

AIPLA

REPORT OF THE ECONOMIC SURVEY 2009

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

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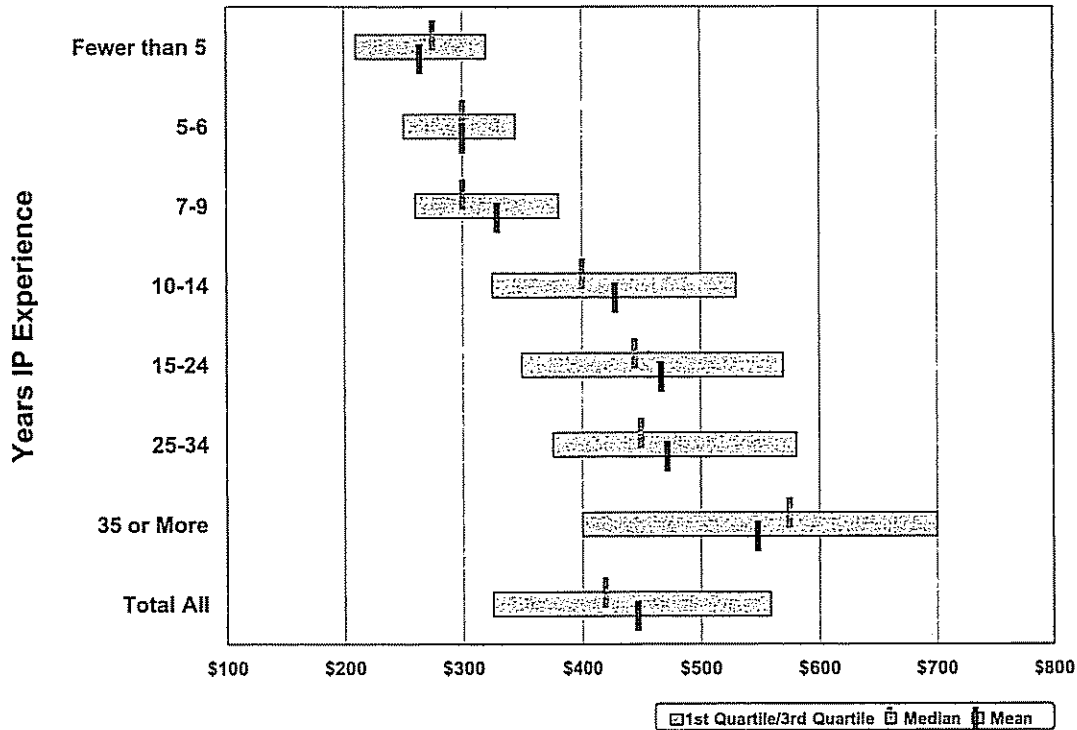
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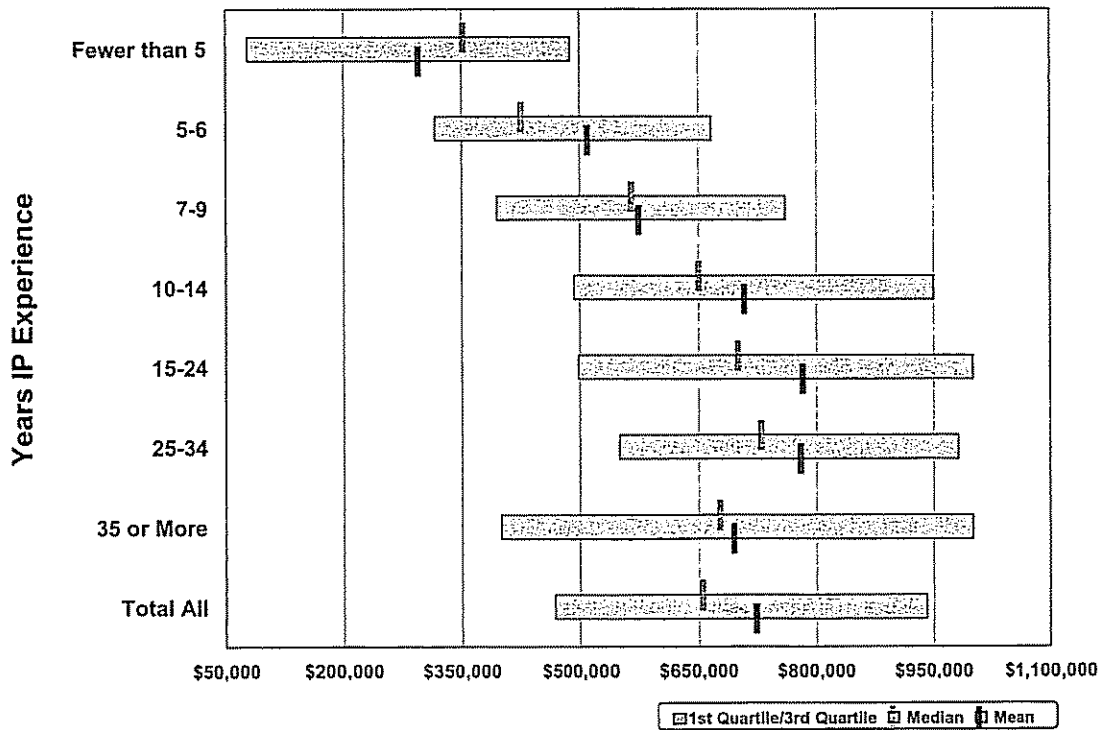
AVERAGE HOURLY BILLING RATE (P. I-34, Q33) PRIVATE FIRM, PARTNER

By Years of IP Experience



DOLLAR AMOUNT BILLED FOR LEGAL SERVICES PERFORMED IN 2008 (P. I-37, Q35) PRIVATE FIRM, PARTNER

By Years of IP Experience

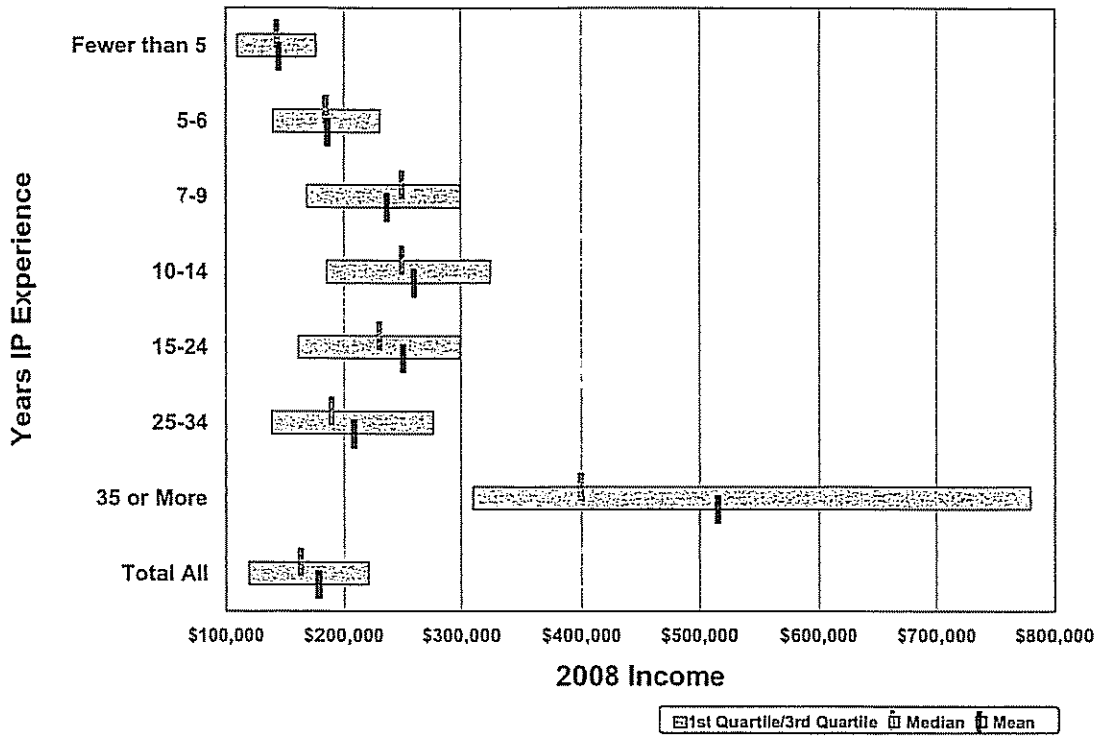


PRIVATE FIRM, ASSOCIATE

- There were 874 private firm associates who participated in the 2009 survey, most of whom — 93.3% — devoted 80% or more of their time to IP practice matters.
- The average total gross income for private firm associates was \$179,184, with a median of \$165,000. Half of all respondents received between \$120,000 and \$220,000.
- Employer contributions to private firm associate 401(k)/403(b) retirement and savings plans averaged \$7,133 with \$5,000 as the median. Excluding 401(k)/403(b) retirement and savings plans, the median for all other employer pension contributions was \$6,000 (only 41 individuals reported a value).
- Associates anticipated an increase in income in 2009. Median cash income expected for 2009 was \$170,000, \$5,000 higher than actual income for 2008.
- Private firm associates spent just over half (51.0%) of their time directly on IP prosecution work.
- Patent work was the predominant IP work area, accounting for 76.0% of associates' time on average.
- The mean number of IP lawyers and patent agents employed by the private firms represented by the associates responding was 82.7.
- New US and PCT Patent applications prepared and filed by private firm associates averaged 16.6 in 2008.
- The typical private firm associate spent 13.7 hours per month training new associates.
- Median billable hours for associates fell slightly from 2006, 1,850 hours, to 2008, 1,820 hours. Hours were positively correlated with firm size (full-time IP lawyers). Median hours for 10 or fewer lawyers were in the 1,400–1,600 range; for over 100 IP lawyers, median billable hours were 2,000 or higher.
- The percentage of billable hours actually billed to clients by private firm associates averaged 92.2%. The median was 95.0%.
- From 2006 to 2008, the median hourly billing rate for private firm associates increased from \$245 to \$285. In 2008, the rate ranged from \$208 for firms with 1–2 IP attorneys, up to \$385 for those with more than 150.
- The predominant billing method for private firm associates was hourly billing, averaging 82.3% of all billings. Predetermined fee was used only 15.4% of the time.
- The median dollar amount billed for legal services by private firm associates in 2008 was \$455,000. The amount was positively correlated with firm size, with the median ranging from \$255,000 for small firms—1–2 IP attorneys—to \$710,000 for those with more than 150 attorneys.

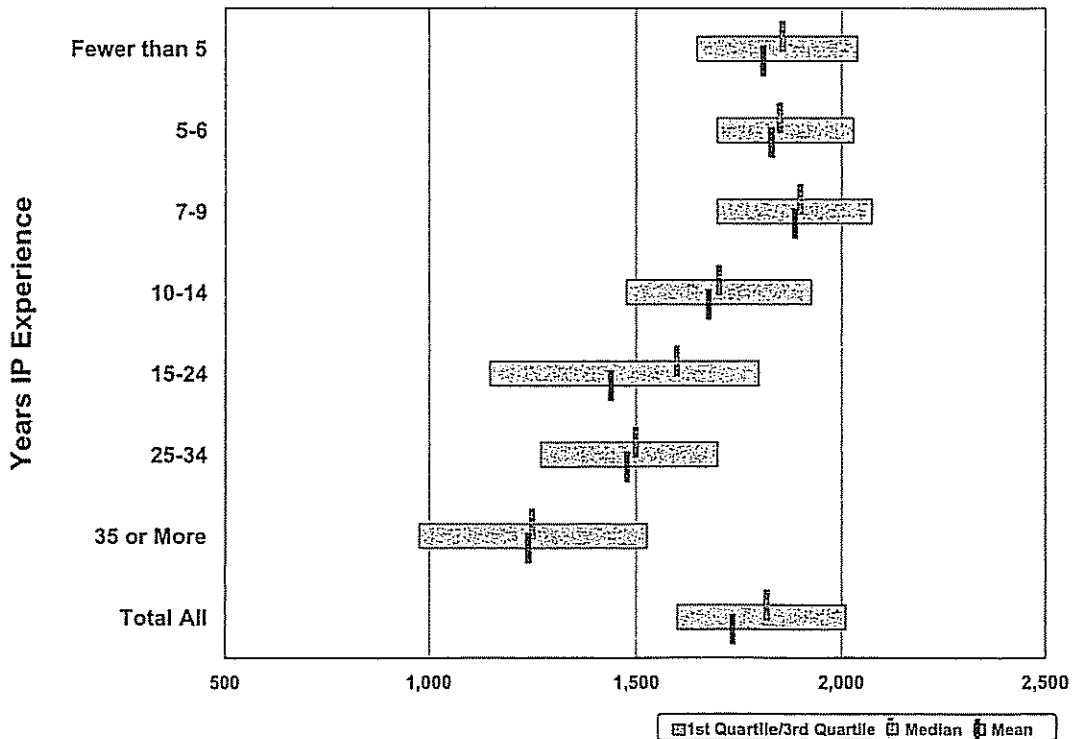
2008 GROSS INCOME (P. I-39, Q13) PRIVATE FIRM, ASSOCIATE

By Years of IP Experience



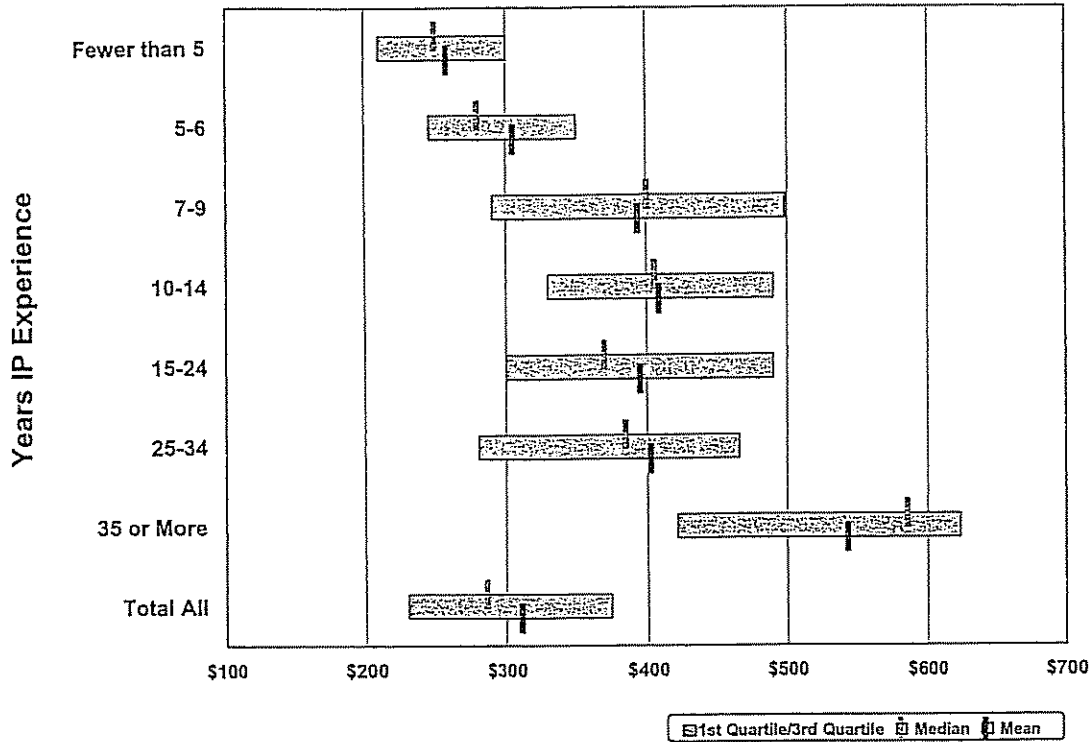
2008 BILLABLE HOURS (P. I-50, Q31) PRIVATE FIRM, ASSOCIATE

By Years of IP Experience



AVERAGE HOURLY BILLING RATE (P. I-52, Q33) PRIVATE FIRM, ASSOCIATE

By Years of IP Experience



DOLLAR AMOUNT BILLED FOR LEGAL SERVICES PERFORMED IN 2008 (P. I-55, Q35) PRIVATE FIRM, ASSOCIATE

By Years of IP Experience

