



LSAW 2008 Salary Survey

Statewide		Annual Income						Benefits expressed as a percent								
Position	Number Responding	Average Income Before Bonus/Profits	High	Low	Average Income Incl Bonus Profit Sharing etc.	High	Low	Paid Overtime	Vehicle	Medical	Dental	Vacation	Prof Dues Paid by Employer	School/Seminars Paid by Employer	Profit sharing	Retirement WITH Employer Contrib
All LSs	238	\$ 79,682	\$ 162,000	\$ 24,000	\$ 93,134	\$ 250,000	\$ 32,947	40%	36%	92%	83%	96%	82%	91%	31%	78%
Owner	93	\$ 82,355	\$ 160,000	\$ 24,000	\$ 109,688	\$ 250,000	\$ 32,947	34%	52%	83%	71%	88%	88%	84%	43%	65%
LS Lic'd 5 Yrs or More	182	\$ 81,900	\$ 162,000	\$ 24,000	\$ 96,700	\$ 250,000	\$ 32,947	35%	38%	93%	83%	96%	85%	91%	32%	77%
LS Lic'd Fewer than 5 Yrs	56	\$ 72,472	\$ 105,000	\$ 43,500	\$ 81,545	\$ 200,000	\$ 43,500	55%	30%	91%	84%	98%	73%	91%	27%	73%
LSIT	145	\$ 64,595	\$ 160,000	\$ 35,000	\$ 70,559	\$ 160,000	\$ 38,000	70%	28%	93%	81%	94%	79%	88%	28%	82%
Instrument Person	33	\$ 40,662	\$ 60,000	\$ 24,000	\$ 41,828	\$ 60,000	\$ 24,000	88%	18%	88%	79%	93%	58%	76%	1%	67%
Party Chief	80	\$ 54,882	\$ 100,000	\$ 35,000	\$ 58,240	\$ 100,000	\$ 40,000	98%	40%	95%	84%	89%	61%	84%	20%	84%
Office Technician	122	\$ 55,576	\$ 125,000	\$ 16,600	\$ 59,524	\$ 152,000	\$ 19,500	81%	18%	90%	80%	94%	66%	84%	29%	80%

See following pages for Chapter Breakdown Data



LSAW 2008 Salary Survey

Cascade Columbia Chapter		Annual Income						Benefits expressed as a percent									
Position	Number Responding	Average Income Before Bonus/Profits	High	Low	Average Income Incl Bonus Profit Sharing etc.	High	Low	Paid Overtime	Vehicle	Medical	Dental	Vacation	Prof Dues Paid by Employer	School/Seminars Paid by Employer	Profit sharing	Retirement WITH Employer Contrib	
All LSs	9	\$ 73,774	\$ 115,000	\$ 48,000	\$ 82,808	\$ 130,000	\$ 51,000	6%	3%	43%	43%	43%	31%	38%	18%	31%	
Owner	5	\$ 78,564	\$ 115,000	\$ 60,320	\$ 92,628	\$ 130,000	\$ 68,125	20%	40%	60%	60%	60%	60%	40%	40%	40%	
LS Lic'd 5 Yrs or More	6	\$ 78,470	\$ 115,000	\$ 60,320	\$ 91,521	\$ 130,000	\$ 68,125	17%	67%	83%	83%	67%	67%	67%	50%	50%	
LS Lic'd Fewer than 5 Yrs	3	\$ 64,383	\$ 75,000	\$ 48,000	\$ 65,383	\$ 75,000	\$ 51,000	0%	0%	67%	67%	100%	33%	67%	0%	67%	
LSIT	1	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	0%	0%	100%	0%	100%	100%	100%	0%	0%	
Instrument Person	1	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	100%	100%	100%	100%	100%	0%	0%	0%	0%	
Party Chief	5	\$ 49,798	\$ 60,000	\$ 40,000	\$ 53,798	\$ 68,000	\$ 45,000	100%	20%	100%	40%	100%	20%	80%	20%	60%	
Office Technician	1	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	0%	0%	100%	0%	100%	100%	100%	0%	0%	
Inland Empire Chapter		Annual Income						Benefits expressed as a percent									
Position	Number Responding	Average Income Before Bonus/Profits	High	Low	Average Income Incl Bonus Profit Sharing etc.	High	Low	Paid Overtime	Vehicle	Medical	Dental	Vacation	Prof Dues Paid by Employer	School/Seminars Paid by Employer	Profit sharing	Retirement WITH Employer Contrib	
All LSs	15	\$ 78,311	\$ 160,000	\$ 43,500	\$ 85,167	\$ 160,000	\$ 43,500	40%	40%	87%	73%	100%	80%	93%	40%	67%	
Owner	4	\$ 101,250	\$ 160,000	\$ 75,000	\$ 116,250	\$ 160,000	\$ 83,000	25%	50%	75%	50%	100%	75%	75%	50%	50%	
LS Lic'd 5 Yrs or More	11	\$ 84,243	\$ 160,000	\$ 54,000	\$ 93,273	\$ 160,000	\$ 54,000	27%	36%	90%	100%	100%	90%	100%	45%	81%	
LS Lic'd Fewer than 5 Yrs	4	\$ 62,000	\$ 83,000	\$ 43,500	\$ 62,875	\$ 83,000	\$ 43,500	60%	40%	60%	40%	80%	40%	60%	20%	20%	
LSIT	15	\$ 67,018	\$ 160,000	\$ 42,000	\$ 71,218	\$ 160,000	\$ 48,000	80%	27%	100%	87%	100%	73%	100%	20%	80%	
Instrument Person	3	\$ 29,347	\$ 31,000	\$ 27,040	\$ 31,013	\$ 33,000	\$ 27,040	100%	0%	67%	67%	100%	67%	67%	0%	67%	
Party Chief	6	\$ 46,500	\$ 52,000	\$ 42,000	\$ 54,000	\$ 65,000	\$ 49,000	100%	50%	100%	83%	100%	50%	100%	33%	67%	
Office Technician	11	\$ 51,009	\$ 66,500	\$ 33,800	\$ 53,225	\$ 66,772	\$ 34,000	81%	9%	100%	91%	100%	55%	73%	27%	91%	



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Lower Columbia Chapter		Annual Income						Benefits expressed as a percent									
Position	Number Responding	Average Income Before Bonus/Profits	High	Low	Average Income Incl Bonus Profit Sharing etc.	High	Low	Paid Overtime	Vehicle	Medical	Dental	Vacation	Prof Dues Paid by Employer	School/Seminars Paid by Employer	Profit sharing	Retirement WITH Employer Contrib	
All LSs	24	\$ 79,340	\$ 140,000	\$ 53,000	\$ 86,240	\$ 165,000	\$ 60,000	42%	38%	100%	83%	100%	75%	100%	25%	96%	
Owner	4	\$ 107,000	\$ 140,000	\$ 90,000	\$ 128,750	\$ 165,000	\$ 110,000	50%	50%	100%	75%	100%	75%	100%	25%	100%	
LS Lic'd 5 Yrs or More	16	\$ 85,859	\$ 140,000	\$ 60,000	\$ 90,771	\$ 165,000	\$ 65,000	44%	25%	100%	81%	100%	69%	100%	19%	100%	
LS Lic'd Fewer than 5 Yrs	8	\$ 72,301	\$ 92,906	\$ 53,000	\$ 77,175	\$ 92,906	\$ 60,000	38%	63%	100%	88%	100%	88%	100%	38%	88%	
LSIT	15	\$ 63,371	\$ 84,200	\$ 47,000	\$ 66,871	\$ 88,000	\$ 47,000	80%	13%	100%	80%	100%	87%	100%	33%	100%	
Instrument Person	1	\$ 43,000	\$ 43,000	\$ 43,000	\$ 43,000	\$ 43,000	\$ 43,000	100%	0%	100%	100%	100%	0%	100%	0%	100%	
Party Chief	3	\$ 61,400	\$ 84,200	\$ 47,000	\$ 61,400	\$ 84,200	\$ 47,000	100%	0%	100%	100%	100%	100%	100%	0%	67%	
Office Technician	11	\$ 56,424	\$ 70,000	\$ 20,800	\$ 58,969	\$ 75,000	\$ 21,800	91%	0%	91%	73%	91%	73%	91%	36%	91%	
North Central Chapter		Annual Income						Benefits expressed as a percent									
Position	Number Responding	Average Income Before Bonus/Profits	High	Low	Average Income Incl Bonus Profit Sharing etc.	High	Low	Paid Overtime	Vehicle	Medical	Dental	Vacation	Prof Dues Paid by Employer	School/Seminars Paid by Employer	Profit sharing	Retirement WITH Employer Contrib	
All LSs	11	\$ 72,044	\$ 116,000	\$ 48,000	\$ 81,953	\$ 130,000	\$ 50,000	45%	36%	100%	73%	100%	83%	90%	9%	91%	
Owner	5	\$ 60,600	\$ 85,000	\$ 45,000	\$ 78,600	\$ 108,000	\$ 50,000	20%	40%	80%	40%	80%	60%	40%	0%	80%	
LS Lic'd 5 Yrs or More	10	\$ 72,248	\$ 116,000	\$ 48,000	\$ 82,648	\$ 130,000	\$ 50,000	40%	40%	100%	70%	100%	90%	90%	10%	90%	
LS Lic'd Fewer than 5 Yrs	1	\$ 70,000	\$ 70,000	\$ 70,000	\$ 75,000	\$ 75,000	\$ 75,000	100%	0%	100%	100%	100%	0%	100%	0%	100%	
LSIT	6	\$ 57,847	\$ 70,000	\$ 48,000	\$ 70,333	\$ 108,000	\$ 50,000	67%	50%	83%	83%	83%	67%	67%	33%	67%	
Instrument Person	0																
Party Chief	2	\$ 57,000	\$ 65,000	\$ 49,000	\$ 57,500	\$ 65,000	\$ 50,000	100%	0%	100%	100%	100%	50%	50%	50%	100%	
Office Technician	5	\$ 49,496	\$ 60,000	\$ 38,400	\$ 53,700	\$ 63,000	\$ 39,500	80%	40%	80%	80%	80%	40%	40%	20%	80%	



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Northeast Chapter		Annual Income						Benefits expressed as a percent								
Position	Number Responding	Average Income Before Bonus/Profits	High	Low	Average Income Incl Bonus Profit Sharing etc.	High	Low	Paid Overtime	Vehicle	Medical	Dental	Vacation	Prof Dues Paid by Employer	School/Seminars Paid by Employer	Profit sharing	Retirement WITH Employer Contrib
All LSs	7	\$ 67,782	\$ 75,000	\$ 59,000	\$ 79,857	\$ 132,000	\$ 59,000	14%	43%	71%	57%	71%	57%	100%	43%	71%
Owner	3	\$ 69,000	\$ 72,000	\$ 65,000	\$ 95,667	\$ 132,000	\$ 70,000	0%	67%	33%	0%	33%	67%	100%	67%	67%
LS Lic'd 5 Yrs or More	6	\$ 69,246	\$ 75,000	\$ 65,000	\$ 83,333	\$ 132,000	\$ 65,000	17%	33%	67%	50%	67%	67%	100%	50%	67%
LS Lic'd Fewer than 5 Yrs	1	\$ 59,000	\$ 59,000	\$ 59,000	\$ 59,000	\$ 59,000	\$ 59,000	0%	100%	100%	100%	100%	0%	100%	0%	100%
LSIT	2	\$ 62,000	\$ 65,000	\$ 59,000	\$ 72,000	\$ 85,000	\$ 59,000	0%	100%	100%	50%	100%	50%	100%	50%	100%
Instrument Person	1	\$ 46,000	\$ 46,000	\$ 46,000	\$ 46,000	\$ 46,000	\$ 46,000	100%	0%	100%	100%	100%	0%	100%	0%	0%
Party Chief	2	\$ 49,000	\$ 60,000	\$ 38,000	\$ 57,500	\$ 75,000	\$ 40,000	100%	50%	50%	50%	50%	50%	100%	50%	50%
Office Technician	0															
North Olympic Chapter		Annual Income						Benefits expressed as a percent								
Position	Number Responding	Average Income Before Bonus/Profits	High	Low	Average Income Incl Bonus Profit Sharing etc.	High	Low	Paid Overtime	Vehicle	Medical	Dental	Vacation	Prof Dues Paid by Employer	School/Seminars Paid by Employer	Profit sharing	Retirement WITH Employer Contrib
All LSs	8	\$ 54,080	\$ 80,000	\$ 24,000	\$ 71,439	\$ 130,000	\$ 40,000	37%	50%	50%	50%	88%	62%	75%	25%	50%
Owner	4	\$ 43,158	\$ 80,000	\$ 24,000	\$ 77,563	\$ 130,000	\$ 40,000	25%	73%	25%	25%	75%	50%	50%	50%	25%
LS Lic'd 5 Yrs or More	6	\$ 46,232	\$ 72,000	\$ 24,000	\$ 60,919	\$ 90,250	\$ 40,000	50%	33%	50%	50%	83%	50%	83%	16%	50%
LS Lic'd Fewer than 5 Yrs	2	\$ 77,625	\$ 80,000	\$ 75,250	\$ 103,000	\$ 130,000	\$ 76,000	0%	100%	5%	50%	100%	100%	50%	50%	50%
LSIT	4	\$ 46,420	\$ 59,000	\$ 35,000	\$ 47,170	\$ 59,000	\$ 68,000	50%	25%	100%	75%	100%	75%	100%	0%	75%
Instrument Person	1	\$ 48,000	\$ 48,000	\$ 48,000	\$ 48,000	\$ 48,000	\$ 48,000	0%	0%	100%	100%	100%	100%	100%	0%	0%
Party Chief	1	\$ 59,000	\$ 59,000	\$ 59,000	\$ 59,000	\$ 59,000	\$ 59,000	0%	100%	100%	100%	100%	100%	100%	0%	100%
Office Technician	4	\$ 36,670	\$ 43,680	\$ 30,000	\$ 38,045	\$ 43,680	\$ 30,500	75%	0%	50%	25%	100%	25%	100%	0%	75%



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North Puget Sound Chapter		Annual Income						Benefits expressed as a percent									
Position	Number Responding	Average Income Before Bonus/Profits	High	Low	Average Income Incl Bonus Profit Sharing etc.	High	Low	Paid Overtime	Vehicle	Medical	Dental	Vacation	Prof Dues Paid by Employer	School/Seminars Paid by Employer	Profit sharing	Retirement WITH Employer Contrib	
All LSs	53	\$ 87,732	\$ 162,000	\$ 55,000	\$ 104,314	\$ 250,000	\$ 55,000	51%	30%	100%	98%	100%	92%	92%	41%	87%	
Owner	21	\$ 88,075	\$ 130,000	\$ 54,000	\$ 115,714	\$ 250,000	\$ 55,000	48%	33%	100%	100%	100%	100%	80%	43%	86%	
LS Lic'd 5 Yrs or More	41	\$ 90,391	\$ 162,000	\$ 55,000	\$ 109,241	\$ 250,000	\$ 55,000	43%	39%	100%	98%	100%	93%	90%	46%	85%	
LS Lic'd Fewer than 5 Yrs	12	\$ 78,648	\$ 102,000	\$ 63,000	\$ 87,482	\$ 150,000	\$ 73,000	75%	0%	100%	100%	100%	92%	100%	25%	92%	
LSIT	30	\$ 72,789	\$ 100,000	\$ 36,000	\$ 80,263	\$ 112,000	\$ 40,000	63%	27%	100%	97%	93%	83%	80%	37%	87%	
Instrument Person	3	\$ 45,367	\$ 55,000	\$ 39,500	\$ 46,500	\$ 55,000	\$ 39,500	100%	33%	100%	100%	100%	33%	67%	0%	67%	
Party Chief	17	\$ 64,020	\$ 100,000	\$ 44,000	\$ 67,158	\$ 100,000	\$ 46,500	100%	52%	100%	94%	76%	64%	76%	35%	94%	
Office Technician	22	\$ 62,266	\$ 90,000	\$ 35,000	\$ 68,371	\$ 112,000	\$ 37,000	68%	27%	100%	95%	100%	77%	82%	32%	91%	
Northwest Chapter		Annual Income						Benefits expressed as a percent									
Position	Number Responding	Average Income Before Bonus/Profits	High	Low	Average Income Incl Bonus Profit Sharing etc.	High	Low	Paid Overtime	Vehicle	Medical	Dental	Vacation	Prof Dues Paid by Employer	School/Seminars Paid by Employer	Profit sharing	Retirement WITH Employer Contrib	
All LSs	17	\$ 76,009	\$ 100,000	\$ 44,000	\$ 102,298	\$ 200,000	\$ 62,000	29%	65%	88%	59%	94%	88%	94%	41%	65%	
Owner	12	\$ 78,917	\$ 100,000	\$ 44,000	\$ 114,925	\$ 200,000	\$ 65,000	17%	75%	83%	58%	92%	92%	92%	58%	67%	
LS Lic'd 5 Yrs or More	14	\$ 76,783	\$ 100,000	\$ 44,000	\$ 100,076	\$ 150,000	\$ 62,000	36%	71%	86%	57%	93%	86%	93%	69%	57%	
LS Lic'd Fewer than 5 Yrs	3	\$ 72,400	\$ 90,000	\$ 60,000	\$ 112,667	\$ 200,000	\$ 65,000	0%	36%	100%	67%	100%	100%	100%	67%	100%	
LSIT	20	\$ 51,202	\$ 70,000	\$ 41,000	\$ 54,004	\$ 70,000	\$ 43,680	90%	20%	80%	40%	95%	80%	85%	10%	75%	
Instrument Person	10	\$ 41,240	\$ 53,000	\$ 33,000	\$ 43,130	\$ 53,000	\$ 34,000	100%	30%	90%	70%	100%	80%	70%	0%	80%	
Party Chief	16	\$ 49,278	\$ 62,358	\$ 35,000	\$ 52,328	\$ 62,358	\$ 40,000	100%	31%	87%	69%	94%	69%	75%	6%	94%	
Office Technician	18	\$ 51,086	\$ 80,000	\$ 16,600	\$ 53,249	\$ 84,300	\$ 19,500	83%	22%	72%	33%	94%	67%	78%	5%	67%	



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South Central Chapter		Annual Income						Benefits expressed as a percent									
Position	Number Responding	Average Income Before Bonus/Profits	High	Low	Average Income Incl Bonus Profit Sharing etc.	High	Low	Paid Overtime	Vehicle	Medical	Dental	Vacation	Prof Dues Paid by Employer	School/Seminars Paid by Employer	Profit sharing	Retirement WITH Employer Contrib	
All LSs	6	\$ 77,685	\$ 115,000	\$ 32,947	\$ 82,421	\$ 120,000	\$ 32,947	43%	43%	86%	86%	86%	71%	86%	17%	57%	
Owner	3	\$ 77,599	\$ 115,000	\$ 32,947	\$ 81,982	\$ 118,000	\$ 32,947	33%	67%	67%	67%	67%	100%	100%	0%	33%	
LS Lic'd 5 Yrs or More	5	\$ 78,759	\$ 115,000	\$ 32,947	\$ 85,389	\$ 120,000	\$ 32,947	40%	40%	80%	80%	80%	60%	80%	20%	40%	
LS Lic'd Fewer than 5 Yrs	2	\$ 75,000	\$ 80,000	\$ 70,000	\$ 75,000	\$ 80,000	\$ 70,000	50%	50%	100%	100%	100%	100%	100%	0%	100%	
LSIT	4	\$ 58,175	\$ 60,700	\$ 56,000	\$ 59,800	\$ 62,700	\$ 56,500	100%	0%	100%	100%	100%	75%	100%	25%	100%	
Instrument Person	0																
Party Chief	5	\$ 52,000	\$ 60,000	\$ 45,000	\$ 52,100	\$ 60,000	\$ 45,000	100%	40%	100%	100%	100%	80%	100%	0%	100%	
Office Technician	6	\$ 50,563	\$ 60,700	\$ 40,000	\$ 51,563	\$ 62,700	\$ 40,000	100%	0%	100%	100%	83%	67%	83%	17%	83%	
Snohomish Chapter		\$ 52,000						Benefits expressed as a percent									
Position	Number Responding	Average Income Before Bonus/Profits	High	Low	Average Income Incl Bonus Profit Sharing etc.	High	Low	Paid Overtime	Vehicle	Medical	Dental	Vacation	Prof Dues Paid by Employer	School/Seminars Paid by Employer	Profit sharing	Retirement WITH Employer Contrib	
All LSs	17	\$ 88,102	\$ 125,000	\$ 58,240	\$ 98,955	\$ 150,000	\$ 60,240	29%	29%	94%	94%	100%	82%	82%	41%	88%	
Owner	5	\$ 89,900	\$ 100,000	\$ 72,000	\$ 108,800	\$ 150,000	\$ 80,000	0%	60%	80%	80%	100%	100%	100%	40%	80%	
LS Lic'd 5 Yrs or More	16	\$ 88,921	\$ 125,000	\$ 58,240	\$ 100,140	\$ 150,000	\$ 60,240	31%	31%	94%	94%	100%	88%	81%	38%	88%	
LS Lic'd Fewer than 5 Yrs	1	\$ 75,000	\$ 75,000	\$ 75,000	\$ 80,000	\$ 80,000	\$ 80,000	0%	0%	100%	100%	100%	0%	100%	100%	100%	
LSIT	6	\$ 62,720	\$ 70,000	\$ 50,800	\$ 66,967	\$ 80,000	\$ 50,800	100%	33%	100%	100%	83%	83%	100%	50%	100%	
Instrument Person	5	\$ 39,672	\$ 60,000	\$ 25,000	\$ 40,400	\$ 60,000	\$ 26,000	80%	0%	100%	100%	100%	60%	100%	20%	80%	
Party Chief	5	\$ 58,912	\$ 70,000	\$ 45,760	\$ 60,960	\$ 72,000	\$ 47,000	100%	40%	100%	100%	80%	60%	100%	40%	100%	
Office Technician	11	\$ 56,927	\$ 70,000	\$ 35,520	\$ 61,238	\$ 80,000	\$ 36,020	100%	27%	100%	100%	100%	64%	91%	55%	73%	



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South Puget Sound Chapter		Annual Income						Benefits expressed as a percent									
Position	Number Responding	Average Income Before Bonus/Profits	High	Low	Average Income Incl Bonus Profit Sharing etc.	High	Low	Paid Overtime	Vehicle	Medical	Dental	Vacation	Prof Dues Paid by Employer	School/Seminars Paid by Employer	Profit sharing	Retirement WITH Employer Contrib	
All LSs	38	\$ 84,765	\$ 130,000	\$ 45,000	\$ 103,833	\$ 250,000	\$ 62,000	50%	34%	89%	82%	95%	87%	92%	29%	61%	
Owner	22	\$ 83,302	\$ 130,000	\$ 45,000	\$ 117,345	\$ 250,000	\$ 57,000	45%	56%	86%	77%	82%	95%	95%	41%	45%	
LS Lic'd 5 Yrs or More	26	\$ 87,576	\$ 130,000	\$ 54,000	\$ 109,098	\$ 250,000	\$ 67,000	38%	38%	92%	85%	88%	88%	88%	27%	62%	
LS Lic'd Fewer than 5 Yrs	12	\$ 78,675	\$ 105,000	\$ 45,000	\$ 92,425	\$ 140,000	\$ 62,000	75%	25%	83%	75%	92%	75%	83%	33%	58%	
LSIT	21	\$ 64,811	\$ 125,000	\$ 40,000	\$ 74,123	\$ 152,000	\$ 41,000	62%	29%	90%	90%	86%	67%	86%	43%	67%	
Instrument Person	4	\$ 36,875	\$ 56,941	\$ 24,000	\$ 36,875	\$ 56,941	\$ 24,000	75%	0%	50%	25%	50%	50%	75%	0%	25%	
Party Chief	13	\$ 56,443	\$ 80,000	\$ 37,440	\$ 61,615	\$ 125,000	\$ 38,000	92%	31%	85%	77%	85%	46%	77%	8%	69%	
Office Technician	27	\$ 60,923	\$ 125,000	\$ 34,000	\$ 67,074	\$ 152,000	\$ 34,500	74%	22%	93%	96%	96%	63%	93%	37%	70%	
Southwest Chapter		Annual Income						Benefits expressed as a percent									
Position	Number Responding	Average Income Before Bonus/Profits	High	Low	Average Income Incl Bonus Profit Sharing etc.	High	Low	Paid Overtime	Vehicle	Medical	Dental	Vacation	Prof Dues Paid by Employer	School/Seminars Paid by Employer	Profit sharing	Retirement WITH Employer Contrib	
All LSs	32	\$ 72,414	\$ 125,000	\$ 45,000	\$ 80,276	\$ 175,000	\$ 50,000	31%	25%	100%	91%	100%	84%	94%	16%	91%	
Owner	5	\$ 79,000	\$ 125,000	\$ 45,000	\$ 117,400	\$ 175,000	\$ 50,000	60%	40%	100%	80%	100%	100%	100%	80%	80%	
LS Lic'd 5 Yrs or More	25	\$ 75,708	\$ 125,000	\$ 45,000	\$ 85,372	\$ 175,000	\$ 50,000	20%	24%	100%	88%	100%	88%	92%	20%	88%	
LS Lic'd Fewer than 5 Yrs	7	\$ 60,650	\$ 70,000	\$ 50,000	\$ 62,078	\$ 80,000	\$ 50,000	71%	29%	100%	100%	100%	71%	100%	0%	100%	
LSIT	6	\$ 51,917	\$ 65,000	\$ 39,000	\$ 52,917	\$ 70,000	\$ 40,000	100%	17%	100%	100%	100%	83%	100%	17%	100%	
Instrument Person	4	\$ 43,110	\$ 50,000	\$ 37,000	\$ 45,000	\$ 50,000	\$ 40,000	50%	25%	100%	100%	100%	50%	75%	25%	100%	
Party Chief	5	\$ 48,448	\$ 65,000	\$ 37,000	\$ 49,548	\$ 70,000	\$ 37,000	100%	80%	100%	100%	100%	80%	80%	20%	80%	
Office Technician	6	\$ 48,417	\$ 60,000	\$ 39,000	\$ 50,083	\$ 60,000	\$ 40,000	100%	17%	100%	83%	100%	83%	100%	33%	100%	