

EXHIBIT B

AIPLA

**Report of the
Economic Survey**

2011

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

American Intellectual Property Law Association
241 18th Street South, Suite 700
Arlington, Virginia 22202
www.aipla.org

AIPLA

REPORT OF THE ECONOMIC SURVEY 2011

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

**STEVEN M. AUVIL, CHAIR
DAVID A. DIVINE, VICE CHAIR**

July 2011

**ARI Association
Research, Inc.**

15200 Shady Grove Road, Suite 306
Rockville, Maryland 20850
TEL: (240) 268-1262
ARI@associationresearch.com

Private Firm, Partner

Average hourly billing rate in 2010 (Q34)

Private Firm, Partner

		Average hourly billing rate in 2010				
		Number of Individuals	Mean (Average)	First Quartile 25%	Median (Midpoint)	Third Quartile 75%
All Individuals		622	\$441	\$325	\$410	\$535
Years of Intellectual Property Law Experience	Fewer than 5	3	\$210	ISD	\$180	ISD
	5-6	9	\$345	\$240	\$275	\$325
	7-9	38	\$321	\$279	\$303	\$336
	10-14	137	\$383	\$303	\$360	\$425
	15-24	224	\$456	\$350	\$430	\$550
	25-34	147	\$481	\$375	\$450	\$595
	35 or More	62	\$524	\$380	\$550	\$653
Location	Boston CMSA	29	\$561	\$390	\$560	\$688
	NYC CMSA	43	\$557	\$400	\$590	\$675
	Philadelphia CMSA	26	\$457	\$374	\$450	\$513
	Washington, DC CMSA	107	\$483	\$360	\$460	\$600
	Other East	23	\$355	\$265	\$340	\$420
	Metro Southeast	16	\$396	\$326	\$383	\$450
	Other Southeast	12	\$374	\$328	\$369	\$419
	Chicago CMSA	52	\$447	\$376	\$423	\$500
	Minne.-St. Paul PMSA	26	\$409	\$344	\$396	\$455
	Other Central	132	\$351	\$280	\$333	\$410
	Texas	46	\$492	\$380	\$475	\$600
	Los Angeles CMSA	21	\$500	\$385	\$475	\$603
	San Francisco CMSA	27	\$571	\$395	\$585	\$700
Other West	62	\$368	\$300	\$350	\$421	
IP Technical Specialization (>=50%)	Biotechnology	29	\$490	\$350	\$535	\$603
	Chemical	42	\$373	\$298	\$336	\$455
	Computer Hardware	10	\$583	\$388	\$600	\$781
	Computer Software	44	\$414	\$300	\$377	\$525
	Electrical	67	\$454	\$330	\$440	\$550
	Mechanical	147	\$395	\$320	\$380	\$450
	Medical/ Health Care	20	\$461	\$321	\$395	\$579
	Pharmaceutical	17	\$523	\$375	\$525	\$690
Other areas	6	\$451	\$348	\$443	\$588	
Age	Younger than 35	10	\$247	\$180	\$238	\$303
	35-39	35	\$336	\$270	\$322	\$390
	40-44	114	\$411	\$309	\$360	\$485
	45-49	153	\$428	\$320	\$410	\$500
	50-54	98	\$455	\$349	\$433	\$520
	55-59	89	\$472	\$365	\$450	\$552
60 or Older	120	\$499	\$376	\$473	\$602	
Gender	Male	566	\$442	\$325	\$410	\$531
	Female	50	\$427	\$295	\$418	\$558
Highest Non-Law Degree	Bachelor's Degree	421	\$439	\$325	\$400	\$528
	Master's Degree	118	\$441	\$329	\$423	\$525
	Doctorate Degree	38	\$437	\$312	\$395	\$558
Ethnicity	White/Caucasian	562	\$444	\$330	\$410	\$536
	Black/African American	5	\$434	\$278	\$370	\$623
	Hispanic/Latino	11	\$397	\$250	\$378	\$510
	Asian/Pacific Islander	16	\$441	\$350	\$420	\$500
	North American Indian/Native Canadian	1	ISD	ISD	ISD	ISD
	Blended	7	\$319	\$230	\$300	\$400
	Other	9	\$452	\$318	\$430	\$590
Full-time Intellectual Property lawyers and agents in the firm or corporation	1-2	28	\$293	\$250	\$293	\$343
	3-5	85	\$351	\$300	\$335	\$385
	6-10	74	\$366	\$304	\$355	\$396
	11-25	149	\$402	\$303	\$385	\$475
	26-50	86	\$434	\$344	\$425	\$489
	51-100	113	\$542	\$428	\$540	\$650
	101-150	33	\$586	\$465	\$540	\$738
More than 150	45	\$606	\$518	\$600	\$663	

Average hourly billing rate in 2010 (Q34)

Private Firm, Associate

		Average hourly billing rate in 2010				
		Number of Individuals	Mean (Average)	First Quartile 25%	Median (Midpoint)	Third Quartile 75%
All Individuals		516	\$320	\$225	\$300	\$395
Years of Intellectual Property Law Experience	Fewer than 5	219	\$264	\$200	\$250	\$325
	5-6	96	\$306	\$240	\$288	\$370
	7-9	69	\$362	\$275	\$345	\$435
	10-14	69	\$406	\$300	\$395	\$503
	15-24	39	\$406	\$310	\$380	\$525
	25-34	8	\$496	\$413	\$468	\$560
	35 or More	5	\$439	\$240	\$325	\$695
Location	Boston CMSA	24	\$401	\$310	\$350	\$539
	NYC CMSA	31	\$433	\$300	\$410	\$545
	Philadelphia CMSA	19	\$324	\$275	\$330	\$375
	Washington, DC CMSA	102	\$375	\$289	\$368	\$450
	Other East	22	\$258	\$198	\$215	\$291
	Metro Southeast	18	\$310	\$255	\$314	\$364
	Other Southeast	14	\$249	\$204	\$240	\$300
	Chicago CMSA	33	\$334	\$273	\$315	\$410
	Minne.-St. Paul PMSA	28	\$272	\$200	\$281	\$319
	Other Central	94	\$242	\$189	\$230	\$276
	Texas	35	\$345	\$250	\$350	\$400
	Los Angeles CMSA	18	\$383	\$305	\$355	\$445
	San Francisco CMSA	19	\$361	\$260	\$370	\$470
	Other West	59	\$263	\$190	\$240	\$310
IP Technical Specialization (>=50%)	Biotechnology	26	\$319	\$229	\$305	\$375
	Chemical	37	\$318	\$270	\$300	\$355
	Computer Hardware	13	\$353	\$213	\$375	\$418
	Computer Software	60	\$335	\$240	\$318	\$400
	Electrical	57	\$330	\$230	\$325	\$408
	Mechanical	102	\$273	\$200	\$268	\$331
	Medical/ Health Care	17	\$291	\$225	\$275	\$325
	Pharmaceutical	23	\$345	\$275	\$325	\$410
	Other areas	10	\$355	\$253	\$325	\$465
Age	Younger than 35	195	\$273	\$200	\$260	\$325
	35-39	129	\$322	\$220	\$300	\$410
	40-44	94	\$363	\$275	\$365	\$435
	45-49	39	\$332	\$250	\$315	\$400
	50-54	29	\$358	\$270	\$310	\$450
	55-59	12	\$391	\$350	\$383	\$439
	60 or Older	13	\$452	\$265	\$460	\$593
Gender	Male	409	\$317	\$225	\$300	\$385
	Female	105	\$329	\$225	\$315	\$410
Highest Non-Law Degree	Bachelor's Degree	329	\$311	\$220	\$295	\$385
	Master's Degree	108	\$327	\$230	\$300	\$385
	Doctorate Degree	63	\$344	\$270	\$325	\$420
Ethnicity	White/Caucasian	460	\$320	\$225	\$300	\$395
	Black/African American	5	\$405	\$307	\$425	\$494
	Hispanic/Latino	4	\$295	\$201	\$223	\$461
	Asian/Pacific Islander	25	\$310	\$238	\$305	\$345
	North American Indian/Native Canadian	2	ISD	ISD	ISD	ISD
	Blended	8	\$317	\$293	\$300	\$378
	Other	4	\$269	\$243	\$255	\$309
Full-time Intellectual Property lawyers and agents in the firm or corporation	1-2	12	\$245	\$166	\$213	\$330
	3-5	42	\$249	\$183	\$238	\$300
	6-10	55	\$250	\$200	\$250	\$290
	11-25	106	\$278	\$205	\$265	\$331
	26-50	96	\$332	\$233	\$310	\$400
	51-100	110	\$372	\$275	\$350	\$460
	101-150	24	\$377	\$281	\$340	\$458
	More than 150	55	\$386	\$320	\$390	\$450