarks										
Number Reporting	1107	426	230	95	794	124	170	294	13	6
Median percent	10%	20%	10%	10%	15%	10%	10%	10%	5%	15%
Other Areas										
Number Reporting	111	34	9	9	57	20	27	47	4	3
Median percent	10%	10%	10%	10%	10%	15%	10%	11%	18%	30%

Table 14a. Percent of Time Devoted by Partners to Various Types of Work, by Level of Income

		Respondent's Income in 1996 (Thousands of Dollars)											
	Total Survey	$90 or Less	$91-$100	$101-$125	$126-$150	$151-$175	$176-$200	$201-$250	$251-$300	$301-$350	$351-$400	$401-$450	$451 or More
Number Reporting	544	25	17	38	50	43	60	88	58	37	34	24	61
% of total		5%	3%	7%	9%	8%	11%	16%	11%	7%	6%	4%	11%
Developing IP Protection													
Number Reporting	477	24	15	37	47	40	58	79	52	30	28	18	40
Median percent of time	40%	45%	55%	65%	50%	40%	40%	35%	30%	35%	38%	20%	20%
Supervision of IP Work													
Number Reporting	406	15	9	26	36	33	55	71	43	31	23	20	35
Median percent	10%	10%	10%	10%	10%	10%	10%	10%	20%	10%	10%	15%	15%
Opinions, Counseling													
Number Reporting	440	16	15	30	43	31	48	76	50	30	25	21	49
Median percent	10%	11%	10%	10%	10%	10%	10%	10%	10%	13%	10%	15%	10%
Licensing													
Number Reporting	303	15	8	16	29	24	44	56	31	21	16	13	26
Median percent	5%	5%	8%	5%	5%	10%	5%	5%	5%	10%	5%	10%	9%
Litigation													
Number Reporting	395	17	9	17	31	33	43	71	41	27	25	21	54
Median percent	30%	10%	30%	25%	20%	25%	20%	25%	30%	25%	40%	30%	55%
ADR (as Representative)													
Number Reporting	34	1	1	3	3	4	2	4	3	2	4	1	4
Median percent	5%	20%	1%	5%	3%	1%	2%	4%	10%	13%	25%	5%	8%
ADR (as Neutral)													
Number Reporting	30	1	1	2	3	2	4	3	1	4	2	1	6
Median percent	3%	10%	10%	2%	2%	4%	2%	1%	10%	4%	8%	5%	3%
Management, Administration													
Number Reporting	335	17	12	21	32	26	42	64	31	19	22	13	29
Median percent	5%	10%	10%	5%	10%	10%	5%	5%	5%	10%	5%	5%	5%
Marketing													
Number Reporting	234	10	5	14	27	14	27	39	25	15	18	14	22
Median percent	5%	10%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Non-IP Legal													
Number Reporting	42	4	5	3	2	3	2	7	3	5	3	2	2
Median percent	9%	43%	5%	5%	5%	5%	14%	10%	10%	16%	5%	4%	16%

Table 15a. Percent of Time Devoted by Associates to Various Types of Work, by Level of Income

	Total Survey	Respondent's Income in 1996 (Thousands of Dollars)										
		$45 or Less	$46-$50	$51-$55	$56-$60	$61-$65	$66-$70	$71-$80	$81-$90	$91-$100	$101-$125	$126 or More
Number Reporting	332	15	7	11	12	28	23	55	45	46	63	26
% of total		5%	2%	3%	4%	8%	7%	17%	14%	14%	19%	8%
Developing IP Protection												
Number Reporting	321	15	7	11	11	28	23	53	45	45	60	22
Median percent	65%	85%	90%	77%	80%	80%	60%	50%	65%	65%	60%	50%
Supervision of IP Work												
Number Reporting	113	1	0	2	1	4	5	12	20	23	33	12
Median percent	5%	14%	-	5%	15%	5%	5%	6%	5%	5%	10%	10%
Opinions, Counseling												
Number Reporting	221	8	3	4	10	16	16	33	29	34	47	20
Median percent	10%	5%	10%	13%	10%	14%	10%	10%	15%	10%	10%	10%
Licensing												
Number Reporting	119	1	4	4	3	9	13	21	14	16	25	9
Median percent	5%	5%	7%	10%	5%	5%	5%	10%	5%	5%	5%	5%
Litigation												
Number Reporting	193	9	3	4	4	14	15	32	26	30	36	19
Median percent	30%	25%	2%	30%	40%	18%	25%	40%	33%	32%	33%	69%
ADR (as Representative)												
Number Reporting	8	0	0	0	1	1	1	1	0	2	1	1
Median percent	5%	-	-	-	10%	3%	1%	5%	-	5%	5%	1%
ADR (as Neutral)												
Number Reporting	0	0	0	0	0	0	0	0	0	0	0	0
Management, Administration												
Number Reporting	72	3	1	2	2	6	6	6	13	11	15	7
Median percent	5%	5%	5%	8%	8%	5%	5%	8%	5%	5%	5%	5%
Marketing												
Number Reporting	78	0	0	3	4	6	5	13	13	10	17	7
Median percent	5%	-	-	8%	5%	5%	5%	5%	5%	5%	5%	5%
Non-IP Legal												
Number Reporting	35	2	1	2	2	3	3	8	5	3	3	2
Median percent	5%	6%	10%	7%	53%	10%	2%	15%	5%	5%	10%	6%

Table 16a. Billable Hours by Type of Practice and Location of Primary Place of Work

		Location of Respondent's Primary Place of Work											
	Total Survey	Boston Area	NYC Area	Philadelphia-Wilmington	Washington DC Area	Other East	Metro Southeast	Other Southeast	Chicago Area	Other Central	Texas	California	Other West
ALL PRIVATE PRACTICE													
Number Reporting	906	34	61	39	173	68	31	11	66	173	59	116	70
		4%	7%	4%	19%	8%	3%	1%	7%	19%	7%	13%	8%
75th percentile	2000	2000	2100	2100	2000	1850	2100	1900	2045	1820	2050	1938	1900
Median	1750	1765	1900	1800	1800	1600	1804	1400	1800	1700	1850	1745	1628
25th percentile	1500	1500	1600	1450	1500	1200	1560	465	1600	1500	1500	1400	1400
Average	1687	1763	1867	1717	1754	1512	1693	1193	1777	1650	1717	1658	1607
PARTNERS													
Number Reporting	482	15	39	21	96	30	18	4	46	88	28	53	39
		3%	8%	4%	20%	6%	4%	1%	10%	18%	6%	11%	8%
75th percentile	2000	2100	2100	2100	2000	2000	2100		2000	1800	2050	2050	1900
Median	1750	1750	1850	1800	1800	1725	1900	1500	1800	1680	1725	1750	1750
25th percentile	1500	1600	1500	1500	1500	1400	1620		1600	1500	1550	1500	1480
Average	1749	1841	1842	1742	1792	1639	1841	1584	1747	1694	1779	1781	1687
ASSOCIATES													
Number Reporting	284	15	16	12	59	19	10	2	16	62	22	34	17
		5%	6%	4%	21%	7%	4%	1%	6%	22%	8%	12%	6%
75th percentile	2008	2000	2358	2050	2100	1850	1920		2166	1950	2058	1950	2000
Median	1850	1850	1975	1825	1900	1727	1792		1950	1800	2020	1800	1873
25th percentile	1665	1700	1825	1650	1700	1355	1300		1790	1640	1850	1700	1600
Average	1825	1802	2032	1900	1857	1611	1707	1425	1950	1794	1955	1817	1681
SOLE PRACTITIONER													
Number Reporting	96	2	3	4	8	15	3	4	3	17	7	21	9
		2%	3%	4%	8%	16%	3%	4%	3%	18%	7%	22%	9%
75th percentile	1500				1575	1500				1450	1200	1600	1500
Median	1120		1658	900	1325	1140	350	683	1800	1000	750	1100	1300
25th percentile	745				632	820				800	235	700	850
Average	1109	1000	1553	1150	1152	1177	753	885	1633	1045	712	1141	1217

Table 17a. Billable Hours by Type of Practice and Years of Experience

	Total Survey	Respondent's Years of Intellectual Property Law Experience									
		Less than 5	5-6 Years	7-9 Years	10-14 Years	15-19 Years	20-24 Years	25-29 Years	30-34 Years	35-39 Years	40 or More
ALL PRIVATE PRACTICE											
Number Reporting	906	141	86	99	131	95	101	63	92	50	46
		16%	9%	11%	14%	10%	11%	7%	10%	6%	5%
75th percentile	2000	2000	2058	2000	2000	2000	2000	2000	1945	1720	1780
Median	1750	1800	1900	1800	1800	1750	1700	1800	1610	1500	1288
25th percentile	1500	1600	1750	1500	1500	1500	1400	1500	1450	1200	800
Average	1687	1741	1851	1731	1730	1734	1668	1735	1650	1435	1241
PARTNERS											
Number Reporting	482	2	13	38	84	78	82	51	72	36	26
		0%	3%	8%	17%	16%	17%	11%	15%	7%	5%
75th percentile	2000		1950	2100	2050	2050	2000	2000	1995	1848	1850
Median	1750		1750	1800	1800	1800	1750	1800	1700	1625	1550
25th percentile	1500		1500	1600	1541	1554	1450	1600	1500	1500	1100
Average	1749	2781	1732	1800	1792	1793	1742	1791	1728	1630	1493
ASSOCIATES											
Number Reporting	284	130	67	51	26	3	2	1	2	0	1
		46%	24%	18%	9%	1%	1%	0%	1%	-	0%
75th percentile	2008	2000	2103	2000	2100					-	
Median	1850	1800	1920	1800	1875	1500				-	
25th percentile	1665	1650	1800	1650	1600					-	
Average	1825	1787	1948	1839	1818	1550	1530	2100	850	-	1780
SOLE PRACTITIONER											
Number Reporting	96	9	6	8	12	9	13	11	13	5	9
		9%	6%	8%	13%	9%	14%	11%	14%	5%	9%
75th percentile	1500	1100	1300	950	1450	1500	1500	1900	1600	750	1450
Median	1120	800	950	650	1225	1400	1282	1432	1500	500	1000
25th percentile	745	400	800	400	1000	820	834	1099	1000	429	200
Average	1109	848	1033	688	1182	1340	1213	1441	1302	584	893

Table 18a. Billable Hours by Type of Practice, in the First 10 Years of Experience

	Total Survey	Respondent's Years of Intellectual Property Law Experience									
		1 Year	2 Years	3 Years	4 Years	5 Years	6 Years	7 Years	8 Years	9 Years	10 Years
ALL PRIVATE PRACTICE											
Number Reporting	906	19 2%	45 5%	40 4%	37 4%	44 5%	42 5%	46 5%	38 4%	15 2%	32 4%
75th percentile	2000	1950	1950	2020	2015	2101	2050	2015	1900	2150	1925
Median	1750	1724	1800	1800	1800	1920	1885	1800	1750	1900	1800
25th percentile	1500	1590	1600	1675	1500	1750	1700	1600	1500	1416	1500
Average	1687	1691	1690	1858	1704	1896	1804	1741	1695	1792	1682
PARTNERS											
Number Reporting	482	0 -	0 -	1 0%	1 0%	7 1%	6 1%	13 3%	18 4%	7 1%	19 4%
75th percentile	2000	-	-			1800	2050	2090	1935	2400	1850
Median	1750	-	-			1500	1875	1860	1725	1900	1800
25th percentile	1500	-	-			1500	1600	1700	1600	1327	1500
Average	1749	-	-	2561	3000	1694	1775	1796	1809	1781	1744
ASSOCIATES											
Number Reporting	284	17 6%	42 15%	39 14%	32 11%	37 13%	30 11%	28 10%	16 6%	7 2%	10 4%
75th percentile	2008	1900	2000	2010	2023	2102	2130	2048	1894	2000	2000
Median	1850	1724	1800	1800	1850	1925	1910	1842	1800	1850	1900
25th percentile	1665	1640	1600	1650	1650	1800	1800	1670	1740	1500	1800
Average	1825	1728	1759	1840	1791	1934	1964	1879	1759	1859	1850
SOLE PRACTITIONER											
Number Reporting	96	2 2%	3 3%	0 -	4 4%	0 -	6 6%	4 4%	3 3%	1 1%	3 3%
75th percentile	1500			-		-	1300				
Median	1120		1000	-	600	-	950	650	600		1000
25th percentile	745			-		-	800				
Average	1109	1375	717	-	683	-	1033	625	533	1400	729

Table 19. Dollar Amount Billed for Legal Services by Type of Practice and Primary Place of Work

		Location of Respondent's Primary Place of Work											
	Total Survey	Boston Area	NYC Area	Philadelphia-Wilmington	Washington DC Area	Other East	Metro Southeast	Other Southeast	Chicago Area	Other Central	Texas	California	Other West
ALL PRIVATE PRACTICE													
Number Reporting	782	30 4%	44 6%	29 4%	146 19%	66 8%	29 4%	11 1%	55 7%	152 19%	51 7%	105 13%	59 8%
75th percentile ($000's)	450	531	625	500	480	351	420	300	510	327	450	500	347
Median ($000's)	320	366	450	310	335	239	307	100	397	270	335	351	252
25th percentile ($000's)	218	320	315	214	263	150	200	70	300	194	270	256	180
Average ($000's)	348	432	475	362	373	256	313	217	421	289	349	401	279
PARTNERS													
Number Reporting	448	14 3%	31 7%	18 4%	91 20%	29 6%	18 4%	3 1%	40 9%	85 19%	28 6%	52 12%	34 8%
75th percentile ($000's)	519	771	700	560	525	400	490		550	375	498	570	400
Median ($000's)	397	538	500	425	420	351	382	300	450	315	423	500	333
25th percentile ($000's)	301	380	450	310	334	292	330		334	260	330	372	264
Average ($000's)	431	589	544	445	451	359	402	253	468	363	430	486	349
ASSOCIATES													
Number Reporting	206	12 6%	8 4%	8 4%	40 19%	17 8%	8 4%	2 1%	11 5%	45 22%	15 7%	27 13%	13 6%
75th percentile ($000's)	320	344	355	295	326	300	235		368	275	340	350	194
Median ($000's)	260	322	283	207	272	230	179		328	218	304	295	167
25th percentile ($000's)	190	289	237	181	212	189	141		260	160	240	240	120
Average ($000's)	252	319	294	233	259	240	177	198	318	215	293	293	164
SOLE PRACTITIONER													
Number Reporting	94	2 2%	3 3%	2 2%	7 7%	17 18%	3 3%	6 6%	3 3%	17 18%	6 6%	19 20%	9 10%
75th percentile ($000's)	225				250	150		100		192	150	265	204
Median ($000's)	139		320		248	85	116	85	225	155	123	200	195
25th percentile ($000's)	65				0	41		38		100	85	60	155
Average ($000's)	189	89	287	150	165	104	142	205	267	140	123	327	194

Table 20b. Types of Billing by Size of Staff: Predetermined Fee Basis

	Total Survey	Intellectual Property Lawyers and Agents in the Firm							
		1-2	3-5	6-10	11-25	26-50	51-100	101-150	151 or More
All Private Practice	1052	136 13%	96 9%	138 13%	254 24%	188 18%	161 15%	40 4%	14 1%
Percent of Services Billed in 1996 on a Predetermined Fee Basis									
All Private Practice									
Number Reporting	500	89	65	87	125	64	50	8	1
75th percentile	30%	60%	40%	20%	20%	20%	30%	20%	
Median	15%	30%	20%	10%	10%	10%	10%	13%	
25th percentile	5%	10%	10%	5%	5%	5%	5%	8%	
Average	25%	41%	26%	18%	19%	21%	25%	14%	75%
Partners									
Number Reporting	267	18	48	56	76	34	31	4	0
75th percentile	24%	50%	35%	25%	20%	20%	25%		-
Median	10%	18%	15%	10%	10%	10%	10%	13%	-
25th percentile	5%	10%	10%	5%	5%	5%	5%		-
Average	19%	29%	25%	18%	16%	15%	18%	13%	-
Associates									
Number Reporting	134	5	14	26	39	29	17	3	0
75th percentile	25%	20%	50%	20%	20%	25%	75%		-
Median	15%	10%	23%	14%	10%	10%	20%	20%	-
25th percentile	10%	10%	15%	10%	10%	5%	15%		-
Average	26%	30%	31%	18%	21%	28%	39%	17%	-
Sole Practitioner									
Number Reporting	77	65	1	0	1	0	0	0	0
75th percentile	85%	85%		-		-	-	-	-
Median	30%	30%		-		-	-	-	-
25th percentile	10%	10%		-		-	-	-	-
Average	45%	45%	30%	-	5%	-	-	-	-

Table 21. Typical Charges by Location of Primary Place of Work

		Location of Respondent's Primary Place of Work											
	Total Survey	Boston Area	NYC Area	Philadelphia-Wilmington	Washington DC Area	Other East	Metro Southeast	Other Southeast	Chicago Area	Other Central	Texas	California	Other West
TRADEMARK REGISTERABILITY SEARCH, ANALYSIS, AND OPINION													
Number Reporting	722	23 3%	38 5%	24 3%	84 12%	84 12%	34 5%	15 2%	44 6%	157 22%	58 8%	87 12%	69 10%
75th percentile	$698	$749	$799	$950	$502	$700	$699	$601	$680	$602	$602	$800	$600
Median	$498	$600	$650	$601	$352	$501	$525	$350	$450	$400	$499	$501	$352
25th percentile	$300	$401	$451	$538	$252	$300	$398	$202	$313	$299	$348	$302	$252
TRADEMARK REGISTRATION APPLICATION, PREPARATION, AND FILING													
Number Reporting	731	24 3%	36 5%	25 3%	87 12%	83 11%	35 5%	15 2%	42 6%	155 21%	61 8%	91 12%	72 10%
75th percentile	$602	$625	$751	$651	$501	$602	$551	$554	$600	$600	$750	$751	$638
Median	$498	$500	$549	$501	$449	$449	$498	$399	$401	$449	$501	$550	$452
25th percentile	$351	$400	$499	$401	$350	$352	$401	$251	$348	$301	$398	$402	$348
TRADEMARK PROSECUTION													
Number Reporting	626	20 3%	32 5%	22 4%	77 12%	73 12%	28 4%	12 2%	35 6%	130 21%	50 8%	78 12%	64 10%
75th percentile	$1000	$1100	$1350	$1001	$1198	$802	$1100	$900	$1002	$851	$1000	$1001	$998
Median	$599	$600	$800	$775	$601	$501	$725	$275	$602	$501	$602	$775	$500
25th percentile	$349	$499	$500	$502	$301	$301	$301	$165	$402	$302	$498	$498	$299
TRADEMARK APPEAL TO THE BOARD													
Number Reporting	288	9 3%	16 6%	13 5%	40 14%	32 11%	18 6%	3 1%	19 7%	53 18%	26 9%	32 11%	26 9%
75th percentile	$3492	$3004	$3008	$3513	$3011	$4000	$3300		$5013	$3023	$4500	$3250	$2988
Median	$2479	$2500	$2505	$2983	$1992	$2100	$2488	$2000	$2500	$2010	$2750	$2495	$1650
25th percentile	$1494	$1981	$1625	$2481	$1100	$1504	$1519		$1993	$1020	$1490	$1982	$1484

Table 21. Typical Charges by Location of Primary Place of Work *(continued)*

		Location of Respondent's Primary Place of Work											
	Total Survey	Boston Area	NYC Area	Philadelphia-Wilmington	Washington DC Area	Other East	Metro Southeast	Other Southeast	Chicago Area	Other Central	Texas	California	Other West
Original Utility Patent Application on Invention of Minimal Complexity													
Number Reporting	1094	36 3%	53 5%	42 4%	155 14%	144 13%	45 4%	21 2%	65 6%	242 22%	76 7%	124 11%	88 8%
75th percentile	$4997	$5004	$4504	$4005	$4996	$4503	$4997	$3502	$4997	$4004	$5001	$6000	$4650
Median	$3725	$4750	$3500	$3998	$3502	$3950	$3503	$3003	$3503	$3499	$4000	$4995	$3504
25th percentile	$2998	$3350	$2996	$3496	$2505	$2996	$2999	$2498	$2997	$2996	$3496	$3499	$3001
Original Utility Application, Relatively Complex Biotechnology													
Number Reporting	389	14 4%	24 6%	15 4%	60 15%	46 12%	12 3%	5 1%	23 6%	82 21%	23 6%	51 13%	32 8%
75th percentile	$10007	$14993	$10500	$13993	$10007	$9996	$11000	$10008	$10011	$9010	$9988	$13993	$9991
Median	$8002	$10005	$8500	$9000	$8001	$7000	$6005	$6500	$8010	$7497	$7998	$9997	$7505
25th percentile	$6003	$8000	$6000	$6011	$6000	$5008	$5005	$5993	$7013	$5500	$6996	$7508	$5500
Original Utility Application, Relatively Complex Computer Hardware/Software													
Number Reporting	685	26 4%	34 5%	25 4%	90 13%	89 13%	32 5%	13 2%	35 5%	140 20%	53 8%	87 13%	59 9%
75th percentile	$9981	$10006	$9997	$9013	$9978	$8016	$10000	$6513	$10013	$8012	$9022	$11998	$8998
Median	$7500	$8750	$8125	$7517	$7495	$6494	$7500	$5010	$7513	$7008	$7488	$9976	$7507
25th percentile	$5506	$7979	$6000	$6978	$5013	$5011	$5492	$4978	$5021	$5000	$5998	$6521	$5521

Table 21. Typical Charges by Location of Primary Place of Work *(continued)*

	Total Survey	Location of Respondent's Primary Place of Work											
		Boston Area	NYC Area	Philadelphia-Wilmington	Washington DC Area	Other East	Metro Southeast	Other Southeast	Chicago Area	Other Central	Texas	California	Other West
PATENT APPLICATION AMENDMENT/ARGUMENT, RELATIVELY COMPLEX COMPUTER HARDWARE/SOFTWARE													
Number Reporting	644	25 4%	30 5%	24 4%	91 14%	83 13%	27 4%	12 2%	37 6%	132 20%	45 7%	78 12%	58 9%
75th percentile	$2504	$2988	$2990	$2512	$2497	$2018	$2510	$1650	$2810	$2009	$2984	$3300	$2018
Median	$1819	$1995	$2486	$2012	$1890	$1610	$1750	$1200	$2000	$1501	$1993	$2493	$1516
25th percentile	$1219	$1514	$1750	$1510	$1212	$1212	$1217	$1000	$1090	$1009	$1508	$1784	$1208
APPEAL TO BOARD IN UTILITY PATENT APPLICATION													
Number Reporting	675	18 3%	41 6%	20 3%	115 17%	87 13%	21 3%	13 2%	41 6%	153 23%	42 6%	73 11%	50 7%
75th percentile	$4997	$5003	$5003	$7000	$3995	$4995	$5001	$3003	$5001	$3753	$5003	$5005	$4000
Median	$3000	$4002	$3998	$4500	$2504	$2998	$2998	$2499	$3003	$2505	$3250	$3999	$3000
25th percentile	$2004	$3003	$2499	$3250	$2001	$2001	$2497	$1996	$2004	$1503	$2203	$2995	$2499
FILING FOREIGN ORIGIN UTILITY PATENT APPLICATION IN U.S. PTO, RECEIVED READY													
Number Reporting	509	18 4%	34 7%	22 4%	109 21%	49 10%	24 5%	8 2%	31 6%	110 22%	26 5%	42 8%	36 7%
75th percentile	$752	$902	$899	$850	$648	$821	$1225	$775	$849	$599	$999	$900	$775
Median	$501	$560	$501	$699	$501	$501	$925	$501	$501	$498	$575	$501	$501
25th percentile	$400	$475	$401	$502	$401	$424	$501	$400	$302	$302	$401	$402	$402

Table 21. Typical Charges by Location of Primary Place of Work *(continued)*

		Location of Respondent's Primary Place of Work											
	Total Survey	Boston Area	NYC Area	Philadelphia-Wilmington	Washington DC Area	Other East	Metro Southeast	Other Southeast	Chicago Area	Other Central	Texas	California	Other West
ENTERING NATIONAL STAGE IN EACH FOREIGN RECEIVING OFFICE FROM U.S. ORIGIN PCT APPLICATION													
Number Reporting	458	18 4%	28 6%	21 5%	74 16%	46 10%	16 3%	9 2%	32 7%	105 23%	20 4%	49 11%	38 8%
75th percentile	$675	$1100	$775	$600	$502	$875	$1001	$500	$800	$501	$750	$1000	$1000
Median	$498	$499	$501	$500	$402	$402	$500	$301	$402	$398	$499	$502	$502
25th percentile	$298	$270	$400	$398	$298	$280	$275	$201	$275	$202	$275	$498	$398
U.S. DESIGN PATENT APPLICATION													
Number Reporting	625	18 3%	34 5%	18 3%	85 14%	69 11%	29 5%	11 2%	38 6%	146 23%	43 7%	65 10%	67 11%
75th percentile	$1002	$999	$1000	$1498	$1001	$1201	$1001	$749	$920	$1001	$1198	$1498	$1002
Median	$798	$799	$675	$1108	$602	$798	$800	$500	$690	$799	$800	$999	$752
25th percentile	$500	$520	$498	$900	$449	$499	$700	$301	$498	$500	$551	$601	$501
U.S. PLANT PATENT APPLICATION													
Number Reporting	77	5 6%	3 4%	0 -	11 14%	7 9%	1 1%	6 8%	2 3%	20 26%	6 8%	8 10%	8 10%
75th percentile	$1509	$1805		-	$1495	$1995		$1800		$1507	$1500	$1750	$1050
Median	$1003	$800	$750	-	$750	$805		$1100		$1375	$1100	$1050	$900
25th percentile	$741	$745		-	$455	$705		$995		$650	$1000	$625	$675
COPYRIGHT REGISTRATION APPLICATION													
Number Reporting	567	16 3%	28 5%	19 3%	68 12%	66 12%	29 5%	13 2%	36 6%	124 22%	47 8%	63 11%	56 10%
75th percentile	$252	$225	$299	$259	$288	$251	$250	$249	$249	$210	$251	$302	$275
Median	$200	$150	$249	$200	$201	$201	$202	$199	$198	$163	$200	$249	$225
25th percentile	$148	$113	$199	$102	$149	$102	$198	$102	$101	$124	$149	$198	$153

Table 22. Estimated Costs of Litigation by Location of Primary Place of Work *(continued)*

		Location of Respondent's Primary Place of Work											
	Total Survey	Boston Area	NYC Area	Philadelphia-Wilmington	Washington DC Area	Other East	Metro Southeast	Other Southeast	Chicago Area	Other Central	Texas	California	Other West
LITIGATION COSTS ($000's)													
TOTAL COST THROUGH TRIAL IN TRADEMARK INFRINGEMENT SUIT													
Number Reporting	238	9 4%	18 8%	12 5%	24 10%	23 10%	16 7%	8 3%	19 8%	43 18%	16 7%	30 13%	19 8%
75th percentile	$499	$302	$650	$625	$475	$499	$249	$360	$501	$498	$750	$701	$348
Median	$249	$200	$301	$275	$250	$298	$175	$125	$348	$202	$150	$400	$180
25th percentile	$126	$124	$174	$178	$150	$101	$115	$53	$199	$149	$88	$198	$102
TOTAL COST THROUGH DISCOVERY IN COPYRIGHT INFRINGEMENT SUIT													
Number Reporting	153	4 3%	12 8%	7 5%	14 9%	15 10%	10 7%	7 5%	12 8%	30 20%	10 7%	19 12%	12 8%
75th percentile	$201		$175	$176	$250	$174	$101	$199	$300	$202	$400	$169	$225
Median	$99	$55	$85	$35	$75	$98	$78	$50	$150	$150	$65	$148	$138
25th percentile	$50		$35	$26	$49	$49	$65	$26	$75	$50	$25	$77	$55
TOTAL COST THROUGH TRIAL IN COPYRIGHT INFRINGEMENT SUIT													
Number Reporting	147	4 3%	12 8%	6 4%	13 9%	15 10%	10 7%	7 5%	12 8%	29 20%	10 7%	18 12%	10 7%
75th percentile	$374		$325	$375	$351	$374	$200	$399	$450	$401	$600	$250	$300
Median	$180	$95	$175	$92	$150	$151	$155	$130	$300	$299	$101	$201	$200
25th percentile	$100		$80	$50	$124	$81	$130	$51	$163	$100	$51	$175	$120

Table 22. Estimated Costs of Litigation by Location of Primary Place of Work *(continued)*

		Location of Respondent's Primary Place of Work											
	Total Survey	Boston Area	NYC Area	Philadelphia-Wilmington	Washington DC Area	Other East	Metro Southeast	Other Southeast	Chicago Area	Other Central	Texas	California	Other West
LITIGATION COSTS ($000's)													
TOTAL COST THROUGH DISCOVERY IN SUIT INVOLVING MORE THAN ONE FORM OF IP													
Number Reporting	192	7 4%	14 7%	10 5%	16 8%	18 9%	8 4%	6 3%	17 9%	43 22%	16 8%	21 11%	15 8%
75th percentile	$998	$749	$1498	$501	$688	$1000	$450	$750	$801	$998	$1001	$1251	$1001
Median	$499	$502	$550	$375	$300	$425	$338	$388	$502	$352	$775	$700	$351
25th percentile	$201	$499	$350	$151	$113	$151	$90	$60	$299	$248	$550	$349	$199
TOTAL COST THROUGH TRIAL IN SUIT INVOLVING MORE THAN ONE FORM OF IP													
Number Reporting	184	7 4%	14 8%	10 5%	16 9%	17 9%	8 4%	6 3%	17 9%	40 22%	15 8%	20 11%	13 7%
75th percentile	$1502	$1099	$1999	$801	$1375	$1751	$775	$1700	$1999	$1100	$1501	$2250	$1999
Median	$751	$900	$1000	$675	$550	$999	$413	$775	$1200	$600	$1002	$1150	$600
25th percentile	$349	$501	$600	$251	$225	$349	$150	$250	$599	$363	$601	$410	$299

Table 24a. Estimate of Total Cost, Through End of Discovery, within Ranges of Average Value at Risk, in a Patent Infringement Suit

	Total Survey	Location of Respondent's Primary Place of Work: Boston Area	NYC Area	Philadelphia-Wilmington	Washington DC Area	Other East	Metro Southeast	Other Southeast	Chicago Area	Other Central	Texas	California	Other West
Less Than $1 Million at Risk													
Number Reporting	60	2	0	0	4	7	5	4	4	19	2	8	3
		3%	-	-	7%	12%	8%	7%	7%	32%	3%	13%	5%
75th percentile ($000's)	$313		-	-		$249	$401			$398		$450	
Median ($000's)	$200		-	-	$230	$125	$250	$125	$280	$225		$225	$250
25th percentile ($000's)	$85		-	-		$74	$199			$61		$133	
$1-10 Million at Risk													
Number Reporting	230	8	12	10	26	31	14	3	18	51	16	21	19
		3%	5%	4%	11%	13%	6%	1%	8%	22%	7%	9%	8%
75th percentile ($000's)	$798	$900	$850	$600	$999	$999	$600		$1001	$501	$500	$851	$501
Median ($000's)	$450	$675	$500	$400	$501	$500	$325	$600	$500	$350	$299	$600	$251
25th percentile ($000's)	$249	$500	$225	$250	$298	$249	$150		$399	$249	$163	$498	$176
$10-$100 Million at Risk													
Number Reporting	194	3	23	15	27	19	2	2	21	31	18	24	8
		2%	12%	8%	14%	10%	1%	1%	11%	16%	9%	12%	4%
75th percentile ($000's)	$2001		$2004	$1506	$2008	$2008			$1498	$2094	$1508	$2008	$3000
Median ($000's)	$1208	$744	$1506	$994	$1492	$1509			$1009	$1250	$1150	$1250	$1004
25th percentile ($000's)	$751		$756	$744	$906	$997			$741	$502	$750	$998	$750
More Than $100 Million at Risk													
Number Reporting	40	0	6	3	2	4	1	0	5	11	3	4	1
		-	15%	8%	5%	10%	3%	-	13%	28%	8%	10%	3%
75th percentile ($000's)	$3250	-	$5013					-	$3013	$3481			
Median ($000's)	$1983	-	$3250	$2013		$2500		-	$2000	$1200	$5000	$1500	
25th percentile ($000's)	$996	-	$1000					-	$1006	$994			
Amount at Risk Not Reported													
Number Reporting	26	0	3	2	2	2	3	0	3	3	3	4	1
		-	12%	8%	8%	8%	12%	-	12%	12%	12%	15%	4%
75th percentile ($000's)	$1001	-						-					
Median ($000's)	$375	-	$251				$31	-	$500	$75	$350	$1375	
25th percentile ($000's)	$100	-						-					

Table 25. Involvement with ADR in 1996, by Type of Practice

		Type of Practice								
	Total Survey	Partner in a Private Firm	Associate in a Private Firm	Sole Practitioner	All in Private Practice	Head of Corporate IP or Legal	Other Corporate IP or Legal	All Corporate Lawyers	Government Lawyer	All Others
Total Survey	1638	544	332	122	1052	169	376	545	27	14
% of total		33%	20%	7%	64%	10%	23%	33%	2%	1%
NUMBER OF CASES OF FORMAL ADR IN WHICH RESPONDENT WAS INVOLVED IN 1996										
Binding Arbitration										
Number Reporting	82	45	13	5	66	10	5	15	0	1
		55%	16%	6%	80%	12%	6%	18%	-	1%
Total cases	164	100	13	6	123	34	6	40	-	1
Mediation										
Number Reporting	160	99	30	5	140	10	10	20	0	0
		62%	19%	3%	88%	6%	6%	13%	-	-
Total cases	342	217	40	7	271	58	13	71	-	-
Combination of Mediation and Arbitration										
Number Reporting	15	7	2	1	10	1	4	5	0	0
		47%	13%	7%	67%	7%	27%	33%	-	-
Total cases	22	12	4	1	17	1	4	5	-	-
Mini-Trial										
Number Reporting	23	14	1	2	18	3	2	5	0	0
		61%	4%	9%	78%	13%	9%	22%	-	-
Total cases	30	16	1	4	24	3	3	6	-	-
Summary Jury Trial										
Number Reporting	18	8	5	1	14	3	1	4	0	0
		44%	28%	6%	78%	17%	6%	22%	-	-
Total cases	23	12	5	1	18	3	2	5	-	-
DID YOU REGARD THE FORMAL ADR AS COST EFFECTIVE RELATIVE TO LITIGATION?										
Number Reporting	232	133	39	10	191	19	21	40	0	1
		57%	17%	4%	82%	8%	9%	17%	-	0%
Yes	163	90	25	8	130	16	16	32	-	1
	70%	68%	64%	80%	68%	84%	76%	80%	-	100%
No	59	39	10	2	53	3	3	6	-	-
	25%	29%	26%	20%	28%	16%	14%	15%	-	-

Table 28. Number of Patent Agents and Other Staff

	Total Survey	Number of Attorneys in the Firm in 1996						
		One	Two	3-5	6-10	11-30	31-100	More than 100
Number Reporting	293	51 17%	27 9%	41 14%	50 17%	64 22%	30 10%	30 10%
USPTO-Registered Patent Agents								
One patent agent	45 15%	12 24%	5 19%	4 10%	1 2%	15 23%	3 10%	5 17%
Two	15 5%	0 -	3 11%	4 10%	3 6%	1 2%	2 7%	2 7%
Three or more	73 25%	0 -	1 4%	12 29%	19 38%	16 25%	14 47%	11 37%
Average	*8*	*1*	*2*	*3*	*5*	*7*	*10*	*23*
Median	*3*	*1*	*1*	*3*	*5*	*3*	*4*	*6*
None reported	160 55%	39 76%	18 67%	21 51%	27 54%	32 50%	11 37%	12 40%
Technical Assistants/ Searchers								
One technical assistant	31 11%	3 6%	3 11%	4 10%	8 16%	7 11%	3 10%	3 10%
Two	16 5%	0 -	1 4%	0 -	1 2%	5 8%	7 23%	2 7%
Three-five	15 5%	1 2%	1 4%	0 -	1 2%	6 9%	3 10%	3 10%
Six or more	7 2%	0 -	0 -	0 -	2 4%	2 3%	1 3%	2 7%
Average	*3*	*2*	*2*	*1*	*4*	*3*	*3*	*5*
Median	*2*	*1*	*1*	*1*	*1*	*2*	*2*	*3*
None reported	224 76%	47 92%	22 81%	37 90%	38 76%	44 69%	16 53%	20 67%
Paralegal/Legal Assistants								
One Paralegal/legal assistant	57 19%	7 14%	7 26%	8 20%	11 22%	15 23%	5 17%	4 13%
Two	39 13%	3 6%	1 4%	7 17%	11 22%	10 16%	2 7%	5 17%
Three-five	48 16%	0 -	0 -	3 7%	9 18%	23 36%	8 27%	5 17%
Six or more	32 11%	0 -	0 -	0 -	2 4%	4 6%	14 47%	12 40%
Average	*4*	*1*	*1*	*2*	*2*	*3*	*6*	*7*
Median	*2*	*1*	*1*	*2*	*2*	*3*	*5*	*5*
None reported	117 40%	41 80%	19 70%	23 56%	17 34%	12 19%	1 3%	4 13%

Table 29. Percent of Firm's Practice That Is in IP Law

	Total Survey	Number of Attorneys in the Firm in 1996						
		One	Two	3-5	6-10	11-30	31-100	More than 100
Number Reporting	293	51	27	41	50	64	30	30
		17%	9%	14%	17%	22%	10%	10%
Percent of Practice That Is IP Law								
Less than 10%	21	0	0	0	1	2	5	13
	7%	-	-	-	2%	3%	17%	43%
10-49%	26	2	0	2	3	4	4	11
	9%	4%	-	5%	6%	6%	13%	37%
50-74%	6	5	1	0	0	0	0	0
	2%	10%	4%	-	-	-	-	-
75-99%	35	9	3	4	8	8	1	2
	12%	18%	11%	10%	16%	13%	3%	7%
100%	202	34	23	35	38	50	20	2
	69%	67%	85%	85%	76%	78%	67%	7%
Percent of 1996 Billings for IP Litigation: IP Law Is 75% or More of Practice								
Number Reporting	237	43	26	39	46	58	21	4
		18%	11%	16%	19%	24%	9%	2%
Less than 10%	23	7	2	6	2	5	1	0
	10%	16%	8%	15%	4%	9%	5%	-
10-49%	115	10	9	21	24	36	13	2
	49%	23%	35%	54%	52%	62%	62%	50%
50% or more	55	5	5	7	14	16	6	2
	23%	12%	19%	18%	30%	28%	29%	50%
Average percent	*35*	*31*	*38*	*30*	*38*	*34*	*35*	*53*
Median percent	*30*	*23*	*30*	*25*	*30*	*30*	*38*	*55*
Percent of 1996 Billings for IP Litigation: IP Law Is Less Than 75% of Practice								
Number Reporting	53	7	1	2	4	6	9	24
		13%	2%	4%	8%	11%	17%	45%
Less than 10%	13	1	0	0	1	1	2	8
	25%	14%	-	-	25%	17%	22%	33%
10-49%	14	2	0	0	1	2	4	5
	26%	29%	-	-	25%	33%	44%	21%
50% or more	12	1	0	1	1	0	1	8
	23%	14%	-	50%	25%	-	11%	33%
Average percent	*29*	*23*	-	*50*	*28*	*28*	*22*	*32*
Median percent	*20*	*18*	-		*10*	*40*	*20*	*20*

Table 30. Firm's 1996 Total Billings per Attorney

	Total Survey	Number of Attorneys in the Firm in 1996						
		One	Two	3-5	6-10	11-30	31-100	More than 100
IP Law Is 75% or More of Practice								
Number Reporting	205	39 19%	22 11%	33 16%	36 18%	55 27%	18 9%	2 1%
Billings per Attorney in Thousands of Dollars								
75th percentile	$333	$210	$274	$333	$305	$387	$410	
Median	$260	$125	$219	$260	$242	$315	$351	
25th percentile	$175	$87	$150	$180	$203	$250	$282	
Average	*$266*	*$184*	*$240*	*$256*	*$245*	*$329*	*$333*	*$352*
IP Law Is Less Than 75% of Practice								
Number Reporting	38	6 16%	0 -	1 3%	2 5%	4 11%	6 16%	19 50%
Billings per Attorney in Thousands of Dollars								
75th percentile	$358	$225	-				$317	$369
Median	$278	$148	-			$178	$253	$347
25th percentile	$175	$100	-				$209	$288
Average	*$282*	*$225*	-	*$75*	*$138*	*$167*	*$372*	*$322*

Table 32. Increase or Decrease in Billings, 1994 to 1996

	Total Survey	Number of Attorneys in the Firm in 1996						
		One	Two	3-5	6-10	11-30	31-100	More than 100
Number Reporting	293	51 17%	27 9%	41 14%	50 17%	64 22%	30 10%	30 10%
Percent Change in Billings 1995 to 1996								
Decreased more than 10%	10 3%	4 8%	1 4%	0 -	1 2%	4 6%	0 -	0 -
Decreased 1-10%	7 2%	2 4%	0 -	0 -	2 4%	2 3%	1 3%	0 -
Increased 1-10%	79 27%	9 18%	3 11%	13 32%	15 30%	22 34%	8 27%	9 30%
Increased more than 10%	105 36%	19 37%	10 37%	15 37%	16 32%	18 28%	16 53%	11 37%
Average percent	*24*	*15*	*40*	*33*	*32*	*14*	*27*	*25*
Median percent	*12*	*17*	*20*	*15*	*10*	*10*	*15*	*12*
Not reported	92 31%	17 33%	13 48%	13 32%	16 32%	18 28%	5 17%	10 33%
Percent Change in Billings 1994 to 1995								
Number Reporting	293	51 17%	27 9%	41 14%	50 17%	64 22%	30 10%	30 10%
Decreased less than 10%	8 3%	4 8%	1 4%	0 -	1 2%	2 3%	0 -	0 -
Decreased 1-10%	9 3%	1 2%	0 -	1 2%	3 6%	3 5%	1 3%	0 -
Increased 1-10%	88 30%	11 22%	9 33%	14 34%	12 24%	21 33%	14 47%	7 23%
Increased more than 10%	71 24%	11 22%	4 15%	9 22%	16 32%	14 22%	9 30%	8 27%
Average percent	*18*	*20*	*15*	*14*	*21*	*11*	*32*	*16*
Median percent	*10*	*10*	*9*	*10*	*11*	*10*	*10*	*15*
Not reported	117 40%	24 47%	13 48%	17 41%	18 36%	24 38%	6 20%	15 50%

Table 33. Attorney Hourly Billing Rates in 1996 *(continued)*

	Total Survey	Number of Attorneys in the Firm in 1996						
		One	Two	3-5	6-10	11-30	31-100	More than 100
Number Reporting	293	51 17%	27 9%	41 14%	50 17%	64 22%	30 10%	30 10%
IP Law is 75% or More of Practice								
All Professional Services: Minimum Hourly Rate								
Number Reporting	227	38	26	39	45	58	17	4
Average	*$132*	*$141*	*$156*	*$140*	*$119*	*$121*	*$129*	*$136*
Median	*$125*	*$143*	*$150*	*$130*	*$120*	*$120*	*$120*	*$135*
Maximum Hourly Rate								
Number Reporting	226	37	26	39	45	58	17	4
Average	*$244*	*$174*	*$226*	*$229*	*$238*	*$277*	*$328*	*$390*
Median	*$240*	*$150*	*$225*	*$225*	*$230*	*$300*	*$350*	*$380*
Average Hourly Rate								
Number Reporting	206	39	22	31	41	53	17	3
Average	*$183*	*$159*	*$181*	*$187*	*$172*	*$197*	*$215*	*$224*
Median	*$180*	*$150*	*$180*	*$180*	*$175*	*$198*	*$210*	*$210*
IP Work Only: Minimum Hourly Rate								
Number Reporting	222	38	26	38	43	57	16	4
Average	*$132*	*$141*	*$156*	*$142*	*$118*	*$121*	*$126*	*$136*
Median	*$125*	*$143*	*$150*	*$135*	*$120*	*$120*	*$118*	*$135*
Maximum Hourly Rate								
Number Reporting	221	37	26	38	43	57	16	4
Average	*$243*	*$174*	*$226*	*$229*	*$237*	*$276*	*$326*	*$390*
Median	*$240*	*$150*	*$225*	*$225*	*$230*	*$300*	*$338*	*$380*
Average Hourly Rate								
Number Reporting	205	40	22	31	41	52	16	3
Average	*$185*	*$166*	*$181*	*$188*	*$172*	*$199*	*$213*	*$226*
Median	*$180*	*$150*	*$180*	*$180*	*$175*	*$198*	*$209*	*$210*

Table 34a. Factors Affecting the Compensation of Partners

	Total Survey	Number of Attorneys in the Firm in 1996						
		One	Two	3-5	6-10	11-30	31-100	More than 100
Number Reporting	293	51 17%	27 9%	41 14%	50 17%	64 22%	30 10%	30 10%
How Is Attorney Compensation for Partners Determined?								
Qualitative considerations	14 5%	0 -	1 4%	5 12%	0 -	5 8%	0 -	3 10%
Quantitative considerations	101 34%	11 22%	8 30%	19 46%	24 48%	28 44%	7 23%	4 13%
Both qualitative and quantitative	124 42%	4 8%	13 48%	14 34%	23 46%	28 44%	21 70%	21 70%
Not reported	54 18%	36 71%	5 19%	3 7%	3 6%	3 5%	2 7%	2 7%
Percent of Firms Considering the Following Factors to a "Significant Degree"								
Billings	161 55%	13 25%	14 52%	26 63%	32 64%	37 58%	22 73%	17 57%
Billable Hours	96 33%	2 4%	10 37%	15 37%	16 32%	19 30%	19 63%	15 50%
File/Matter Origination	75 26%	2 4%	6 22%	8 20%	15 30%	17 27%	12 40%	15 50%
Client Origination	110 38%	2 4%	6 22%	15 37%	19 38%	32 50%	16 53%	20 67%
Client Responsibility	89 30%	2 4%	7 26%	9 22%	14 28%	24 38%	14 47%	19 63%
Collections	126 43%	12 24%	10 37%	17 41%	22 44%	35 55%	13 43%	17 57%
Firm Management	36 12%	3 6%	2 7%	2 5%	4 8%	12 19%	5 17%	8 27%
Non-Billable Firm Activities	7 2%	0 -	1 4%	1 2%	0 -	3 5%	1 3%	1 3%
Seniority	33 11%	0 -	2 7%	1 2%	6 12%	14 22%	5 17%	5 17%
Pro Bono Activities	2 1%	1 2%	0 -	0 -	0 -	1 2%	0 -	0 -
Other factors	17 6%	1 2%	3 11%	3 7%	2 4%	3 5%	3 10%	2 7%

Table 35. Firm's 1996 Liability Insurance Coverage and Deductible

	Total Survey	Number of Attorneys in the Firm in 1996						
		One	Two	3-5	6-10	11-30	31-100	More than 100
Overall Maximum/ Umrella Coverage Thousands of Dollars								
Number Reporting	209	33 16%	23 11%	27 13%	35 17%	53 25%	21 10%	17 8%
75th percentile	$9,955	$2,058	$2,963	$2,963	$4,025	$9,963	$20,038	$50,017
Median	$3,003	$1,042	$1,500	$1,990	$2,964	$4,945	$14,975	$39,975
25th percentile	$1,912	$,904	$,950	$1,036	$1,983	$2,931	$9,990	$24,925
Average	*$8,053*	*$2,155*	*$3,257*	*$2,578*	*$3,543*	*$6,019*	*$16,976*	*$39,294*
Coverage per Claim Thousands of Dollars								
Number Reporting	196	32 16%	20 10%	26 13%	35 18%	47 24%	20 10%	16 8%
75th percentile	$5,005	$1,009	$2,500	$1,998	$3,003	$5,009	$15,005	$40,000
Median	$2,004	$997	$997	$1,004	$2,002	$4,003	$10,007	$25,000
25th percentile	$1,000	$350	$498	$996	$1,007	$2,001	$7,500	$15,000
Average	*$6,724*	*$1,325*	*$1,990*	*$1,738*	*$7,957*	*$5,191*	*$11,825*	*$26,974*
Deductible per Claim in 1996								
Number Reporting	194	30 15%	21 11%	25 13%	32 16%	51 26%	22 11%	13 7%
75th percentile	$50,086	$10,111	$10,047	$14,938	$25,028	$50,063	$250,188	$1.0 MM
Median	$20,083	$5,200	$5,208	$10,000	$10,100	$25,196	$125,000	$749,875
25th percentile	$9,787	$4,825	$4,771	$5,188	$5,125	$20,125	$50,100	$499,792
Average	*$121,384*	*$27,300*	*$9,262*	*$17,700*	*$48,516*	*$41,863*	*$245,682*	*$1.0 MM*
Aggregate Deductible in 1996, All Claims								
Number Reporting	146	26 18%	15 10%	17 12%	26 18%	36 25%	15 10%	11 8%
75th percentile	$50,001	$10,001	$20,000	$50,000	$25,001	$50,000	$500,000	$3.0 MM
Median	$24,999	$9,999	$10,000	$10,001	$10,000	$25,001	$250,000	$1.5 MM
25th percentile	$9,999	$5,000	$2,501	$9,999	$6,000	$24,999	$50,001	$1.0 MM
Average	*$230,928*	*$32,462*	*$24,800*	*$42,353*	*$56,519*	*$74,444*	*$322,000*	*$2.1 MM*

Table 38. Dollar Value of Liability Claims Paid

	Total Survey	Number of Attorneys in the Firm in 1996						
		One	Two	3-5	6-10	11-30	31-100	More than 100
Paid by Insurer ($000's)								
Number Reporting	24	0 -	1 4%	2 8%	5 21%	11 46%	5 21%	0 -
75th percentile	$380	-			$201	$425	$751	-
Median	$130	-			$150	$150	$78	-
25th percentile	$28	-			$75	$31	$10	-
Average	*$516*	-	*$22*	*$163*	*$169*	*$759*	*$569*	-
Paid by Firm ($000's)								
Number Reporting	30	1 3%	1 3%	1 3%	5 17%	11 37%	10 33%	1 3%
75th percentile	$100				$46	$50	$150	
Median	$33				$25	$30	$100	
25th percentile	$10				$10	$11	$11	
Average	*$112*	*$15*	*$2*	*$2*	*$27*	*$46*	*$170*	*$1,000*

Appendix A.

Survey Questionnaire

Part I. General Questions for All Respondents

1. What is the ZIP code of your office location, your primary work site?

_____ ZIP code of primary work site

2. A. What is your primary practice? Check the one category that best describes your practice.

- ☐ Solo Practitioner
- ☐ Private Firm, Partner, Shareholder (or equivalent)
- ☐ Private Firm, Associate (or equivalent)
- ☐ Private Firm, Of Counsel (or equivalent)
- ☐ Head of Corporate IP Department (for entire corporation or a division)
- ☐ Attorney or Agent, Corporate IP Department
- ☐ Head of Corporate Legal Department (for entire corporation or a division)
- ☐ Attorney or Agent, Corporate Legal Department
- ☐ PTO Examiner (up to and including SPE)
- ☐ PTO Administration, Management, Solicitor's Office
- ☐ Government IP Office other than PTO
- ☐ Other; please describe _____

B. What percent of your time was devoted to this practice as of December 1996?

☐ 100% (5 days/week) ☐ 80% (4 days/week)
☐ 60% (3 days/week) ☐ 40% (2 days/week)
☐ 20% (1 day/week)

3. A. How old were you on December 31, 1996?

_____ years of age

B. How many full years of intellectual property law attorney experience do you have?

_____ years of experience as an IP attorney

C. How many full additional years of IP experience do you have as an agent, examiner, trainee, or the equivalent?

_____ additional years of IP experience

D. What is your highest technical degree or completed education?

☐ B.S. ☐ M.S. ☐ Ph.D. ☐ Post-doctorate study

E. What was your total gross income in calendar year 1996 from your primary practice? Include any partnership income, cash bonus, share of profits, and similar income you received, and any deferred compensation in which you vested in 1996.

$_____

F. What was your employer's total 1996 contribution on your behalf to all pension and capitol accumulation plans, including defined benefit or defined contribution pension plans and 401(k)/403(b) retirement and savings plans?

$_____

☐ *My employer made a contribution but the amount is unknown.*

4. What percent of your time, in your primary practice, is devoted to each of the following types of work? Your responses should total 100%.

_____% Developing IP Protection (all patents, trade secrets, trademarks, copyrights) including selection, evaluation, application preparation and prosecution, including related counseling and ex parte appeals (not including supervision or management thereof)
_____% Supervision of IP work by other attorneys or agents
_____% Opinions, counseling or inter partes conflicts or prospective conflicts prior to litigation or formal ADR (not including actual litigation, ADR, negotiation or licensing)
_____% Licensing
_____% Litigation (including ITC, CAFC, or other inter partes administrative proceedings; not including formal ADR or ex parte appeals)
_____% Formal ADR (as party representative)
_____% Formal ADR (as neutral)
_____% Office management and administration
_____% Marketing (Private Practitioners Only)
_____% Non-IP legal
_____% Other; please describe _____

100%

5. In your IP practice, what percent of your time is spent in each of the following areas of technical specialization? Your response may total less than 100%.

_____% Biotechnology
_____% Chemical
_____% Computer Hardware
_____% Computer Software
_____% Electrical
_____% Mechanical
_____% Other areas; please describe _____

6. What percent of your time is devoted to each of the following IP areas? Your response may total less than 100%.

_____% Copyrights
_____% Patents
_____% Trade Secrets
_____% Trademarks
_____% Other areas; please describe _____

7. Did your personal workload change in the past year, compared with the previous year?

☐ Increased ☐ Decreased ☐ No change

If increased or decreased, by what percent? _____%

8. In all locations, how many intellectual property lawyers and patent agents are employed by your firm or corporation?

_____ intellectual property lawyers and patent agents

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25. Trademark Appeal to the Board (Briefed and Argued)
$_____

26. Trademark Section 8 and 15 Declaration (Preparation and Filing)
$_____

27. Trademark Renewal Application (Preparation and Filing)
$_____

28. Filing of Foreign Origin Trademark Registration Application Received Ready for Filing
$_____

U.S. Utility Patents

29. Utility Patent Navelty Search, Analysis, and Opinion
$_____

30. Original (not Divisional, continuations, or CIPs) Utility Potent Application on invention of minimal complexity, e.g., 10 page specification, 10 claims (Preparation ond Filing)
$_____

31. Original Utility Application, Relatively Complex Biotechnology (Preparation and Filing)
$_____

32. Original Utility Application, Relatively Complex Computer Hardware/Software (Preparation ond Filing)
$_____

33. Bosic Information Disclosure Statement, Preparotion, ond Filing (Separate from application)
$_____

34. Average Patent Application Amendment/Argument (Preporation and Filing)
$_____

35. Patent Application Amendment/Argument, Relatively Complex, Biotechnology (Preparation and Filing)
$_____

36. Patent Application Amendment/Argument, Relatively Complex, Computer Hardware/Software (Preparation and Filing)
$_____

37. Appeal (Briefed and Argued) to Board in Utility Patent Application
$_____

Foreign Origin and Foreign Patents

Exclude government, associate, drawing, and similar fees.

38. Filing Foreign Origin Utility Potent Application in U.S. PTO, Received Ready for Filing with Formal Popers, Assignment, and Priority Documents
$_____

39. Filing non-PCT Patent Application Abroad (per country, not including associate or government fees)
$_____

40. Filing previously prepared U.S. Patent Application as PCT Application in U.S. Receiving Office
$_____

41. Entering National Stage in U.S. Receiving Office from Foreign Origin PCT Application
$_____

42. Entering National Stage in Each Foreign Receiving Office from U.S. Origin PCT Application
$_____

Other U.S. Patents and Copyrights

43. U.S. Design Patent Application (Preparation and Filing)
$_____

44. U.S. Plant Potent Application (Preporation and Filing)
$_____

45. Copyright Registration Application (Preparation and Filing)
$_____

Respond to each of the following questions 46-55 only if you have personal knowledge either as a service provider (attorney in private practice) or as a purchaser of such services (corporate counsel) of the costs incurred, within the relatively recent past, for the type of work to which the question pertains. In each of the questions, "total cost" is all costs, including outside legal and paralegal services, local counsel, associates, paralegals, travel and living expenses, fees and costs for court reporters, photocopies, courier services, exhibit preparation, analytical testing, expert witnesses, translators, surveys, jury advisors, and similar expenses.

Litigation—Patent Infringement

46. A. Estimate of total cost, through the end of discovery, in a patent infringement suit:
$_____

B. Estimate of Average Value at Risk (difference between best possible and worst possible outcomes) in recent suits on which cost estimate is bosed:

☐ < $1 million ☐ $1-10 million ☐ $10-100 million ☐ > $100 million

Part V. Private Firm Data

This two-page questionnaire should be completed by a managing partner or a firm administrator (or the equivalent). *AIPLA members, please coordinate with others in your firm to ensure a single response for each firm.* If a reasonably reliable estimate cannot be made in response to any particular question, please do not respond to that question.

1. What is the position in the firm of the person responding on behalf of the firm?

☐ Managing Partner/Shareholder
☐ Administrator
☐ Other; please describe _____

2. A. What is the ZIP code of this firm's principal office location?

_____ ZIP code

B. How many major office locations—staffed by two or more partners—did this firm have in 1996?

_____ major office locations

C. How many minor office locations did this firm have in 1996?

_____ minor office locations

3. A. In each of the following categories, how mony attorneys were in the firm in 1996? If the number varied during the year, report the average.

_____ Partner/Shareholder
_____ Associate
_____ Of Counsel
_____ Contract/Part-time
_____ Total attorneys (average)

B. How many ottorneys whose practice is primarily Intellectual Property Low were in the firm in 1996?

_____ Partner/Shareholder
_____ Associate
_____ Of Counsel
_____ Contract/Part-time
_____ Total IP attorneys (average)

C. How many of the following were involved primarily in the IP practice of the firm in 1996?

_____ USPTO-registered Patent Agents
_____ Technical Assistants, including Searchers
_____ Paralegal/Legal Assistants

D. How many support staff (secretarial, clerical, and other non-billable staff) were in the firm in 1996?

_____ support staff (average)

4. A. What percent of this firm's practice is in intellectual property law?

_____% of practice is IP

B. What percent of the firm's 1996 IP billings were for litigation related to intellectual property?

_____% of billings for IP litigation

C. What percent of the firm's 1996 IP billings were for potent and trademark registration applications and prosecution?

_____% of billings for patent and trademark applications and prosecution

5. A. What were this firm's total 1996 billings for professional legal services?

$_____ billings for professional services

B. What was the ratio of this firm's collections in 1996, regardless of the year of billing, to the firm's billings in 1996?

_____ ratio of collections in 1996 to billings in 1996

6. As a percent of total 1996 collections (for services performed in any year), what was this firm's overhead in 1996? Overhead is all expenses other than client reimbursed expenses and compensation to attorneys ond patent agents (including partner and shareholder profits).

_____%

7. A. What was the percent change in this firm's billings for IP legal services from 1995 to 1996? Calculate as ((1996 billings - 1995 billings)/1995 billings) x 100.

_____% change in IP billings, 1995 to 1996

B. Whot was the percent change in this firm's billings for IP legal services from 1994 to 1995?

_____% change in IP billings, 1994 to 1995

8. A. What were this firm's minimum, maximum, and average 1996 ottorney billing rates?

$_____ per hour was minimum rate
$_____ per hour was maximum rate
$_____ per hour was the average rate

B. What were this firm's minimum, moximum, and averoge 1996 attorney billing rates for IP work?

$_____ per hour was minimum rate
$_____ per hour was maximum rate
$_____ per hour was the average rate

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Attorney Compensation—Associates

9. A. How is attorney compensation for associates (other than new hires) determined?

- ☐ Based substantially on qualitative consideration of relevant factors
- ☐ Based substantially on quantitative consideration of relevant factors
- ☐ Based substantially on both qualitative and quantitative consideration of relevant factors

B. To what degree are each of the following factors considered with respect to the method for determining associates' compensation? Rate "1" if considered *To a Significant Degree* (proportionately greater emphasis is placed on this factor as compared to other factors), rate "2" if *To Some Degree*, rate "3" if not considered.

- ___ Billings
- ___ Billable Hours
- ___ Collections
- ___ Client Origination
- ___ File/Matter Origination
- ___ Client Responsibility
- ___ Non-Billable Firm Activities
- ___ Seniority
- ___ Pro Bono Activities
- ___ Other factors; please describe _____

Attorney Compensation—Partners

10. A. How is attorney compensation for partners determined?

- ☐ Based substantially on qualitative consideration of relevant factors
- ☐ Based substantially on quantitative consideration of relevant factors
- ☐ Based substantially on both qualitative and quantitative consideration of relevant factors

B. To what degree are each of the following factors considered with respect to the method for determining partners' compensation? Rate "1" if considered *To a Significant Degree*, rate "2" if *To Some Degree*, rate "3" if not considered.

- ___ Billings
- ___ Billable Hours
- ___ File/Matter Origination
- ___ Client Origination
- ___ Client Responsibility
- ___ Collections
- ___ Firm Management
- ___ Non-Billable Firm Activities (other than firm management)
- ___ Seniority
- ___ Pro Bono Activities
- ___ Other factors; please describe _____

Professional Liability Insurance

11. A. What was this firm's maximum liability insurance coverage in 1996?

$_____ was the overall maximum coverage, the umbrella, for all claims

$_____ was the maximum coverage per claim

B. What was the liability insurance deductible in 1996?

$_____ each claim

$_____ aggregate per year, all claims

12. What was this firm's liability insurance cost per attorney in 1996?

$_____ per attorney

13. How many liability claims for IP matters have been made against this firm in the last five years?

_____ claims in the last five years (1990-1996)

14. A. What is the total dollar value of liability claims, including attorneys fees, paid in the last five years by the insurer on behalf of this firm?

$_____ paid by insurer

B. What is the total dollar value of liability claims, including attorneys fees, paid in the last five years by this firm directly?

$_____ paid by firm

15. Who is this firm's professional liability insurance underwriter?

- ☐ ALAS
- ☐ American Home Assurance Company
- ☐ CNA Insurance Companies
- ☐ Lloyd's of London
- ☐ National Casualty
- ☐ Other insurer _____

Thank you for participating.

Complete both sides of this questionnaire and return to AIPLA Economic Survey, c/o Fetzer-Kraus, Inc., P.O. Box 9488, Washington DC 20016. Or fax to 202-537-5133.

47. A. Estimate of total cost inclusive of all discovery, oll motions, pre-trial, trial, post-trial, and appeal, in a patent infringement suit:

$_____

B. Estimate of Average Value at Risk (difference between best possible and warst possible outcames) in recent suits an which cast estimate is based:

☐<$1 million ☐$1-10 million ☐$10-100 million ☐>$100 million

Litigation—Trademark Infringement

48. A. Estimate of total cast, through end of discovery, in a trademark infringement suit:

$_____

B. Estimate af Average Value at Risk (difference between best possible and worst passible autcomes) in recent suits on which cost estimate is based:

☐<$1 million ☐$1-10 million ☐$10-100 million ☐>$100 million

49. A. Estimate of total cast inclusive all discavery, all motions, pre-trial, trial, post trial, and appeal, in a trademark infringement suit:

$_____

B. Estimate of Average Value at Risk (difference between best possible and worst passible outcames) in recent suits an which cost estimate is based:

☐<$1 million ☐$1-10 million ☐$10-100 million ☐>$100 million

Litigation—Copyright Infringement

50. A. Estimate of total cost, thraugh the end of discovery in a copyright infringement suit:

$_____

B. Estimate of Average Value at Risk (difference between best possible and worst possible outcomes) in recent suits on which cost estimate is based:

☐<$1 million ☐$1-10 million ☐$10-100 million ☐>$100 million

51. A. Estimote of total cost inclusive of discovery, oll motions, pre-trial, trial, post trial, and appeal, in a copyright infringement suit:

$_____

B. Estimate of Average Value at Risk (difference between best possible and worst passible autcomes) in recent suits on which cost estimate is based:

☐<$1 million ☐$1-10 million ☐$10-100 million ☐>$100 million

Litigation—Trade Secret Misappropriation

52. A. Estimate of tatal cast, through the end af discavery, in a trade secret misappropriation suit:

$_____

B. Estimate af Average Value at Risk (difference between best possible and warst passible outcames) in recent suits on which cast estimate is based:

☐<$1 million ☐$1-10 million ☐$10-100 million ☐>$100 million

53. A. Estimate of total cost inclusive af all discovery, all motians, pre-trial, trial, post-trial, and appeal, in a trade secret misappropriation suit:

$_____

B. Estimate of Average Value at Risk (difference between best possible and worst possible outcomes) in recent suits on which cost estimate is based:

☐<$1 million ☐$1-10 million ☐$10-100 million ☐>$100 million

Mixed IP Litigation

54. A. Estimate of total cost, through the end of discovery in a suit involving more than one form of IP (mixed patent, trademark, copyright, trade secret, other property):

$_____

B. Estimate of Average Value at Risk (difference between best possible and worst possible outcomes) in recent suits on which cost estimote is based:

☐<$1 million ☐$1-10 million ☐$10-100 million ☐>$100 million

55. A. Estimate of total cost inclusive of all discovery, all motians, pre-trial, triol, post-trial, and appeal, in a suit involving more thon one form of IP:

$_____

B. Estimate of Average Value at Risk (difference between best possible and worst possible outcomes) in recent suits on which cost estimate is based:

☐<$1 million ☐$1-10 million ☐$10-100 million ☐>$100 million

Thank you for participating in this important survey of the profession.

Return this questionnaire to AIPLA Economic Survey, c/o Fetzer-Kraus, Inc., P.O. Box 9488, Washington DC 20016.

9. In your law firm (at all locations) or in your corporate department (at your location only), what is the ratio of support staff—including administrators, secretaries, paralegals, and technical assistants—to attorneys and agents?

_____ support staff members for each attorney and agent

10. How many new (i.e., not continuations, CIPs, or Divisional) U.S. and PCT Patent applications were prepared and filed by you in 1996? Include PCT only if not based on prior application.

_____ new U.S. or PCT patent applications

11. How many PCT applications were filed by you in 1996 (i.e., for which you were the attorney with primary responsibility)?

_____ PCT applications

12. How many non-PCT foreign applications were filed by you in 1996? For the purposes of this question, count parallel filings in multiple countries as a single application.

_____ non-PCT foreign applications

13. In which of the following types of formal ADR were you involved in 1996? For each type, report the number of cases in which you were involved.

_____ Binding Arbitration
_____ Mediation
_____ Combination of Mediation and Arbitration
_____ Mini-Trial (semi-formal presentation of case to party principals to facilitate settlement)
_____ Summary Jury Trial

14. Regardless of the outcome(s) of the formal ADR in 1996, did you regard the formal ADR as cost effective relative to litigation?

☐ Yes ☐ No

Part II. Corporate Practitioners

These questions to be answered by corporate practitioners.

15. How many IP lawyers and patent agents report to you, directly or indirectly? If none, report "0".

_____ IP lawyers and patent agents reporting to you

16. In the past two years, for how many specific litigation matters have you had the primary corporate responsibility?

_____ specific litigation matters for which you had the primary responsibility

17. What percent of your company's IP litigation activities—other than liaison with outside counsel—is handled by in-house counsel?

_____%

Part III. Private Practitioners

These questions to be answered by private practitioners only.

18. How many billable hours did you record in 1996?

_____ billable hours recorded in 1996

19. What was your average hourly billing rate in 1996?

$_____ was the average 1996 hourly billing rate

20. A. What percent of your services in 1996 were billed (or will be billed) on a basis other than hourly billing?

_____% of 1996 services on basis other than hourly

B. What percent of your services in 1996 were billed (or will be billed) on a predetermined fee basis?

_____% of 1996 services on predetermined fee basis

C. What percent of your services in 1996 were billed (or will be billed) on a contingent fee basis?

_____% of 1996 services on contingent fee basis

21. What dollar amount was billed for the legal services you performed in 1996?

$_____ billed for 1996 legal services

Part IV. Typical Charges and Costs

These questions to be answered by all respondents.

The following questions, covering trademarks, patents, and copyrights, ask for typical charges. Please respond only if you have been personally responsible for a representative sample of the type of work to which the question pertains, either as a service provider (i.e., an attorney in private practice) or as a purchaser of such services (i.e., corporate counsel).

Assuming a typical case with no unusual complications, what would you have expected to charge or be charged, in 1996, for legal services only (including search fees, but not including copy costs, drawing fees or government fees) in each of the following types of matters?

Trademarks (including Service Marks)

22. Trademark Registerability Search, Analysis, and Opinion

$_____

23. Trademark Registration Application, Preparation, and Filing

$_____

24. Trademark Prosecution (Total, including all amendments, interviews, etc.)

$_____

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

January 15, 1997

Dear AIPLA Member:

The Law Practice Management Committee of the AIPLA is responsible for conducting an economic survey of the membership every two years. The survey form, **AIPLA 1997 Economic Survey**, is enclosed, along with an envelope addressed to Fetzer-Kraus, Inc., the research firm that will receive, process, and report the survey results. The 1997 survey covers the year ending December 31, 1996.

This year's survey report will contain new and important information that will benefit you in your practice. *Your response must be mailed by February 15, 1997.* Your anonymous response will be available only to Fetzer-Kraus, its employees and agents, who will hold it in confidence and with high regard for its sensitivity. Only grouped data will be included in the published report.

As in past Economic surveys, a single copy of the report which results from this survey will be provided to all members at no cost. Non-members may purchase the report for $300. Members may purchase a replacement copy for $35.

As in the previous survey, the 1997 survey form for individual practitioners is organized into four parts. **Part I** covers practice and compensation of **all practitioners**. **Part II** covers **corporate practice only. Part III** covers **private practice only**. **Part IV** asks all practitioners for cost estimates for various categories of service with which they are recently experienced. *We expect most respondents will respond only to a limited number of questions in this part IV.*

Part V is an entirely separate form and is for **private firm data only**. Individual practitioners are asked to obtain a single response for their firm. *Other than the person designated to respond for the firm, all other respondents may disregard this form.*

Your individual response is important for the continued viability of the survey. Please complete and return your survey form now! On behalf of the Law Practice Management Committee, thank you for participating. If you have questions regarding your response to this survey, please contact Fetzer-Kraus at 202/363-6433 or 1-800/363-6432.

Very truly yours,

Mitchell S. Bigel
Chair, AIPLA Law Practice Management Committee

Table 39. Firm's Liability Insurance Underwriter

	Total Survey	Number of Attorneys in the Firm in 1996						
		One	Two	3-5	6-10	11-30	31-100	More than 100
Number Reporting	293	51	27	41	50	64	30	30
		17%	9%	14%	17%	22%	10%	10%
ALAS	21	0	0	0	2	2	6	11
	7%	-	-	-	4%	3%	20%	37%
American Home Assurance Company	53	7	6	11	16	12	1	0
	18%	14%	22%	27%	32%	19%	3%	-
CNA Insurance Companies	7	1	0	1	3	1	1	0
	2%	2%	-	2%	6%	2%	3%	-
Lloyd's of London	30	5	3	3	4	9	4	2
	10%	10%	11%	7%	8%	14%	13%	7%
National Casualty	16	0	0	2	2	10	1	1
	5%	-	-	5%	4%	16%	3%	3%
Chicago Insurance Company	8	2	1	0	1	2	1	1
	3%	4%	4%	-	2%	3%	3%	3%
Coregis	6	1	1	0	0	4	0	0
	2%	2%	4%	-	-	6%	-	-
Other insurers	75	20	11	11	9	11	9	4
	26%	39%	41%	27%	18%	17%	30%	13%
Not reported	77	15	5	13	13	13	7	11
	26%	29%	19%	32%	26%	20%	23%	37%

Table 36. Liability Claims Against Firm Last Five Years for IP Matters

	Total Survey	Number of Attorneys in the Firm in 1996						
		One	Two	3-5	6-10	11-30	31-100	More than 100
Number Reporting	293	51 17%	27 9%	41 14%	50 17%	64 22%	30 10%	30 10%
No claims (zero)	192 66%	45 88%	23 85%	31 76%	29 58%	41 64%	12 40%	11 37%
One claim	32 11%	1 2%	3 11%	5 12%	9 18%	9 14%	5 17%	0 -
Two claims	15 5%	2 4%	1 4%	2 5%	3 6%	4 6%	2 7%	1 3%
Three claims	7 2%	0 -	0 -	0 -	2 4%	3 5%	0 -	2 7%
Four or more claims	8 3%	0 -	0 -	0 -	0 -	1 2%	5 17%	2 7%
Not reported	39 13%	3 6%	0 -	3 7%	7 14%	6 9%	6 20%	14 47%

Table 37a. Liability Insurance Cost per Attorney, by Size of Firm

	Total Survey	Number of Attorneys in the Firm in 1996						
		One	Two	3-5	6-10	11-30	31-100	More than 100
Number Reporting	191	35 18%	21 11%	26 14%	33 17%	48 25%	18 9%	10 5%
75th percentile	$3,700	$2,500	$3,601	$2,800	$3,501	$3,817	$4,710	$5,300
Median	$2,501	$2,000	$2,501	$2,135	$2,550	$2,938	$4,025	$4,785
25th percentile	$1,801	$1,239	$1,500	$1,700	$1,650	$2,152	$2,871	$3,960
Average	*$2,939*	*$2,269*	*$2,811*	*$2,410*	*$2,741*	*$3,154*	*$4,043*	*$4,568*

Table 37b. Liability Insurance Cost per Attorney, by Number of Claims

	Total Survey	Number of Liability Claims for IP Matters Last Five Years					
		None	One	Two	Three	Four or More	Not Reported
Number Reporting	191	139 73%	25 13%	13 7%	7 4%	5 3%	2 1%
75th percentile	$3,700	$3,207	$3,701	$5,001	$5,100	$6,609	
Median	$2,501	$2,400	$3,000	$4,000	$3,312	$5,139	
25th percentile	$1,801	$1,700	$2,300	$2,875	$2,321	$4,690	
Average	*$2,939*	*$2,605*	*$3,112*	*$4,092*	*$3,951*	*$5,432*	*$6,750*

Table 34b. Factors Affecting the Compensation of Associates

	Total Survey	Number of Attorneys in the Firm in 1996						
		One	Two	3-5	6-10	11-30	31-100	More than 100
Number Reporting	293	51	27	41	50	64	30	30
		17%	9%	14%	17%	22%	10%	10%
How Is Attorney Compensation for Associates Determined?								
Qualitative considerations	17	2	2	3	2	6	0	2
	6%	4%	7%	7%	4%	9%	-	7%
Quantitative considerations	42	3	5	2	11	13	4	4
	14%	6%	19%	5%	22%	20%	13%	13%
Both qualitative and quantitative	167	3	10	29	35	45	25	20
	57%	6%	37%	71%	70%	70%	83%	67%
Not reported	67	43	10	7	2	0	1	4
	23%	84%	37%	17%	4%	-	3%	13%
Percent of Firms Considering the Following Factors to a "Significant Degree"								
Billings	153	3	10	27	38	46	20	9
	52%	6%	37%	66%	76%	72%	67%	30%
Billable Hours	134	3	10	21	25	36	21	18
	46%	6%	37%	51%	50%	56%	70%	60%
Collections	49	3	7	8	8	14	5	4
	17%	6%	26%	20%	16%	22%	17%	13%
Client Origination	36	1	2	4	11	13	4	1
	12%	2%	7%	10%	22%	20%	13%	3%
File/Matter Origination	16	0	0	3	5	4	3	1
	5%	-	-	7%	10%	6%	10%	3%
Client Responsibility	59	1	3	14	9	12	12	8
	20%	2%	11%	34%	18%	19%	40%	27%
Non-Billable Firm Activities	7	0	0	1	0	4	2	0
	2%	-	-	2%	-	6%	7%	-
Seniority	48	0	0	3	4	14	12	15
	16%	-	-	7%	8%	22%	40%	50%
Pro Bono Activities	5	1	0	0	0	3	1	0
	2%	2%	-	-	-	5%	3%	-
Other factors	23	1	4	0	3	6	6	3
	8%	2%	15%	-	6%	9%	20%	10%

Table 33. Attorney Hourly Billing Rates in 1996 *(continued)*

	Total Survey	Number of Attorneys in the Firm in 1996						
		One	Two	3-5	6-10	11-30	31-100	More than 100
Number Reporting	293	51 17%	27 9%	41 14%	50 17%	64 22%	30 10%	30 10%
IP Law Is Less than 75% of Practice								
All Professional Services: Minimum Hourly Rate								
Number Reporting	48	5	1	1	4	6	8	23
Average	*$111*	*$131*	*$100*	*$80*	*$128*	*$96*	*$106*	*$110*
Median	*$108*	*$100*			*$125*	*$93*	*$108*	*$108*
Maximum Hourly Rate								
Number Reporting	47	4	1	1	4	6	8	23
Average	*$317*	*$156*	*$125*	*$140*	*$344*	*$208*	*$306*	*$388*
Median	*$324*	*$163*			*$338*	*$225*	*$310*	*$379*
Average Hourly Rate								
Number Reporting	41	6	1	1	3	6	7	17
Average	*$186*	*$151*	*$120*	*$100*	*$227*	*$162*	*$171*	*$215*
Median	*$185*	*$150*			*$240*	*$178*	*$165*	*$210*
IP Work Only: Minimum Hourly Rate								
Number Reporting	48	5	1	2	4	4	9	23
Average	*$131*	*$150*	*$125*	*$125*	*$145*	*$140*	*$124*	*$126*
Median	*$120*	*$175*			*$128*	*$138*	*$125*	*$111*
Maximum Hourly Rate								
Number Reporting	47	4	1	2	4	4	9	23
Average	*$271*	*$156*	*$125*	*$185*	*$303*	*$168*	*$274*	*$315*
Median	*$260*	*$163*			*$280*	*$173*	*$250*	*$300*
Average Hourly Rate								
Number Reporting	41	6	1	1	3	5	7	18
Average	*$184*	*$151*	*$125*	*$120*	*$212*	*$148*	*$181*	*$209*
Median	*$185*	*$150*			*$200*	*$140*	*$170*	*$192*

Table 33. Attorney Hourly Billing Rates in 1996

	Total Survey	Number of Attorneys in the Firm in 1996						
		One	Two	3-5	6-10	11-30	31-100	More than 100
Number Reporting	293	51 17%	27 9%	41 14%	50 17%	64 22%	30 10%	30 10%
All Professional Services: Minimum Hourly Rate								
Number Reporting	278	44	27	40	49	64	25	29
Average	*$128*	*$140*	*$154*	*$138*	*$120*	*$119*	*$121*	*$113*
Median	*$120*	*$143*	*$150*	*$128*	*$120*	*$120*	*$115*	*$110*
Maximum Hourly Rate								
Number Reporting	276	42	27	40	49	64	25	29
Average	*$256*	*$172*	*$222*	*$227*	*$247*	*$271*	*$321*	*$380*
Median	*$250*	*$150*	*$225*	*$225*	*$240*	*$278*	*$325*	*$365*
Average Hourly Rate								
Number Reporting	250	46	23	32	44	59	24	22
Average	*$184*	*$158*	*$178*	*$184*	*$175*	*$193*	*$202*	*$212*
Median	*$180*	*$150*	*$180*	*$178*	*$175*	*$195*	*$201*	*$205*
IP Work Only: Minimum Hourly Rate								
Number Reporting	273	44	27	40	47	61	25	29
Average	*$132*	*$142*	*$155*	*$141*	*$120*	*$122*	*$125*	*$127*
Median	*$125*	*$148*	*$150*	*$135*	*$120*	*$120*	*$120*	*$120*
Maximum Hourly Rate								
Number Reporting	271	42	27	40	47	61	25	29
Average	*$247*	*$172*	*$222*	*$227*	*$243*	*$269*	*$307*	*$320*
Median	*$250*	*$150*	*$225*	*$223*	*$240*	*$280*	*$315*	*$320*
Average Hourly Rate								
Number Reporting	249	47	23	32	44	57	23	23
Average	*$185*	*$164*	*$179*	*$186*	*$175*	*$195*	*$203*	*$209*
Median	*$180*	*$150*	*$180*	*$178*	*$175*	*$195*	*$202*	*$194*

Table 31. Firm's 1996 Collection Ratio and Overhead

	Total Survey	Number of Attorneys in the Firm in 1996						
		One	Two	3-5	6-10	11-30	31-100	More than 100
Number Reporting	293	51	27	41	50	64	30	30
		17%	9%	14%	17%	22%	10%	10%
Ratio of Collections to Billings								
Less than .90	37	6	8	6	7	7	1	2
	13%	12%	30%	15%	14%	11%	3%	7%
.90 to .94	65	10	3	9	9	14	11	9
	22%	20%	11%	22%	18%	22%	37%	30%
.95 to .99	117	18	9	19	20	23	14	14
	40%	35%	33%	46%	40%	36%	47%	47%
1.00 or more	32	13	3	1	5	9	1	0
	11%	25%	11%	2%	10%	14%	3%	-
Average ratio	*.94*	*.93*	*.88*	*.92*	*.93*	*.94*	*1.05*	*.94*
Median ratio	*.95*	*.95*	*.95*	*.95*	*.95*	*.95*	*.95*	*.95*
Not reported	42	4	4	6	9	11	3	5
	14%	8%	15%	15%	18%	17%	10%	17%
Overhead as a Percent of Collections								
Number Reporting	293	51	27	41	50	64	30	30
		17%	9%	14%	17%	22%	10%	10%
Less than 25%	32	18	3	3	1	6	0	1
	11%	35%	11%	7%	2%	9%	-	3%
25-39%	57	12	5	10	12	10	6	2
	19%	24%	19%	24%	24%	16%	20%	7%
40-59%	114	11	11	16	19	30	16	11
	39%	22%	41%	39%	38%	47%	53%	37%
60% or more	27	4	2	4	5	5	2	5
	9%	8%	7%	10%	10%	8%	7%	17%
Average percent	*41*	*31*	*40*	*42*	*43*	*43*	*46*	*48*
Median percent	*40*	*30*	*42*	*40*	*40*	*41*	*46*	*48*
Not reported	63	6	6	8	13	13	6	11
	22%	12%	22%	20%	26%	20%	20%	37%

Table 29. Percent of Firm's Practice That Is in IP Law (continued)

	Total Survey	Number of Attorneys in the Firm in 1996						
		One	Two	3-5	6-10	11-30	31-100	More than 100
Percent of 1996 Billings for Patent and Trademark Registration Applications and Prosecution: IP Law is 75% or More of Practice								
Number Reporting	237	43	26	39	46	58	21	4
		18%	11%	16%	19%	24%	9%	2%
Less than 10%	4	0	1	0	2	1	0	0
	2%	-	4%	-	4%	2%	-	-
10-49%	72	6	5	11	17	23	8	2
	30%	14%	19%	28%	37%	40%	38%	50%
50% or more	152	35	17	28	26	33	12	1
	64%	81%	65%	72%	57%	57%	57%	25%
Average percent	*61*	*74*	*68*	*64*	*55*	*54*	*52*	*42*
Median percent	*60*	*80*	*75*	*60*	*50*	*50*	*52*	*45*
Percent of 1996 Billings for Patent and Trademark Registration Applications and Prosecution: IP Law is Less than 75% of Practice								
Number Reporting	53	7	1	2	4	6	9	24
		13%	2%	4%	8%	11%	17%	45%
Less than 10%	13	1	0	0	0	2	1	9
	25%	14%	-	-	-	33%	11%	38%
10-49%	15	3	0	1	1	2	3	5
	28%	43%	-	50%	25%	33%	33%	21%
50% or more	14	2	1	1	1	2	2	5
	26%	29%	100%	50%	25%	33%	22%	21%
Average percent	*30*	*41*	*50*	*30*	*40*	*22*	*31*	*26*
Median percent	*28*	*40*		*30*	*40*	*10*	*28*	*20*

Table 28. Number of Patent Agents and Other Staff *(continued)*

	Total Survey	Number of Attorneys in the Firm in 1996						
		One	Two	3-5	6-10	11-30	31-100	More than 100
Number Reporting	293	51	27	41	50	64	30	30
		17%	9%	14%	17%	22%	10%	10%
Secretarial, Clerical and Other Non-Billable Support Staff								
One support staff	44	26	9	5	0	3	1	0
	15%	51%	33%	12%	-	5%	3%	-
2	19	2	11	6	0	0	0	0
	6%	4%	41%	15%	-	-	-	-
3-5	47	1	5	23	15	0	1	2
	16%	2%	19%	56%	30%	-	3%	7%
6-20	80	0	0	5	34	34	3	4
	27%	-	-	12%	68%	53%	10%	13%
More than 20	71	0	0	0	0	25	23	23
	24%	-	-	-	-	39%	77%	77%
Average	*41*	*1*	*2*	*3*	*7*	*19*	*58*	*258*
Median	*7*	*1*	*2*	*3*	*6*	*16*	*50*	*160*
None reported	32	22	2	2	1	2	2	1
	11%	43%	7%	5%	2%	3%	7%	3%
Ratio of Support Staff to Attorneys								
Number Reporting	262	30	25	39	49	62	28	29
Average	*1.0*	*1.1*	*0.9*	*0.9*	*0.9*	*1.2*	*1.1*	*1.0*
Median	*1.0*	*1.0*	*1.0*	*0.8*	*0.9*	*1.2*	*1.1*	*1.1*

Table 26. Position in Firm of Person Responding On Behalf of Firm

	Total Survey	Number of Attorneys in the Firm in 1996						
		One	Two	3-5	6-10	11-30	31-100	More than 100
Number Reporting	293	51	27	41	50	64	30	30
		17%	9%	14%	17%	22%	10%	10%
Managing Partner/ Shareholder	241	51	27	38	46	47	19	13
	82%	100%	100%	93%	92%	73%	63%	43%
Administrator	22	0	0	1	1	12	6	2
	8%	-	-	2%	2%	19%	20%	7%
Head, IP department or section	13	0	0	0	0	1	4	8
	4%	-	-	-	-	2%	13%	27%
All others	17	0	0	2	3	4	1	7
	6%	-	-	5%	6%	6%	3%	23%

Table 27. Office Locations Maintained by Firm, and Total Attorneys

	Total Survey	Number of Attorneys in the Firm in 1996						
		One	Two	3-5	6-10	11-30	31-100	More than 100
Number Reporting	293	51	27	41	50	64	30	30
		17%	9%	14%	17%	22%	10%	10%
Major Office Locations (Staffed by Two or More Partners)								
One major office or one office only	214	37	24	39	45	55	13	1
	73%	73%	89%	95%	90%	86%	43%	3%
Two major office locations	30	0	0	0	3	8	11	8
	10%	-	-	-	6%	13%	37%	27%
Three or more major office locations	29	0	0	0	2	0	6	21
	10%	-	-	-	4%	-	20%	70%
Average	*2*	*1*	*1*	*1*	*1*	*1*	*2*	*5*
Minor Office Locations								
One minor office location	54	13	4	4	8	12	4	9
	18%	25%	15%	10%	16%	19%	13%	30%
Two or more minor office locations	23	0	3	3	6	5	1	5
	8%	-	11%	7%	12%	8%	3%	17%
Average	*1*	*1*	*1*	*2*	*2*	*1*	*1*	*1*
Total Attorneys								
Average	*40*	*1*	*2*	*4*	*8*	*16*	*53*	*281*
Median	*8*			*4*	*8*	*14*	*48*	*215*

Table 24b. Estimate of Total Cost, Through End of Suit, within Ranges of Average Value at Risk, in a Patent Infringement Suit

		Location of Respondent's Primary Place of Work											
	Total Survey	Boston Area	NYC Area	Philadelphia-Wilmington	Washington DC Area	Other East	Metro Southeast	Other Southeast	Chicago Area	Other Central	Texas	California	Other West
Less Than $1 Million at Risk													
Number Reporting	34	1	0	0	3	3	2	4	2	10	2	4	1
		3%	-	-	9%	9%	6%	12%	6%	29%	6%	12%	3%
75th percentile ($000's)	$599		-	-						$750			
Median ($000's)	$301		-	-	$600	$175		$250		$350		$275	
25th percentile ($000's)	$175		-	-						$152			
$1-$10 Million at Risk													
Number Reporting	203	7	10	7	19	28	12	2	18	51	15	19	15
		3%	5%	3%	9%	14%	6%	1%	9%	25%	7%	9%	7%
75th percentile ($000's)	$1202	$1499	$1250	$799	$1349	$1500	$850		$1800	$1000	$701	$1501	$998
Median ($000's)	$748	$900	$775	$599	$750	$875	$688		$1050	$625	$500	$1001	$500
25th percentile ($000's)	$402	$501	$399	$501	$598	$400	$325		$599	$400	$351	$799	$251
$10-$100 Million at Risk													
Number Reporting	186	4	21	14	27	17	3	3	19	29	14	26	8
		2%	11%	8%	15%	9%	2%	2%	10%	16%	8%	14%	4%
75th percentile ($000's)	$2985		$2984	$2513	$2996	$3988			$2491	$3488	$2500	$2994	$3750
Median ($000's)	$1993	$1200	$1750	$1625	$2007	$2500	$1500	$2013	$1983	$1500	$1875	$1995	$2250
25th percentile ($000's)	$1250		$1256	$1006	$1494	$1998			$1488	$979	$1500	$1480	$625
More Than $100 Million at Risk													
Number Reporting	40	0	7	3	2	3	1	0	5	10	4	4	1
		-	18%	8%	5%	8%	3%	-	13%	25%	10%	10%	3%
75th percentile ($000's)	$5063	-	$6938					-	$4063	$5500			
Median ($000's)	$3042	-	$4938	$4500		$3000		-	$3000	$2958	$4000	$3250	
25th percentile ($000's)	$2075	-	$2469					-	$1938	$2000			
Amount at Risk Not Reported													
Number Reporting	25	0	3	3	3	3	3	0	4	1	1	3	1
		-	12%	12%	12%	12%	12%	-	16%	4%	4%	12%	4%
75th percentile ($000's)	$2011	-						-					
Median ($000's)	$994	-	$2000	$1994	$500	$2400	$75	-	$875			$2994	
25th percentile ($000's)	$490	-						-					

Table 23. Estimated Average Values at Risk in Underlying Suits

		Estimate of Average Value at Risk In Recent Suits on Which Cost Estimate Is Based				
	Total Survey	Less Than $1 Million	$1-10 Million	$10-100 Million	More Than $100 Million	Not Reported
PATENT INFRINGEMENT SUIT THROUGH END OF DISCOVERY						
Number Reporting	550	60	230	194	40	26
	100%	11%	42%	35%	7%	5%
PATENT INFRINGEMENT THROUGH END OF SUIT						
Number Reporting	488	34	203	186	40	25
	100%	7%	42%	38%	8%	5%
TRADEMARK INFRINGEMENT THROUGH END OF DISCOVERY						
Number Reporting	253	124	100	11	2	16
	100%	49%	40%	4%	1%	6%
TRADEMARK INFRINGEMENT THROUGH END OF SUIT						
Number Reporting	237	99	107	12	1	18
	100%	42%	45%	5%	0%	8%
COPYRIGHT INFRINGEMENT THROUGH END OF DISCOVERY						
Number Reporting	153	80	58	7	-	8
	100%	52%	38%	5%	-	5%
COPYRIGHT INFRINGEMENT THROUGH END OF SUIT						
Number Reporting	147	69	57	8	-	13
	100%	47%	39%	5%	-	9%
TRADE SECRET MISAPPROPRIATION THROUGH END OF DISCOVERY						
Number Reporting	186	64	76	32	5	9
	100%	34%	41%	17%	3%	5%
TRADE SECRET MISAPPROPRIATION THROUGH END OF SUIT						
Numnber Reporting	176	53	76	32	4	11
	100%	30%	43%	18%	2%	6%
MIXED IP LITIGATION THROUGH END OF DISCOVERY						
Number Reporting	192	29	89	63	6	5
	100%	15%	46%	33%	3%	3%
MIXED IP LITIGATION THROUGH END OF SUIT						
Number Reporting	184	29	80	66	4	5
	100%	16%	43%	36%	2%	3%

Table 22. Estimated Costs of Litigation by Location of Primary Place of Work *(continued)*

		Location of Respondent's Primary Place of Work											
	Total Survey	Boston Area	NYC Area	Philadelphia-Wilmington	Washington DC Area	Other East	Metro Southeast	Other Southeast	Chicago Area	Other Central	Texas	California	Other West
LITIGATION COSTS ($000's)													
Total Cost Through Discovery in Trade Secret Misappropriation Suit													
Number Reporting	186	6 3%	11 6%	11 6%	13 7%	21 11%	7 4%	7 4%	17 9%	47 25%	12 6%	20 11%	14 8%
75th percentile	$498	$500	$501	$349	$502	$502	$201	$249	$499	$299	$1100	$550	$501
Median	$202	$200	$252	$275	$200	$202	$185	$51	$298	$152	$450	$275	$201
25th percentile	$99	$75	$101	$91	$76	$148	$81	$41	$148	$98	$150	$150	$75
Total Cost Through Trial in Trade Secret Misappropriation Suit													
Number Reporting	176	6 3%	11 6%	11 6%	11 6%	19 11%	7 4%	7 4%	16 9%	43 24%	12 7%	19 11%	14 8%
75th percentile	$752	$650	$998	$599	$799	$899	$399	$499	$1000	$502	$1075	$1001	$1000
Median	$399	$350	$400	$350	$280	$400	$275	$101	$450	$390	$500	$650	$475
25th percentile	$199	$200	$201	$151	$176	$181	$101	$56	$250	$176	$250	$226	$150

Table 22. Estimated Costs of Litigation by Location of Primary Place of Work

		Location of Respondent's Primary Place of Work											
	Total Survey	Boston Area	NYC Area	Philadelphia-Wilmington	Washington DC Area	Other East	Metro Southeast	Other Southeast	Chicago Area	Other Central	Texas	California	Other West
LITIGATION COSTS ($000's)													
Total Cost, Through Discovery, in Patent Infringement Suit													
Number Reporting	550	13 2%	44 8%	30 5%	61 11%	63 11%	25 5%	9 2%	51 9%	115 21%	42 8%	61 11%	32 6%
75th percentile	$1251	$751	$2000	$1501	$1500	$1501	$601	$1001	$1499	$1001	$1200	$1251	$800
Median	$601	$600	$1000	$925	$999	$800	$300	$250	$999	$401	$500	$999	$450
25th percentile	$299	$400	$500	$500	$350	$250	$125	$130	$499	$250	$201	$500	$200
Total Cost Through Trial in Patent Infringement Suit													
Number Reporting	490	12 2%	41 8%	27 6%	55 11%	55 11%	21 4%	9 2%	48 10%	101 21%	36 7%	56 11%	26 5%
75th percentile	$2202	$1400	$2998	$2501	$2498	$2501	$901	$1999	$2499	$2000	$2001	$2501	$1500
Median	$1201	$1000	$1750	$1200	$1498	$1502	$502	$350	$1501	$802	$1001	$1500	$701
25th percentile	$598	$625	$1001	$751	$701	$500	$251	$249	$999	$498	$501	$925	$275
Total Cost Through Discovery in Trademark Infringement Suit													
Number Reporting	255	9 4%	18 7%	13 5%	28 11%	25 10%	16 6%	9 4%	20 8%	46 18%	17 7%	31 12%	22 9%
75th percentile	$250	$200	$400	$300	$200	$200	$125	$100	$275	$200	$600	$400	$200
Median	$150	$75	$200	$150	$150	$120	$85	$60	$200	$100	$100	$200	$83
25th percentile	$70	$50	$100	$120	$63	$50	$58	$50	$125	$80	$50	$90	$50

Table 21. Typical Charges by Location of Primary Place of Work *(continued)*

		Location of Respondent's Primary Place of Work											
	Total Survey	Boston Area	NYC Area	Philadelphia-Wilmington	Washington DC Area	Other East	Metro Southeast	Other Southeast	Chicago Area	Other Central	Texas	California	Other West
Filing non-PCT Patent Application Abroad													
Number Reporting	519	21 4%	33 6%	24 5%	78 15%	55 11%	20 4%	10 2%	34 7%	120 23%	28 5%	51 10%	43 8%
75th percentile	$849	$1251	$1000	$999	$525	$1499	$999	$800	$751	$625	$675	$1099	$1002
Median	$501	$601	$601	$575	$451	$502	$630	$501	$501	$499	$500	$700	$650
25th percentile	$377	$474	$301	$475	$350	$302	$400	$301	$302	$302	$375	$499	$498
Filing Previously Prepared U.S. Patent Application as PCT Application in U.S.													
Number Reporting	547	22 4%	32 6%	26 5%	81 15%	55 10%	25 5%	10 2%	33 6%	121 22%	32 6%	64 12%	45 8%
75th percentile	$999	$1001	$901	$1198	$721	$1001	$1251	$799	$749	$751	$1001	$1001	$1499
Median	$550	$563	$502	$663	$501	$502	$998	$600	$501	$500	$510	$825	$752
25th percentile	$402	$402	$498	$498	$400	$401	$500	$400	$498	$302	$498	$501	$500
Entering National Stage in U.S. Receiving Office from Foreign Origin PCT Application													
Number Reporting	435	16 4%	33 8%	19 4%	90 21%	37 9%	17 4%	7 2%	28 6%	100 23%	19 4%	36 8%	31 7%
75th percentile	$748	$1125	$802	$674	$650	$876	$1000	$799	$650	$600	$999	$950	$649
Median	$500	$501	$525	$501	$500	$499	$600	$499	$499	$498	$550	$525	$500
25th percentile	$376	$400	$469	$401	$401	$323	$349	$301	$398	$300	$498	$498	$400

Table 21. Typical Charges by Location of Primary Place of Work *(continued)*

		Location of Respondent's Primary Place of Work											
	Total Survey	Boston Area	NYC Area	Philadelphia-Wilmington	Washington DC Area	Other East	Metro Southeast	Other Southeast	Chicago Area	Other Central	Texas	California	Other West
Basic Information Disclosure Statement, Preparation, and Filing													
Number Reporting	901	32 4%	44 5%	32 4%	148 16%	105 12%	37 4%	11 1%	54 6%	198 22%	58 6%	104 12%	76 8%
75th percentile	$399	$300	$502	$500	$249	$399	$451	$349	$498	$301	$499	$501	$375
Median	$241	$205	$301	$301	$163	$250	$249	$225	$275	$201	$251	$299	$248
25th percentile	$150	$198	$238	$150	$148	$152	$150	$149	$198	$148	$199	$153	$150
Average Patent Application Amendment/ Argument													
Number Reporting	1039	34 3%	53 5%	39 4%	153 15%	126 12%	41 4%	20 2%	60 6%	230 22%	69 7%	126 12%	85 8%
75th percentile	$1501	$1999	$1502	$1501	$1501	$1500	$1499	$1199	$1501	$1251	$1502	$2002	$1499
Median	$1102	$1350	$1299	$1199	$1201	$1099	$1001	$750	$1000	$999	$1202	$1501	$1001
25th percentile	$801	$1000	$1000	$998	$900	$799	$800	$600	$749	$701	$998	$1002	$800
Patent Application Amendment/Argument, Relatively Complex Biotechnology													
Number Reporting	401	15 4%	25 6%	13 3%	65 16%	49 12%	16 4%	6 1%	23 6%	81 20%	21 5%	49 12%	35 9%
75th percentile	$2996	$5996	$3496	$3001	$2507	$2502	$2750	$1500	$2999	$2500	$3004	$4001	$2502
Median	$2000	$2504	$2498	$2500	$1995	$1997	$1350	$1100	$2001	$1796	$2496	$2994	$1604
25th percentile	$1495	$1506	$1997	$1994	$1296	$1493	$1003	$996	$1506	$1296	$1502	$2000	$1495

Table 21. Typical Charges by Location of Primary Place of Work *(continued)*

	Total Survey	Location of Respondent's Primary Place of Work											
		Boston Area	NYC Area	Philadelphia-Wilmington	Washington DC Area	Other East	Metro Southeast	Other Southeast	Chicago Area	Other Central	Texas	California	Other West
TRADEMARK SECTION 8 AND 15 DECLARATION													
Number Reporting	563	18 3%	30 5%	20 4%	70 12%	68 12%	27 5%	14 2%	35 6%	119 21%	42 7%	69 12%	49 9%
75th percentile	$398	$450	$500	$513	$400	$350	$401	$350	$399	$302	$352	$400	$349
Median	$298	$230	$338	$408	$310	$265	$251	$175	$300	$250	$275	$276	$289
25th percentile	$199	$200	$298	$280	$202	$200	$200	$148	$200	$171	$151	$199	$200
TRADEMARK RENEWAL APPLICATION													
Number Reporting	514	16 3%	28 5%	20 4%	64 12%	61 12%	24 5%	12 2%	33 6%	110 21%	37 7%	58 11%	46 9%
75th percentile	$498	$499	$501	$502	$449	$449	$475	$450	$500	$401	$498	$500	$450
Median	$302	$313	$401	$400	$375	$301	$300	$201	$302	$300	$300	$300	$352
25th percentile	$202	$201	$301	$300	$298	$248	$202	$150	$202	$200	$248	$200	$252
FILING FOREIGN ORIGIN TRADEMARK REGISTRATION APPLICATION RECEIVED READY FOR FILING													
Number Reporting	374	12 3%	24 6%	17 5%	59 16%	45 12%	17 5%	7 2%	22 6%	84 22%	24 6%	33 9%	28 7%
75th percentile	$449	$330	$475	$501	$448	$452	$499	$199	$499	$375	$450	$451	$500
Median	$302	$299	$349	$498	$350	$302	$330	$151	$350	$298	$300	$302	$301
25th percentile	$248	$205	$299	$298	$252	$251	$201	$148	$201	$201	$210	$249	$250
UTILITY PATENT NOVELTY SEARCH, ANALYSIS, AND OPINION													
Number Reporting	1030	30 3%	49 5%	37 4%	147 14%	132 13%	46 4%	21 2%	57 6%	232 23%	67 7%	123 12%	87 8%
75th percentile	$1200	$1200	$1502	$1501	$1199	$1200	$1202	$851	$1126	$1001	$1198	$1502	$1199
Median	$900	$875	$1002	$1198	$752	$900	$950	$651	$998	$801	$998	$1000	$951
25th percentile	$651	$750	$899	$798	$600	$599	$701	$598	$698	$625	$748	$699	$651

Table 20c. Types of Billing by Size of Staff: Contingent Fee Basis

	Total Survey	Intellectual Property Lawyers and Agents in the Firm							
		1-2	3-5	6-10	11-25	26-50	51-100	101-150	151 or More
All Private Practice	1052	136 13%	96 9%	138 13%	254 24%	188 18%	161 15%	40 4%	14 1%
Percent of Services Billed in 1996 on a Contingent Fee Basis									
All Private Practice									
Number Reporting	135	26	14	23	24	24	16	6	0
75th percentile	20%	20%	15%	10%	30%	28%	18%	10%	-
Median	10%	10%	8%	10%	10%	10%	10%	10%	-
25th percentile	5%	5%	3%	5%	5%	5%	5%	5%	-
Average	16%	20%	12%	13%	17%	18%	12%	15%	-
Partners									
Number Reporting	84	4	12	18	18	20	8	4	0
75th percentile	20%		13%	10%	25%	30%	20%		-
Median	10%	10%	8%	10%	10%	10%	10%	10%	-
25th percentile	5%		3%	5%	5%	5%	5%		-
Average	15%	18%	10%	14%	16%	20%	12%	9%	-
Associates									
Number Reporting	25	3	1	5	6	2	6	2	0
75th percentile	20%			10%	40%		10%		-
Median	10%	2%		5%	20%		8%		-
25th percentile	5%			5%	5%		5%		-
Average	15%	14%	50%	9%	21%	6%	8%	28%	-
Sole Practitioner									
Number Reporting	20	18	0	0	0	0	0	0	0
75th percentile	20%	20%	-	-	-	-	-	-	-
Median	10%	10%	-	-	-	-	-	-	-
25th percentile	5%	5%	-	-	-	-	-	-	-
Average	24%	22%	-	-	-	-	-	-	-

Table 20a. Types of Billing by Size of Staff: Basis Other than Hourly

		Intellectual Property Lawyers and Agents in the Firm							
	Total Survey	1-2	3-5	6-10	11-25	26-50	51-100	101-150	151 or More
All Private Practice	1052	136 13%	96 9%	138 13%	254 24%	188 18%	161 15%	40 4%	14 1%
Percent of Services Billed in 1996 on a Basis Other than Hourly									
All Private Practice									
Number Reporting	520	88	67	81	131	72	56	13	1
75th percentile	30%	60%	40%	25%	20%	38%	20%	20%	
Median	15%	30%	20%	10%	10%	10%	10%	10%	
25th percentile	10%	10%	10%	5%	5%	5%	5%	10%	
Average	26%	40%	26%	21%	19%	27%	18%	21%	5%
Partners									
Number Reporting	303	19	49	55	92	45	35	7	1
75th percentile	25%	50%	35%	25%	20%	30%	20%	15%	
Median	10%	20%	20%	10%	10%	10%	10%	10%	
25th percentile	5%	10%	10%	5%	5%	5%	10%	5%	
Average	22%	35%	26%	22%	18%	26%	17%	11%	5%
Associates									
Number Reporting	115	4	14	21	29	25	16	5	0
75th percentile	30%		50%	20%	20%	50%	23%	50%	-
Median	15%	25%	23%	10%	10%	15%	10%	20%	-
25th percentile	10%		15%	10%	10%	10%	5%	10%	-
Average	25%	28%	32%	19%	23%	30%	18%	35%	-
Sole Practitioner									
Number Reporting	75	63	1	0	1	0	0	0	0
75th percentile	74%	74%		-		-	-	-	-
Median	31%	31%		-		-	-	-	-
25th percentile	11%	11%		-		-	-	-	-
Average	43%	43%	40%	-	5%	-	-	-	-

Table 18b. Hourly Billing Rate by Type of Practice, in the First 10 Years of Experience

		Respondent's Years of Intellectual Property Law Experience									
	Total Survey	1 Year	2 Years	3 Years	4 Years	5 Years	6 Years	7 Years	8 Years	9 Years	10 Years
All Private Practice											
Number Reporting	947	20 2%	48 5%	44 5%	37 4%	44 5%	46 5%	46 5%	41 4%	16 2%	33 3%
75th percentile	250	135	143	160	160	173	170	190	190	225	225
Median	195	123	123	130	150	160	150	169	165	180	190
25th percentile	150	99	108	123	140	140	125	150	155	148	150
Average	202	121	123	139	153	160	152	168	177	185	193
Partners											
Number Reporting	496	0 -	0 -	1 0%	1 0%	7 1%	6 1%	13 3%	19 4%	7 1%	19 4%
75th percentile	280	-	-			215	195	210	230	250	250
Median	240	-	-			145	168	180	180	200	220
25th percentile	200	-	-			130	150	167	155	150	190
Average	240	-	-	180	375	163	167	190	189	205	222
Associates											
Number Reporting	300	18 6%	45 15%	42 14%	32 11%	36 12%	33 11%	28 9%	18 6%	7 2%	10 3%
75th percentile	170	128	145	160	160	173	170	188	185	225	180
Median	150	118	125	130	150	160	150	164	165	165	148
25th percentile	129	93	110	125	135	143	130	150	155	140	145
Average	151	114	126	139	148	161	153	165	169	173	160
Sole Practitioner											
Number Reporting	104	2 2%	3 3%	1 1%	4 4%	1 1%	7 7%	4 4%	3 3%	2 2%	4 4%
75th percentile	198						150				
Median	150		75		145		125	113	121		133
25th percentile	123						120				
Average	166	183	78	100	135	130	135	118	130	160	141

Table 17b. Hourly Billing Rate by Type of Practice and Years of Experience

		Respondent's Years of Intellectual Property Law Experience									
	Total Survey	Less than 5	5-6 Years	7-9 Years	10-14 Years	15-19 Years	20-24 Years	25-29 Years	30-34 Years	35-39 Years	40 or More
All Private Practice											
Number Reporting	947	149	90	103	133	98	105	65	94	53	53
		16%	10%	11%	14%	10%	11%	7%	10%	6%	6%
75th percentile	250	150	170	190	225	265	283	300	290	320	275
Median	195	130	154	170	200	235	225	250	240	250	220
25th percentile	150	115	130	150	175	200	200	200	200	180	175
Average	202	135	156	174	201	233	241	248	250	246	219
Partners											
Number Reporting	496	2	13	39	84	79	84	53	74	38	29
		0%	3%	8%	17%	16%	17%	11%	15%	8%	6%
75th percentile	280		195	230	240	265	300	300	300	325	295
Median	240		150	185	215	250	243	250	250	275	250
25th percentile	200		140	155	190	200	200	225	210	240	200
Average	240	278	165	192	217	241	251	259	256	270	251
Associates											
Number Reporting	300	137	69	53	26	5	3	2	2	0	1
		46%	23%	18%	9%	2%	1%	1%	1%	-	0%
75th percentile	170	150	170	185	190	210				-	
Median	150	130	160	165	175	200	185			-	
25th percentile	129	115	140	150	150	180				-	
Average	151	133	157	168	173	195	182	245	169	-	160
Sole Practitioner											
Number Reporting	104	10	8	9	13	9	13	10	13	6	12
		10%	8%	9%	13%	9%	13%	10%	13%	6%	12%
75th percentile	198	151	150	151	186	201	216	225	201	151	163
Median	150	120	128	121	150	151	199	178	175	140	150
25th percentile	123	99	120	119	125	147	160	140	145	85	100
Average	166	124	134	131	158	172	192	188	242	123	144

Table 16b. Hourly Billing Rate by Type of Practice and Location of Primary Place of Work

		Location of Respondent's Primary Place of Work											
	Total Survey	Boston Area	NYC Area	Philadelphia-Wilmington	Washington DC Area	Other East	Metro Southeast	Other Southeast	Chicago Area	Other Central	Texas	California	Other West
ALL PRIVATE PRACTICE													
Number Reporting	947	37	62	39	181	72	35	14	66	181	60	122	73
		4%	7%	4%	19%	8%	4%	1%	7%	19%	6%	13%	8%
75th percentile	250	295	300	260	260	218	245	180	270	195	240	275	200
Median	195	200	260	210	210	175	200	150	213	155	180	220	160
25th percentile	150	170	200	175	170	146	140	120	175	125	160	165	130
Average	202	222	256	214	218	184	195	158	234	165	196	222	168
PARTNERS													
Number Reporting	496	15	40	22	102	31	21	4	46	90	28	54	38
		3%	8%	4%	21%	6%	4%	1%	9%	18%	6%	11%	8%
75th percentile	280	325	325	290	285	250	250		280	225	258	300	235
Median	240	300	295	250	250	205	230	168	250	195	240	273	185
25th percentile	200	250	250	225	225	190	200		200	165	215	240	170
Average	240	291	287	253	258	223	221	160	248	197	238	270	196
ASSOCIATES													
Number Reporting	300	18	16	12	60	20	10	2	16	65	23	37	21
		6%	5%	4%	20%	7%	3%	1%	5%	22%	8%	12%	7%
75th percentile	170	200	218	180	175	164	140		165	145	165	190	135
Median	150	180	190	165	155	148	130		155	125	160	165	120
25th percentile	129	160	160	135	140	139	125		136	105	130	150	105
Average	151	176	187	157	157	153	136	127	152	128	153	170	120
SOLE PRACTITIONER													
Number Reporting	104	2	3	3	9	16	4	7	3	19	7	22	9
		2%	3%	3%	9%	15%	4%	7%	3%	18%	7%	21%	9%
75th percentile	198				200	180		150		150	180	230	151
Median	150		180	125	195	141	195	130	201	140	175	173	149
25th percentile	123				150	100		120		120	150	149	140
Average	166	123	178	135	168	144	205	142	466	134	167	182	151

Table 15b. Percent of Time Devoted by Associates to Various IP Areas, by Level of Income

	Total Survey	Respondent's Income in 1996 (Thousands of Dollars)										
		$45 or Less	$46-$50	$51-$55	$56-$60	$61-$65	$66-$70	$71-$80	$81-$90	$91-$100	$101-$125	$126 or More
Number Reporting	332	15	7	11	12	28	23	55	45	46	63	26
% of total		5%	2%	3%	4%	8%	7%	17%	14%	14%	19%	8%
IP Areas:												
Copyrights												
Number Reporting	153	9	5	8	3	14	15	25	18	22	21	12
Median percent	5%	4%	5%	5%	15%	5%	5%	10%	5%	8%	5%	4%
Patents												
Number Reporting	326	14	7	11	11	28	23	54	45	45	62	25
Median percent	90%	88%	80%	80%	90%	90%	75%	83%	90%	90%	92%	95%
Trade Secrets												
Number Reporting	111	2	2	5	0	6	6	21	15	21	22	11
Median percent	5%	1%	4%	5%	-	4%	5%	10%	5%	5%	5%	5%
Trademarks												
Number Reporting	230	9	7	9	8	19	20	44	32	27	38	16
Median percent	10%	30%	15%	15%	10%	10%	23%	10%	5%	15%	5%	10%
Other IP Areas												
Number Reporting	9	1	0	0	0	3	0	1	0	1	2	1
Median percent	10%	10%	-	-	-	10%	-	50%	-	20%	3%	40%

Table 14b. Percent of Time Devoted by Partners to Various IP Areas, by Level of Income

	Total Survey	Respondent's Income in 1996 (Thousands of Dollars)											
		$90 or Less	$91-$100	$101-$125	$126-$150	$151-$175	$176-$200	$201-$250	$251-$300	$301-$350	$351-$400	$401-$450	$451 or More
Number Reporting	544	25	17	38	50	43	60	88	58	37	34	24	61
% of total		5%	3%	7%	9%	8%	11%	16%	11%	7%	6%	4%	11%
IP Areas:													
Copyrights													
Number Reporting	327	20	10	20	33	26	39	64	32	20	20	8	27
Median percent	5%	5%	13%	5%	5%	10%	5%	5%	5%	5%	10%	5%	5%
Patents													
Number Reporting	527	24	16	36	49	41	59	85	57	36	32	23	60
Median percent	80%	65%	60%	93%	70%	75%	75%	70%	80%	80%	70%	90%	85%
Trade Secrets													
Number Reporting	269	17	8	14	24	17	35	47	28	16	18	9	30
Median percent	5%	5%	8%	5%	8%	10%	5%	5%	5%	10%	10%	8%	5%
Trademarks													
Number Reporting	426	22	13	27	41	36	54	72	42	25	28	19	38
Median percent	20%	20%	20%	10%	20%	20%	20%	20%	17%	20%	20%	10%	15%
Other IP Areas													
Number Reporting	34	0	1	2	8	2	3	7	3	3	0	1	4
Median percent	10%	-	5%	6%	8%	25%	4%	15%	20%	25%	-	65%	8%

Table 13. Incidence of Selected Intellectual Property Law Activities by Type of Practice for Respondents Who Devote 50% or More of Practice to Developing IP Protection

		Type of Practice								
	Total Survey	Partner in a Private Firm	Associate in a Private Firm	Sole Practitioner	All in Private Practice	Head of Corporate IP or Legal	Other Corporate IP or Legal	All Corporate Lawyers	Government Lawyer	All Others
Number Reporting	780	194	220	82	522	42	203	245	7	6
% of total		25%	28%	11%	67%	5%	26%	31%	1%	1%
Number of New U.S. and PCT Patent Applications Prepared and Filed in 1996										
Number Reporting	711	177	200	76	476	37	189	226	4	5
		25%	28%	11%	67%	5%	27%	32%	1%	1%
75th percentile	24	30	22	25	25	18	16	17		9
50th percentile	15	20	15	15	15	11	12	12	21	8
25th percentile	9	12	9	8	10	6	8	7		6
Number of U.S. PCT Applications Filed in 1996										
Number Reporting	471	157	129	35	335	24	108	132	1	3
		33%	27%	7%	71%	5%	23%	28%	0%	1%
75th percentile	10	10	6	8	10	18	10	10		7
50th percentile	5	6	4	4	5	3	6	6		4
25th percentile	3	3	2	2	3	2	3	3		2
Number of Non-PCT Foreign Applications Filed in 1996*										
Number Reporting	405	136	91	29	267	25	111	136	0	2
		34%	22%	7%	66%	6%	27%	34%	-	0%
75th percentile	12	10	10	7	10	18	16	18	-	
50th percentile	5	5	4	3	5	10	8	9	-	
25th percentile	2	2	2	1	2	6	5	5	-	

*Respondents were asked to count parallel filings in multiple countries as a single application.

Table 12a. Percent of Time in IP Practice Spent in Areas of Technical Specialization

		Type of Practice								
	Total Survey	Partner in a Private Firm	Associate in a Private Firm	Sole Practitioner	All in Private Practice	Head of Corporate IP or Legal	Other Corporate IP or Legal	All Corporate Lawyers	Government Lawyer	All Others
Total Survey	1638	544	332	122	1052	169	376	545	27	14
% of total		33%	20%	7%	64%	10%	23%	33%	2%	1%
Technical Areas:										
Biotechnology										
Number Reporting	395	147	84	20	266	40	71	111	13	5
Median percent	20%	15%	38%	13%	20%	20%	20%	20%	30%	80%
Chemical										
Number Reporting	764	232	114	55	423	101	221	322	14	5
Median percent	40%	25%	30%	20%	25%	60%	80%	75%	18%	90%
Computer Hardware										
Number Reporting	468	172	120	47	357	28	72	100	8	3
Median percent	20%	15%	20%	20%	20%	13%	20%	20%	5%	10%
Computer Software										
Number Reporting	656	230	148	57	457	59	127	186	8	5
Median percent	15%	13%	20%	15%	15%	10%	20%	20%	20%	20%
Electrical										
Number Reporting	840	336	187	75	625	68	131	199	12	4
Median percent	20%	20%	30%	20%	20%	25%	20%	25%	30%	35%
Mechanical										
Number Reporting	1159	440	235	101	816	112	211	323	15	5
Median percent	33%	35%	30%	50%	40%	25%	30%	30%	14%	10%
Other Specialization										
Number Reporting	150	66	24	15	108	18	18	36	4	2
Median percent	25%	23%	25%	20%	25%	33%	35%	33%	55%	55%

Table 10. Workload in 1996 Compared with Workload in 1995, by Type of Practice

		Type of Practice								
	Total Survey	Partner in a Private Firm	Associate in a Private Firm	Sole Practitioner	All in Private Practice	Head of Corporate IP or Legal	Other Corporate IP or Legal	All Corporate Lawyers	Government Lawyer	All Others
Total Survey	1638	544	332	122	1052	169	376	545	27	14
		33%	20%	7%	64%	10%	23%	33%	2%	1%
Change in Workload										
Increased	1000	304	200	68	595	120	266	386	11	8
	61%	56%	60%	56%	57%	71%	71%	71%	41%	57%
Decreased	153	66	22	23	126	10	14	24	-	3
	9%	12%	7%	19%	12%	6%	4%	4%	-	21%
No change	475	172	106	29	323	37	96	133	16	3
	29%	32%	32%	24%	31%	22%	26%	24%	59%	21%
Not reported	10	2	4	2	8	2	-	2	-	-
If Increased, by What Percent?										
Number Reporting	822	251	157	56	480	99	225	324	11	7
		31%	19%	7%	58%	12%	27%	39%	1%	1%
Median percent	15%	15%	15%	20%	15%	15%	15%	15%	15%	20%
If Decreased, by What Percent?										
Number Reporting	134	59	19	19	109	8	14	22	0	3
		44%	14%	14%	81%	6%	10%	16%	-	2%
Median percent	15%	10%	10%	20%	15%	20%	20%	20%	-	20%

Table 9. Income of All Corporate Lawyers by Number of Subordinates

	Total Survey	Lawyers and Agents Reporting Directly or Indirectly						
		None	1	2	3-5	6-10	11-15	16 or More
ALL CORPORATE IP OR LEGAL DEPARTMENT								
Number Reporting	518	302 58%	74 14%	33 6%	54 10%	34 7%	13 3%	8 2%
75th percentile	$160,001	$135,000	$150,001	$162,001	$185,001	$225,000	$275,001	$370,000
Median	$124,000	$109,999	$125,001	$144,000	$159,999	$190,000	$214,400	$237,841
25th percentile	$99,999	$89,999	$106,000	$114,999	$125,001	$156,000	$200,000	$180,000
HEAD CORPORATE IP OR LEGAL DEPARTMENT								
Number Reporting	155	38 25%	36 23%	11 7%	32 21%	20 13%	11 7%	7 5%
75th percentile	$199,998	$161,000	$149,000	$217,998	$185,000	$233,000	$296,485	$414,998
Median	$155,990	$130,002	$136,500	$156,000	$162,500	$205,000	$210,000	$265,000
25th percentile	$127,003	$95,000	$117,150	$144,003	$145,000	$170,000	$199,998	$175,003
OTHER CORPORATE IP OR LEGAL DEPARTMENT								
Number Reporting	363	264 73%	38 10%	22 6%	22 6%	14 4%	2 1%	1 0%
75th percentile	$144,000	$130,000	$155,000	$160,000	$193,250	$204,999		
Median	$112,001	$107,900	$112,500	$127,000	$155,000	$176,342		
25th percentile	$92,401	$88,250	$100,000	$110,000	$120,000	$140,001		

Table 8. Income by Type of Practice and Location of Primary Place of Work

		Location of Respondent's Primary Place of Work											
	Total Survey	Boston Area	NYC Area	Philadelphia-Wilmington	Washington DC Area	Other East	Metro Southeast	Other Southeast	Chicago Area	Other Central	Texas	California	Other West
ALL FULLTIME PRACTICE													
Number Reporting	1524	44	79	73	218	206	58	19	92	327	109	186	104
		3%	5%	5%	14%	14%	4%	1%	6%	21%	7%	12%	7%
75th percentile	$200,001	$260,000	$310,000	$200,001	$270,001	$182,000	$180,000	$150,000	$245,000	$185,999	$180,001	$240,000	$156,000
Median	$129,999	$129,500	$180,000	$150,000	$130,000	$134,200	$115,000	$85,001	$152,500	$120,000	$121,001	$144,500	$111,500
25th percentile	$91,999	$93,500	$120,001	$109,999	$95,001	$96,000	$75,001	$60,001	$100,000	$84,999	$91,000	$103,001	$65,000
ALL PRIVATE PRACTICE													
Number Reporting	971	34	65	40	186	72	38	11	67	183	64	128	77
		4%	7%	4%	19%	7%	4%	1%	7%	19%	7%	13%	8%
75th percentile	$249,985	$300,000	$390,008	$240,000	$290,004	$201,500	$204,000	$194,992	$324,992	$200,007	$210,008	$260,006	$187,008
Median	$142,988	$124,500	$225,000	$149,995	$149,992	$109,650	$135,000	$74,000	$176,000	$124,996	$132,500	$160,000	$105,500
25th percentile	$90,007	$94,992	$124,988	$91,000	$104,989	$72,750	$72,000	$59,992	$109,996	$81,996	$81,000	$100,000	$62,008
PARTNERS													
Number Reporting	519	14	40	23	110	32	21	5	46	99	30	57	37
		3%	8%	4%	21%	6%	4%	1%	9%	19%	6%	11%	7%
75th percentile	$339,958	$450,000	$462,500	$424,875	$370,000	$255,000	$255,125	$195,125	$406,000	$256,875	$335,000	$350,208	$240,125
Median	$228,000	$337,500	$300,000	$225,000	$270,000	$209,000	$200,000	$157,500	$245,000	$199,778	$210,125	$251,700	$155,000
25th percentile	$157,125	$250,000	$232,500	$150,125	$164,000	$155,000	$155,875	$59,875	$170,000	$126,125	$171,000	$194,875	$102,971
ASSOCIATES													
Number Reporting	322	18	19	13	64	19	13	2	17	65	24	42	25
		6%	6%	4%	20%	6%	4%	1%	5%	20%	7%	13%	8%
75th percentile	$103,963	$117,500	$124,975	$112,025	$108,017	$97,975	$75,025		$96,525	$89,025	$97,000	$110,033	$64,988
Median	$85,303	$97,250	$104,500	$80,000	$96,600	$79,975	$69,000		$90,000	$74,980	$81,000	$94,000	$61,967
25th percentile	$69,965	$84,000	$88,025	$74,963	$79,750	$65,025	$59,825		$85,580	$60,975	$72,500	$79,975	$56,975

Table 7. Income by Type of Practice and Size of Professional Staff

		Intellectual Property Lawyers and Agents in the Firm or Corporation							
	Total Survey	1-2	3-5	6-10	11-25	26-50	51-100	101-150	151 or More
All Fulltime Practice									
Number Reporting	1524	203	162	214	366	268	215	55	17
		13%	11%	14%	24%	18%	14%	4%	1%
75th percentile	$200,001	$156,001	$171,000	$198,000	$205,000	$232,500	$260,000	$210,000	$300,001
Median	$129,999	$120,999	$118,500	$125,500	$140,000	$143,000	$135,000	$139,999	$121,000
25th percentile	$91,999	$78,001	$78,001	$88,000	$100,001	$97,600	$94,000	$90,030	$100,000
All Private Practice									
Number Reporting	971	114	88	129	245	179	151	38	14
		12%	9%	13%	25%	18%	16%	4%	1%
75th percentile	$249,985	$172,500	$217,500	$244,008	$239,988	$289,992	$334,992	$300,000	$500,000
Median	$142,988	$110,321	$137,500	$149,993	$149,993	$145,008	$150,013	$151,000	$138,000
25th percentile	$90,007	$70,000	$73,000	$87,992	$99,992	$91,008	$96,012	$82,000	$105,000
Partners									
Number Reporting	519	24	62	83	154	87	82	19	6
		5%	12%	16%	30%	17%	16%	4%	1%
75th percentile	$339,958	$240,000	$231,566	$275,063	$292,000	$420,063	$400,219	$425,875	$550,000
Median	$228,000	$138,000	$191,500	$199,875	$200,500	$291,000	$300,000	$300,000	$515,000
25th percentile	$157,125	$90,000	$119,875	$149,844	$150,125	$200,188	$200,167	$206,872	$300,000
Associates									
Number Reporting	322	10	21	39	77	85	66	17	6
		3%	7%	12%	24%	26%	20%	5%	2%
75th percentile	$103,963	$86,500	$74,038	$90,013	$105,025	$106,525	$105,000	$109,975	$110,000
Median	$85,303	$57,000	$67,000	$74,975	$84,967	$90,000	$94,250	$81,000	$102,500
25th percentile	$69,965	$40,300	$46,975	$59,988	$66,175	$74,971	$80,000	$76,975	$93,000
All Corporate IP or Legal Department									
Number Reporting	518	82	71	82	118	84	59	17	0
		16%	14%	16%	23%	16%	11%	3%	-
75th percentile	$160,001	$156,000	$143,000	$162,000	$169,924	$175,000	$174,999	$140,001	-
Median	$124,000	$125,001	$110,000	$115,000	$130,000	$141,000	$120,000	$122,000	-
25th percentile	$99,999	$93,600	$85,000	$91,080	$103,001	$110,000	$92,401	$107,299	-
Head Corporate IP or Legal Department									
Number Reporting	155	57	23	17	35	15	5	2	0
		37%	15%	11%	23%	10%	3%	1%	-
75th percentile	$199,998	$160,003	$169,998	$243,413	$219,999	$229,998	$376,003		-
Median	$155,990	$131,000	$149,998	$197,080	$185,000	$175,000	$210,682		-
25th percentile	$127,003	$110,001	$120,001	$170,998	$149,999	$114,303	$147,998		-
Other Corporate IP or Legal Department									
Number Reporting	363	25	48	65	83	69	54	15	0
		7%	13%	18%	23%	19%	15%	4%	-
75th percentile	$144,000	$125,001	$120,000	$130,000	$141,999	$165,001	$160,001	$140,000	-
Median	$112,001	$96,500	$103,000	$105,000	$117,000	$130,000	$118,250	$120,000	-
25th percentile	$92,401	$64,999	$74,500	$85,000	$98,501	$109,999	$92,400	$95,001	-

Table 6. Income by Type of Practice and Area(s) of Technical Specialization

		Respondent's Technical Specialization (50% or More of IP Practice in This Area)											
	Total Survey	Biotech-nology	Chemical	Biotechnology/ Chemical	Chemical/ Mechanical	Computer Hardware*	Computer Software	Electrical	Electrical/ Mechanical	Mechanical Only	Other Areas*	Multiple Areas*	None Reported
All Fulltime Practice													
Number Reporting	1524	100 7%	307 20%	13 1%	20 1%	41 3%	58 4%	163 11%	19 1%	405 27%	44 3%	323 21%	31 2%
75th percentile	$200,001	$177,500	$180,001	$175,001	$182,000	$185,000	$200,000	$190,000	$240,000	$200,000	$270,000	$245,000	$225,000
Median	$129,999	$120,500	$135,000	$138,000	$129,000	$127,000	$119,500	$114,189	$200,000	$125,000	$146,500	$140,000	$130,370
25th percentile	$91,999	$90,000	$103,000	$102,353	$95,250	$94,500	$90,029	$89,001	$100,001	$79,999	$85,000	$95,000	$92,001
All Private Practice													
Number Reporting	971	62 6%	102 11%	5 1%	9 1%	22 2%	34 4%	111 11%	17 2%	306 32%	29 3%	255 26%	19 2%
75th percentile	$249,985	$219,992	$250,000	$210,008	$182,008	$200,000	$265,000	$249,988	$240,008	$226,000	$353,008	$274,997	$250,004
Median	$142,988	$127,500	$138,000	$138,000	$120,000	$140,000	$125,500	$120,011	$215,000	$137,500	$175,000	$160,008	$170,000
25th percentile	$90,007	$98,000	$99,996	$89,992	$88,992	$80,008	$77,000	$88,008	$109,992	$77,000	$104,992	$95,001	$100,008
Partners													
Number Reporting	519	28 5%	55 11%	2 0%	2 0%	8 2%	16 3%	52 10%	13 3%	170 33%	19 4%	142 27%	12 2%
75th percentile	$339,958	$330,000	$399,875			$365,000	$300,125	$360,500	$277,125	$290,125	$559,875	$360,000	$317,000
Median	$228,000	$220,000	$227,000			$217,500	$277,500	$240,000	$230,000	$200,114	$275,000	$246,000	$238,000
25th percentile	$157,125	$162,500	$157,625			$165,000	$212,500	$150,000	$199,875	$143,125	$175,125	$170,167	$172,500
Associates													
Number Reporting	322	29 9%	34 11%	3 1%	4 1%	9 3%	14 4%	48 15%	4 1%	89 28%	7 2%	75 23%	6 2%
75th percentile	$103,963	$108,038	$105,000			$103,025	$108,000	$104,000		$90,038	$130,975	$100,475	$100,000
Median	$85,303	$98,000	$96,000	$90,000	$94,500	$80,000	$77,500	$84,250	$89,000	$72,500	$81,000	$90,033	$93,000
25th percentile	$69,965	$77,975	$81,975			$69,975	$74,000	$72,000		$60,975	$70,025	$74,975	$80,000

*Among 41 respondents whose primary technical specialization is Computer Hardware, seven reported IP practices divided equally between hardware and software. "Other Areas" includes medical devices, pharmaceuticals, advanced materials, metallurgy, optics, physics, food technology, and consumer products. "Multiple Areas" includes respondents who reported three or more areas of technical specialization, with no one area accounting for more than 49% of practice.

ASSOCIATES IN PRIVATE FIRMS

Income in the First 10 Years of Intellectual Property Law Experience

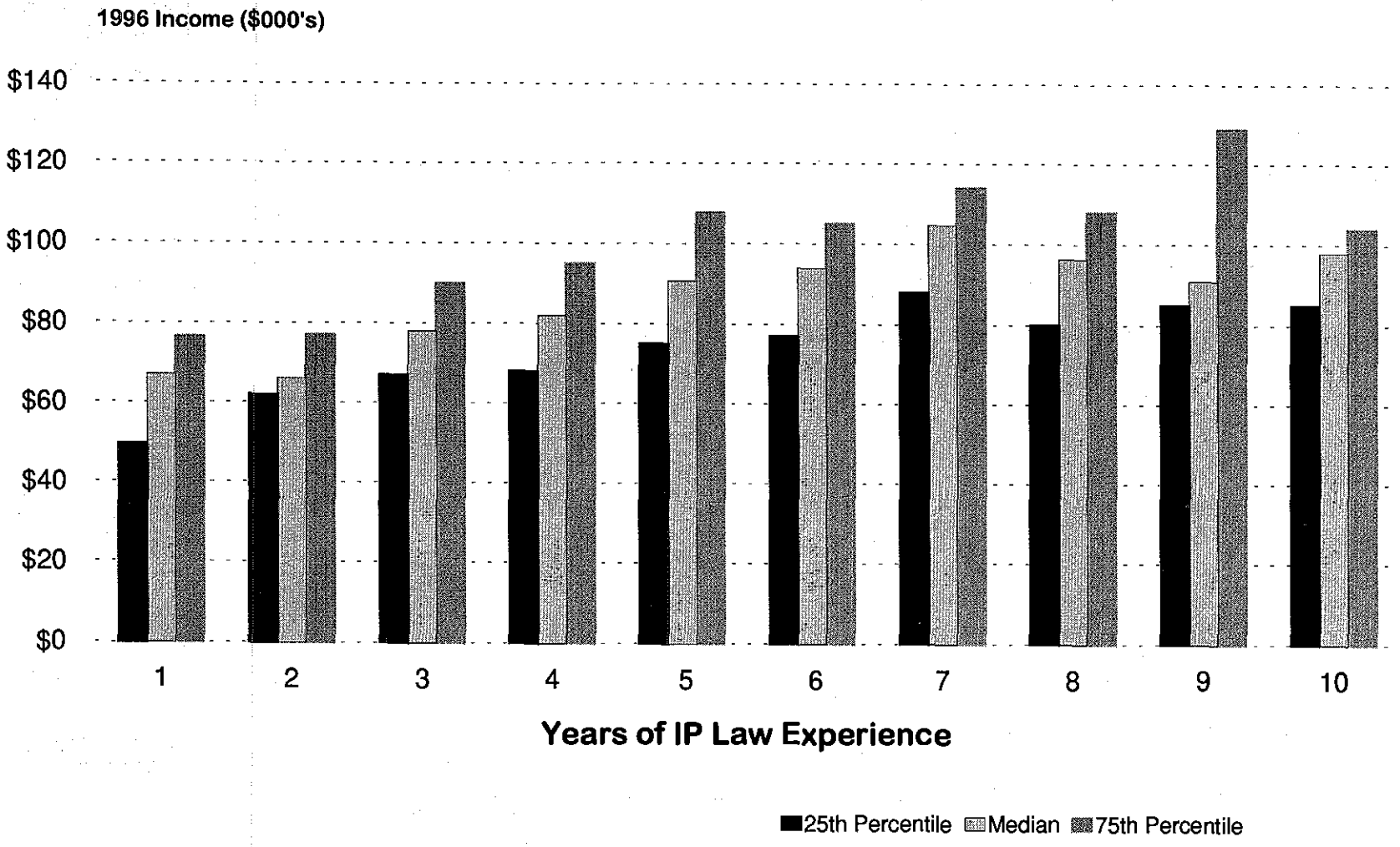


Chart 6
The AIPLA 1997 Economic Survey

Table 4b. Income by Type of Practice, in the First 10 Years of Experience

		Respondent's Years of Intellectual Property Law Experience									
	Total Survey	1 Year	2 Years	3 Years	4 Years	5 Years	6 Years	7 Years	8 Years	9 Years	10 Years
ALL FULLTIME PRACTICE											
Number Reporting	1524	26 2%	58 4%	65 4%	59 4%	66 4%	72 5%	84 6%	69 5%	35 2%	65 4%
75th percentile	$200,001	$75,001	$78,001	$90,030	$96,000	$109,000	$107,500	$120,000	$138,001	$129,000	$140,001
Median	$129,999	$65,500	$65,063	$77,001	$82,000	$93,500	$93,000	$105,750	$106,000	$110,001	$110,641
25th percentile	$91,999	$53,000	$60,001	$66,999	$67,501	$75,001	$77,500	$89,250	$85,001	$91,001	$98,000
ALL PRIVATE PRACTICE											
Number Reporting	971	22 2%	51 5%	48 5%	46 5%	46 5%	45 5%	43 4%	40 4%	16 2%	34 4%
75th percentile	$249,985	$77,989	$77,988	$91,500	$96,000	$109,000	$108,008	$125,004	$144,000	$160,000	$169,992
Median	$142,988	$69,000	$65,125	$78,750	$83,803	$92,000	$95,008	$107,000	$112,500	$125,500	$132,500
25th percentile	$90,007	$52,000	$61,992	$67,100	$67,500	$74,992	$77,992	$91,996	$95,000	$93,000	$99,500
PARTNERS											
Number Reporting	519	0 -	0 -	3 1%	1 0%	8 2%	6 1%	13 3%	19 4%	8 2%	19 4%
75th percentile	$339,958	-	-			$152,500	$125,000	$230,125	$159,875	$244,000	$179,875
Median	$228,000	-	-	$150,000		$113,750	$105,500	$152,000	$139,875	$160,000	$161,000
25th percentile	$157,125	-	-			$66,000	$91,000	$109,875	$121,125	$128,500	$139,938
ASSOCIATES											
Number Reporting	322	20 6%	48 15%	45 14%	41 13%	38 12%	33 10%	26 8%	18 6%	7 2%	11 3%
75th percentile	$103,963	$76,500	$77,000	$89,988	$94,988	$107,700	$105,025	$114,000	$108,000	$128,975	$103,975
Median	$85,303	$67,000	$66,063	$78,000	$82,025	$90,750	$94,000	$104,750	$96,250	$91,000	$98,000
25th percentile	$69,965	$49,500	$61,983	$66,975	$67,975	$75,025	$76,975	$88,000	$80,000	$85,025	$85,038

HEAD CORPORATE IP DEPARTMENT

Income by Years of Intellectual Property Law Experience

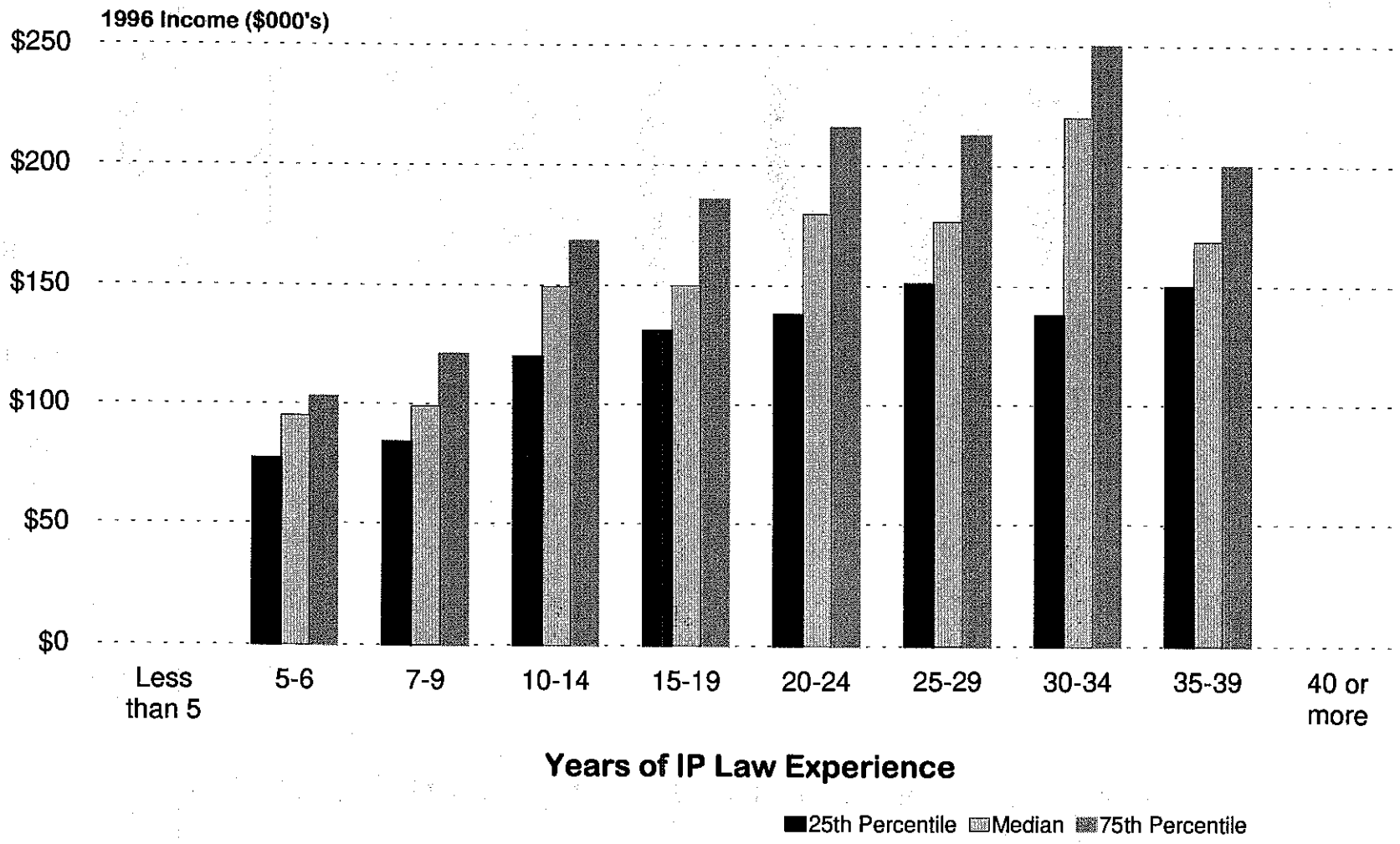


Chart 4
The AIPLA 1997 Economic Survey

PARTNERS IN PRIVATE FIRMS

Income by Years of Intellectual Property Law Experience

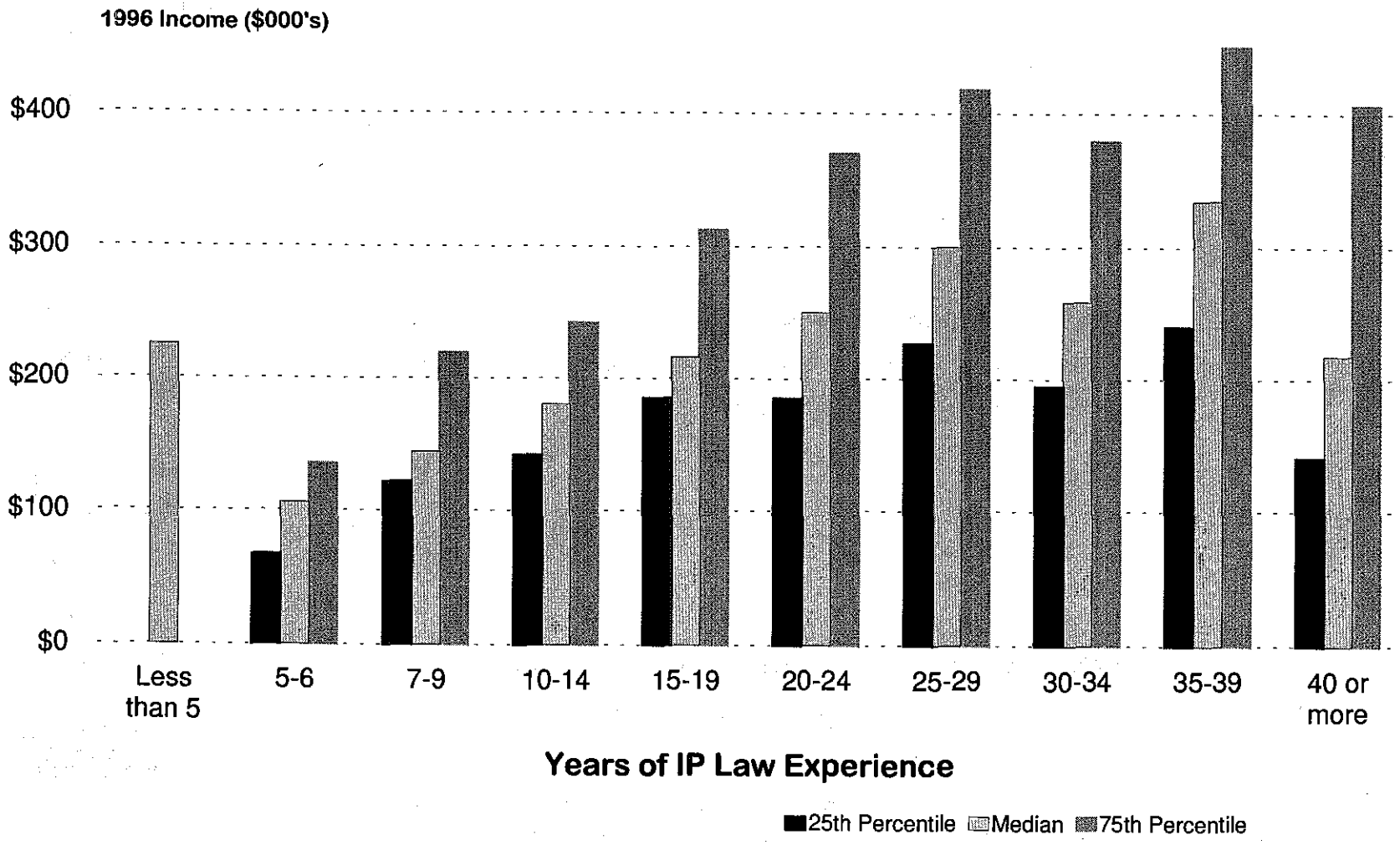


Chart 2
The AIPLA 1997 Economic Survey

Table 4a. Income by Type of Practice and Years of Experience *(continued)*

		Respondent's Years of Intellectual Property Law Experience									
	Total Survey	Less than 5	5-6 Years	7-9 Years	10-14 Years	15-19 Years	20-24 Years	25-29 Years	30-34 Years	35-39 Years	40 or More
Sole Practitioner											
Number Reporting	90	9	6	7	13	9	14	5	13	5	9
		10%	7%	8%	14%	10%	16%	6%	14%	6%	10%
75th percentile	$190,000	$110,039	$110,000	$94,961	$146,039	$225,039	$225,000	$218,039	$202,039	$300,039	$245,039
Median	$120,250	$75,000	$97,500	$58,000	$110,000	$155,000	$160,000	$150,000	$175,000	$58,000	$150,000
25th percentile	$73,000	$60,020	$85,000	$30,039	$89,961	$114,961	$107,667	$127,961	$99,961	$41,961	$39,961
All Corporate IP or Legal Department											
Number Reporting	518	36	46	86	94	73	62	55	41	19	4
		7%	9%	17%	18%	14%	12%	11%	8%	4%	1%
75th percentile	$160,001	$90,015	$107,000	$117,000	$142,999	$160,000	$199,999	$190,001	$212,501	$220,999	
Median	$124,000	$75,000	$92,500	$105,000	$115,750	$140,001	$169,462	$156,000	$157,000	$169,000	$171,000
25th percentile	$99,999	$63,090	$79,999	$85,001	$99,999	$123,999	$134,999	$128,001	$133,399	$138,001	
Head Corporate IP Department											
Number Reporting	134	2	5	11	24	25	25	20	11	9	2
		1%	4%	8%	18%	19%	19%	15%	8%	7%	1%
75th percentile	$197,080		$103,003	$120,998	$168,500	$185,999	$216,003	$212,541	$249,998	$200,003	
Median	$151,000		$95,000	$99,000	$149,500	$149,998	$180,000	$177,000	$220,000	$169,000	
25th percentile	$128,000		$76,998	$84,003	$120,000	$130,998	$137,998	$151,000	$138,003	$149,996	
Head Corporate Legal Department											
Number Reporting	21	0	1	4	3	3	7	1	2	0	0
		-	5%	19%	14%	14%	33%	5%	10%	-	-
75th percentile	$216,000	-					$235,000			-	-
Median	$161,000	-		$140,000	$130,000	$160,000	$200,000			-	-
25th percentile	$120,500	-					$141,000			-	-

Table 3b. Employer Contributions to Pension and Savings Plans by Type of Practice and Age of Respondent *(continued)*

		Respondent's Age								
	Total Survey	25-29	30-34	35-39	40-44	45-49	50-54	55-59	60-64	65 or Older
SOLE PRACTITIONER										
Number Reporting	25	1 4%	1 4%	1 4%	4 16%	5 20%	3 12%	6 24%	2 8%	2 8%
75th percentile	$20,094					$22,594		$29,906		
Median	$6,094				$2,750	$18,701	$29,906	$5,500		
25th percentile	$3,406					$6,906		$4,906		
ALL CORPORATE IP OR LEGAL DEPARTMENT										
Number Reporting	236	2 1%	34 14%	45 19%	40 17%	29 12%	43 18%	26 11%	15 6%	2 1%
75th percentile	$10,000		$5,000	$7,000	$13,000	$13,000	$10,000	$9,500	$18,000	
Median	$5,490		$3,680	$5,000	$5,140	$9,000	$6,750	$6,237	$8,750	
25th percentile	$3,400		$2,400	$4,000	$4,000	$5,000	$3,000	$4,200	$5,000	
HEAD CORPORATE IP OR LEGAL DEPARTMENT										
Number Reporting	79	0 -	2 3%	11 14%	16 20%	15 19%	21 27%	5 6%	8 10%	1 1%
75th percentile	$15,381	-		$9,409	$17,700	$15,981	$12,819	$20,019	$18,121	
Median	$8,750	-		$4,519	$10,000	$10,000	$7,000	$12,000	$12,000	
25th percentile	$4,819	-		$3,019	$4,900	$4,019	$4,181	$7,981	$8,375	
OTHER CORPORATE IP OR LEGAL DEPARTMENT										
Number Reporting	157	2 1%	32 20%	34 22%	24 15%	14 9%	22 14%	21 13%	7 4%	1 1%
75th percentile	$8,500		$4,473	$7,000	$11,500	$11,000	$9,000	$8,000	$15,000	
Median	$5,000		$3,510	$5,000	$4,600	$7,500	$6,250	$5,000	$5,310	
25th percentile	$3,000		$2,200	$4,000	$3,100	$5,580	$3,000	$4,200	$3,000	

Table 3a. Income by Type of Practice and Age of Respondent *(continued)*

	Total Survey	Respondent's Age								
		25-29	30-34	35-39	40-44	45-49	50-54	55-59	60-64	65 or Older
SOLE PRACTITIONER										
Number Reporting	90	1	5	10	9	22	9	16	8	10
		1%	6%	11%	10%	24%	10%	18%	9%	11%
75th percentile	$190,000		$95,039	$146,000	$150,039	$200,000	$250,039	$195,000	$244,000	$245,000
Median	$120,250		$50,000	$105,321	$100,039	$114,334	$202,000	$143,750	$93,000	$134,750
25th percentile	$73,000		$11,961	$90,000	$79,961	$60,052	$174,804	$88,500	$41,000	$36,000
ALL CORPORATE IP OR LEGAL DEPARTMENT										
Number Reporting	518	10	76	101	84	72	82	54	33	6
		2%	15%	19%	16%	14%	16%	10%	6%	1%
75th percentile	$160,001	$79,999	$106,750	$127,001	$148,500	$174,000	$200,001	$192,000	$200,001	$200,000
Median	$124,000	$72,980	$88,250	$109,999	$120,001	$130,500	$163,000	$150,000	$155,990	$146,000
25th percentile	$99,999	$52,001	$74,300	$92,000	$102,500	$112,500	$132,000	$125,001	$137,999	$128,000
HEAD CORPORATE IP OR LEGAL DEPARTMENT										
Number Reporting	155	1	11	22	23	31	40	12	13	2
		1%	7%	14%	15%	20%	26%	8%	8%	1%
75th percentile	$199,998		$149,996	$160,000	$165,998	$197,078	$227,500	$285,000	$210,003	
Median	$155,990		$103,000	$120,002	$145,000	$168,000	$185,500	$192,000	$169,000	
25th percentile	$127,003		$91,003	$105,000	$124,003	$130,002	$149,998	$143,000	$149,996	
OTHER CORPORATE IP OR LEGAL DEPARTMENT										
Number Reporting	363	9	65	79	61	41	42	42	20	4
		2%	18%	22%	17%	11%	12%	12%	6%	1%
75th percentile	$144,000	$80,000	$103,000	$120,001	$130,001	$144,001	$170,000	$184,999	$187,500	
Median	$112,001	$70,960	$85,000	$105,500	$115,000	$120,000	$151,500	$143,000	$146,000	$134,000
25th percentile	$92,401	$52,000	$71,999	$91,001	$101,999	$105,999	$119,000	$124,999	$127,000	

Table 2b. Comparison of Respondents in Full-time Practice with Previous Economic Survey

		Type of Practice								
	Total Survey	Partner in a Private Firm	Associate in a Private Firm	Sole Practitioner	All in Private Practice	Head of Corporate IP or Legal	Other Corporate IP or Legal	All Corporate Lawyers	Government Lawyer	All Others
Number Reporting	1551	527 34%	323 21%	98 6%	990 64%	160 10%	366 24%	526 34%	26 2%	9 1%
Years of Age										
Median in 1996	43	48	33	52	43	49	41	44	48	46
Median in 1994	44	49	32	52	44	47	44	45	45	43
Years of Experience										
Median in 1996	14	20	5	21	14	19	12	14	15	14
Median in 1994	14	21	5	20	14	20	14	15	12	8
Income in 1996										
75th percentile	$200,001	$340,000	$103,999	$190,000	$249,999	$200,000	$144,000	$160,001	$93,000	$91,001
Median	$129,999	$228,000	$85,303	$120,250	$142,999	$155,990	$112,000	$124,000	$83,500	$85,000
25th percentile	$91,999	$157,001	$69,999	$73,000	$90,000	$127,001	$92,401	$99,999	$67,000	$80,000
Income in 1994										
75th Percentile	$189,993	$300,006	$98,006	$154,997	$225,995	$179,997	$131,001	$140,001	$89,000	$80,004
Median	$120,004	$210,750	$77,996	$99,999	$134,998	$139,999	$104,004	$114,005	$76,000	$73,000
25th Percentile	$84,994	$149,998	$66,000	$58,004	$82,006	$115,006	$83,800	$89,004	$65,500	$64,997
Percent Increase in Median Income										
1994 to 1996	7.7%	8.2%	9.4%	20.3%	5.6%	11.4%	7.7%	8.8%	9.9%	16.4%

TEN-YEAR COMPARISON OF MEDIAN INCOMES: 1986-1996

Partners, All Corporate Lawyers, and All Survey Respondents

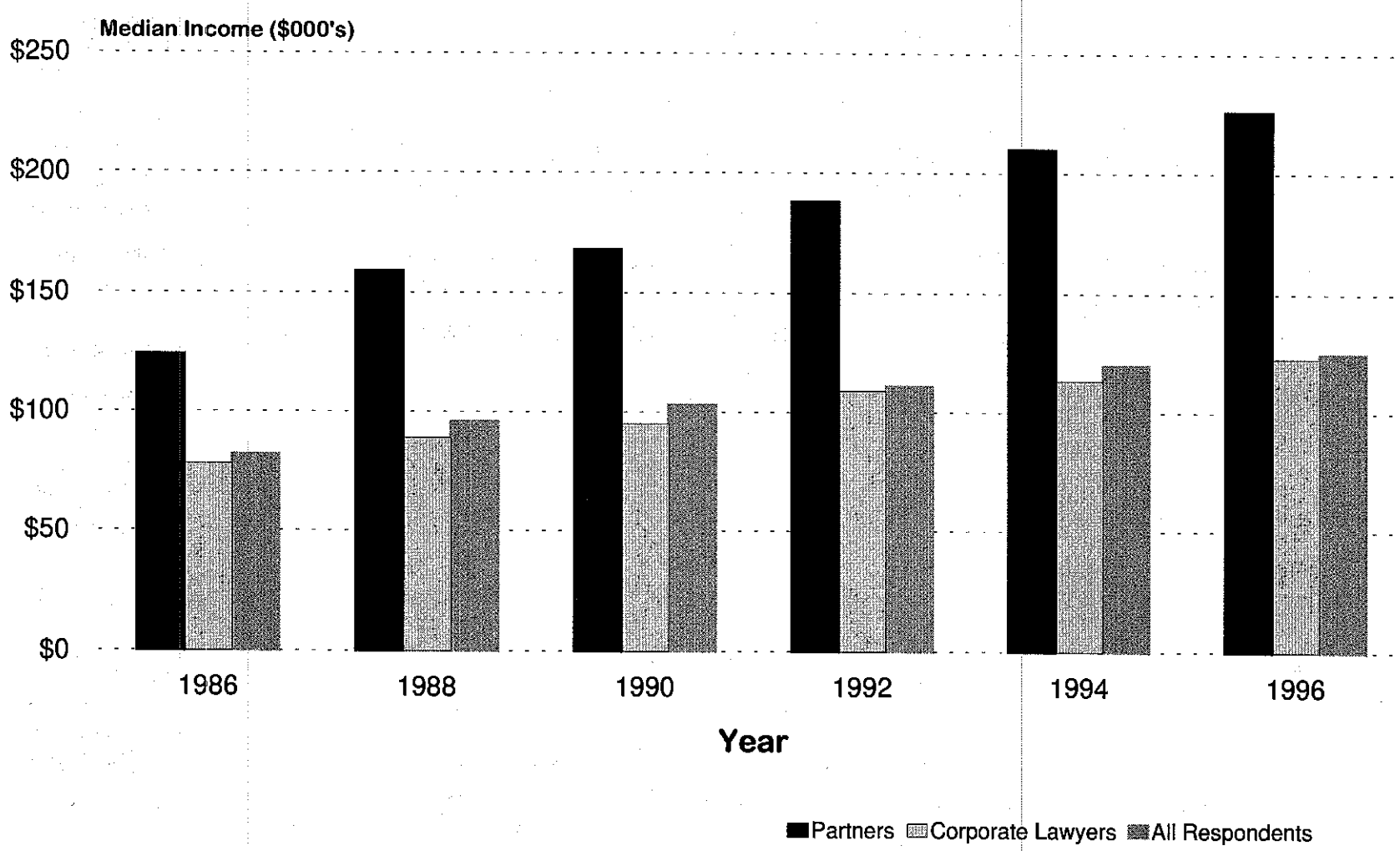


Chart 1
The AIPLA 1997 Economic Survey

staff. Twenty percent of the responses are from firms with 31 or more attorneys on staff. These 60 larger firms reported an average of 167 attorneys.

Among all firms, in addition to attorneys, there are on average eight USPTO-registered patent agents, three technical assistants/searchers, four paralegal/legal assistants, and 41 secretarial and other non-billable staff. In firms of all sizes, there is an average of one support staff for each attorney.

Almost 70 percent of the 293 firms reported that IP law is their only practice. Among firms in which IP law accounts for at least 75 percent of the practice, an average of 35 percent of 1996 billings was for litigation. An average of 61 percent of billings was for patent and trademark registration and prosecution.

Billings per attorney, in those firms in which IP law is at least 75 percent of the practice, averaged $266,000 in 1996. Among all firms, collections averaged 94 percent of billings and overhead as a percent of collections averaged 41 percent. More than one-half of the surveyed firms reported that billings increased in 1996 and most reported that billings increased more than 10 percent. Among those reporting, billings in 1996 increased an average of 24 percent over 1995 and billings in 1995 increased an average of 18 percent of 1994. Approximately five percent of firms reported a decrease in billings in each year.

Attorney hourly billing rates in 1996 averaged $184. The average hourly billing rate for IP work only was almost identical, at $185. For IP work, minimum hourly rates averaged $132 and maximum rates averaged $247. Regarding their compensation, associates are most likely to be evaluated on a combination of quantitative and qualitative factors. Partners are somewhat more likely to be evaluated on quantitative factors only.

Maximum overall liability insurance coverage averages slightly more than eight million but varies widely by size of firm. Coverage per claim averages almost seven million but varies widely by size of firm. Deductibles in 1996 averaged $121,000 per single claim and $231,000 for the aggregate of all claims.

for each practice group, the median percent of time spent in each of seven areas of technical specialization.

Time Devoted to Various IP Areas. The great majority of respondents, 1,592 of the 1,638, devote some portion of their IP practice to patents. Among the 1,592 reporting, at least one-half devote 80 percent or more of their practice to patents. Relatively fewer respondents devote any portion of their practice to copyrights, trade secrets, and trademarks. However, among partners who devote some portion of practice to trademarks, one-half devote 20 percent or more of their time to trademarks. Table 12b reports median percent of time spent in each IP area, within each practice group.

Table 14b reports median percent of partner time spent in each IP area, by level of partner income. Table 15b reports percent of associate time spent in each IP area, by level of associate income.

Among the 780 respondents who devote 50 percent or more of their practice to developing IP protection, 711 reported they prepared and filed one or more new U.S. and PCT patent applications in 1996. One-half of this group prepared and filed 15 or more patent applications. Table 13 reports the incidence of PCT applications filed and non-PCT foreign applications filed, as well as the preparation and filing of PCT patent applications.

Billing Characteristics

Of 1,052 respondents in private practice, 906 reported the number of billable hours they recorded in 1996. Median number of billable hours among those reporting was 1750. One-fourth billed 2000 or more hours. One-fourth billed 1500 or fewer hours. Average hours billed was 1687.

Average hours billed was highest, at 1867 hours, among the 61 practitioners reporting from the New York City area. Among all partners reporting, average hours billed was 1749; one-half billed 1750 or more hours. Among all associates, the average was 1825 and one-half of the associates billed 1850 or more hours. Sole practitioners billed, on average, 1109 hours and one-half billed 1120 or more hours. Billable hours by type of practice and location of primary place of work are reported in Table 16a. Billable hours by type of practice and years of experience are reported in table 17a.

Hourly Billing Rates. Of 1,052 private practitioners, 947 reported hourly billing rates that averaged $202. One-half reported billing rates of $195 or higher. Among 496 partners, the average billing rate is $240, with one-half reporting rates of $240 or higher. Among 300 associates, the average billing rate is $151, with one-half reporting rates of $150 or higher. Billing rates among sole practitioners averaged $166. Table 16b reports hourly billing rates by type of practice and primary place of work. Table 17b reports hourly billing rates by type of practice and years of experience.

IP, the relationship between years of experience and income is strongest through 15 years of experience.

Median income among associates increases strongly from $66,063 in the second year of experience through $104,750 in the seventh year of experience and levels out at less than $100,000 through the 10th year of experience. The relatively few associates with more than 10 years of experience are compensated in a range of $95,000 to $130,000.

Median 1996 compensation of corporate lawyers other than heads of IP and legal departments ranged from $74,000 to $76,500 among those with fewer than five years of experience but increases steadily to more than $150,000 among those with 20 or more years of experience.

Income and Technical Education. Among both private practitioners and corporate lawyers, there is little or no relationship between income and a master's degree in a technical discipline versus a bachelor's degree in a technical discipline. The absence of a relationship between level of technical education and median income is as true for respondents with fewer than five years of experience as for respondents with more than 10 years of experience.

The one-third of all partners who specialize in the mechanical area—who devote 50 percent or more time to that technical area—have the lowest median income, $200,114. Median income among all partners is $228,000. The relatively small group of partners who specialize in one of the less common technical areas, such as optics, have the highest median income, $275,000. The relationship between technical specialty and income is similar for associates. The largest group, 28 percent, specialize in the mechanical area, with a median 1996 income of $72,500. Among all associates, median income is $85,303. One-fifth of all associates devote 50 percent or more of their time to the biotechnology or the chemical area; median income among this group is approximately $10,000 higher than among all associates.

Income and Size of Professional Staff. Median income of partners increases sharply, from $138,000 to $191,500, as size of professional staff in the firm increases from two lawyers or patent agents to 3-5 lawyers or agents and increases sharply again, to $291,000, as professional staff increases to 26 or more lawyers or agents. In comparison, median income of lawyers heading corporate IP or legal is not strongly related to size of professional staff.

Median income of associates is also related to size of professional staff, with a median of $74,975 among associates in firms with 6-10 lawyers and agents and a median of $94,250 among associates in firms with 51-100 lawyers and agents.

Income and Location. Many variables may affect apparent income differences between geographic locations but partners in the Boston, New York City, and Washington D.C. areas do appear to have higher incomes than partners in other parts of the country. Associates in these three metropolitan areas also appear to have higher incomes than associates in other areas of the United States. Lawyers in private

The median is calculated and reported when three or more values were reported by respondents. The 75th and 25th percentiles are calculated and reported when five or more values were reported.

Percentiles and medians based on the values reported by survey respondents may be considered estimates of the percentiles and medians that could be calculated if the characteristics of the entire population represented by the survey respondents were known. Volunteer respondents to a survey typically have a greater interest in the topics being surveyed, compared with other members of the population who were invited to participate but did not respond to the survey. If a greater interest in the topics being surveyed is associated with other characteristics that distinguish respondents from non-respondents, the survey response may not accurately represent the underlying population. The response to the 1997 Economic Survey appears to be representative of all practice sub-groups among AIPLA members. Generally, the more values that were reported, the more accurately the reported percentiles estimate the distribution of those values among all AIPLA members. Percentiles based on fewer than 50 responses should be assumed to have relatively wide margins of error.

Other definitions useful in interpreting the information presented in this report are:

Income. This was defined as "total gross income in calendar year 1996 from your primary practice...including any partnership income, cash bonus, share of profits, and similar income you received, and any deferred compensation in which you vested in 1996."

Typical Charges and Estimated Litigation Costs. Respondents were asked to respond to questions covering typical charges associated with trademarks, patents, and copyrights "only if you have been personally responsible for a representative sample of the type of work to which the question pertains, either as a service provider (an attorney in private practice) or as a purchaser of such services (corporate counsel)." Respondents were asked to estimate litigation costs only if they had personal knowledge as a provider or purchaser of the service within the relatively recent past.

The survey instructions defined *typical charges* as: "Assuming a typical case with no unusual complications, what would you have expected to charge or be charged, in 1996, for legal services only (including search fees, but not including copy costs, drawing fees or government fees) in each of the following types of matters?"

The survey instructions defined *litigation total cost* as: "All costs, including outside legal and paralegal services, local counsel, associatfces, paralegals, travel and living expenses, fees and costs for court reporters, photocopies, courier services, exhibit preparation, analytical testing, expert witnesses, translators, surveys, jury advisors, and similar expenses."

For the complete context of the questions covering charges and costs, see Part IV of the survey questionnaire, reprinted in Appendix A.

Size of Professional Staff—One-half of respondents in full-time practice work in law firms or corporations that employ 15 or more intellectual property lawyers and/or patent agents. Approximately one-fourth of these respondents, including 30 percent of all partners, work in firms or corporations that employ 11-25 lawyers and agents. Associates are concentrated in firms that employ 11 or more attorneys and agents and one-half of associates work for firms that employ 30 or more IP attorneys and agents. Although one-half of the heads of corporate IP and legal departments are in corporations that employ five or more IP attorneys and agents, 37 percent of these top IP lawyers are in corporations that employ only one or two IP attorneys and agents. Table 7 reports income by type of practice and size of professional staff. Chart 7 illustrates the relationship between partner income and the number of professional staff in the firm.

Income, billable hours, billing rates, amount billed, typical charges, and estimated costs of litigation are reported by location.

Location of Primary Place of Work—All geographic regions of the United States are represented in the survey response. For the purpose of reporting income (Table 8), billable hours and billing rates (Table 16), dollar amount billed for legal services (Table 19), typical charges (Table 21), and estimated costs of litigation (Table 22) by place of work, all respondents were categorized based on the reported zip code of their primary office location.

Categorization of primary place of work is identical to the categories in the 1995 Economic Survey report. The metropolitan areas of Boston, NYC, Philadelphia-Wilmington, Washington DC, and Chicago include all work sites—central city and suburban—within the primary metropolitan statistical area (PMSA). Two states, Texas and California, have sufficiently large numbers of respondents to be reported separately.

The category "Metro Southeast" includes Raleigh-Durham and Charlotte in North Carolina; Atlanta, Georgia; and the Miami-Ft. Lauderdale-West Palm Beach area in Florida. All other categories are residual and contain the same states as in previous surveys:

"Other East" includes Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut, New York, Pennsylvania, Delaware, Maryland, Virginia, and West Virginia;

"Other Southeast" includes North Carolina, South Carolina, Georgia, and Florida;

"Other Central" includes Minnesota, North Dakota, South Dakota, Wisconsin, Michigan, Ohio, Indiana, Illinois, Iowa, Nebraska, Kansas, Missouri, Kentucky, Oklahoma, Arkansas, Louisiana, Mississippi, Alabama, and Tennessee; and

"Other West" includes Montana, Wyoming, Colorado, New Mexico, Idaho, Utah, Nevada, Arizona, Washington, Oregon, Alaska, and Hawaii.

Numerous differences may appear to be associated with location. These differences may not be entirely explained by location, however. Differences between location may be related to and partially explainable by differences in age, years of experience, and other practice characteristics and should be interpreted cautiously.

Characteristics of the Survey Sample

The AIPLA mailed survey questionnaires to its 8,048 members in early January and followed up with a reminder postcard in February. All usable responses are included in this report. Survey responses were returned anonymously to Fetzer-Kraus, Inc., an independent research firm that tabulated the results and prepared this report. Fetzer-Kraus assures participants that the confidentiality of each response has been maintained at all times and that only grouped data have been reported.

Type of Practice—One-third of the 1,638 attorneys who responded to the survey are partners or shareholders in private law firms and 20 percent are associates in private firms. Three percent, 54 respondents, are Of Counsel. Seven percent of respondents, 122 responses, are sole practitioners in private practice.

One-third of all respondents are corporate lawyers, including 169 respondents who are heads of corporate intellectual property law or legal departments. Approximately two percent of respondents, 27, are employed by government, including 11 respondents who are PTO examiners or managers. Another 14 respondents are employed in other professional settings, including consulting and academia. In tables that break out responses by type of practice, respondents who are Of Counsel are not broken out separately but are included in the column, "All in Private Practice." All other type-of-practice sub-groups are reported separately in these tables.

Table 1 compares age, experience, and income of all survey respondents.

Table 1 compares age, experience, and income of all 1,638 respondents by type of practice in 1996 with the age, experience, and income of all respondents by type of practice in 1994. Chart 1 illustrates change in income over the 10-year period from 1986 to 1996 for all survey respondents, for all partners, and for all corporate lawyers.

Approximately 95 percent of respondents devote full-time, at least five days a week, to their practice. The 1,551 respondents who devote full-time to their practice include 94 percent of the 1,052 attorneys in private practice and 97 percent of the 545 corporate lawyers. With the exception of Table 1, all income-reporting tables in this report include only those respondents who devoted full-time to their practice as of December 1996.

Table 2b compares age, experience, and income of respondents in full-time practice.

Table 2a reports age, experience, and income of full-time respondents by type of practice. Table 2b compares the age, experience, and income of full-time respondents in 1996 with age, experience, and income of full-time respondents in 1994, by type of practice.

Years of Age—One-half of respondents were 44 years of age or younger at the end of 1996. The largest group of respondents in full-time practice, 35 percent, are in their thirties. Another 28 percent of respondents in full-time practice are ages 40-49 and 22 percent are ages 50-59. Five percent of respondents in full-time practice are younger than age 30 and 10 percent are age 60 or older.

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Appendix A. Survey Questionnaire

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