## American Association of Corporate and Public Practice Veterinarians 2009 Compensation Survey © ${ }^{1}$

The American Association of Corporate and Public Practice Veterinarians (AACPPV, formerly AAIV) has conducted a compensation survey of its membership since 1976. These surveys provide members with the latest salary data and other information relative to job responsibilities, geographical location, title, et cetera. In 2009, survey questionnaires of AACPPV members were conducted exclusively via Survey Monkey. One hundred fifty-three (153) surveys were completed and tabulated. Not all respondents answered every question. Therefore, the values and percentages reported in the attached tables refer to the actual number of respondents that completed each particular question and not the total number that submitted completed questionnaires. The most significant change from 2008 to 2009 is the shift of respondents to the higher salary ranges, thus accounting for the significant increase in average salary.

| Year | Average Salary |
| :---: | :---: |
| 1976 | 31,722 |
| 1978 | 36.036 |
| 1980 | 43,599 |
| 1982 | 50,981 |
| 1984 | 57,720 |
| 1987 | 67,576 |
| 1989 | 78,529 |
| 1991 | 79,009 |
| 1993 | 78,735 |
| 1995 | 89,899 |
| 1997 | 105,664 |
| 1999 | 106,294 |
| 2001 | 111,945 |
| 2003 | 120,176 |
| 2005 | 115,504 |
| 2007 | 129,169 |
| 2008 | 135,491 |
| 2009 | 171,535 |

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Salary Comparison 1976-2009


## Demographics

Table 1. Distribution of salaries by degree(s) held in addition to DVM/VMD

| Salary Range \$ | DVM/VMD | MS/MA/MPH | PhD |  | MBA |  | Board Certification | Other |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| <60,000 | 3 | 2 |  | 0 |  | 0 | 1 | 0 |
| 60,000-74,999 | 2 | 1 |  | 0 |  | 0 | 0 | 0 |
| 75,000-84,999 | 2 | 0 |  | 0 |  | 1 | 0 | 0 |
| 85,000-94,999 | 6 | 1 |  | 0 |  | 1 | 0 | 0 |
| 95,000-104,999 | 13 | 3 |  | 1 |  | 0 | 0 | 0 |
| 105,000-114,999 | 12 | 2 |  | 0 |  | 1 | 0 | 1 |
| 115,000-134,999 | 39 | 10 |  | 2 |  | 2 | 7 | 4 |
| 135,000-159,999 | 37 | 13 |  | 6 |  | 2 | 9 | 3 |
| 160,000 and greater | 3 | 2 |  | 4 |  | 7 | 17 | 3 |
|  |  |  |  |  |  |  |  |  |

Mean Salary

Percent
57.85\%
14.56\%
4.98\%
5.36\%
13.03\%
4.21\%

Other includes Certified in OD/system design (business), Member, Australian College of Veterinary Scientists, MPVM, DVSc, EML, JD.


Table 2. Distribution of salaries by sex.

| Salary Range | Male | \% | Female | \% |
| :---: | :---: | :---: | :---: | :---: |
| <60,000 | 2 | 66.67\% | 1 | 33.33\% |
| 60,000-74,999 | 0 | 0.00\% | 2 | 100.00\% |
| 75,000-84,999 | 1 | 50.00\% | 1 | 50.00\% |
| 85,000-94,999 | 1 | 16.67\% | 5 | 83.33\% |
| 95,000-104,999 | 8 | 61.54\% | 5 | 38.46\% |
| 105,000-114,999 | 7 | 58.33\% | 5 | 41.67\% |
| 115,000-134,999 | 20 | 50.00\% | 20 | 50.00\% |
| 135,000-159,999 | 29 | 76.32\% | 9 | 23.68\% |
| 160,000 and greater | 24 | 64.86\% | 13 | 35.14\% |
| Total | 92 |  | 61 |  |
| Percent | 60.13\% |  | 39.87\% |  |



Table 3. Geographic distribution of salaries

| Salary <br> Range <br> \$ | Northeast | East Coast | South- <br> East | North Central | MidWest | SouthWest | West Coast | NorthWest | Canada | Outside <br> North <br> America |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| <60,000 | 0 | 0 | 0 | 0 | 2 | 1 | 0 | 0 | 0 | 0 |
| $\begin{aligned} & 60,000- \\ & 75,000 \end{aligned}$ | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 |
| 75,000- |  |  |  |  |  |  |  |  |  |  |
| 85,000 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| 85,000- |  |  |  |  |  |  |  |  |  |  |
| 95,000 | 0 | 0 | 0 | 0 | 4 | 1 | 1 | 0 | 0 | 0 |
| 95,000- | 0 | 0 | 4 | 2 | 4 | 1 | 2 | 0 | 0 | 0 |
| $\begin{aligned} & \text { 105,000 } \\ & \text { 105,000_ } \end{aligned}$ |  |  |  |  |  | 1 |  |  |  |  |
| 115,000 | 1 | 2 | 1 | 0 | 6 | 1 | 0 | 1 | 0 | 0 |
| $\begin{aligned} & 115,000- \\ & 135,000 \end{aligned}$ | 6 | 1 | 7 | 0 | 16 | 6 | 4 | 0 | 0 | 0 |
| 135,000- |  |  |  |  |  |  |  |  |  |  |
| 160,000 | 4 | 3 | 7 | 0 | 17 | 3 | 1 | 2 | 0 | 0 |
| >160,000 | 8 | 6 | 1 | 1 | 7 | 9 | 2 | 2 | 0 | 3 |
| Total |  |  |  |  |  |  |  |  |  |  |
| Respondents | 19 | 12 | 21 | 4 | 57 | 23 | 10 | 5 | 0 | 3 |
| Mean Salary | 169,658.47 | 162,54167 | 128,775.43 | 108,120.00 | 132,806.70 | 139,727.87 | 127,936.700 | 144,000.00 | 0 | 200,000.00 |
| Percent | 12.34\% | 7.79\% | 13.64\% | 2.60\% | 37.01\% | 14.94\% | 6.49\% | 3.25\% | 0.00\% | 1.95\% |

Distribution of Salaries by Geographic Region


Table 4. Distribution of salaries by interest of company.


Other responses include

- Education,
- Non-profit professional
- Product development consulting
- University
- Research services and Animal breeder
- Veterinary Reference Laboratory
- Veterinary Association

Table 5. Percentage of respondents that are employed full-time.

| Salary Range | Full-time | Part-time | Retired | Other |
| :---: | :---: | :---: | :---: | :---: |
| < 60,000 | 1 | 1 | 0 | 1 |
| 60,000-75,000 | 1 | 1 | 0 | 0 |
| 75,000-85,000 | 2 | 0 | 0 | 0 |
| 85,000-95,000 | 5 | 0 | 0 | 1 |
| 95,000-105,000 | 12 | 0 | 0 | 0 |
| 105,000-115,000 | 12 | 0 | 0 | 0 |
| 115,000-135,000 | 38 | 0 | 0 | 1 |
| 135,000-160,000 | 37 | 0 | 0 | 0 |
| > 160,000 | 34 | 1 | 0 | 0 |
| Totals Percentage | $\begin{gathered} 142 \\ 95.95 \% \end{gathered}$ | $\begin{gathered} 3 \\ 2.03 \% \end{gathered}$ | $\begin{gathered} 0 \\ 0.00 \% \end{gathered}$ | $\begin{gathered} 3 \\ 2.03 \% \end{gathered}$ |

"Other" responses include Consultant, Self-Employed, Unemployed (attempting to establish consultancy)
Table 6. Distribution of salaries by job title

| Salary Range \$ | PRES | VP | DIR | MGR | TSV | SCI | CON | SPEC | Other |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| <60,000 | 0 | 0 | 1 | 0 | 0 | 0 | 2 | 0 | 0 |
| 60,000-75,000 |  |  |  |  |  |  |  |  |  |
|  | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 |
| 75,000-85,000 |  |  |  |  |  |  |  |  |  |
|  | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 |
| 85,000-95,000 |  |  |  |  |  |  |  |  |  |
|  | 0 | 0 | 0 | 0 | 3 | 0 | 1 | 1 | 1 |
| 95,000-105,000 |  |  |  |  |  |  |  |  |  |
|  | 0 | 0 | 0 | 3 | 8 | 0 | 0 | 1 | 0 |
| 105,000-115,000 |  |  |  |  |  |  |  |  |  |
|  | 0 | 0 | 0 | 2 | 8 | 0 | 0 | 0 | 2 |
| 115,000-135,000 |  |  |  |  |  |  |  |  |  |
|  | 2 | 0 | 2 | 5 | 24 | 2 | 1 | 2 | 1 |
| 135,000—160,000 |  |  |  |  |  |  |  |  |  |
|  | 0 | 4 | 6 | 15 | 8 | 0 | 1 | 2 | 1 |
| >160,000 | 1 | 3 | 11 | 3 | 6 | 0 | 3 | 3 | 5 |
| Mean Salary | 148,333.33 | 182,000 | 165,193.65 | 134,083.31 | 124,514.66 | 126,500 | 138,250 | 138,744.44 | 164,051 |
| Percent | 2.04\% | 4.76\% | 13.61\% | 19.73\% | 40.14\% | 1.36\% | 5.44\% | 6.12\% | 6.80\% |

Legend:

| PRES $=$ | President | TSV | $=$ | Technical Services Veterinarian |
| :--- | :--- | :--- | :--- | :--- |
| VP | Vice President | SCI | $=$ | Scientist |
| DIR | Director | CON | $=$ | Consultant |
| MGR $=$ | Manager | SPEC | $=$ | Specialist |

"Other" responses include Attending Veterinarian, CEO, Clinical Assistant Professor, Deputy Director, Global Department Head, International Technical Services Veterinarian, Marketing industry liaison and technical consulting, Strategic Marketer, Supervising Public Health Veterinarian, Veterinary Epidemiologist, and Sr. Statistician.

Table 7. Distribution of salaries by primary nature of job.


Table 8. Distribution of salaries by number of years in management.

| Salary Range \$ | 0-1 | 2-5 | 6-10 | 11-20 | 20+ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| <60,000 | 0 | 0 | 0 | 0 | 1 |
| 60,000-75,000 |  |  |  |  |  |
|  | 0 | 0 | 0 | 0 | 0 |
| 75,000-85,000 |  |  |  |  |  |
|  | 0 | 0 | 0 | 1 | 0 |
| 85,000-95,000 |  |  |  |  |  |
|  | 0 | 0 | 0 | 0 | 0 |
| 95,000-105,000 |  |  |  |  |  |
|  | 0 | 3 | 1 | 0 | 0 |
| 105,000-115,000 |  |  |  |  |  |
|  | 1 | 2 | 0 | 0 | 0 |
| 115,000-135,000 |  |  |  |  |  |
|  | 1 | 1 | 0 | 2 | 0 |
| 135,000-160,000 | 0 | 5 | 4 | 2 | 1 |
| >160,000 | 0 | 5 | 5 | 3 | 0 |
| Mean Salary | 118,500 | 144,156.25 | 170,830.70 | 168,042.63 | 105,000 |
| Percent | 5.26\% | 42.11\% | 26.32\% | 21.05\% | 5.26\% |

Table 9. Distribution of salaries by number of employees supervised.

| Salary Range \$ | 0 | 1-2 | 3-5 | 6-10 | 11-20 | 21-35 | 35-50 | 50+ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| <60,000 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 |
| 60,000-75,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 75,000-85,000 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 |
| 85,000-95,000 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 |
| 95,000-105,000 | 1 | 1 | 0 | 2 | 0 | 0 | 0 | 0 |
| 105,000-115,000 | 3 | 0 | 0 | 1 | 0 | 0 | 0 | 0 |
| 115,000-135,000 | 1 | 2 | 1 | 0 | 1 | 1 | 0 | 0 |
| 135,000-160,000 | 0 | 1 | 2 | 5 | 1 | 3 | 0 | 0 |
| >160,000 | 2 | 1 | 1 | 3 | 1 | 1 | 1 | 6 |
| Mean Salary | 144,800 | 166,354 | 148,000 | 154,545.45 | 152,625 | 166,000 | 230,000 | 213,134.50 |
| Percent | 16.67\% | 9.52\% | 9.52\% | 26.19\% | 9.52\% | 11.90\% | 2.37\% | 14.29\% |

Table 10. Distribution of salaries by years with present employer.

| Salary Range \$ | 0-1 | 2-5 | 6-10 | 11-15 | 16-20 | 20+ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| <60,000 | 0 | 1 | 2 | 0 | 0 | 0 |
| 60,000-75,000 | 0 | 2 | 0 | 0 | 0 | 0 |
| 75,000-85,000 | 0 | 1 | 0 | 0 | 0 | 1 |
| 85,000-95,000 | 1 | 4 | 1 | 0 | 0 | 0 |
| 95,000-105,000 | 0 | 6 | 5 | 0 | 0 | 1 |
| 105,000-115,000 | 2 | 6 | 3 | 0 | 1 | 0 |
| 115,000-135,000 | 4 | 20 | 7 | 3 | 4 | 1 |
| 135,000-160,000 | 1 | 16 | 8 | 7 | 3 | 2 |
| >160,000 | 1 | 9 | 10 | 8 | 3 | 3 |
| Mean Salary | 128,555.56 | 133,325.51 | 131,570.58 | 165,640.28 | 154,597.73 | 139,758.25 |
| Percent | 6.12\% | 44.22\% | 24.49\% | 12.24\% | 7.48\% | 5.44\% |

Table 11. Distribution of salaries by years employed in industry.

| Salary Range \$ | 0-1 | 2-5 | 6-10 | 11-15 | 16-20 | 20+ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| <60,000 | 1 | 0 | 1 | 0 | 0 | 1 |
| 60,000-75,000 | 0 | 2 | 0 | 0 | 0 | 0 |
| 75,000-85,000 | 0 | 0 | 0 | 0 | 1 | 1 |
| 85,000-95,000 | 0 | 4 | 1 | 0 | 1 | 0 |
| 95,000-105,000 | 0 | 5 | 5 | 0 | 0 | 2 |
| 105,000-115,000 | 1 | 5 | 2 | 0 | 1 | 1 |
| 115,000-135,000 | 2 | 14 | 6 | 5 | 8 | 4 |
| 135,000-160,000 | 0 | 9 | 4 | 9 | 8 | 8 |
| >160,000 | 1 | 3 | 8 | 7 | 7 | 9 |
| Mean Salary | 118,900 | 121,110.64 | 134,822.22 | 156,307.57 | 149,283.92 | 155,276.04 |
| Percent | 3.40\% | 28.57\% | 18.37\% | 14.29\% | 17.69\% | 17.69\% |

Table 12. Distribution of salaries by nature of office location.

| Salary Range \$ | Co HQ | Div. HQ | Sub. HQ | $\begin{aligned} & \mathrm{ROI} \\ & \mathrm{HQ} \end{aligned}$ | $\begin{aligned} & \text { R/T } \\ & \text { HQ } \end{aligned}$ | RS | P/MS | Colli Univ. | Home | Other |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| <60,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 2 | 0 |
| $\begin{aligned} & 60,000- \\ & 75,000 \\ & 75,000- \end{aligned}$ | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| $\begin{aligned} & 85,000 \\ & 85,000- \end{aligned}$ | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 |
| $\begin{aligned} & 95,000 \\ & 95,000-1 \end{aligned}$ | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 1 |
| $\begin{aligned} & 105,000 \\ & 105,000- \end{aligned}$ | 3 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 4 | 0 |
| 115,000 $115,000-$ | 2 | 1 | 0 | 3 | 0 | 1 | 0 | 1 | 4 | 0 |
| $\begin{aligned} & 135,000 \\ & 135,000- \end{aligned}$ | 3 | 2 | 2 | 5 | 0 | 1 | 0 | 0 | 25 | 1 |
| 160,000 | 12 | 2 | 0 | 1 | 0 | 1 | 1 | 0 | 20 | 1 |
| >160,000 | 10 | 2 | 1 | 2 | 1 | 1 | 0 | 0 | 17 | 1 |
| Mean | 149,965.06 | 140,842.44 | 162,666.67 | 133,050 | 250,000 | 138,000 | 115,000 | 80,500 | 142,615.80 | 134,250 |
| Salary |  |  |  |  |  |  |  |  |  |  |
| Percent | 22.07\% | 6.21\% | 2.07\% | 8.28\% | 0.69\% | 2.76\% | 1.38\% | 1.38\% | 52.41\% | 2.76\% |
| Legend: | Co HQ | = | Company or Corporate Headquarters Division Headquarters |  |  |  |  |  |  |  |
|  | Div. HQ | $=$ |  |  |  |  |  |  |  |  |
| 24 | Sub. HQ | = | Subsidiary Headquarters Regional Office or Headquarters |  |  |  |  |  |  |  |
|  | RO/HQ | = |  |  |  |  |  |  |  |  |
|  | R/T HQ | $=$ | Research or Technology Headquarters Research Station or Center |  |  |  |  |  |  |  |
|  | RS | $=$ |  |  |  |  |  |  |  |  |
|  | PIMS | = | Production or Manufacturing Site |  |  |  |  |  |  |  |
|  | Coll/Univ | v $=$ | College or University |  |  |  |  |  |  |  |
|  | Home | $=$ | Home Office |  |  |  |  |  |  |  |

Other includes 2 offices (both Regional HQ and Company HQ), Call Center, and Field Office.

Table 13. Distribution of salaries by nature of reporting status.

| Salary Range \$ | Directly to CEO | Middle Management | Self-Employed | Other |
| :---: | :---: | :---: | :---: | :---: |
| <60,000 | 1 | 1 | 1 | 0 |
| 60,000-75,000 | 2 | 0 | 0 | 0 |
| 75,000-85,000 | 0 | 2 | 0 | 0 |
| 85,000-95,000 | 3 | 2 | 1 | 0 |
| 95,000-105,000 | 7 | 5 | 0 | 0 |
| 105,000-115,000 | 2 | 9 | 0 | 1 |
| 115,000-135,000 | 13 | 24 | 2 | 0 |
| 135,000-160,000 | 19 | 17 | 1 | 0 |
| >160,000 | 21 | 11 | 2 | 1 |
| Mean Salary | 147,294.84 | 131,462.20 | 129,142.86 | 158,000 |
| Percent | 45.95\% | 47.97\% | 4.73\% | 1.35\% |

Other includes Board of Directors and Department Head.

Table 14. Distribution of salaries by nature of previous employment.


Other: Graduate School, Residency at Veterinary School, After obtaining advanced Vet School degree, AVMA Professional Association, Research and Development in Industry, and Self.

Table 15. Distribution of salaries by amount of travel (percentage of working time)

| Salary Range \$ | 0-20 | 21-40 | 41-60 | 61-80 | >80 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| <60,000 | 3 | 0 | 0 | 0 | 0 |
| 60,000-75,000 | 2 | 0 | 0 | 0 | 0 |
| 75,000-85,000 | 0 | 0 | 0 | 0 | 0 |
| 85,000-95,000 | 3 | 1 | 1 | 0 | 1 |
| 95,000-105,000 | 3 | 1 | 5 | 3 | 0 |
| 105,000-115,000 | 5 | 1 | 2 | 2 | 0 |
| 115,000-135,000 | 11 | 8 | 11 | 8 | 1 |
| 135,000-160,000 | 12 | 7 | 6 | 11 | 2 |
| >160,000 | 9 | 8 | 10 | 8 | 0 |
| Mean Salary | 138,005.35 | 153,576.92 | 143,159.03 | 144,192.97 | 131,341.75 |
| Percent | 33.10\% | 17.93\% | 24.14\% | 22.07\% | 2.76\% |

Distribution of salaries by amount of travel (percentage of working time)


Table 16. Distribution of salaries by type of travel

| Salary Range \$ | Local | Reg'//Dist | Nat'I | Int' |
| :---: | :---: | :---: | :---: | :---: |
| <60,000 | 1 | 0 | 2 | 0 |
| 60,000-75,000 | 0 | 0 | 1 | 0 |
| 75,000-85,000 | 0 | 1 | 1 | 0 |
| 85,000-95,000 | 1 | 1 | 2 | 1 |
| 95,000-105,000 | 0 | 9 | 3 | 0 |
| 105,000-115,000 | 1 | 5 | 6 | 0 |
| 115,000-135,000 | 1 | 23 | 15 | 0 |
| 135,000-160,000 | 1 | 12 | 23 | 2 |
| >160,000 | 1 | 3 | 25 | 6 |
|  |  |  |  |  |
| Mean Salary | 119,250 | 126,984 | 145,481.77 | 190,501.22 |
| Percent | 3.47\% | 33.22\% | 55.01\% | 8.31\% |
| Legend: Reg'I/Dist <br>  Nat'l <br>  Int'l | Re N In | strict |  |  |

Table 17. Percentage of respondents with company 401(K)/savings plan match.

| Salary Range \$ | Yes | No |
| :--- | :---: | :---: |
| $<60,000$ | 0 | 3 |
| $60,000-75,000$ | 2 | 0 |
| $75,000-85,000$ | 2 | 0 |
| $85,000-95,000$ | 5 | 1 |
| $95,000-105,000$ | 9 | 2 |
| $105,000-115,000$ | 11 | 0 |
| $115,000-135,000$ | 37 | 2 |
| $135,000-160,000$ | 37 | 1 |
| $>160,000$ | 32 | 2 |
|  |  |  |
|  | $\mathbf{9 2 . 4 7 \%}$ | $\mathbf{7 . 5 3 \%}$ |

Table 18. Percentage of respondents for whom their company provides a company car.

| Salary Range \$ | Yes | No |
| :--- | :---: | :---: |
| $<60,000$ | 0 | 3 |
| 60,000-75,000 | 0 | 2 |
| 75,000-85,000 | 1 | 1 |
| 85,000-95,000 | 1 | 5 |
| 95,000-105,000 | 7 | 4 |
| 105,000-115,000 | 6 | 6 |
| 115,000-135,000 | 23 | 16 |
| 135,000-160,000 | 21 | 17 |
| $>160,000$ | 18 | 17 |
|  |  |  |
|  |  | $47.97 \%$ |

Table 19. Percentage allowed to use the company car for personal travel.

| Salary Range \$ | Yes | No |
| :--- | :---: | :---: |
| $<60,000$ | 0 | 0 |
| 60,000-75,000 | 0 | 0 |
| 75,000-85,000 | 0 | 0 |
| 85,000-95,000 | 1 | 0 |
| 95,000-105,000 | 6 | 0 |
| 105,000-115,000 | 6 | 0 |
| 115,000-135,000 | 19 | 1 |
| 135,000-160,000 | 19 | 0 |
| $>160,000$ | 17 | 0 |
|  |  |  |
|  | $\mathbf{9 8 . 5 5 \%}$ | $\mathbf{1 . 4 5 \%}$ |

Table 20. Fringe benefits provided by company.

| Benefit | \# of Responses | Percent |
| :--- | :---: | :---: |
| Life and Disability Insurance | 135 | $90.00 \%$ |
| Hospital/Medical Insurance | 138 | $92.00 \%$ |
| Dental Insurance | 134 | $89.33 \%$ |
| Retirement Plan | 124 | $82.67 \%$ |
| Profit Sharing | 32 | $21.33 \%$ |
| Royalties on New Products | 1 | $0.67 \%$ |
| Stock Options | 57 | $38.00 \%$ |
| Cash Bonus Program | 88 | $58.67 \%$ |
| Other (e.g., Day Care, Continuing Education, etc. | 11 | $7.33 \%$ |

Other includes pet insurance, fitness reimbursement, student loan payback, long term incentive plans, Vision, legal, financial consulting, adoption reimbursement, auto allowance, health, life, AD\&D insurance, long term incentive plan, and annual car allowance.


Table 21. Company benefit providing most satisfaction.

| Benefit | \# of Responses | Percent |
| :--- | :---: | :---: |
| Life Insurance | 4 | $2.84 \%$ |
| Disability Insurance | 0 | $0.00 \%$ |
| Medical/Dental Insurance | 75 | $53.19 \%$ |
| Profit Sharing | 3 | $2.13 \%$ |
| Savings Plan | 17 | $12.06 \%$ |
| Cash Bonus Program | 19 | $13.48 \%$ |
| Stock Options | 2 | $1.42 \%$ |
| Retirement Plan | 21 | $14.89 \%$ |
| Royalties on New Products | 0 | $0.00 \%$ |

Table 22. Company benefit providing least satisfaction.

| Benefit | \# of Responses | Percent |
| :--- | :---: | :---: |
| Life Insurance | 17 | $12.98 \%$ |
| Disability Insurance | 11 | $8.40 \%$ |
| Medical/Dental Insurance | 16 | $12.21 \%$ |
| Profit Sharing | 9 | $6.87 \%$ |
| Savings Plan | 1 | $0.76 \%$ |
| Cash Bonus Program | 22 | $16.79 \%$ |
| Stock Options | 27 | $20.61 \%$ |
| Retirement Plan | 21 | $16.03 \%$ |
| Royalties on New Products | 7 | $5.34 \%$ |

Table 23. Benefit desired to be added by company.

| Benefit | \# of Responses | Percent |
| :--- | :---: | :---: |
| Life and Disability Insurance | 4 | $3.10 \%$ |
| Hospital/Medical Insurance | 0 | $0.00 \%$ |
| Dental Insurance | 2 | $1.55 \%$ |
| Retirement Plan | 8 | $6.20 \%$ |
| Profit Sharing | 32 | $24.81 \%$ |
| Royalties on New Products | 17 | $13.18 \%$ |
| Stock Options | 28 | $21.71 \%$ |
| Cash Bonus Program | 25 | $19.38 \%$ |
| Other (e.g., Day Care, Continuing Education, Education | 13 | $10.08 \%$ |

Other includes more vacation time, long-term care insurance, Consistent, significant 401K matching program, Medical insurance after retirement, company car, performance-based bonus plan, financial payment for unused vacation, health benefits at retirement, and reduced rate pet health insurance.

Table 24. Distribution of salaries.

| Salary Range | \# of Responses | Percent |
| :--- | :---: | :---: |
| 60,000 | 3 | $2.0 \%$ |
| 60,000—75,000 | 2 | $1.3 \%$ |
| 75,000—85,000 | 2 | $1.3 \%$ |
| 85,000—95,000 | 6 | $3.9 \%$ |
| $95,000-105,000$ | 13 | $8.5 \%$ |
| $105,000-115,000$ | 12 | $7.8 \%$ |
| $115,000-135,000$ | 40 | $26.1 \%$ |
| $135,000-160,000$ | 38 | $24.8 \%$ |
| 1160,000 | 37 | $24.2 \%$ |
| Mean Salary |  | $\mathbf{1 3 5 , 4 9 1}$ |



Table 25. Percentage of respondents receiving a monetary bonus.

| Salary Range \$ | Yes | No |
| :--- | :---: | :---: |
| $<60,000$ | 1 | 2 |
| $60,000-75,000$ | 1 | 1 |
| $75,000-85,000$ | 1 | 1 |
| 85,000-95,000 | 5 | 1 |
| $95,000-105,000$ | 9 | 2 |
| $105,000-115,000$ | 8 | 4 |
| $115,000-135,000$ | 24 | 15 |
| $135,000-160,000$ | 25 | 13 |
| $>160,000$ | 25 | 10 |
| Percentage | $42 \%$ | $58 \%$ |



Table 26. Target Bonus Value Percentages.

| Salary Range \$ | <5,000 | $\begin{gathered} 5,000- \\ 10,000 \end{gathered}$ | $\begin{aligned} & 10,000- \\ & 15,000 \end{aligned}$ | $\begin{aligned} & 15,000- \\ & 20,000 \end{aligned}$ | $\begin{aligned} & 20,000- \\ & 25,000 \end{aligned}$ | $\begin{aligned} & 25,000- \\ & 30,000 \end{aligned}$ | $\begin{aligned} & 30,000- \\ & 35,000 \end{aligned}$ | $\begin{aligned} & 35,000- \\ & 40,000 \end{aligned}$ | >40,000 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| <60,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 60,000-75,000 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 75,000-85,000 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 85,000-95,000 | 1 | 3 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| 95,000-105,000 | 1 | 2 | 0 | 1 | 3 | 1 | 0 | 0 | 0 |
| 105,000-115,000 | 0 | 4 | 1 | 1 | 1 | 1 | 0 | 0 | 0 |
| 115,000-135,000 | 2 | 1 | 1 | 4 | 8 | 5 | 2 | 0 | 0 |
| 135,000-160,000 | 0 | 1 | 1 | 3 | 8 | 5 | 2 | 2 | 3 |
| > 160,000 | 0 | 1 | 0 | 0 | 3 | 4 | 5 | 5 | 6 |
| Total Respondents | 5 | 3 | 3 | 10 | 23 | 16 | 9 | 7 | 9 |
| Percentage | 5.26\% | 13.68\% | 3.16\% | 10.53\% | 24.21\% | 16.84\% | 9.47\% | 7.37\% | 9.47\% |



Table 27. Other Financial Incentive Received (Stock Option, SAR).

| Salary Range \$ | Yes | No |
| :--- | :---: | :---: |
| <60,000 | 0 | 3 |
| 60,000-75,000 | 1 | 1 |
| 75,000-85,000 | 0 | 2 |
| 85,000-95,000 | 1 | 4 |
| $95,000-105,000$ | 3 | 8 |
| 105,000-115,000 | 4 | 8 |
| 115,000-135,000 | 14 | 25 |
| $135,000-160,000$ | 13 | 25 |
| $>160,000$ | 19 | 17 |
| Total Respondents | 55 |  |
| Percentage | $37.16 \%$ | $62.84 \%$ |

Table 28. Estimated Annual Monetary Benefit of Incentive.

| Salary Range \$ | <5,000 | $\begin{array}{r} \text { 5,000- } \\ 10,000 \end{array}$ | $\begin{aligned} & 10,000- \\ & 15,000 \end{aligned}$ | $\begin{aligned} & 15,000- \\ & 20,000 \end{aligned}$ | $\begin{aligned} & 20,000- \\ & 25,000 \end{aligned}$ | $\begin{aligned} & 25,000- \\ & 30,000 \end{aligned}$ | $\begin{aligned} & 30,000- \\ & 35,000 \end{aligned}$ | $\begin{aligned} & 35,000- \\ & 40,000 \end{aligned}$ | >40,000 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| < 60,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 60,000-75,000 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 75,000-85,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 85,000-95,000 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 95,000-105,000 | 1 | 0 | 1 | 2 | 0 | 0 | 0 | 0 | 0 |
| 105,000-115,000 | 3 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 115,000-135,000 | 7 | 4 | 2 | 0 | 0 | 0 | 0 | 0 | 0 |
| 135,000-160,000 | 8 | 2 | 0 | 2 | 0 | 0 | 0 | 0 | 0 |
| > 160,000 | 4 | 3 | 3 | 3 | 1 | 2 | 0 | 1 | 1 |
| Total Respondents | 25 | 10 | 6 | 7 | 1 | 2 | 0 | 1 | 1 |
| Percentage | 47.17\% | 18.87\% | 11.32\% | 13.21\% | 1.89\% | 3.77\% | 0.00\% | 1.89\% | 1.89\% |

Table 29. Changed employers in the past two years (including mergers and acquisitions).

| Salary Range \$ | Yes | No |
| :--- | :---: | :---: |
| $<60,000$ | 1 | 2 |
| 60,000-75,000 | 0 | 2 |
| $75,000-85,000$ | 0 | 2 |
| 85,000-95,000 | 1 | 5 |
| 95,000-105,000 | 0 | 11 |
| 105,000-115,000 | 3 | 9 |
| 115,000-135,000 | 7 | 32 |
| 135,000-160,000 | 6 | 31 |
| $>160,000$ | 6 | 29 |
| Total Respondents | 24 |  |
| Percentage | $16.33 \%$ | $83.67 \%$ |

Table 30. Current Member of AACPPV

| Salary Range \$ | Yes | No |
| :--- | :---: | :---: |
| $<60,000$ | 2 | 1 |
| $60,000-75,000$ | 0 | 1 |
| $75,000-85,000$ | 2 | 0 |
| 85,000-95,000 | 6 | 0 |
| $95,000-105,000$ | 11 | 0 |
| $105,000-115,000$ | 11 | 1 |
| $115,000-135,000$ | 37 | 2 |
| $135,000-160,000$ | 34 | 3 |
| $\mathbf{1 6 0 , 0 0 0}$ | 35 | 0 |
|  |  |  |
| Total Respondents | 138 | 8 |
| Percentage | $\mathbf{9 4 . 5 2 \%}$ | $\mathbf{5 . 4 8 \%}$ |

Table 31. Employer supports AACPPV membership by paying dues.

| Salary Range \$ | Yes | No |
| :--- | :---: | :---: |
| <60,000 | 1 | 1 |
| $60,000-75,000$ | 1 | 1 |
| $75,000-85,000$ | 1 | 1 |
| $85,000-95,000$ | 2 | 3 |
| $95,000-105,000$ | 7 | 4 |
| $105,000-115,000$ | 9 | 1 |
| $115,000-135,000$ | 29 | 7 |
| $135,000-160,000$ | 31 | 1 |
| 160,000 | 26 | 6 |
|  |  |  |
| Total Respondents | 107 | 25 |

Percentage $\quad 81.06 \% \quad 18.94 \%$


Table 32. Employer supports membership by allowing time to attend AACPPV functions

| Salary Range \$ | Yes | No |
| :--- | :---: | :---: |
| $<60,000$ | 0 | 2 |
| $60,000-75,000$ | 1 | 0 |
| $75,000-85,000$ | 0 | 2 |
| 85,000-95,000 | 4 | 2 |
| 95,000-105,000 | 3 | 8 |
| $105,000-115,000$ | 7 | 5 |
| $115,000-135,000$ | 23 | 13 |
| $135,000-160,000$ | 23 | 11 |
| $>160,000$ | 22 | 13 |
|  |  |  |
| Total Respondents | 83 | 56 |
| Percentage | $59.71 \%$ | $40.29 \%$ |

Table 33. Employer supports AACPPV membership by paying expenses to attend AACPPV functions.

| Salary Range \$ | Yes | No |
| :--- | :---: | :---: |
| $<60,000$ | 1 | 1 |
| 60,000-75,000 | 1 | 0 |
| $75,000-85,000$ | 1 | 1 |
| 85,000-95,000 | 6 | 0 |
| 95,000-105,000 | 6 | 5 |
| 105,000-115,000 | 10 | 2 |
| 115,000-135,000 | 27 | 9 |
| 135,000-160,000 | 27 | 6 |
| 160,000 | 25 | 10 |
|  |  |  |
| Total Respondents | 104 | 34 |
| Percentage | $\mathbf{7 5 . 3 6 \%}$ | $\mathbf{2 4 . 6 4 \%}$ |


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