

**AIPLA**

**Report of the  
Economic Survey**

**2007**

**Prepared Under Direction of  
Law Practice Management Committee**

**American Intellectual Property Law Association**  
211 18th Street South, Suite 700  
Arlington, Virginia 22202  
[www.aipla.org](http://www.aipla.org)

**Average hourly billing rate in 2006 (Q29)**

**Private Firm, Partner**

		What was your average hourly billing rate in 2006?				
		Number of Individuals	Mean (Average)	First Quartile 25%	Median (Midpoint)	Third Quartile 75%
All Individuals		827	\$390	\$300	\$380	\$475
Years of Intellectual Property Law Experience	Fewer than 5	6	\$192	\$144	\$200	\$231
	5-6	30	\$281	\$239	\$250	\$311
	7-9	120	\$327	\$260	\$308	\$400
	10-14	226	\$371	\$295	\$370	\$450
	15-24	237	\$407	\$313	\$400	\$495
	25-34	142	\$446	\$340	\$430	\$529
	35 or More	58	\$458	\$369	\$460	\$546
Location	Boston CMSA	46	\$512	\$436	\$503	\$575
	NYC CMSA	50	\$453	\$390	\$443	\$541
	Philadelphia CMSA	26	\$405	\$344	\$400	\$429
	Washington, DC CMSA	125	\$435	\$360	\$430	\$505
	Other East	41	\$306	\$250	\$300	\$345
	Metro Southeast	35	\$381	\$325	\$375	\$435
	Other Southeast	16	\$279	\$206	\$290	\$348
	Chicago CMSA	64	\$398	\$326	\$380	\$450
	Minne.-St. Paul PMSA	38	\$367	\$300	\$375	\$429
	Other Central	147	\$298	\$250	\$295	\$330
	Texas	62	\$407	\$340	\$400	\$486
	Los Angeles CMSA	37	\$461	\$330	\$485	\$553
	San Francisco CMSA	49	\$469	\$393	\$460	\$530
Other West	80	\$344	\$271	\$330	\$403	
IP Technical Specialization (>=50%)	Biotechnology	61	\$413	\$315	\$425	\$490
	Chemical	102	\$375	\$299	\$370	\$440
	Computer Hardware	15	\$422	\$350	\$400	\$545
	Computer Software	57	\$395	\$310	\$400	\$483
	Electrical	79	\$405	\$315	\$400	\$475
	Mechanical	177	\$337	\$275	\$315	\$398
	Other areas	9	\$446	\$320	\$425	\$588
Age	Younger than 35	17	\$287	\$225	\$275	\$323
	35-39	119	\$338	\$250	\$320	\$420
	40-44	191	\$367	\$280	\$350	\$440
	45-49	166	\$382	\$295	\$379	\$450
	50-54	120	\$416	\$340	\$400	\$494
	55-59	97	\$437	\$328	\$425	\$508
	60 or Older	110	\$444	\$338	\$448	\$541
Gender	Male	726	\$392	\$300	\$380	\$475
	Female	94	\$368	\$284	\$365	\$450
Highest Non-Law Degree	Bachelor's Degree	538	\$388	\$295	\$375	\$475
	Master's Degree	187	\$398	\$305	\$395	\$490
	Doctorate Degree	54	\$378	\$300	\$383	\$466
Ethnicity	White/Caucasian	744	\$392	\$300	\$385	\$479
	Hispanic/Latino	7	\$350	\$225	\$330	\$500
	Asian/Pacific Islander	29	\$353	\$250	\$330	\$453
	Blended	3	\$243	NA	\$240	NA
	Other	16	\$348	\$300	\$328	\$401
Full-time Intellectual Property lawyers and agents in the firm or corporation	1-2	59	\$278	\$225	\$255	\$325
	3-5	95	\$318	\$250	\$315	\$375
	6-10	81	\$322	\$258	\$315	\$355
	11-25	174	\$343	\$275	\$330	\$400
	26-50	115	\$409	\$325	\$400	\$490
	51-100	158	\$453	\$380	\$450	\$511
	101-150	50	\$502	\$429	\$493	\$571
	More than 150	84	\$507	\$435	\$500	\$579

## Average hourly billing rate in 2006 (Q29)

## Private Firm, Associate

		What was your average hourly billing rate in 2006?				
		Number of Individuals	Mean (Average)	First Quartile 25%	Median (Midpoint)	Third Quartile 75%
All Individuals		481	\$262	\$200	\$245	\$315
Years of Intellectual Property Law Experience	Fewer than 5	269	\$226	\$180	\$210	\$260
	5-6	99	\$303	\$240	\$300	\$355
	7-9	71	\$326	\$260	\$315	\$395
	10-14	21	\$340	\$268	\$300	\$413
	15-24	5	\$324	\$218	\$285	\$450
Location	Boston CMSA	25	\$310	\$235	\$320	\$353
	NYC CMSA	27	\$341	\$260	\$330	\$425
	Philadelphia CMSA	12	\$242	\$216	\$245	\$289
	Washington, DC CMSA	80	\$297	\$240	\$300	\$348
	Other East	23	\$216	\$160	\$208	\$260
	Metro Southeast	14	\$246	\$218	\$228	\$291
	Other Southeast	6	\$248	\$203	\$243	\$293
	Chicago CMSA	28	\$250	\$221	\$245	\$279
	Minne.-St. Paul PMSA	28	\$207	\$175	\$195	\$233
	Other Central	85	\$210	\$165	\$190	\$248
	Texas	33	\$288	\$235	\$295	\$335
	Los Angeles CMSA	18	\$300	\$254	\$298	\$328
	San Francisco CMSA	24	\$337	\$258	\$318	\$413
Other West	72	\$240	\$180	\$210	\$269	
IP Technical Specialization (>=50%)	Biotechnology	55	\$281	\$220	\$275	\$330
	Chemical	68	\$273	\$200	\$260	\$350
	Computer Hardware	11	\$320	\$230	\$300	\$425
	Computer Software	40	\$270	\$216	\$250	\$324
	Electrical	62	\$264	\$210	\$250	\$303
	Mechanical	90	\$239	\$180	\$215	\$293
	Other areas	10	\$311	\$200	\$345	\$371
Age	Younger than 35	219	\$238	\$180	\$225	\$285
	35-39	127	\$277	\$215	\$265	\$335
	40-44	77	\$289	\$228	\$270	\$335
	45-49	35	\$317	\$225	\$310	\$410
	50-54	11	\$249	\$175	\$235	\$300
	55-59	8	\$202	\$176	\$185	\$185
	60 or Older	3	\$288	NA	\$325	NA
Gender	Male	368	\$266	\$200	\$250	\$315
	Female	110	\$249	\$185	\$225	\$313
Highest Non-Law Degree	Bachelor's Degree	268	\$254	\$185	\$235	\$300
	Master's Degree	119	\$266	\$215	\$255	\$315
	Doctorate Degree	72	\$281	\$210	\$262	\$340
Ethnicity	White/Caucasian	412	\$257	\$200	\$240	\$309
	Black/African American	5	\$258	\$183	\$235	\$345
	Hispanic/Latino	9	\$311	\$263	\$315	\$328
	Asian/Pacific Islander	31	\$279	\$210	\$260	\$325
	Blended	4	\$393	NA	\$408	NA
	Other	7	\$304	\$245	\$285	\$325
Full-time Intellectual Property lawyers and agents in the firm or corporation	1-2	15	\$229	\$175	\$200	\$270
	3-5	35	\$196	\$170	\$195	\$210
	6-10	42	\$225	\$175	\$225	\$276
	11-25	98	\$230	\$180	\$215	\$261
	26-50	97	\$266	\$210	\$260	\$305
	51-100	87	\$291	\$225	\$290	\$350
	101-150	34	\$310	\$240	\$298	\$371
	More than 150	57	\$319	\$250	\$320	\$380

**Total Costs: Litigation-Patent Infringement by Location**

**Litigation-Patent Infringement Less than \$1M at risk--End of Discovery (000s) (Q36a)**

	Location														
	Total	Boston CMSA	NYC CMSA	Phila CMSA	Wash, DC CMSA	Other East	Metro South-east	Other South-east	Chicago CMSA	Minne.- St. Paul PMSA	Other Central	Texas	L.A. CMSA	S.F. CMSA	Other West
Number of Respondents	348	21	27	18	38	12	16	12	24	8	63	32	19	19	36
Mean (Average)	\$461	\$687	\$595	\$546	\$438	\$436	\$471	\$327	\$550	\$606	\$378	\$521	\$391	\$429	\$314
First Quartile 25%	\$200	\$225	\$200	\$119	\$188	\$258	\$313	\$194	\$200	\$500	\$200	\$250	\$150	\$150	\$163
Median (Midpoint)	\$350	\$500	\$350	\$350	\$300	\$350	\$425	\$300	\$375	\$550	\$250	\$450	\$400	\$300	\$300
Third Quartile 75%	\$500	\$850	\$750	\$575	\$500	\$688	\$613	\$400	\$713	\$713	\$400	\$725	\$600	\$500	\$400

**Litigation-Patent Infringement Less than \$1M at risk--Inclusive, all costs (000s) (Q36b)**

	Location														
	Total	Boston CMSA	NYC CMSA	Phila CMSA	Wash, DC CMSA	Other East	Metro South-east	Other South-east	Chicago CMSA	Minne.- St. Paul PMSA	Other Central	Texas	L.A. CMSA	S.F. CMSA	Other West
Number of Respondents	341	19	28	16	37	12	15	12	24	7	61	31	19	21	36
Mean (Average)	\$767	\$964	\$1,107	\$603	\$786	\$645	\$882	\$523	\$726	\$1,043	\$598	\$958	\$665	\$964	\$576
First Quartile 25%	\$380	\$500	\$425	\$256	\$350	\$425	\$600	\$294	\$306	\$800	\$338	\$500	\$250	\$450	\$300
Median (Midpoint)	\$600	\$750	\$675	\$550	\$500	\$500	\$750	\$450	\$625	\$1,000	\$500	\$750	\$750	\$600	\$500
Third Quartile 75%	\$1,000	\$1,250	\$1,500	\$850	\$1,125	\$900	\$1,000	\$688	\$1,000	\$1,000	\$643	\$1,000	\$1,000	\$1,625	\$738

**Litigation-Patent Infringement \$1-\$25M at risk--End of Discovery (000s) (Q36c)**

	Location														
	Total	Boston CMSA	NYC CMSA	Phila CMSA	Wash, DC CMSA	Other East	Metro South-east	Other South-east	Chicago CMSA	Minne.- St. Paul PMSA	Other Central	Texas	L.A. CMSA	S.F. CMSA	Other West
Number of Respondents	450	29	35	18	48	19	19	14	39	15	69	41	27	33	39
Mean (Average)	\$1,589	\$1,888	\$2,021	\$1,483	\$1,630	\$2,008	\$1,717	\$1,452	\$1,691	\$2,233	\$759	\$1,824	\$1,623	\$1,732	\$1,351
First Quartile 25%	\$700	\$900	\$1,000	\$250	\$750	\$600	\$880	\$575	\$1,150	\$1,500	\$400	\$1,000	\$500	\$775	\$650
Median (Midpoint)	\$1,250	\$1,750	\$2,000	\$1,625	\$1,000	\$1,000	\$1,500	\$875	\$1,500	\$2,000	\$600	\$1,500	\$1,250	\$1,500	\$1,000
Third Quartile 75%	\$2,000	\$3,000	\$3,000	\$2,500	\$2,000	\$3,000	\$2,000	\$2,125	\$2,300	\$3,000	\$1,000	\$2,750	\$2,500	\$2,250	\$2,000