

ATA Compensation Survey

Sixth Edition

ata American Translators Association
The Voice of Interpreters and Translators

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Table of Abbreviations

ATA	American Translators Association
CAT	Computer-Assisted Translation
CCHI	Certification Commission for Healthcare Interpreters
FL	Freelance
FLT	Freelance Translator
LS	Language Services
LSC	Language Service Company
MT	Machine Translation
PEMT	Post-editing Machine Translation
PM	Project Manager
T&I	Translation and Interpreting

The American Translators Association (ATA) Compensation Survey was conducted for the benefit of its members and other individuals involved in the provision of translation and interpreting services. The compilation and reporting of survey data by ATA has been conducted in compliance with all applicable laws, including antitrust laws. The data reported in this survey is necessarily limited to information received from persons responding to the survey and should not be viewed as representative of the entire translation and interpreting field. Translators and interpreters should conduct their activities based on independent business judgment. ATA makes no recommendations, suggestions, or exhortations regarding the conduct of its members or others in areas or activities addressed by this survey.

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About This Survey

The ATA Compensation Survey is an important service provided by the American Translators Association to its members. The information contained in this report represents the most complete, accurate, and up-to-date income and pay rate data on the translation and interpreting professions. The report is designed to allow individuals to easily compare themselves with their peers. The study profiles translators, interpreters, and language services company owners.

Care has been taken to meet applicable legal guidelines for survey data, and therefore the survey has been managed by Dynamic Benchmarking as an independent entity on behalf of ATA. All income or rate data upon which the survey is developed is more than three months old, and the reported information has been aggregated so that no individual participant can be identified.

Strict confidence of survey responses was maintained throughout the course of the project.

The report was completed in October 2021.

Special thanks to Ted Wozniak, Madalena Sánchez Zampaulo, and Geoff Koby for their time and work on the survey.

Survey Breakdown and Questions

The survey was broken down into sections based on the respondent's role, e.g., freelance or employee, interpreter or translator, and questions were asked to elicit a variety of information about the respondents, including the amount and sources of their income from language services¹.

The survey was limited to U.S. residents and included the following sections:

For all respondents:

- About you — (demographic information)
- Income overview — (income, earnings from and time spent on language services)

Based on respondent's language services role(s):

- Freelance translator questions — (background [experience, hours worked, subject areas, use of CAT tools and MT], income (business structure, translation services provided, source of income (client mix), fee structure, fuzzy discounts offered), working languages, rates)
- Staff translator questions — (experience, hours worked, type of translation services offered, subject areas, languages)
- Freelance interpreter questions — (background [experience, working languages, delivery modalities, credentials, areas of specialization], Income (business structure, source of income, pricing structure, hours worked, hours invoiced, annual net income), rates)
- Staff interpreter questions — (experience, working languages, hours worked, delivery modalities, credentials, areas of specialization)
- Freelance project manager questions — (experience, type of translation services offered, hours worked, hours invoiced, source of income, pricing structure, rates, annual net income)
- Staff project manager questions — (experience, hours worked, type of translation services offered, pricing structure)
- Language Service Company (LSC) owner questions — (company structure, business hours (full- or part-time), hours worked, annual net income)

¹ The survey collected responses for 2019 and 2020. However, insufficient responses were received for 2020 to permit a statistically valid analysis. Therefore, this Executive Summary reports on the results for the 2019 survey only.

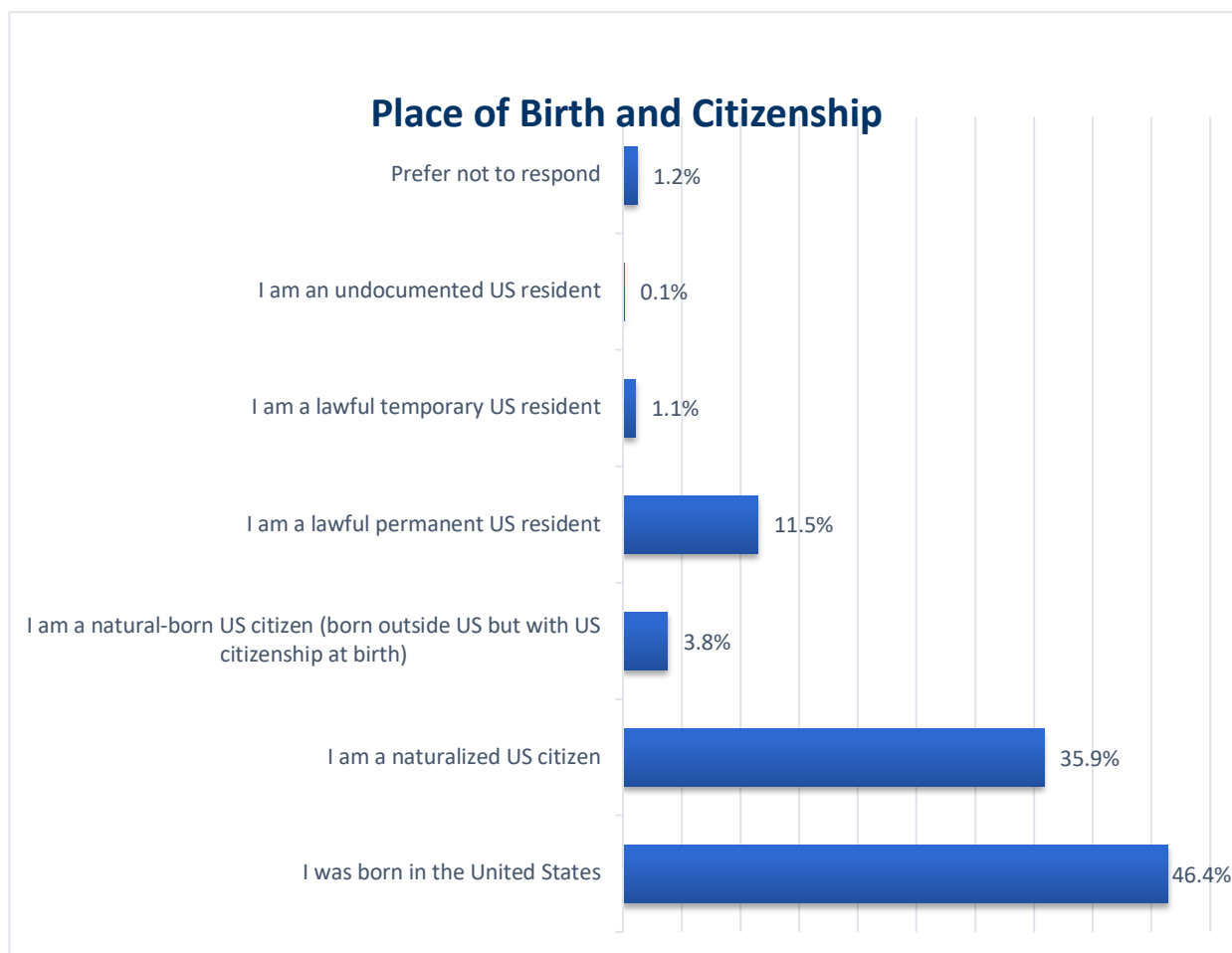
Respondent Profile²

The following tables and charts provide information about the survey respondents.

For the question “Were you a U.S. resident for more than 6 months during the data collection period?”, there were 758 total respondents; 18 indicated they did not reside in the U.S. during 2019 and those respondents, plus 1 no response, were purged for that period.

Place of Birth and Citizenship: About 50% of respondents were natural-born U.S. citizens, 36% were naturalized U.S. citizens, and 12% were lawful residents of the U.S.

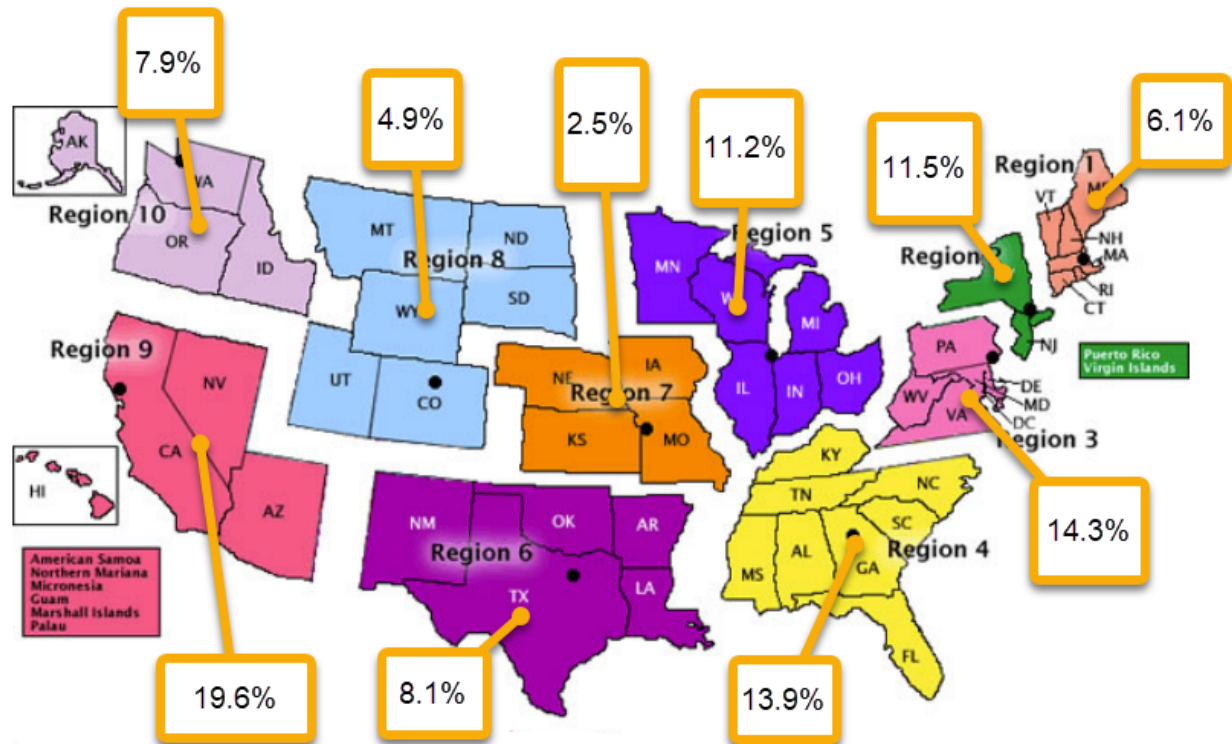
Number of Respondents = 739



² Throughout the report, numbers as displayed may not add up exactly due to rounding differences. In addition, for questions that allowed multiple responses, the percentages for “all” responses will be greater than 100%.

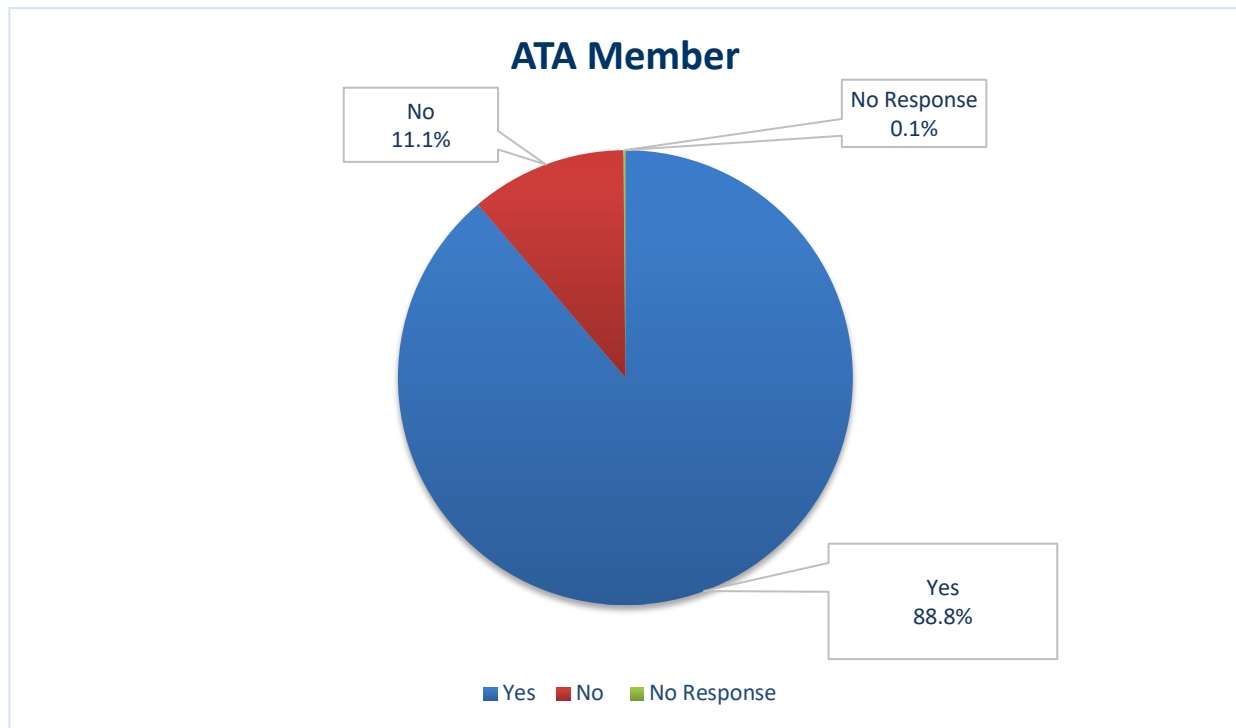
U.S. Region: The largest number of respondents were in the mid-Atlantic region (28%), followed by the Southwest with about 20%, and the Southeast at 14%.

Number of Respondents = 739



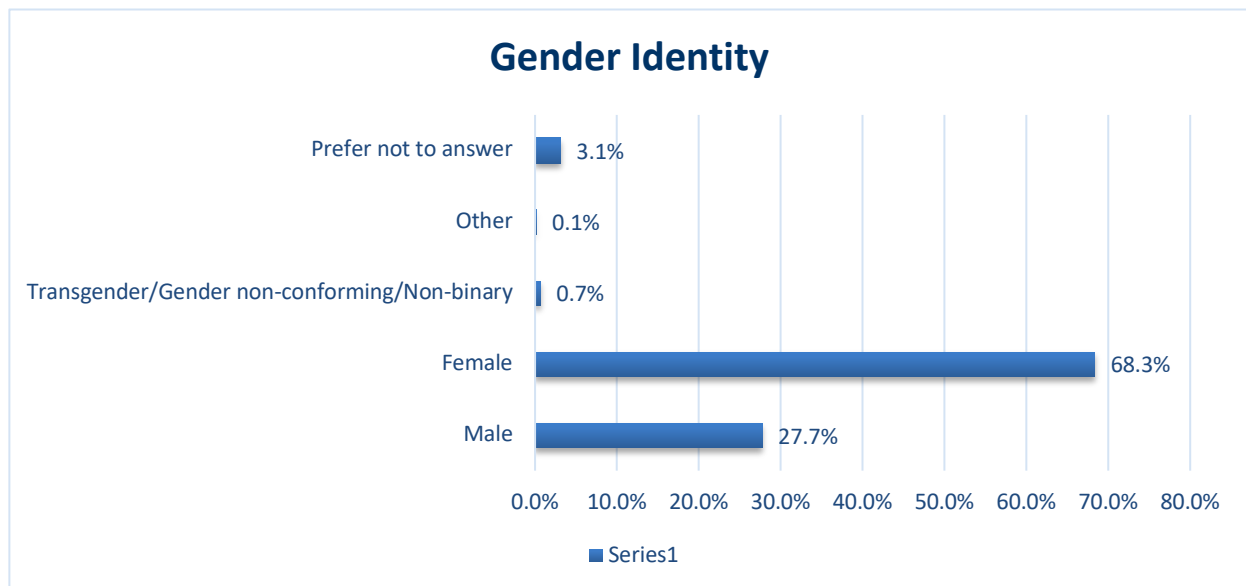
ATA membership: The overwhelming majority of respondents were ATA members.

Number of Respondents = 739



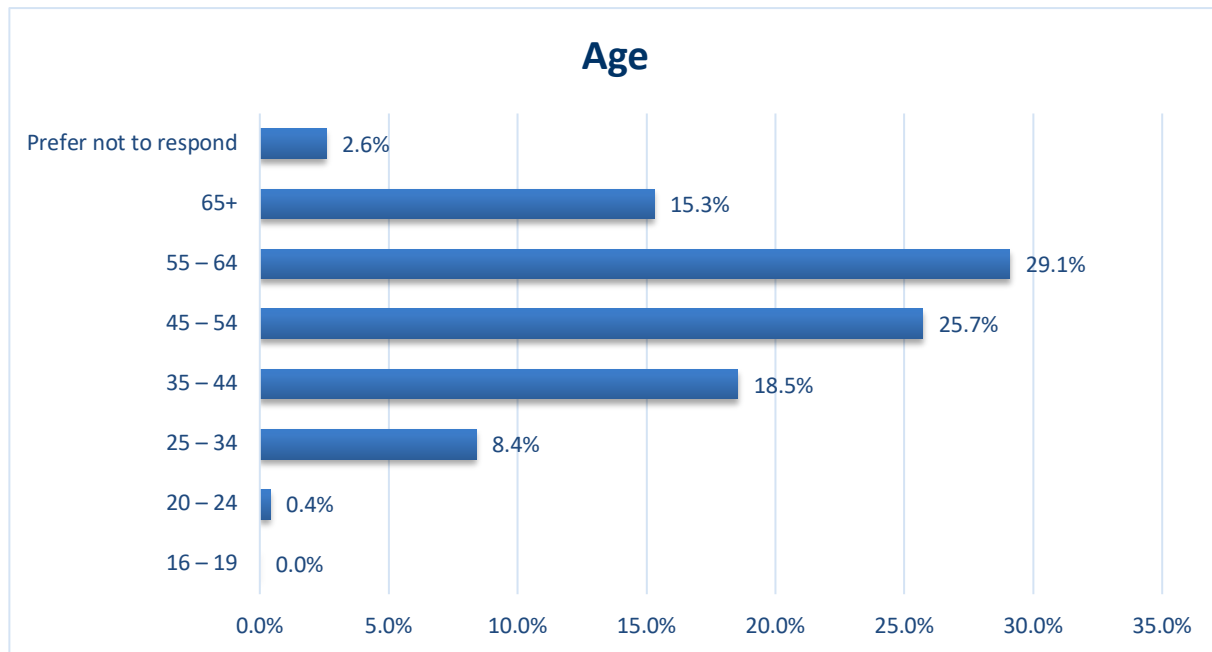
Gender/gender identity: Two-thirds of the respondents identify as female.

Number of Respondents = 739



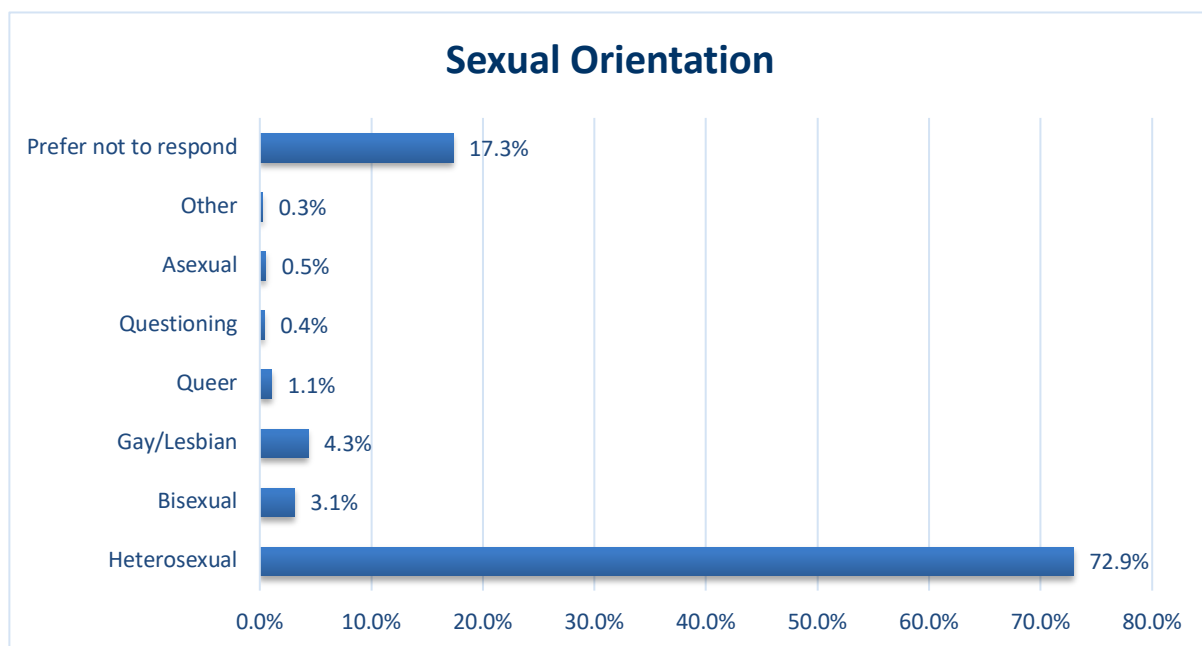
Age: Over 44% of the respondents were over 55, while less than 9% were under 35.

Number of Respondents = 739



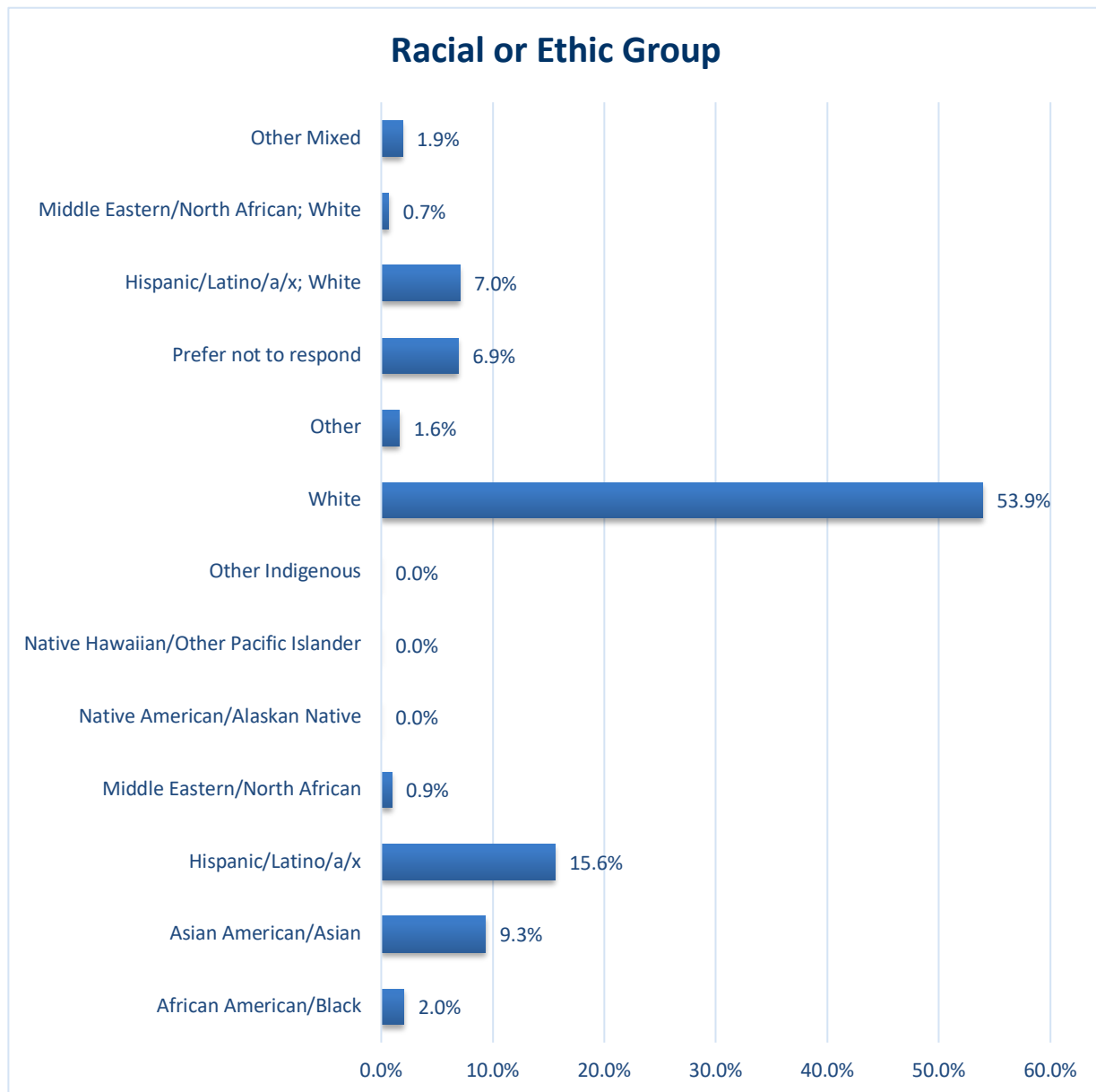
Sexual orientation: Almost three-quarters of the respondents identified as heterosexual, while slightly more than 17% preferred not to respond.

Number of Respondents = 739



Racial or ethnic group: Slightly more than half the respondents (54%) identified as White, 16% as Hispanic/Latino/a/x, and just over 9% as Asian American/Asian. Almost 10% identified as Mixed.

Number of Respondents = 739

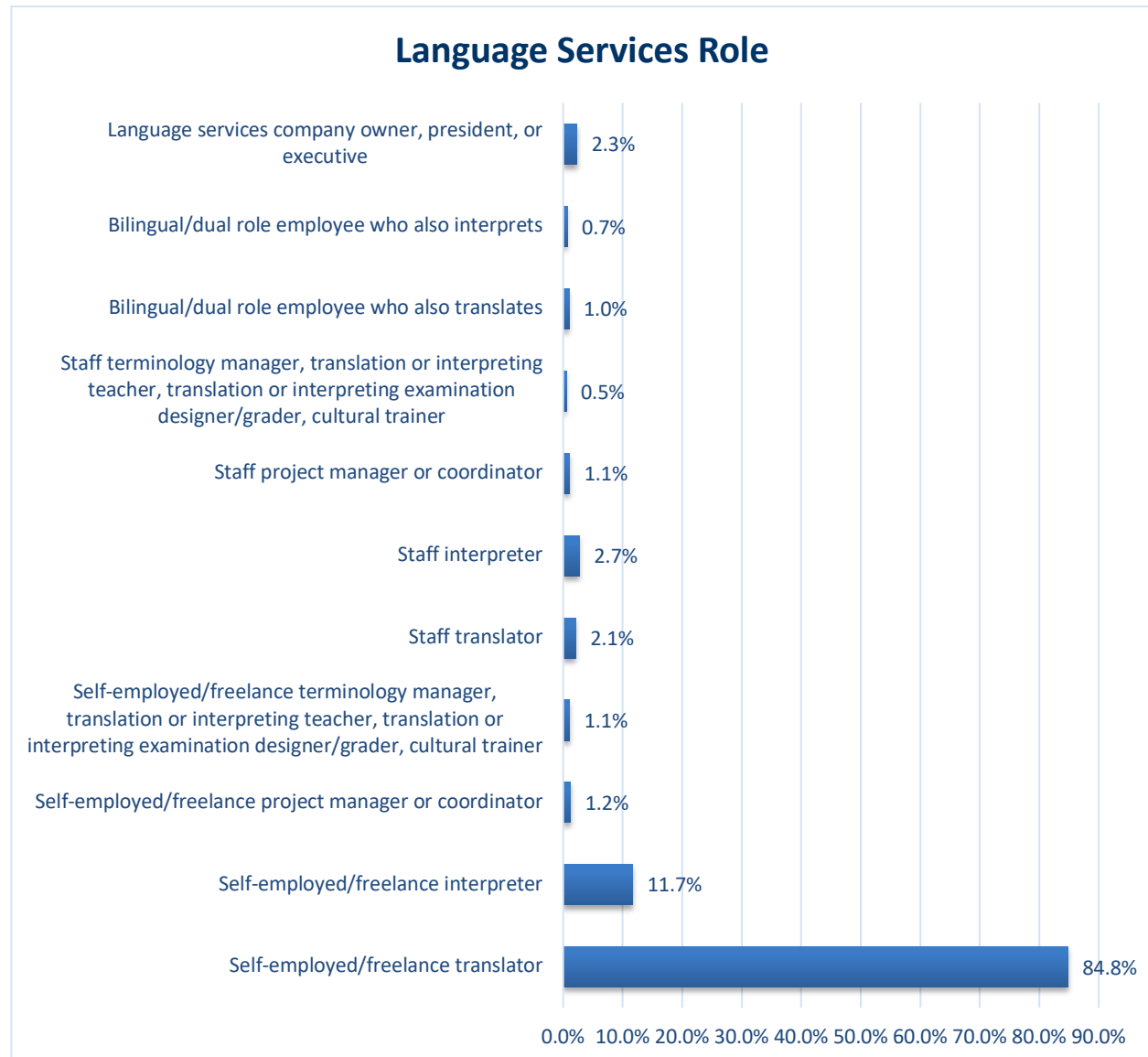


Veteran of the U.S. Armed Forces: The overwhelming majority of respondents (94%) are not veterans of the U.S. Armed Forces, while 2% are veterans and almost 4% declined to respond.

Number of Respondents = 739

Language Services Role: Almost 85% of respondents work as a freelance translator and almost 12% as a freelance interpreter. Other individual roles were reported by less than 3% of the respondents. Note: Total is more than 100% due to multiple responses, e.g., freelance translator and staff interpreter.

Number of Respondents = 735

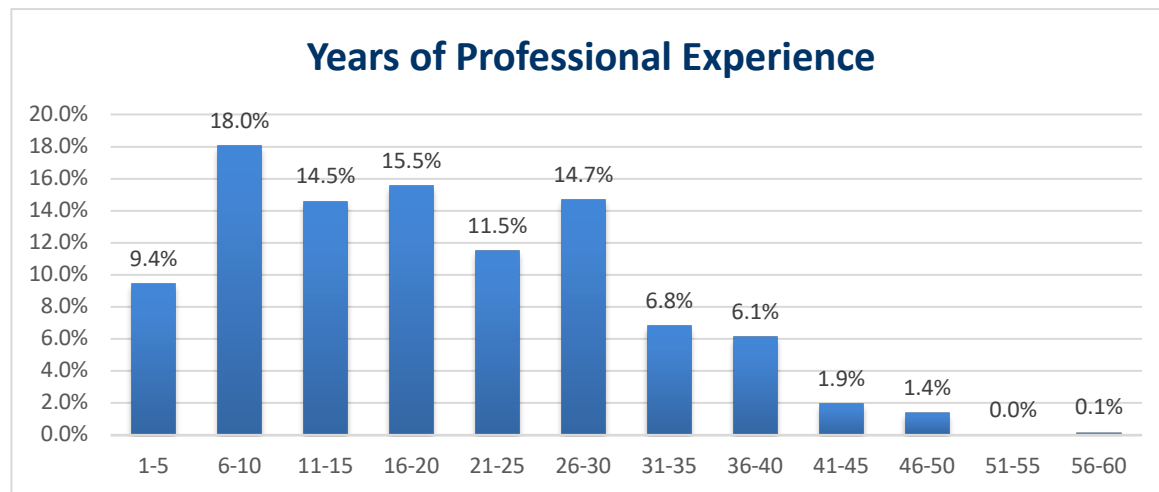


Years of professional experience related to language services: Both the median (most common) and mean (arithmetical) average for years of language services experience was 20 years.

Number of Respondents = 722

Minimum	Maximum	Median	Mean
1	60	20	19.73

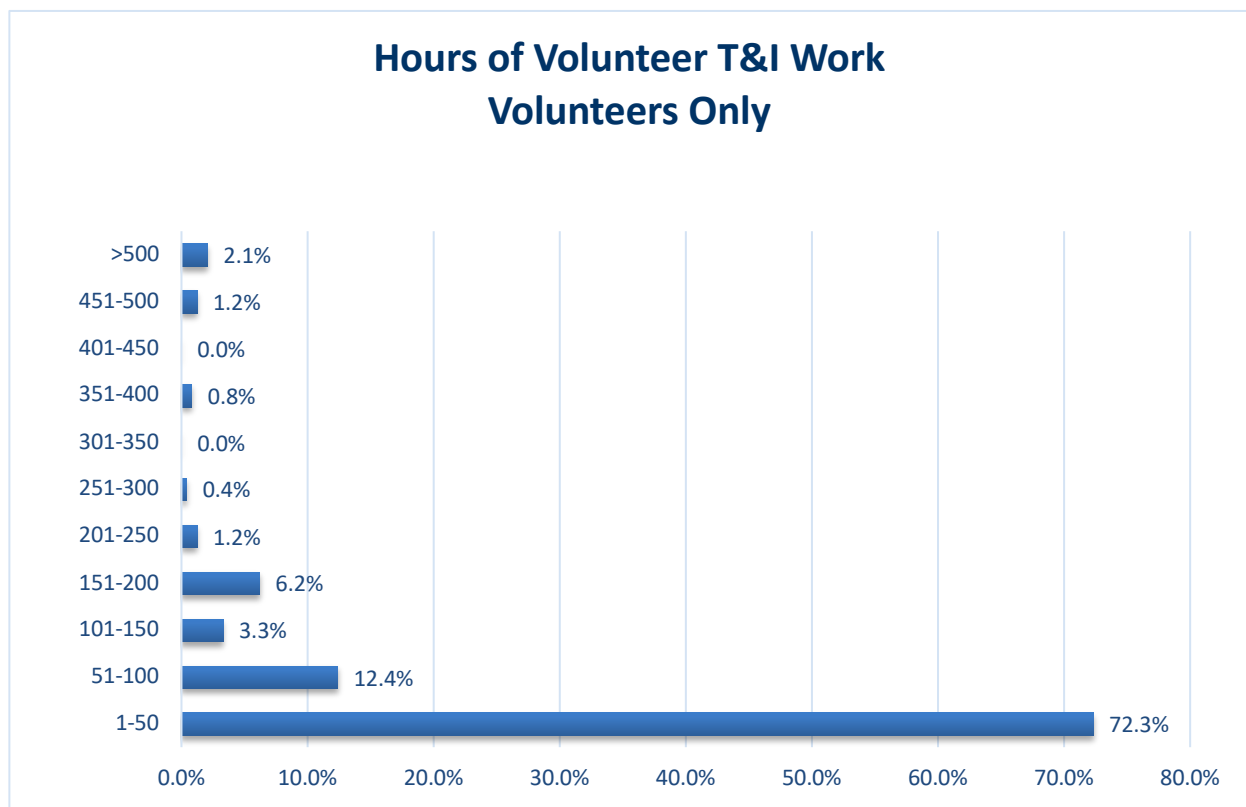
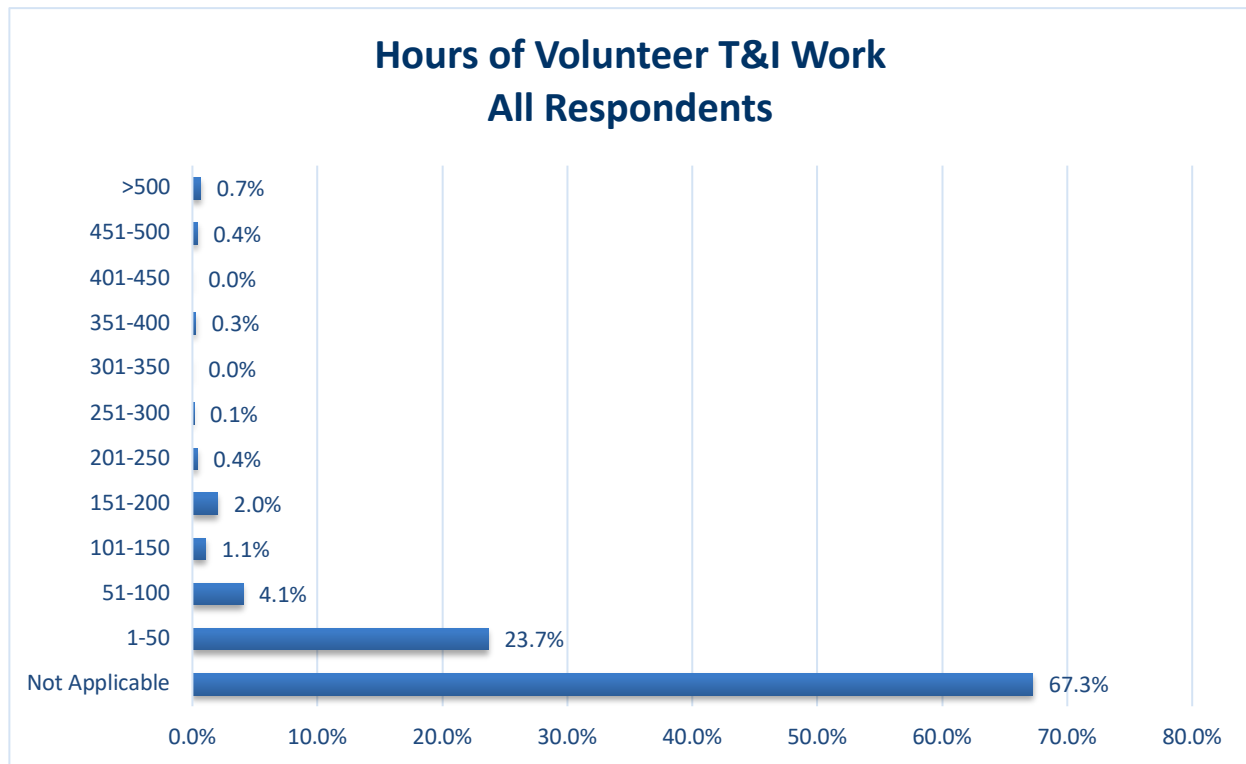
Experience levels are somewhat evenly distributed up to the 30+ range, when the numbers decline significantly, presumably due to retirement. Still, 16% of respondents reported 31 or more years of experience.



Estimated annual volunteer hours worked: Only about one-third of respondents (242) reported performing volunteer T&I work in 2019. Of those reporting such work, the median number of hours volunteered during the year was 30 and the mean was 77. Of all respondents, 23.7% reported volunteering between 1 and 50 hours in 2019 and another 4% volunteered between 51 and 100 hours. With respect to volunteers only, about 85% reported volunteering up to 100 hours.

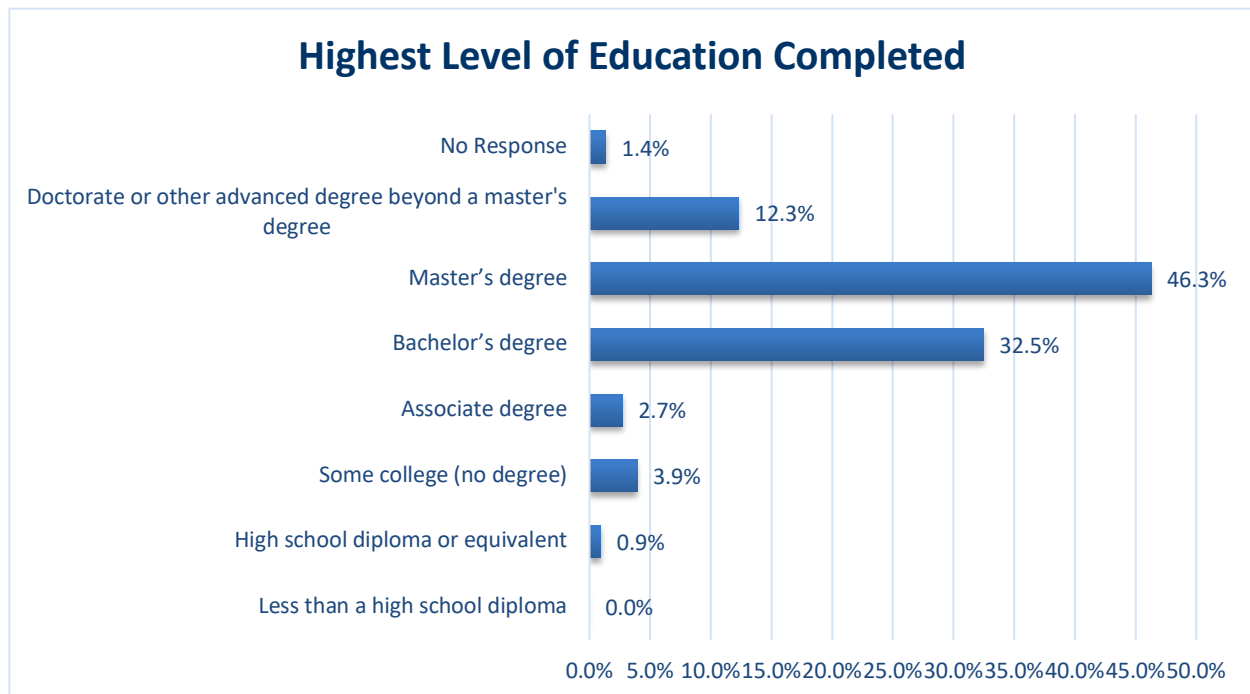
Number of Respondents = 242

Minimum	Maximum	Median	Mean
1	1200	30	77.31



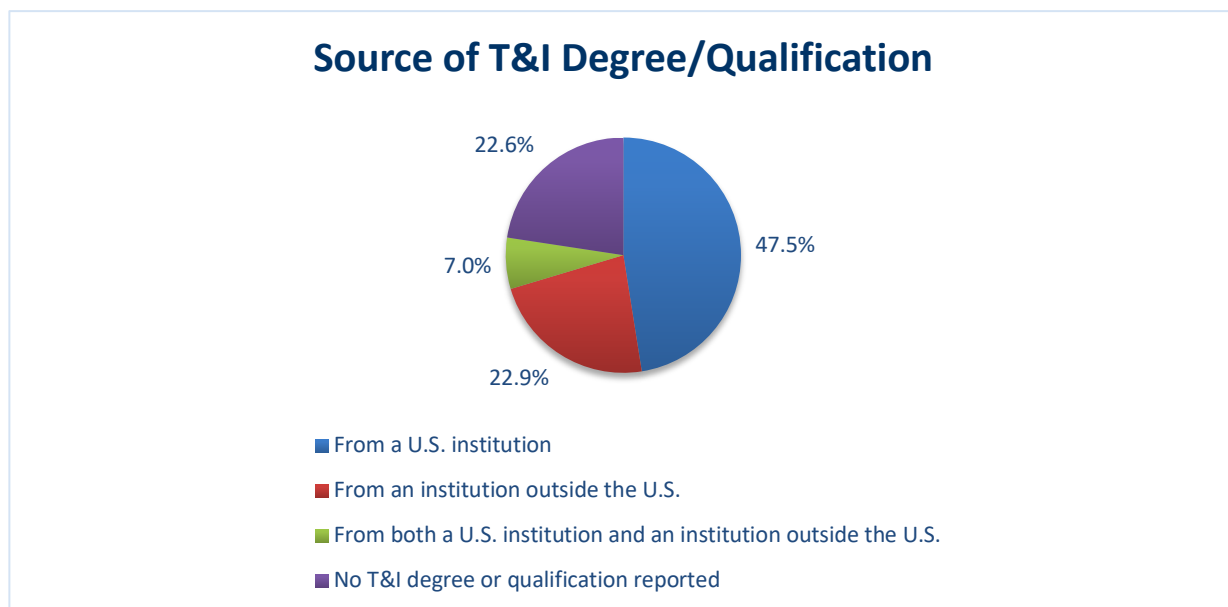
Highest level of education completed: Almost half the respondents reported having a Master's degree, about 12% have a doctorate or other advanced degree, and one-third have a Bachelor's degree.

Number of Respondents = 729



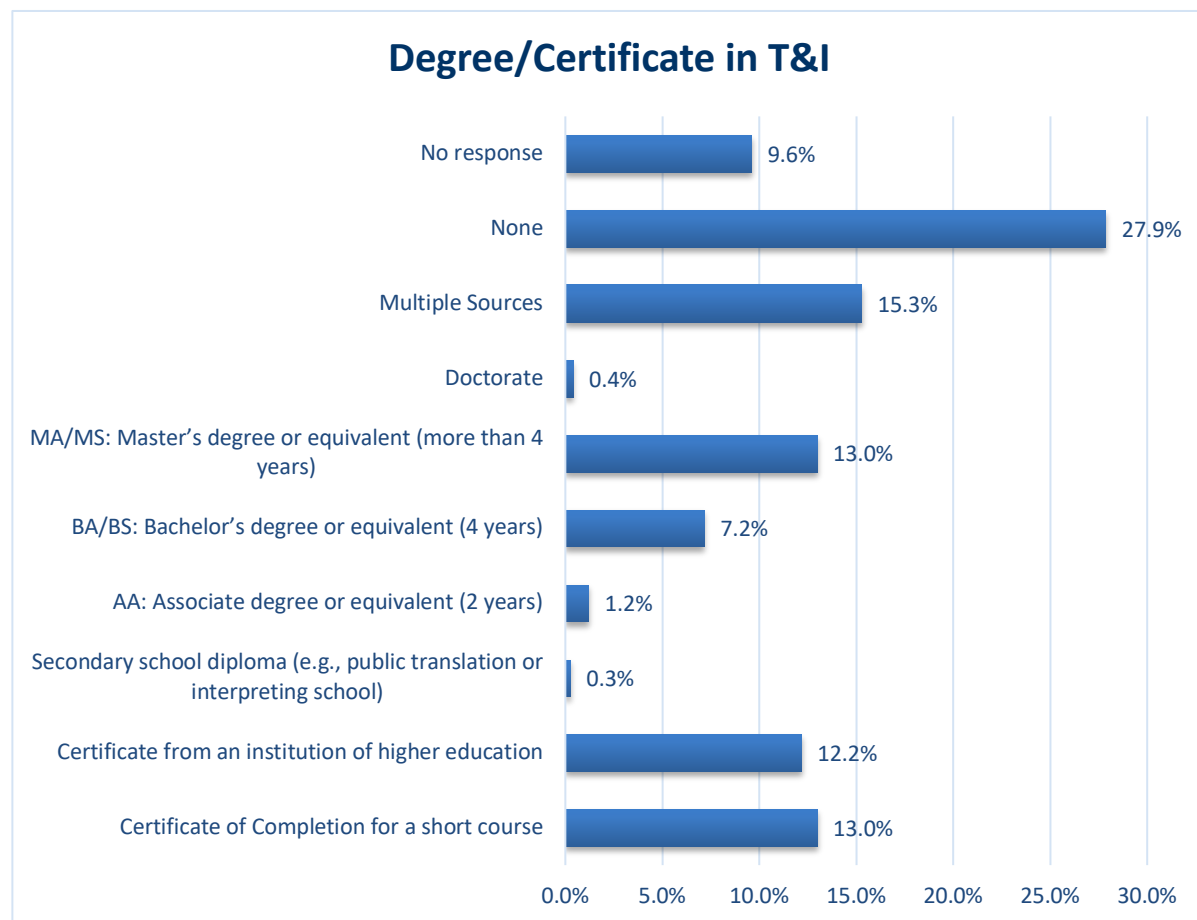
Source of degree(s) or qualification(s) in translation or interpreting: Almost half the respondents (48%) reported a T&I degree from a U.S. institution, 23% have a non-U.S. T&I degree, and about 23% did not report any T&I degree.

Number of Respondents = 572

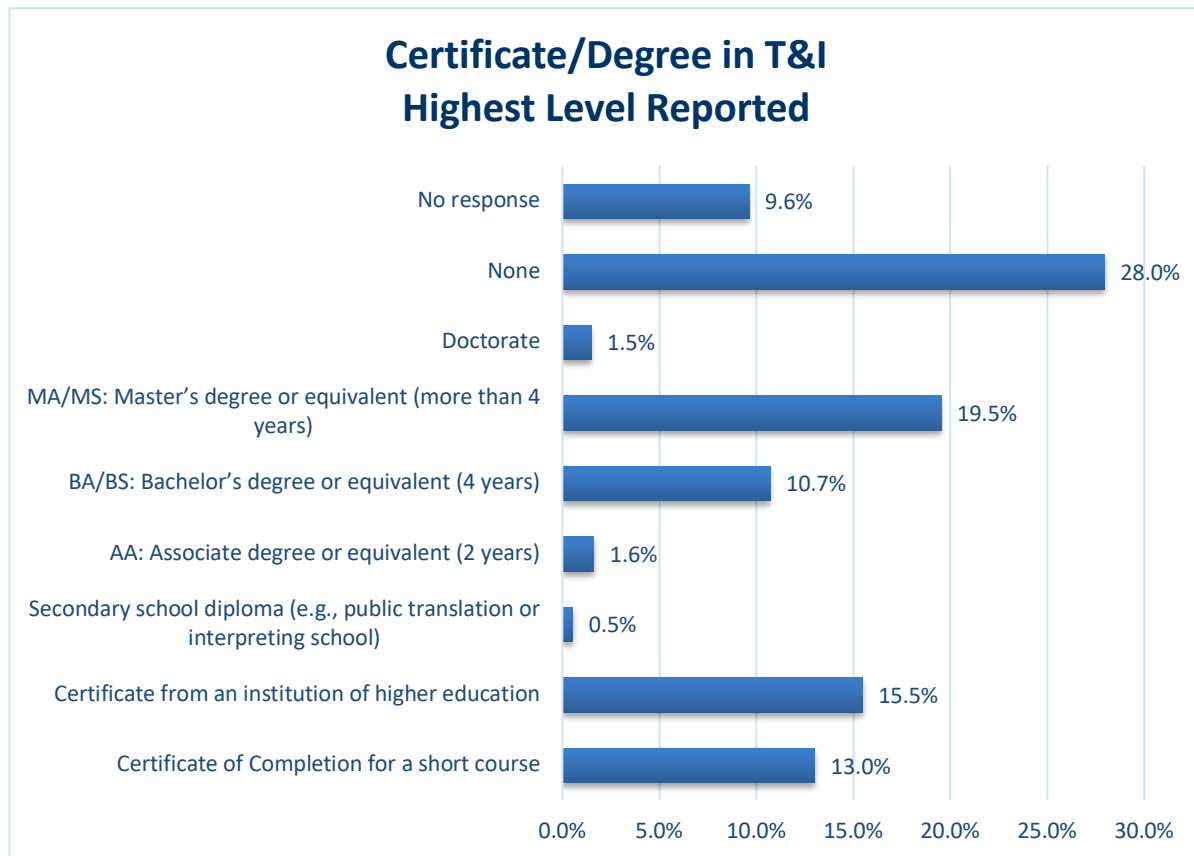


Degree(s) or certificate(s) held in interpreting and/or translation: Twenty-eight percent of respondents reported no degree or certificate in T&I, 15% reported having multiple qualifications, 13% reported a master's degree, another 13% reported having a certificate of completion for a short course, and 12% reported a certificate from a higher institution.

Number of Respondents = 668

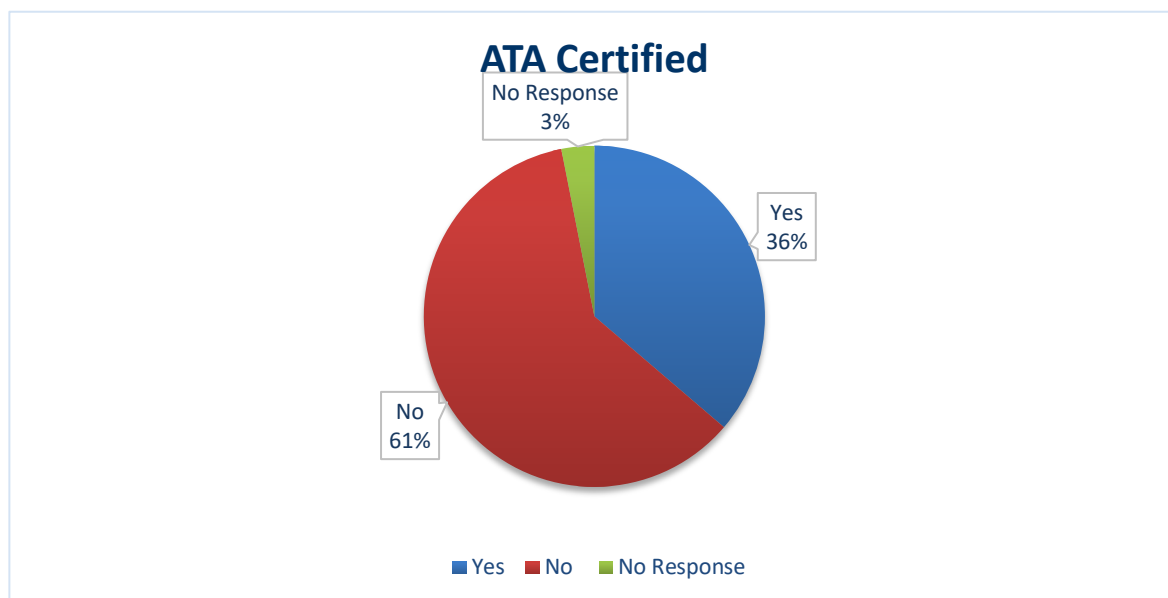


Counting only the highest level reported by those with multiple T&I degrees/certifications, the most common is a master's degree at 20%, followed by a certificate from an institution of higher education at 16%, a short-course certificate at 13%, and a bachelor's degree at 11%.



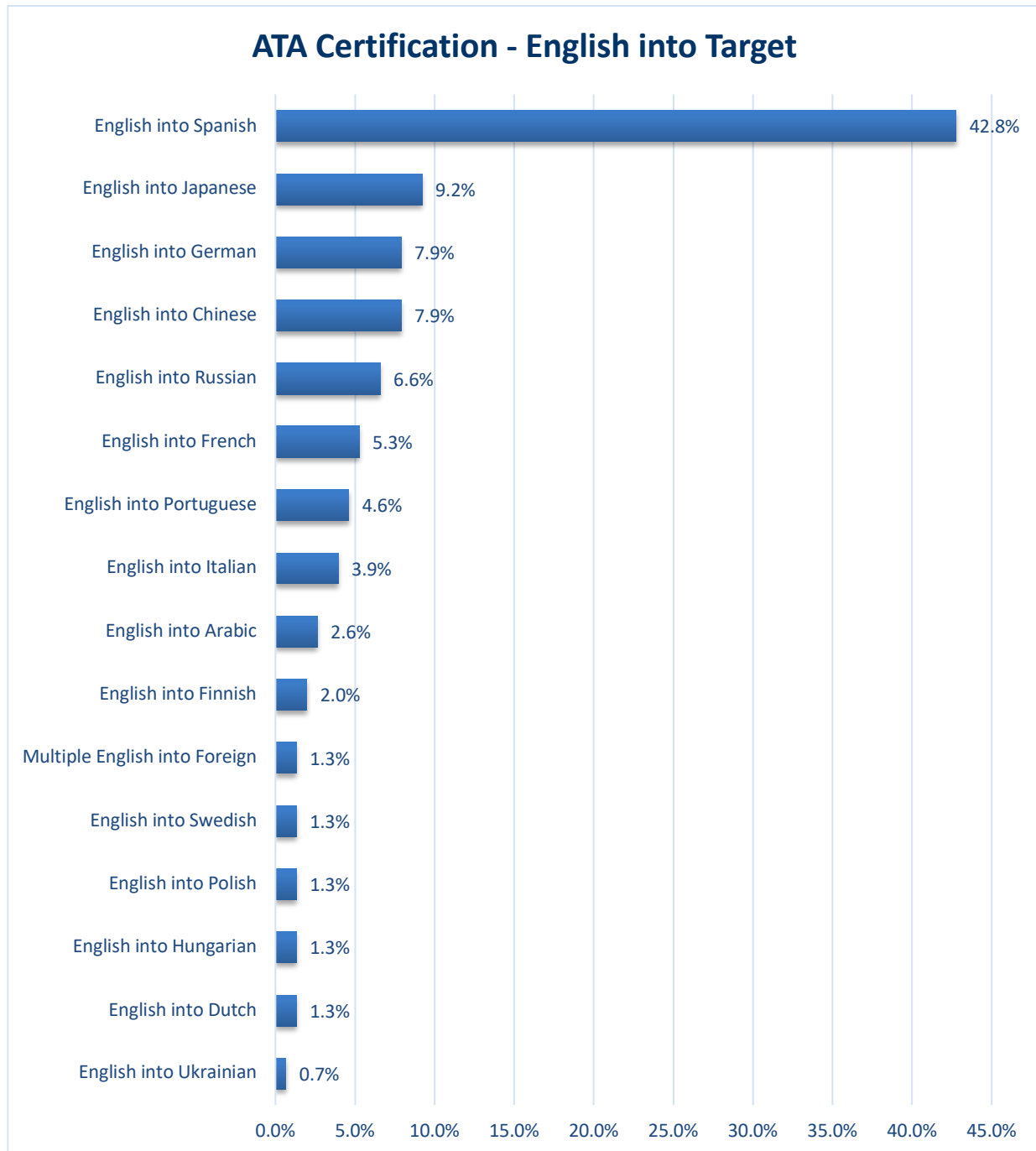
ATA Certification Held: Slightly more than one-third of the respondents (36%) reported holding ATA certification and 61% reported no ATA certification.

Number of Respondents = 716



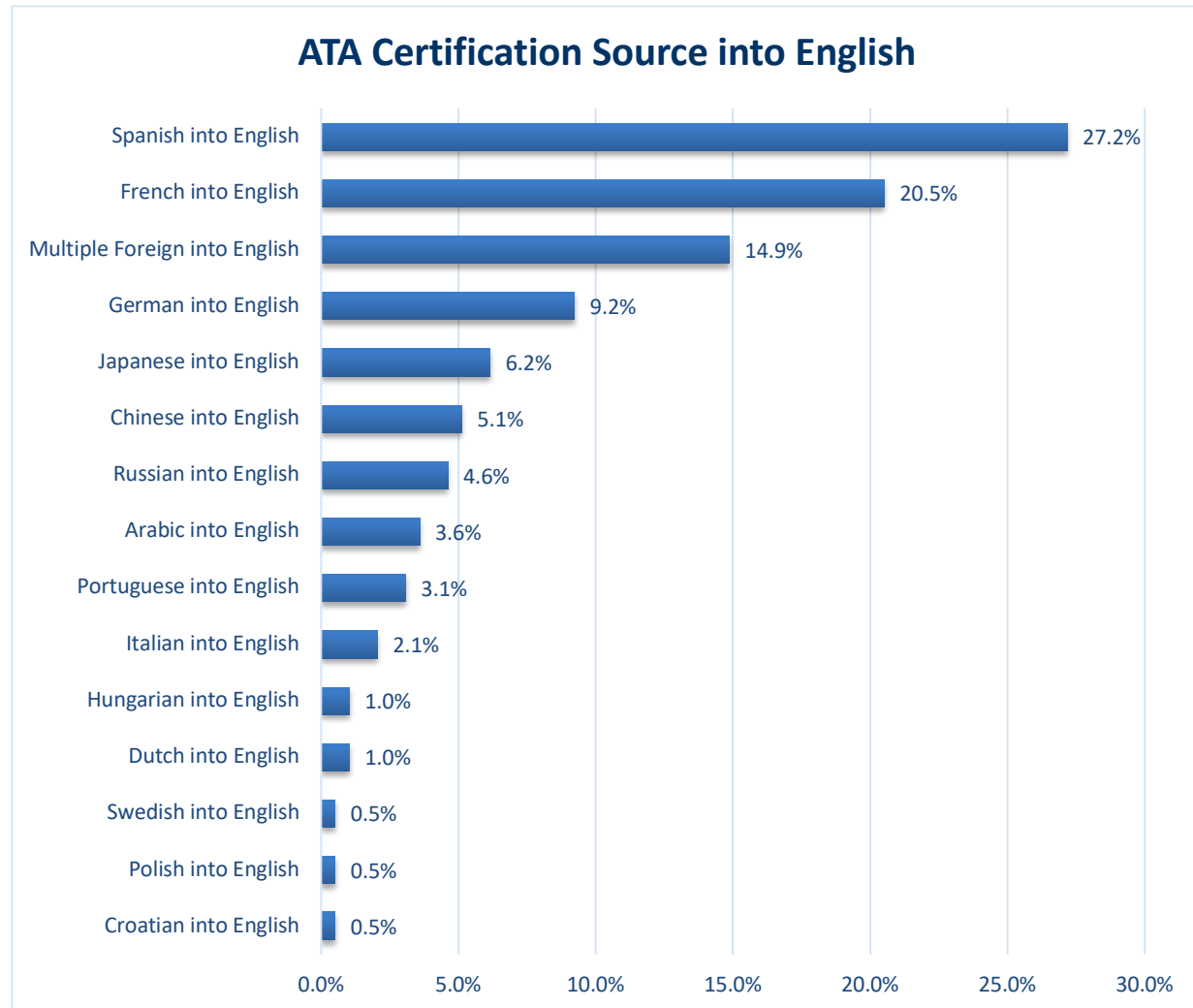
ATA certification held for English into target foreign language pairs: Not surprisingly, the largest contingent of ATA certified translators from English into a target language is into Spanish at almost 43%. Five to nine percent reported certification from English into Japanese, German, Chinese, Russian, or French.

Number of Respondents = 152

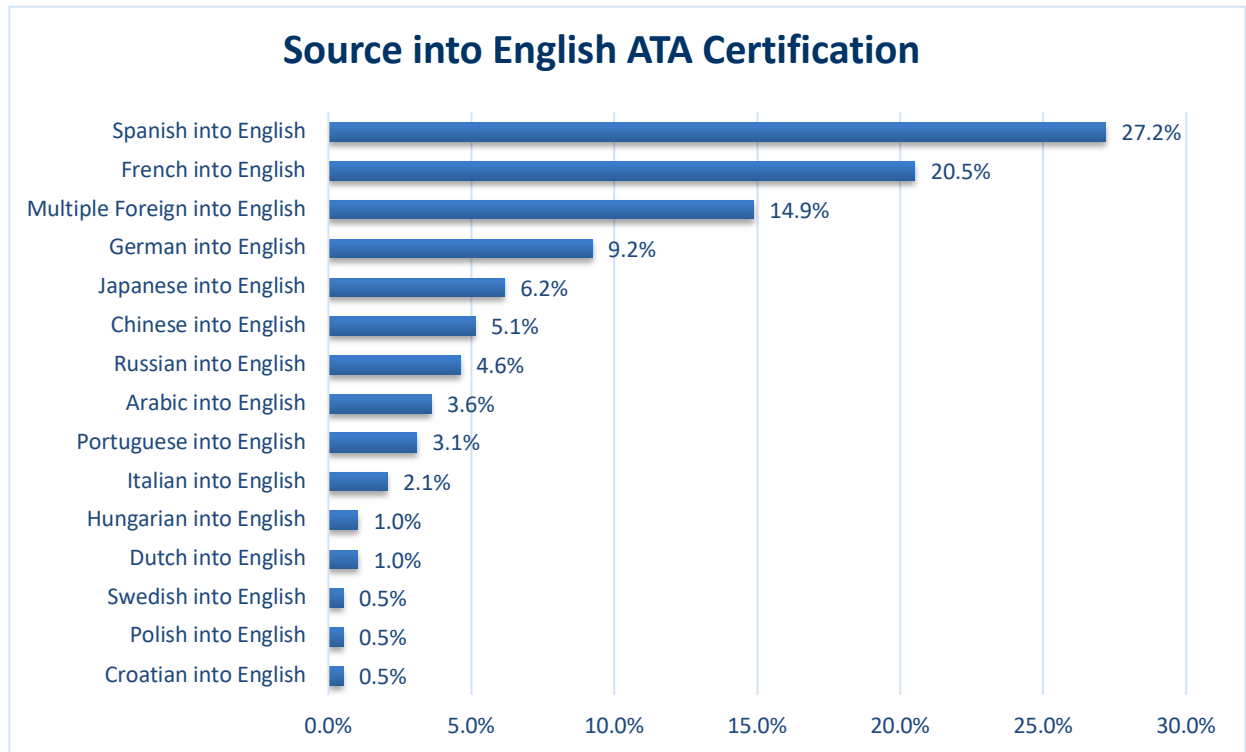


ATA certification held for source language into English pairs: Spanish is the most commonly reported source into English certification at 27%, followed by French at 21% and “multiple” source languages into English, e.g., both Spanish and Portuguese into English, at 15%.

Number of Respondents = 195



Of those reporting multiple certifications, the most common pairs are Spanish/Portuguese into English and French/Spanish into English, both at 17%.



Income Data – All Respondents

Gross household income: The median gross household income for all respondents was \$53,000. By language services role, the five highest median gross household incomes were reported by LSC owners (\$107,100), staff translators (\$94,100), staff interpreters (\$81,000), self-employed/staff translators (dual role) (\$71,500), and self-employed translators (\$71,000).

Number of Respondents = 568

Gross Household Income							
	Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
All respondents	\$225	\$350,000	\$53,000	\$65,533	\$31,000	\$53,000	\$83,572
Language services company owner, president, or executive	\$19,192	\$350,000	\$107,112	\$142,271	\$59,193	\$107,112	\$200,000
Self-employed/freelance interpreter	\$7,650	\$140,000	\$71,000	\$68,595	\$39,195	\$71,000	\$99,750
Self-employed/freelance translator	\$225	\$304,000	\$49,000	\$61,188	\$30,000	\$49,000	\$80,000
Self-employed/freelance translator; Language services company owner, president, or executive	\$11,807	\$80,000	\$55,000	\$46,509	\$27,000	\$55,000	\$61,000
Self-employed/freelance translator; Self-employed/freelance interpreter	\$905	\$300,000	\$52,902	\$65,473	\$30,000	\$52,902	\$87,250
Self-employed/freelance translator; Self-employed/freelance interpreter; Language services company owner, president, or executive	\$28,500	\$79,757	\$60,000	\$55,624	\$50,000	\$60,000	\$60,556
Self-employed/freelance translator; Self-employed/freelance interpreter; Self-employed/freelance project manager or coordinator	\$22,000	\$100,000	\$64,340	\$56,402	\$24,515	\$64,340	\$79,722
Self-employed/freelance translator; Self-employed/freelance interpreter; Self-employed/freelance project manager or coordinator; Language services company owner, president, or executive	\$45,000	\$85,000	\$67,483	\$65,297	\$59,000	\$67,483	\$70,000
Self-employed/freelance translator; Self-employed/freelance interpreter; Self-employed/freelance terminology manager, translation or interpreting teacher, translation or interpreting examination designer/grader, cultural trainer	\$17,002	\$135,000	\$70,500	\$72,250	\$47,750	\$70,500	\$100,000
Self-employed/freelance translator; Self-employed/freelance interpreter; Staff interpreter	\$14,000	\$110,000	\$32,000	\$50,200	\$20,000	\$32,000	\$75,000
Self-employed/freelance translator; Self-employed/freelance interpreter; Staff translator; Staff interpreter	\$15,000	\$68,156	\$42,471	\$40,125	\$30,000	\$42,471	\$45,000
Self-employed/freelance translator; Staff translator	\$52,000	\$309,508	\$71,520	\$109,091	\$62,510	\$71,520	\$85,750
Staff interpreter	\$31,000	\$127,000	\$80,787	\$72,246	\$46,350	\$80,787	\$87,939
Staff translator	\$15,778	\$150,000	\$94,091	\$81,674	\$38,500	\$94,091	\$110,000
Staff translator; Staff interpreter	\$38,280	\$80,000	\$48,000	\$49,474	\$39,500	\$48,000	\$50,520

Percentage of gross income from language services:

Number of Respondents = 550

Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
1%	100%	100%	85%	89%	100%	100%

Gross income from language services by roles: The median gross income from language services for all respondents was \$44,000. (Dollar figures were calculated by multiplying the respondent's gross household income in question 12 by the percentage from language services reported in question 13. Responses lacking a percentage were excluded.)

Number of Respondents = 550

Gross Income from Language Services by Roles							
	Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
All respondents	\$74	\$304,000	\$44,000	\$53,572	\$31,000	\$53,000	\$83,572
Language services company owner, president, or executive	\$14,966	\$280,000	\$107,112	\$126,229	\$59,193	\$107,112	\$200,000
Self-employed/freelance interpreter	\$7,650	\$121,991	\$61,000	\$58,496	\$39,195	\$71,000	\$99,750
Self-employed/freelance translator	\$74	\$304,000	\$40,000	\$48,305	\$30,000	\$49,000	\$80,000
Self-employed/freelance translator; Language services company owner, president, or executive	\$610	\$65,584	\$15,700	\$27,428	\$27,000	\$55,000	\$61,000
Self-employed/freelance translator; Self-employed/freelance interpreter	\$500	\$300,000	\$43,612	\$55,853	\$30,000	\$52,902	\$87,250
Self-employed/freelance translator; Self-employed/freelance interpreter; Language services company owner, president, or executive	\$6,000	\$79,757	\$50,000	\$46,688	\$50,000	\$60,000	\$60,556
Self-employed/freelance translator; Self-employed/freelance interpreter; Self-employed/freelance project manager or coordinator	\$22,000	\$83,444	\$30,000	\$46,402	\$24,515	\$64,340	\$79,722
Self-employed/freelance translator; Self-employed/freelance interpreter; Self-employed/freelance project manager or coordinator; Language services company owner, president, or executive	\$45,000	\$85,000	\$67,483	\$64,117	\$59,000	\$67,483	\$70,000
Self-employed/freelance translator; Self-employed/freelance interpreter; Self-employed/freelance terminology manager, translation or interpreting teacher, translation or interpreting examination designer/grader, cultural trainer	\$12,000	\$132,300	\$70,500	\$70,073	\$47,750	\$70,500	\$100,000
Self-employed/freelance translator; Self-employed/freelance interpreter; Staff interpreter	\$14,000	\$110,000	\$20,000	\$35,200	\$20,000	\$32,000	\$75,000

Self-employed/freelance translator; Self-employed/freelance interpreter; Staff translator; Staff interpreter	\$15,000	\$68,156	\$42,471	\$38,925	\$30,000	\$42,471	\$45,000
Self-employed/freelance translator; Staff translator	\$12,380	\$71,540	\$56,000	\$48,827	\$62,510	\$71,520	\$85,750
Staff interpreter	\$31,000	\$127,000	\$77,524	\$71,154	\$46,350	\$80,787	\$87,939
Staff translator	\$15,778	\$110,000	\$45,000	\$60,674	\$38,500	\$94,091	\$110,000
Staff translator; Staff interpreter	\$24,000	\$80,000	\$48,000	\$47,189	\$39,500	\$48,000	\$50,520

Time spent on tasks: On average, the top five tasks on which respondents spent the largest percentage of their time were translation (50%) and interpreting (47%), followed by teaching, subtitling/captioning, and editing/reviewing translations by others. Other tasks consuming significant time ($\geq 10\%$) included localization, managing their business, PEMT, project management, and coordinating interpreting assignments.

Number of Respondents = 16 to 522

Percentage of Time Spent on T&I Tasks	Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
Translation	1.0%	100.0%	50.0%	49.9%	20.0%	50.0%	78.0%
Interpreting	1.0%	100.0%	48.0%	46.5%	15.0%	48.0%	75.0%
Teaching Translation	1.0%	100.0%	5.0%	15.9%	2.8%	5.0%	18.5%
Subtitling/Captioning	1.0%	90.0%	5.0%	14.8%	2.0%	5.0%	15.0%
Bilingual Editing/Reviewing Translations Done by Others	1.0%	85.0%	10.0%	14.6%	5.0%	10.0%	20.0%
Localization/Testing Websites	1.0%	85.0%	9.0%	14.0%	5.0%	9.0%	11.3%
Managing Your Business	1.0%	100.0%	10.0%	13.5%	5.0%	10.0%	15.0%
Post-editing Machine Translation (PEMT)	1.0%	80.0%	10.0%	12.8%	4.8%	10.0%	17.0%
Managing Translation Projects	1.0%	84.0%	8.0%	12.8%	5.0%	8.0%	11.0%
Coordinating Interpreting Services	1.0%	80.0%	5.0%	11.9%	2.0%	5.0%	11.3%
Proofreading (Final Quality Assurance)	1.0%	90.0%	5.0%	9.7%	5.0%	5.0%	10.0%
Cultural Training	1.0%	98.0%	5.0%	9.6%	1.8%	5.0%	10.0%
Transcreation	1.0%	90.0%	5.0%	9.4%	2.0%	5.0%	10.0%
Designing or Grading Interpreting Exams	1.0%	40.0%	5.0%	8.4%	3.0%	5.0%	10.0%
Transcription-Translation (e.g., Court Cases)	1.0%	75.0%	5.0%	7.7%	3.0%	5.0%	10.0%
Terminology Management	1.0%	76.0%	5.0%	7.2%	3.0%	5.0%	8.5%
Designing or Grading Translation Exams	1.0%	60.0%	5.0%	6.6%	2.0%	5.0%	5.0%
Teaching Interpreting	1.0%	30.0%	5.0%	6.2%	3.0%	5.0%	5.5%
Audio Translation (Source Language Speech to Target Language Text)	1.0%	40.0%	2.0%	5.6%	1.0%	2.0%	5.0%
Transcription (Monolingual)	1.0%	20.0%	5.0%	5.4%	2.0%	5.0%	7.0%
Dubbing/Voiceover	1.0%	20.0%	5.0%	5.0%	2.0%	5.0%	5.0%

Percentage of income earned: As in the percentage of time spent, translation (57%) and interpreting (55%) were the top two tasks in terms of the percentage of income earned. The next three highest-ranked tasks were coordinating interpreting services (26%), translation project management (24%), and teaching translation (22%).

Number of Respondents = 11 to 566

Percentage of Income Earned	Min	Max	Median	Mean	25 th %-ile	50 th %-ile	75 th %-ile
Translation	1%	100%	60%	57%	25%	60%	90%
Interpreting	1%	100%	60%	55%	20%	60%	90%
Coordinating Interpreting Services	1%	100%	13%	26%	5%	13%	34%
Managing Translation Projects	1%	100%	10%	24%	5%	10%	30%
Teaching Translation	1%	100%	10%	22%	3%	10%	24%
Localization/Testing Websites	1%	100%	8%	19%	5%	8%	15%
Subtitling/Captioning	1%	95%	10%	19%	2%	10%	20%
Bilingual Editing/Reviewing Translations Done by Others	1%	100%	10%	15%	5%	10%	20%
Post-editing Machine Translation (PEMT)	1%	84%	10%	15%	5%	10%	20%
Cultural Training	1%	47%	5%	13%	1%	5%	17%
Transcreation	1%	89%	5%	13%	2%	5%	11%
Terminology Management	1%	88%	5%	11%	2%	5%	10%
Transcription-Translation (e.g., Court Cases)	1%	100%	5%	10%	2%	5%	10%
Designing or Grading Interpreting Exams	1%	40%	5%	10%	4%	5%	10%
Proofreading (Final Quality Assurance)	1%	90%	5%	9%	5%	5%	10%
Teaching Interpreting	1%	30%	5%	7%	2%	5%	8%
Designing or Grading Translation Exams	1%	60%	5%	6%	1%	5%	5%
Dubbing/Voiceover	1%	20%	5%	5%	2%	5%	5%
Audio Translation (Source Language Speech to Target Language Text)	1%	20%	2%	5%	1%	2%	5%
Transcription (Monolingual)	1%	10%	5%	4%	1%	5%	5%

Freelance Interpreter Data

Background

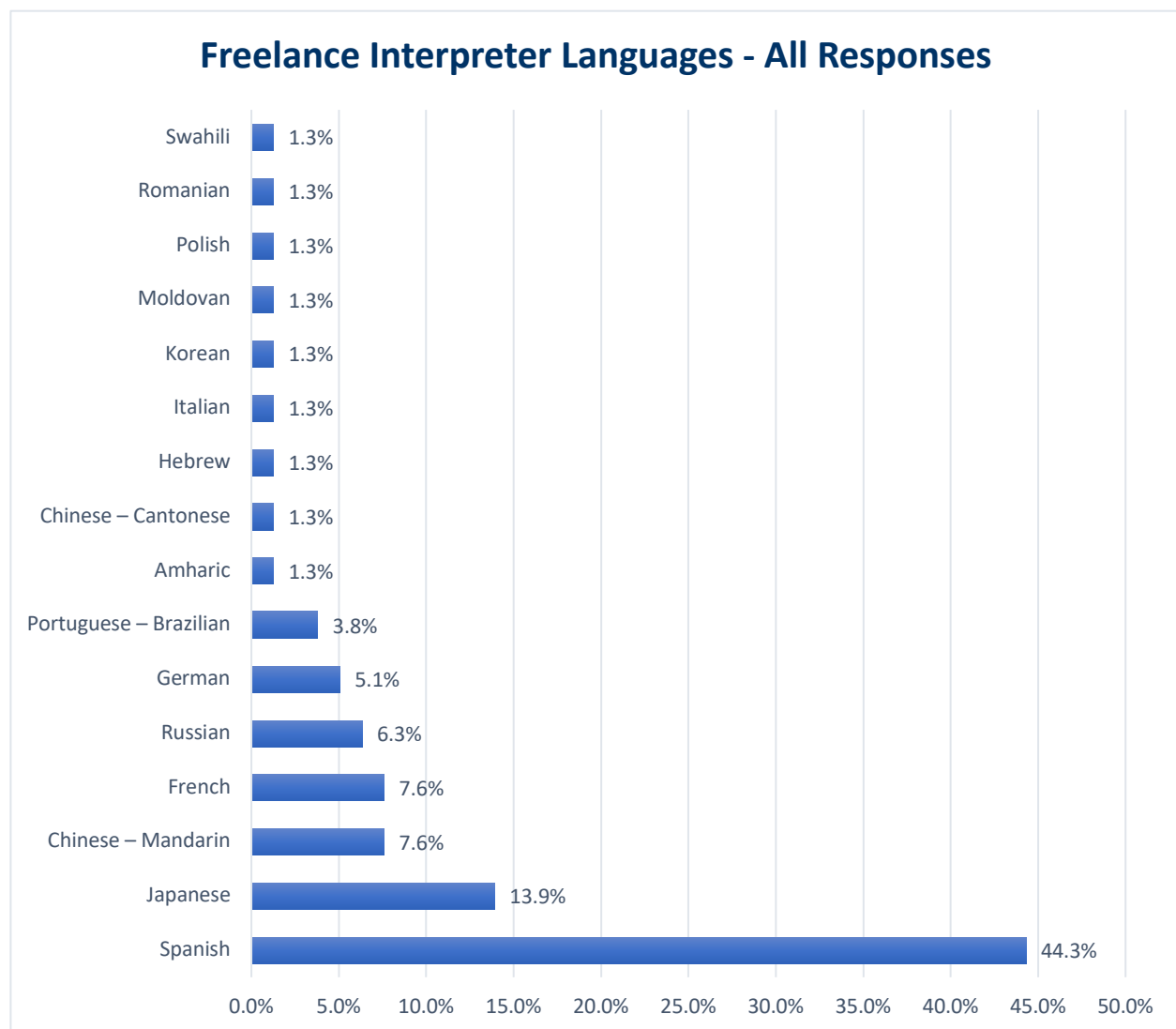
Years of experience: The average respondent had 16 years of experience as a freelance interpreter.

Number of Respondents = 69

Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
1.3	40	16	16.6	7.00	16.00	25.00

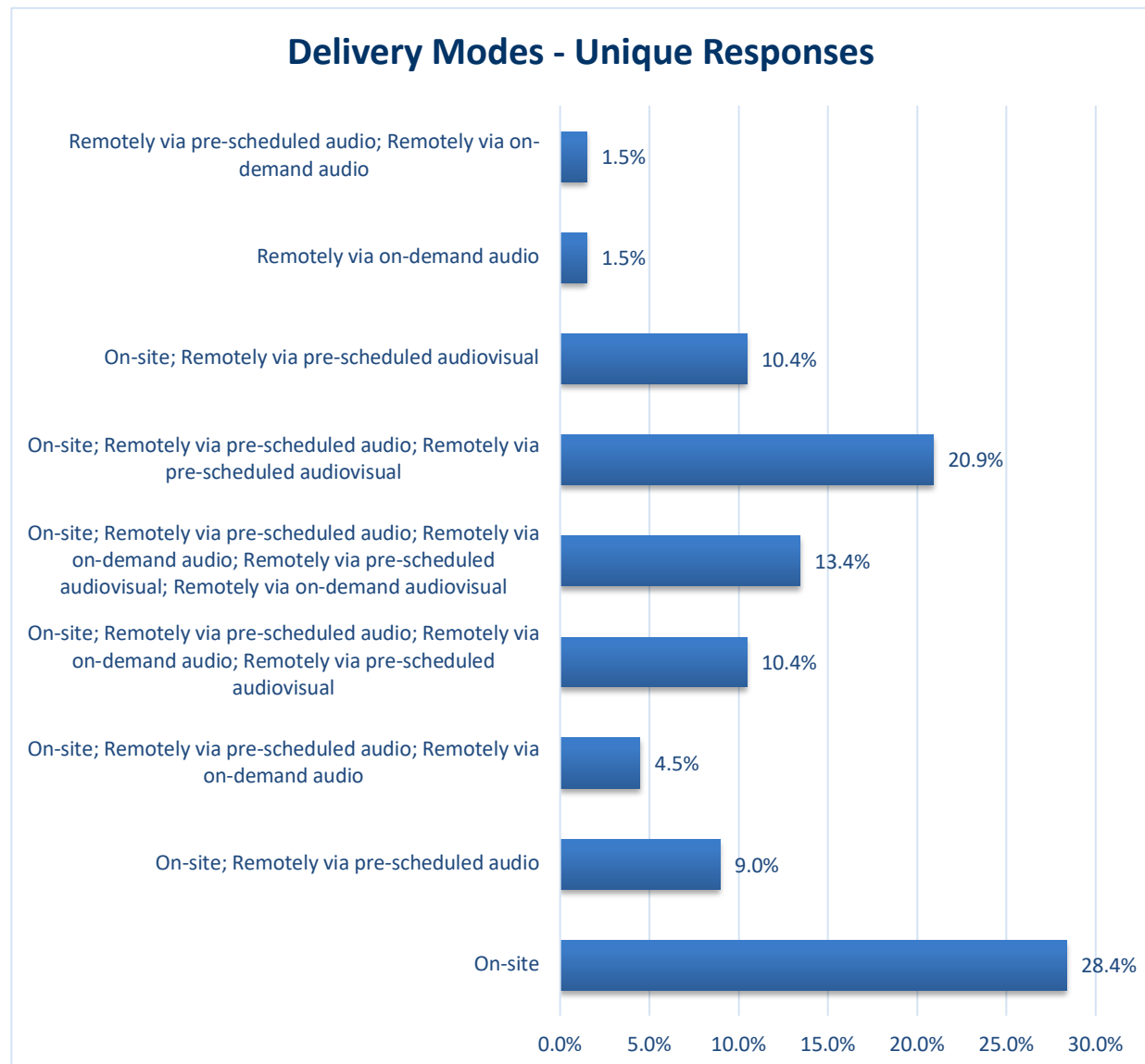
Languages interpreted: Spanish was the most commonly reported language interpreted at 44%, followed by Japanese (14%), Chinese-Mandarin and French (both 8%), Russian (6%), and German (5%).

Number of Respondents = 70

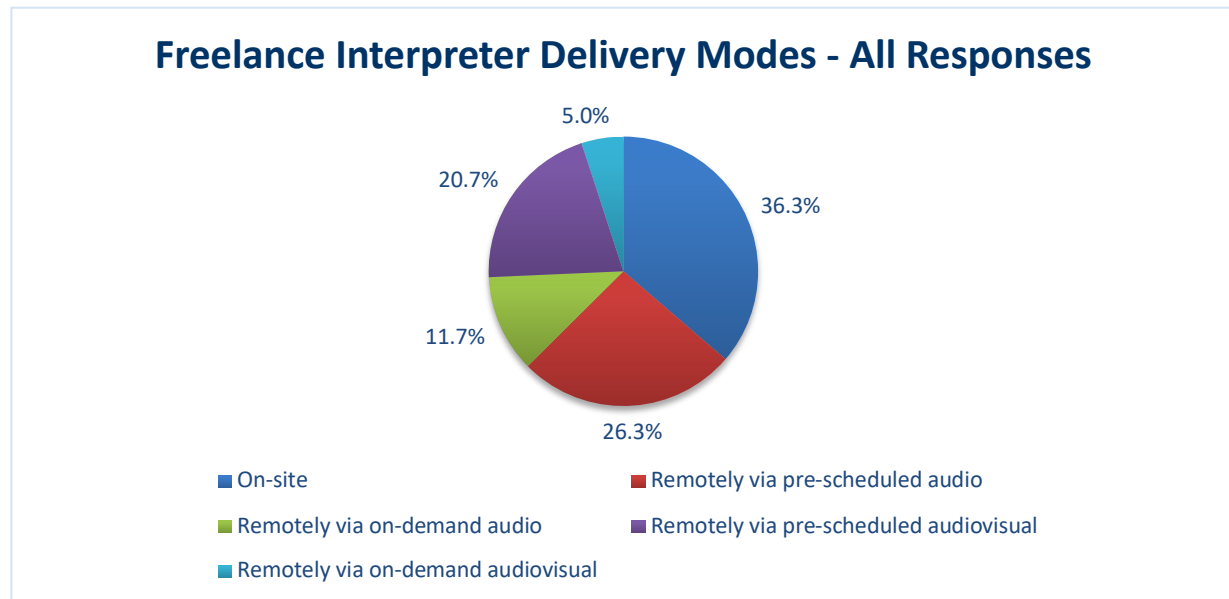


Delivery modalities: Close to one-third (28%) of respondents reported providing interpreting services on-site only, while just 3% reported remote delivery only.

Number of Respondents = 67

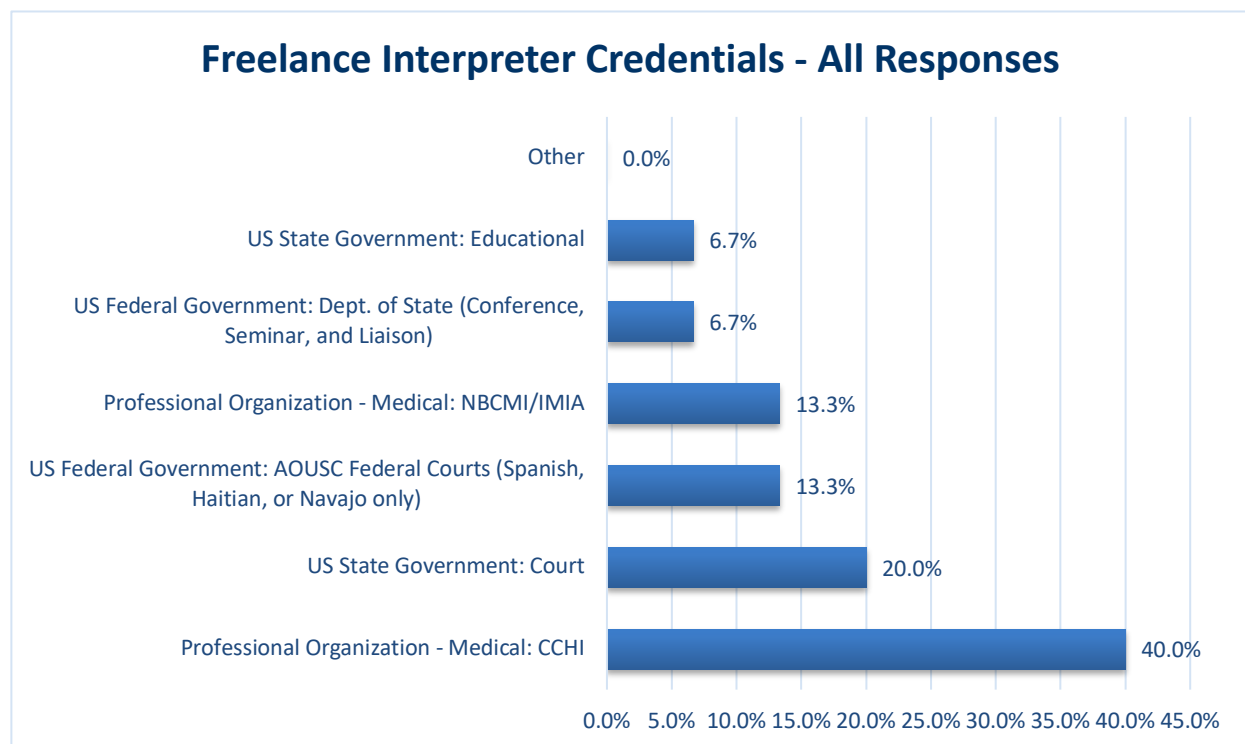


On an aggregate basis, slightly more than one-third of respondents provided on-site delivery, 38% provided remote audio delivery, and 26% provided remote audiovisual delivery.



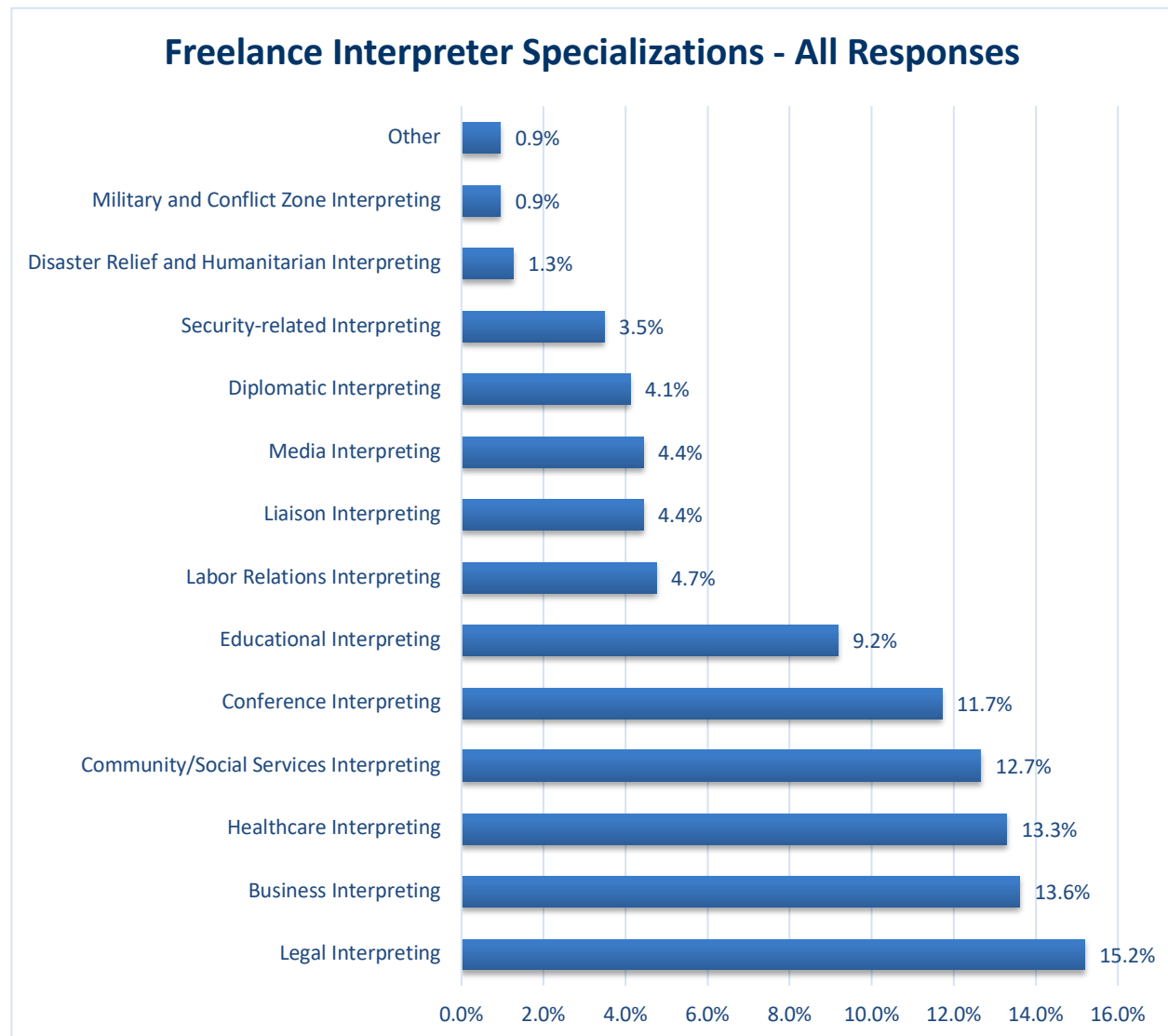
Interpreter credentials: Of the 79 respondents to this section, only 11 reported interpreter credentials. Of those, 40% reported CCHI and 20% reported state court credentials.

Number of Respondents = 11



Areas of specialization: The top three specializations reported were legal (15%), business (14%), and healthcare (13%).

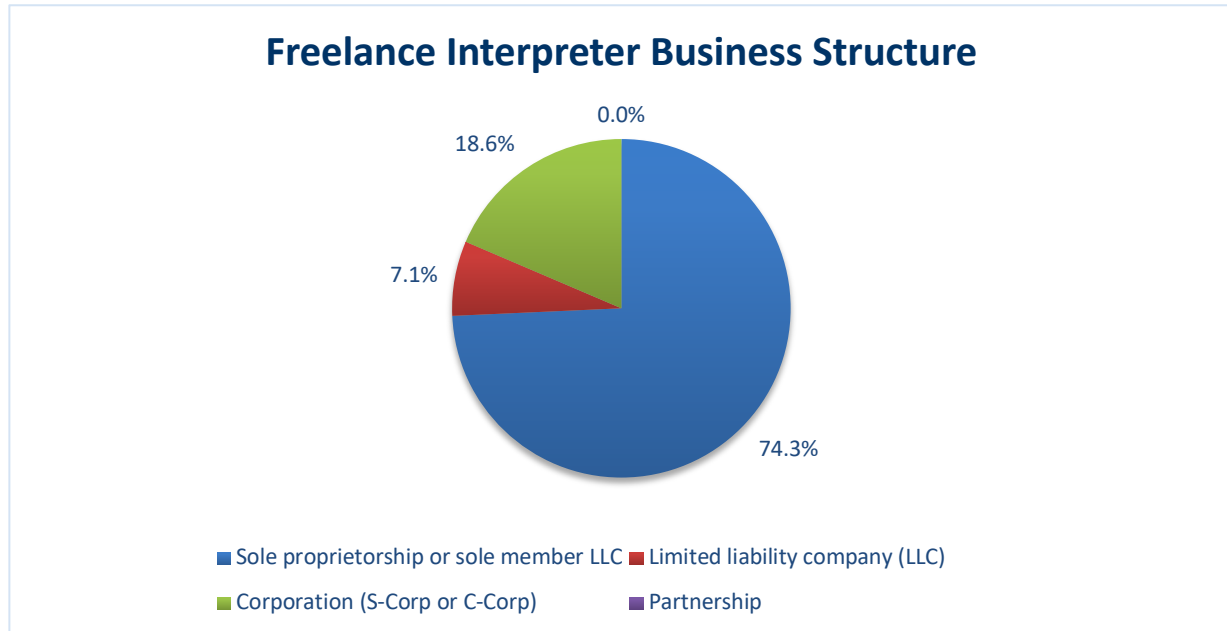
Number of Respondents = 70



Income

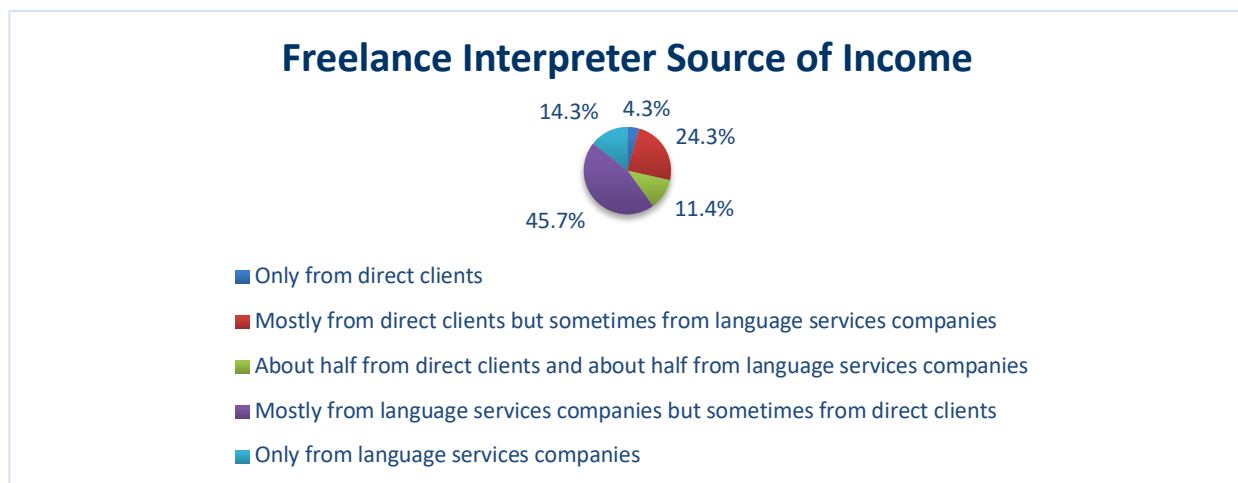
Business structure: Three-quarters of respondents operate as sole proprietors.

Number of Respondents = 70



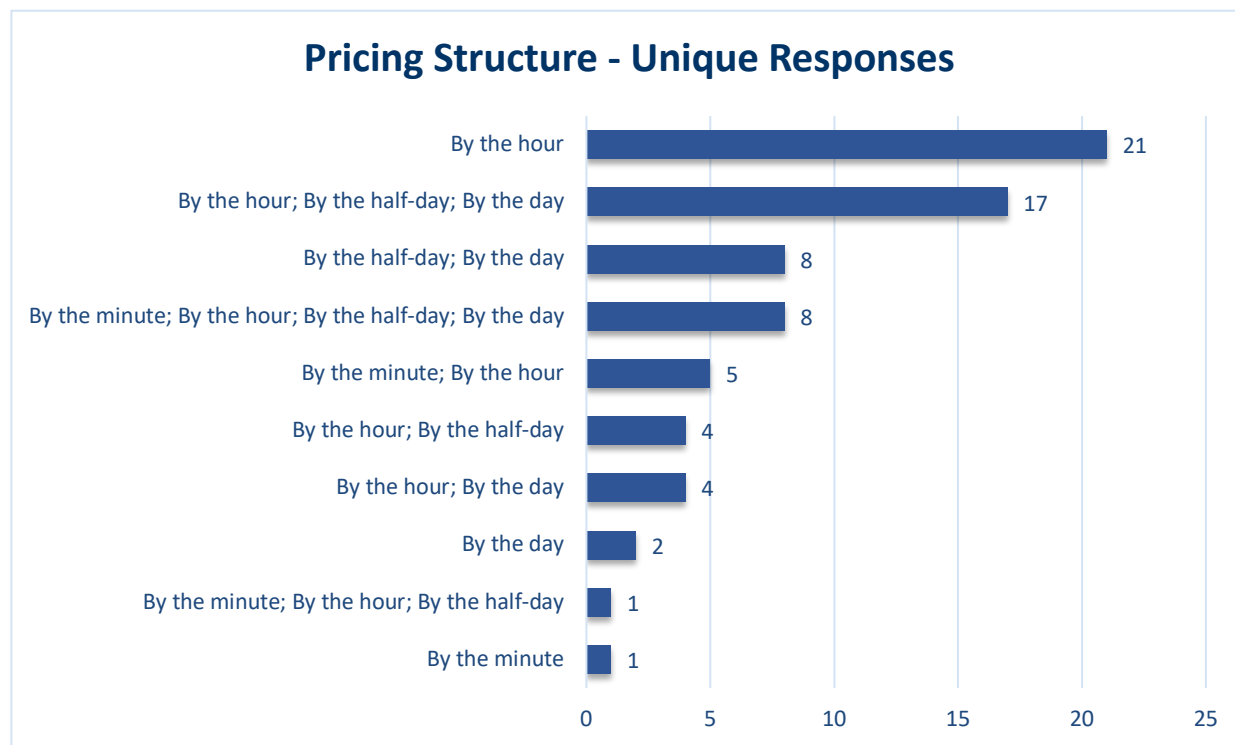
Source of income: The majority of freelance interpreters work for both direct clients and LSCs.

Number of Respondents = 70



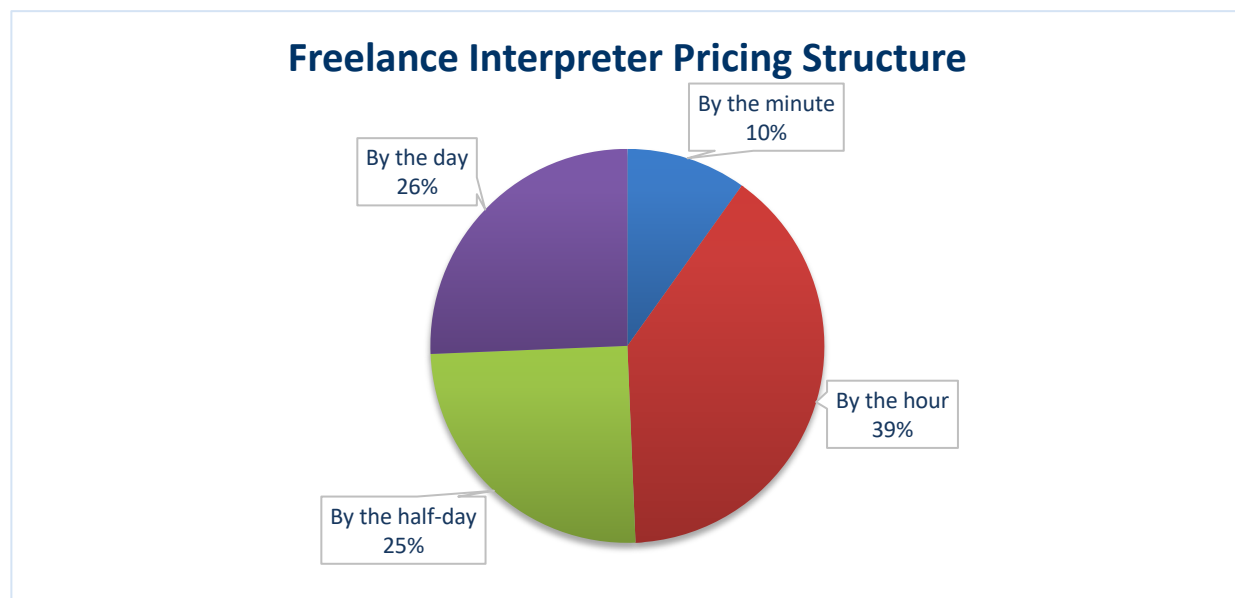
Pricing structure: Almost one-third (30%) of respondents charge by the hour only, while only 3% charge by the day only and 1% charge by the minute only.

Number of Respondents = 71



On an aggregate basis, 40% charge by the hour and 10% by the minute.

Number of Respondents = 71



Average hours worked/week: Freelance interpreters reported working an average of 16-17 hours/week.

Number of Respondents = 62

Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
1	72	16	16.8	5.00	16.00	25.00

Average hours invoiced/week: Corresponding to hours worked, the average number of hours invoiced per week was 15-16.

Number of Respondents = 61

Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
1	72	15	15.7	5.00	15.00	25.00

Annual net income from interpreting: The median annual net income from freelance interpreting was \$38,600.

Number of Respondents = 66

Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
\$40	\$199,000	\$26,000	\$38,563	\$7,525	\$26,000	\$52,637

Rates: Questions with less than five responses were eliminated from rates calculations.

Rates by the minute: There were insufficient responses for a calculation.

Number of Respondents = 0 to 31

Average Rates Across All Specialties							
	Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
By the minute	*	*	*	*	*	*	*
By the hour	\$36.70	\$130.50	\$69.92	\$73.55	\$55.87	\$69.92	\$85.37
By the half-day	\$225.75	\$651.04	\$382.67	\$411.70	\$318.57	\$382.67	\$499.43
By the day	\$501.76	\$1,262.00	\$770.10	\$800.89	\$645.30	\$770.10	\$918.70

Staff Interpreter Data

Background

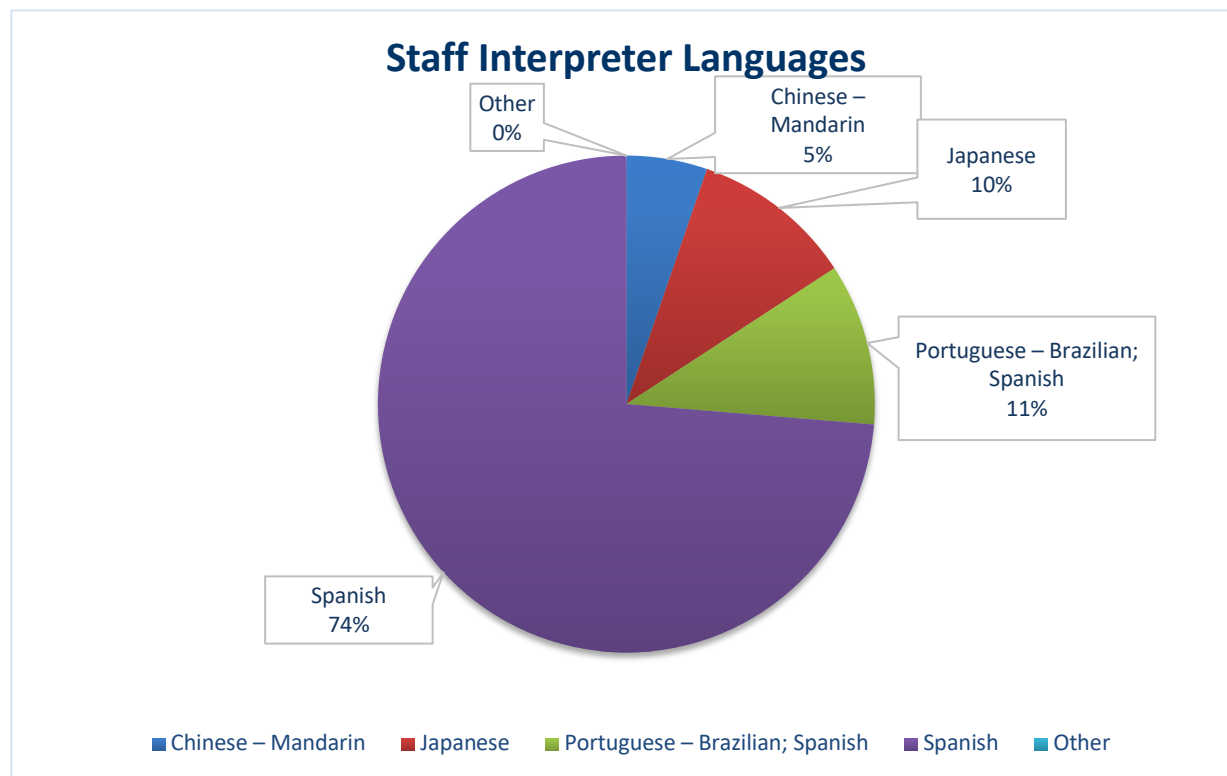
Years of experience: Staff interpreters reported an average of 12 years of experience as a staff interpreter.

Number of Respondents = 19

Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
2	25	9	12.2	6.00	9.00	19.50

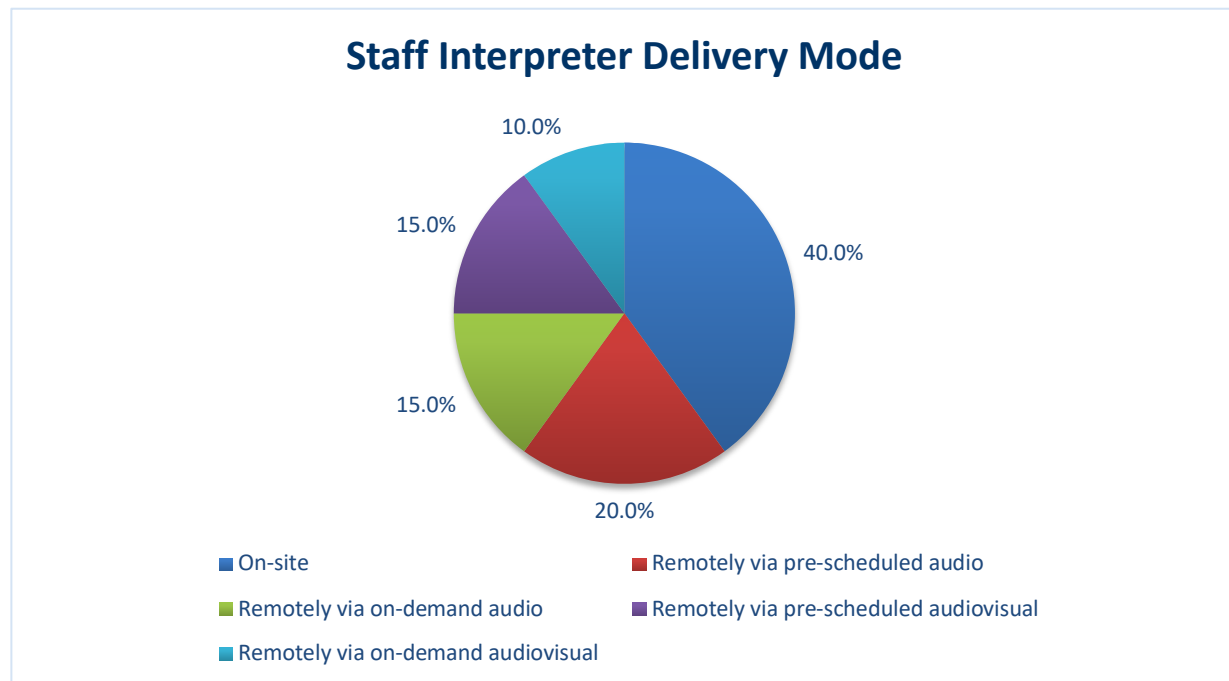
Languages interpreted: By far, the most common language for staff interpreters was Spanish at 74%.

Number of Respondents = 19



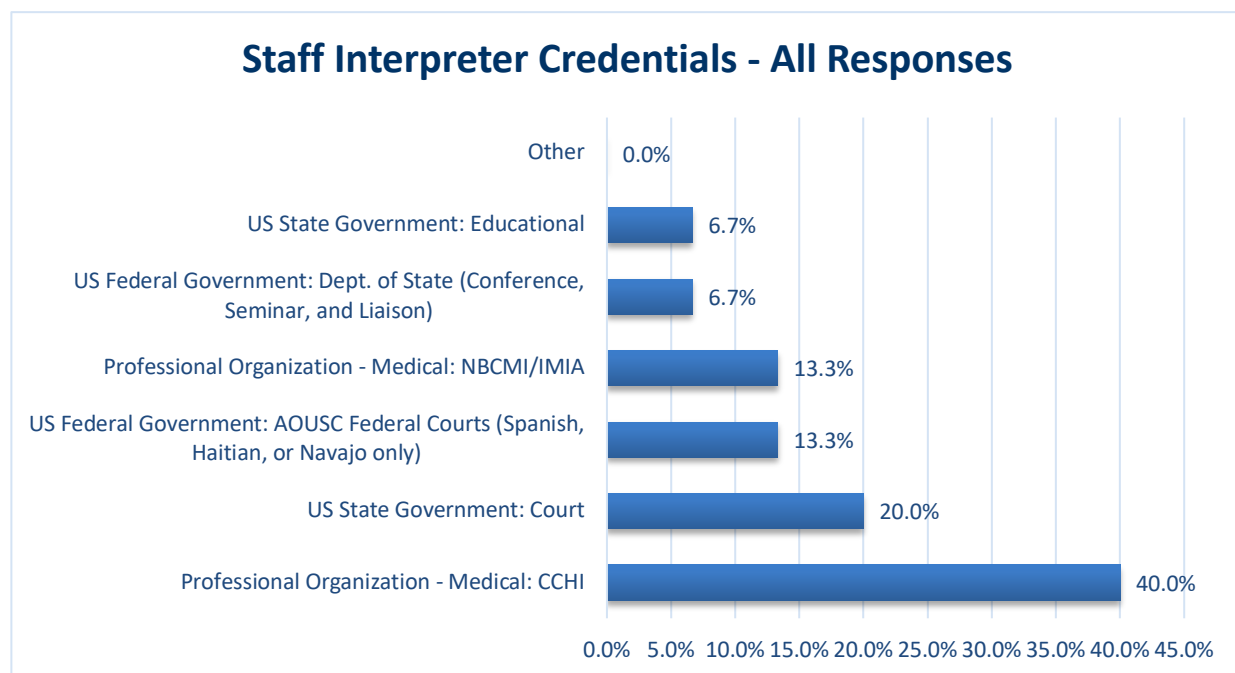
Delivery modalities: On an aggregate basis, 40% of respondents provided on-site delivery, 35% provided remote audio delivery, and 25% provided remote audiovisual delivery.

Number of Respondents = 19



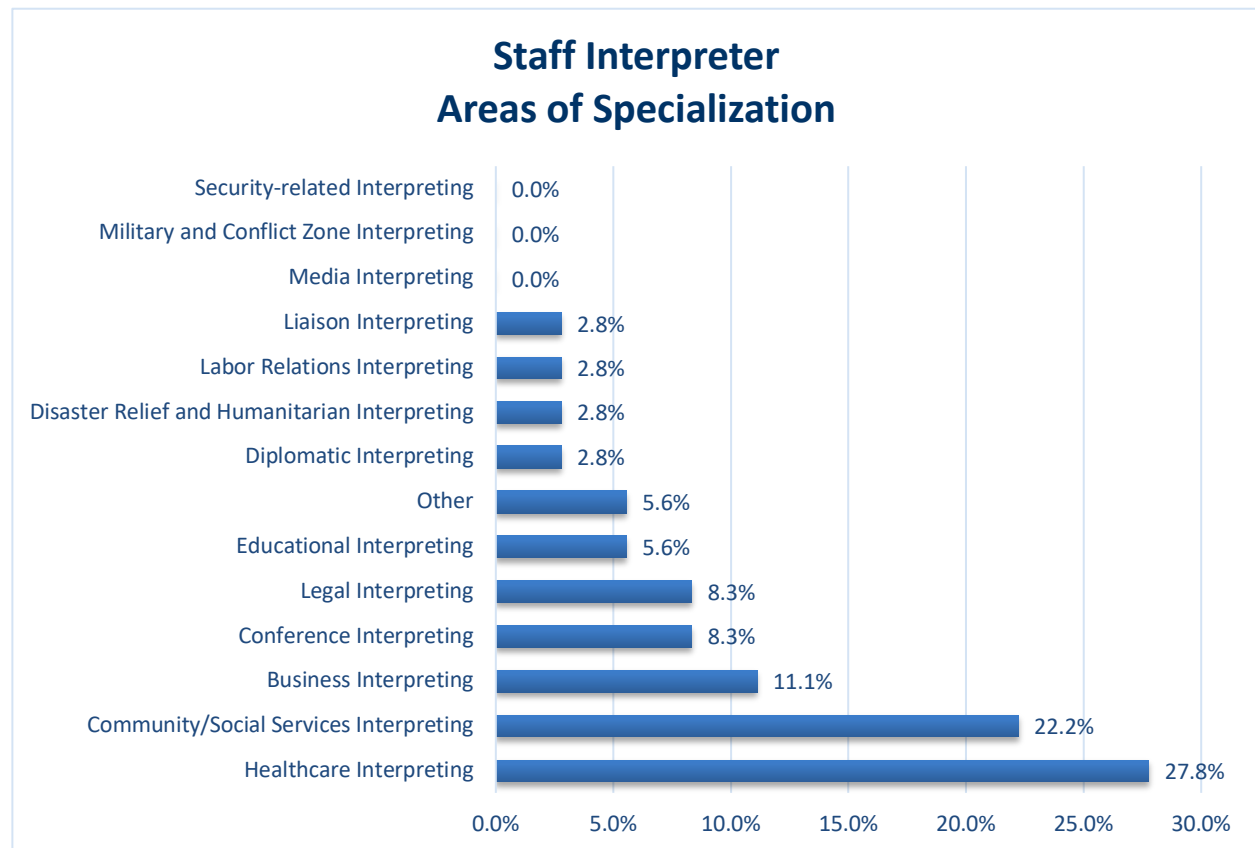
Interpreter credentials: As with freelance interpreters, CCHI was the most common credential reported at 40%, followed by state court at 20%, and then federal court and NBCMI/IMIA at 13% each.

Number of Respondents = 11



Areas of specialization: For staff interpreters, healthcare was the most common specialty (28%), followed by community/social services at 22% and business at 11%.

Number of Respondents = 25



Income

Average hours worked/week: Staff interpreters reported median working hours per week of 35 hours and a mean average of 29 hours/week.

Number of Respondents = 18

Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
4	42	35	28.8	21.25	35.00	40.00

Freelance Translator Data

Background

Years of experience: Respondents averaged between 16 (median) and 19 (mean) years of experience.

Number of Respondents = 179

Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
1.0	60.0	16.0	18.5	10.0	16.0	25.5

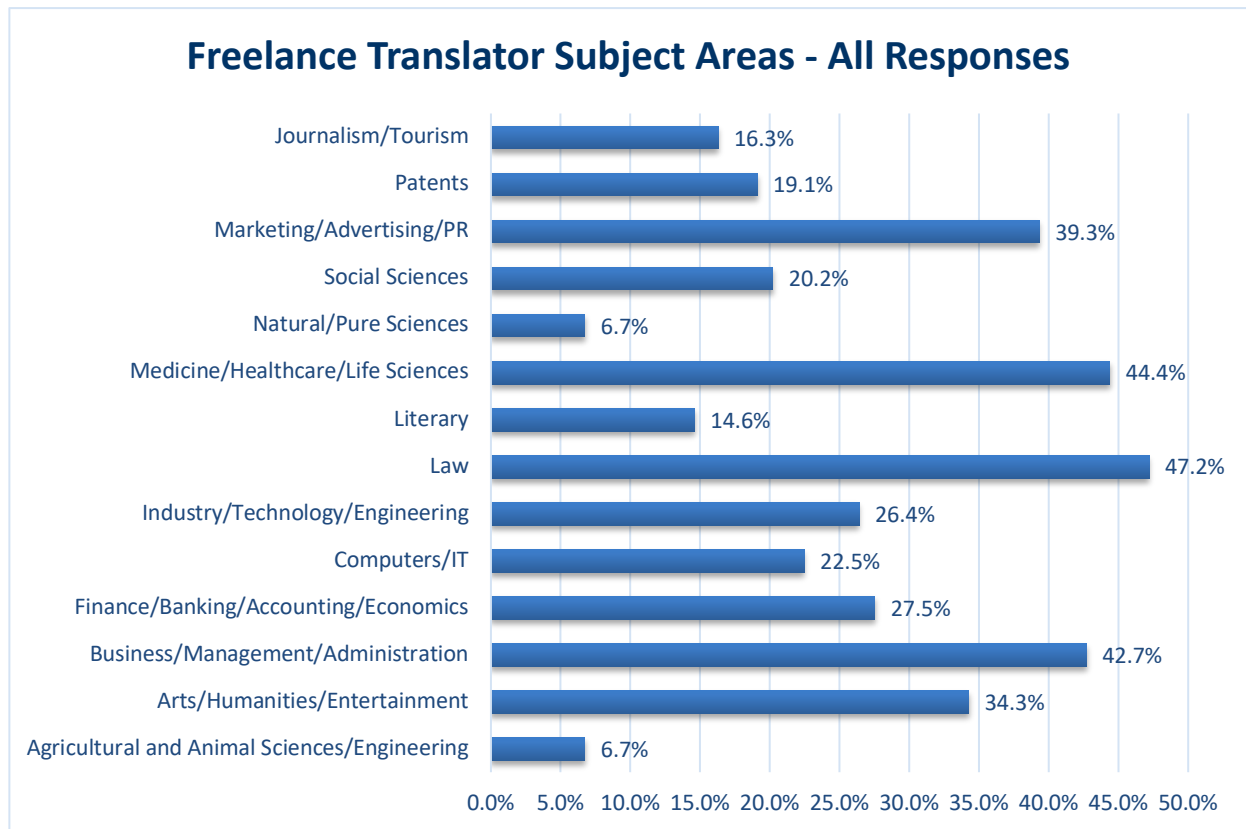
Average number of hours worked per week: On average, respondents worked between 27 and 30 hours/week on freelance translating.

Number of Respondents = 176

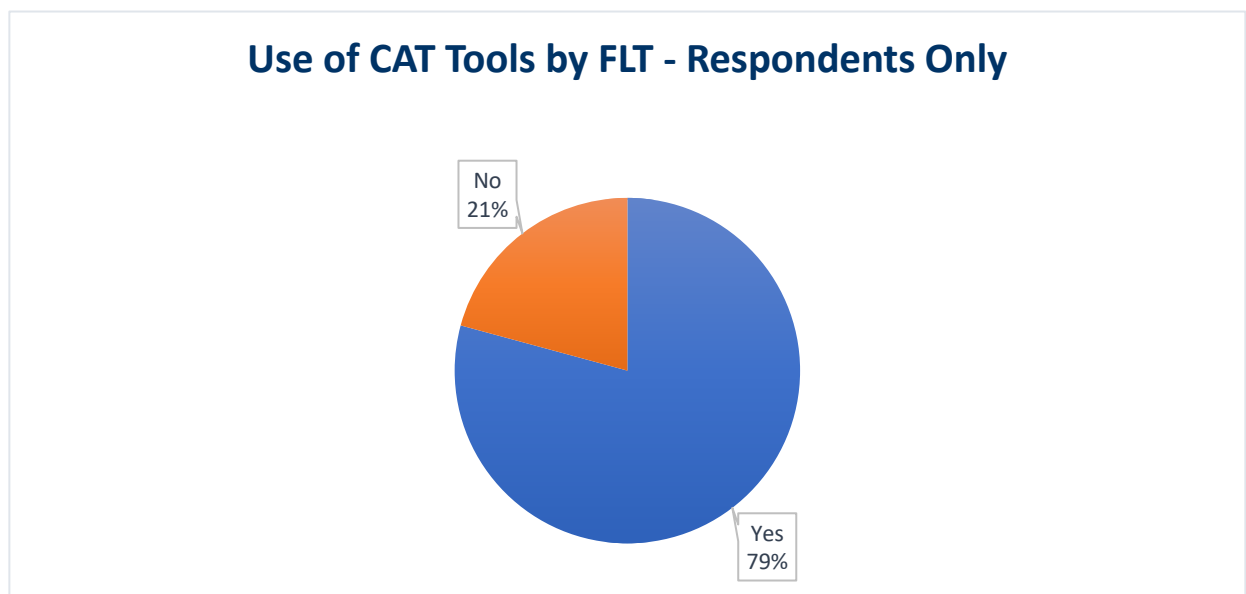
Min	Max	Median	Mean	25 th %-ile	50 th %-ile	75 th %-ile
1.0	60.0	30.0	26.7	13.8	30.0	40.0

Freelance translation subject areas:

Number of Respondents = 178

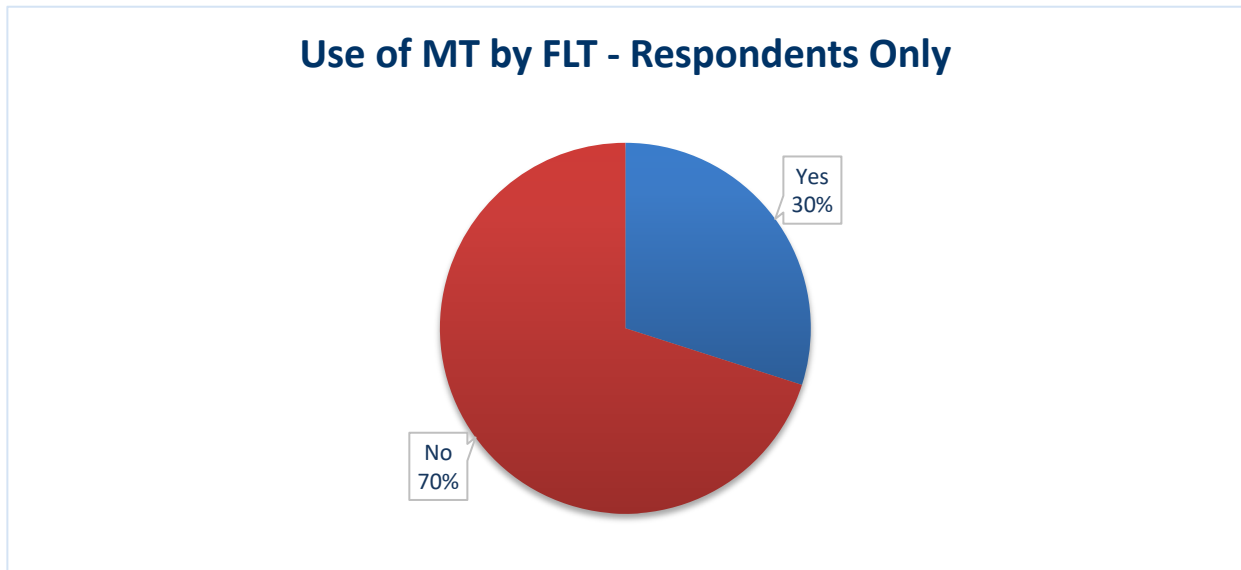
**Use of computer-assisted translation (CAT) tools:** Almost 80% of respondents reported using CAT tools.

Number of Respondents = 178



Use of machine translation (MT): Thirty percent of respondents to this question reported using machine translation.

Number of Respondents = 177

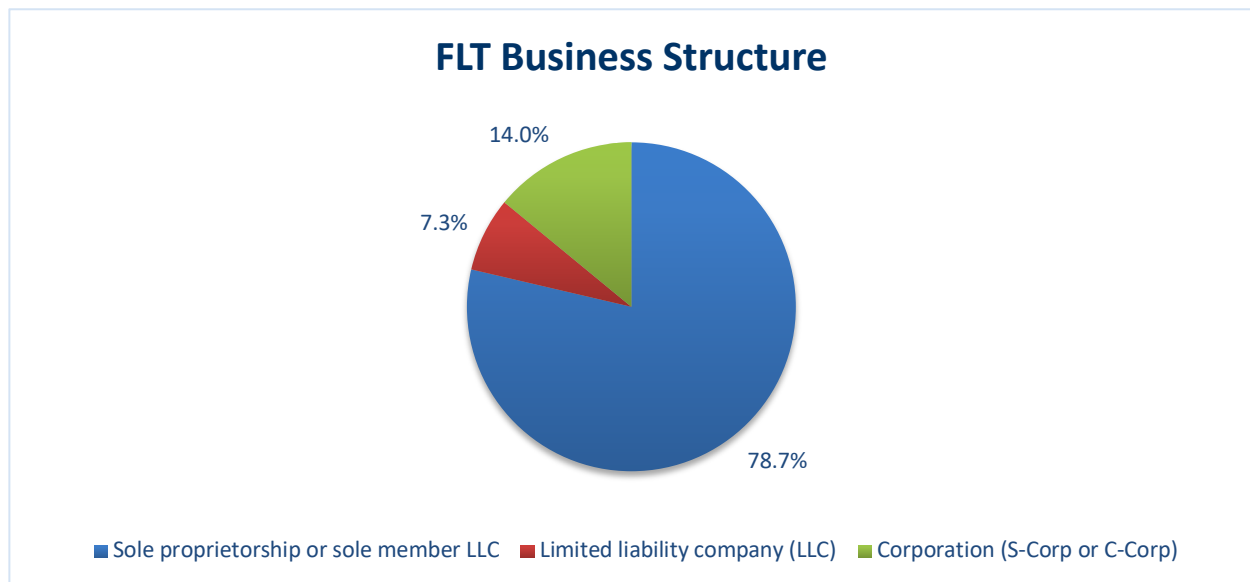


Income Questions

Number of Respondents = 179

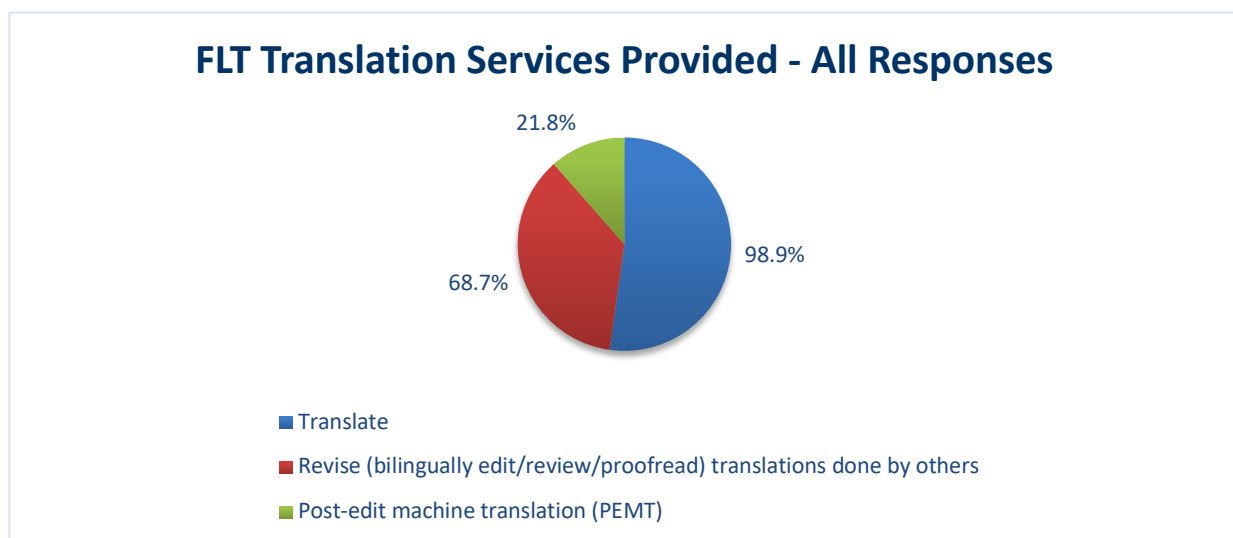
Structure of freelance translation business for tax purposes: More than three-quarters of the respondents operate as sole proprietors.

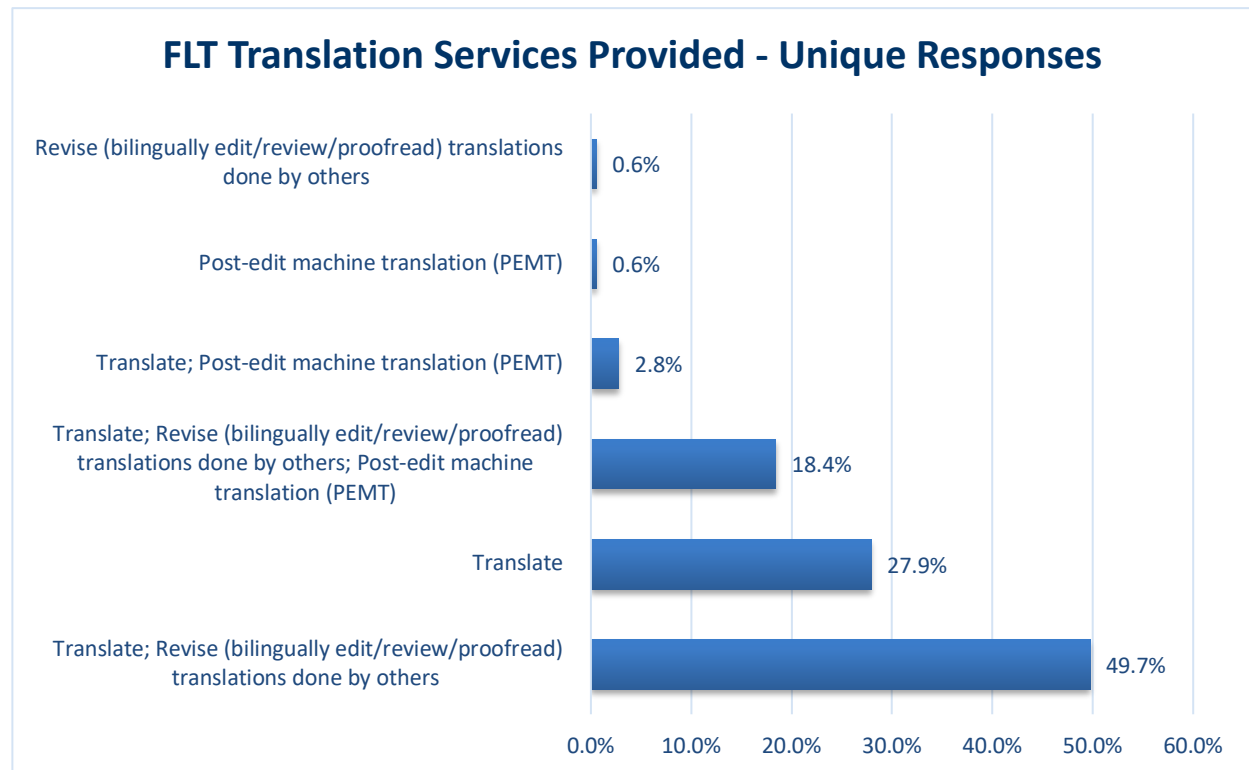
Number of Respondents = 179



Types of translation services provided: On an aggregate basis, almost 22% of respondents reported providing PEMT as part of their service mix. On a unique basis, 28% of respondents provide translation services only and 50% offer translation and revision only (no PEMT). Almost 3% of respondents reported providing PEMT only.

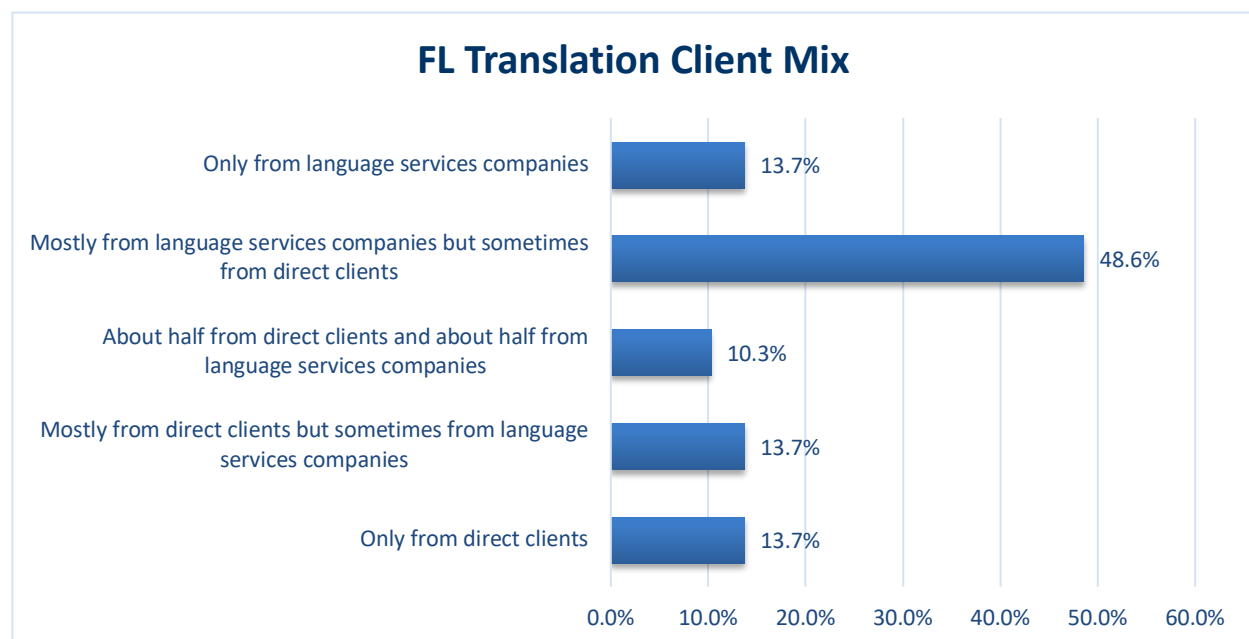
Number of Respondents = 179





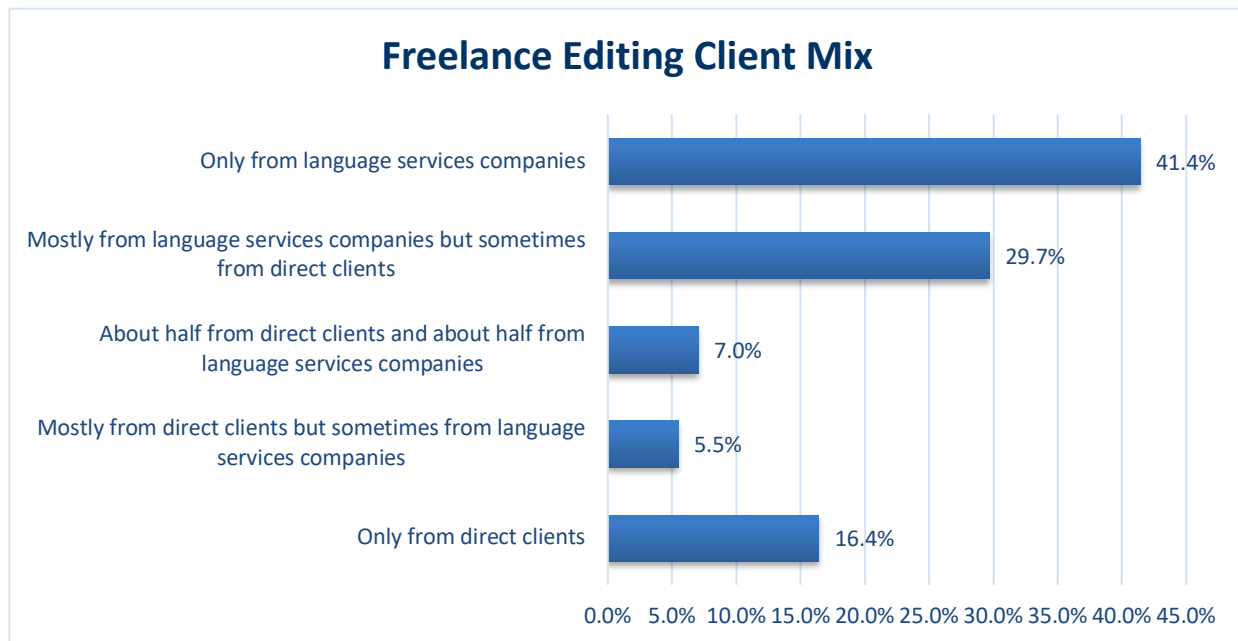
Source of freelance translation income: Almost three-quarters of respondents have a mixed client base, while 14% obtain their translation income from direct clients or LSCs only.

Number of Respondents = 175



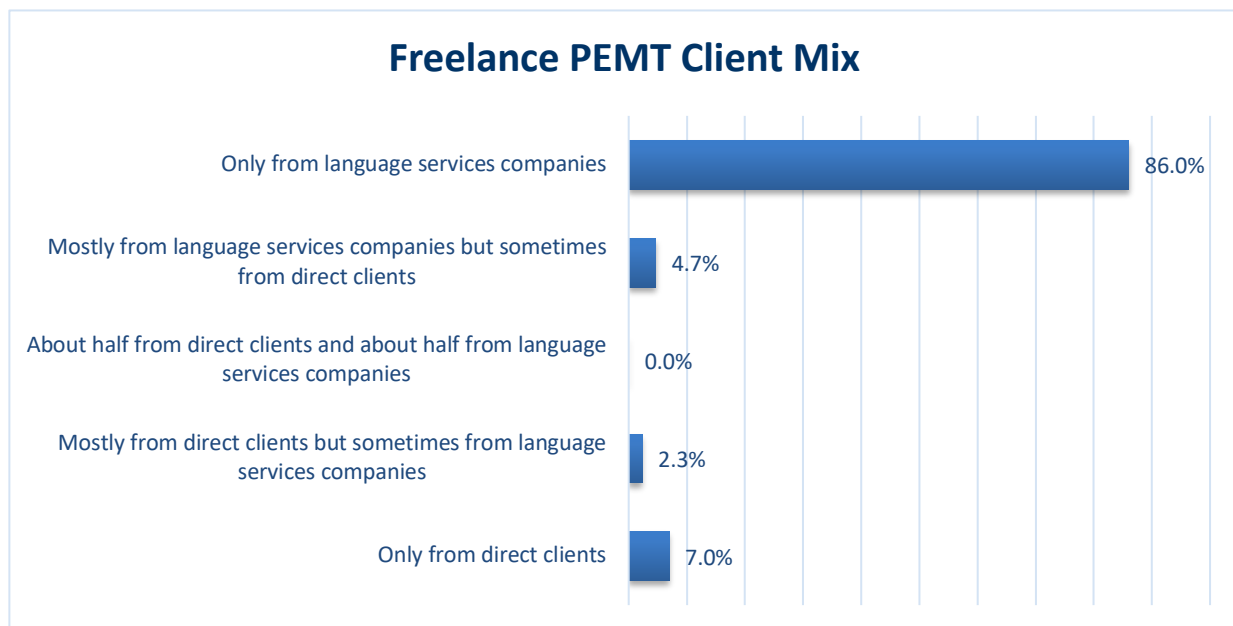
Source of freelance editing income: In contrast to translation, LSCs provide FLTs with half to all of their editing income, while 16% derive their editing income from direct clients only.

Number of Respondents = 128



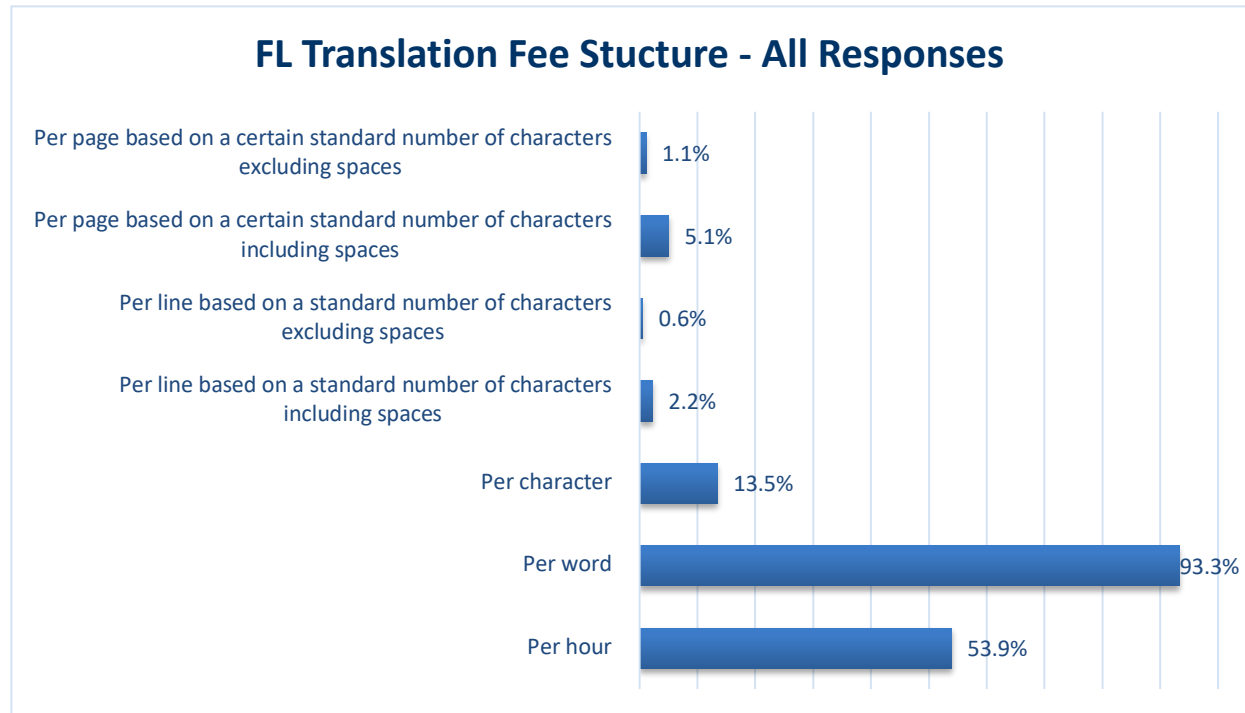
Source of PEMT income: LSCs are the largest source of PEMT income by far, with just 9% coming from direct clients.

Number of Respondents = 43

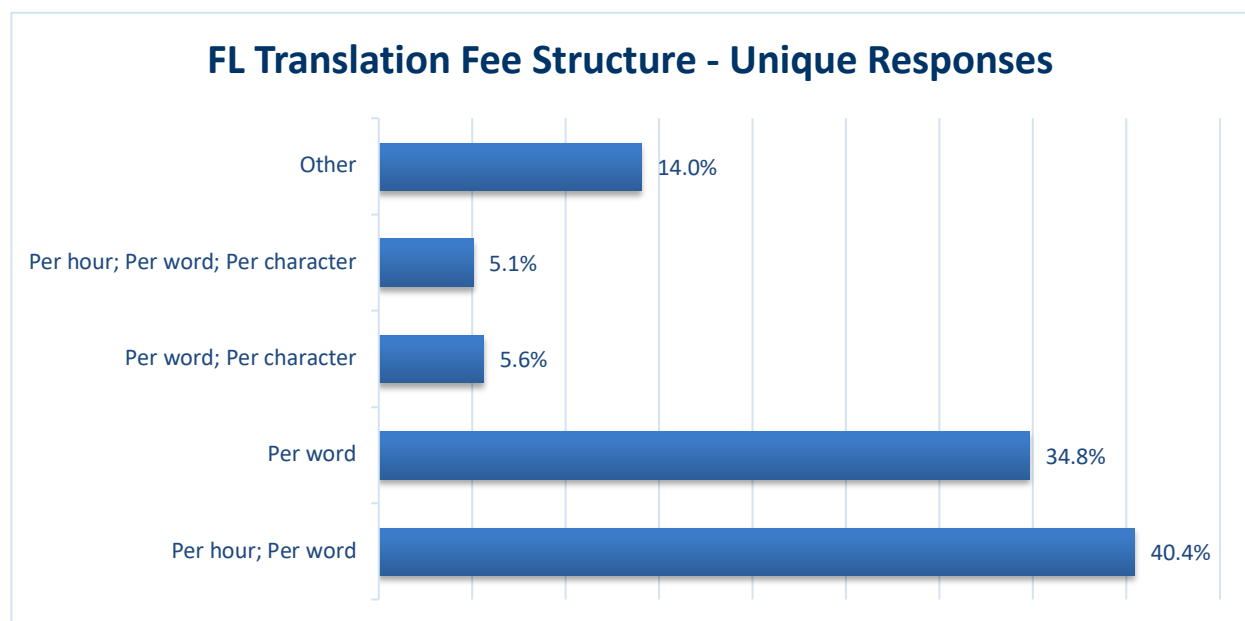


Fee structure for freelance translation services: On an aggregate basis, a per-word pricing structure is used by 93% of respondents, while an hourly basis is used by 54% and per-character by 14%. Per-line and per-page fees are used by just 9% of respondents.

Number of Respondents = 178



On an individual basis, a combination of per-word and per-hour was the most commonly reported fee structure at 40%, and per-word only was second at 35%.



Discounts provided for fuzzy matches: On an unadjusted basis, the response is evenly split at 51% reporting offering a discount and 49% not offering a discount.

However, the responses here are inconclusive because more participants responded to this question than had indicated they use a CAT tool (141 positive responses to using a CAT tool versus 173 responses to this question). That may indicate that some respondents that do not use a CAT tool also reported not offering a fuzzy match discount.

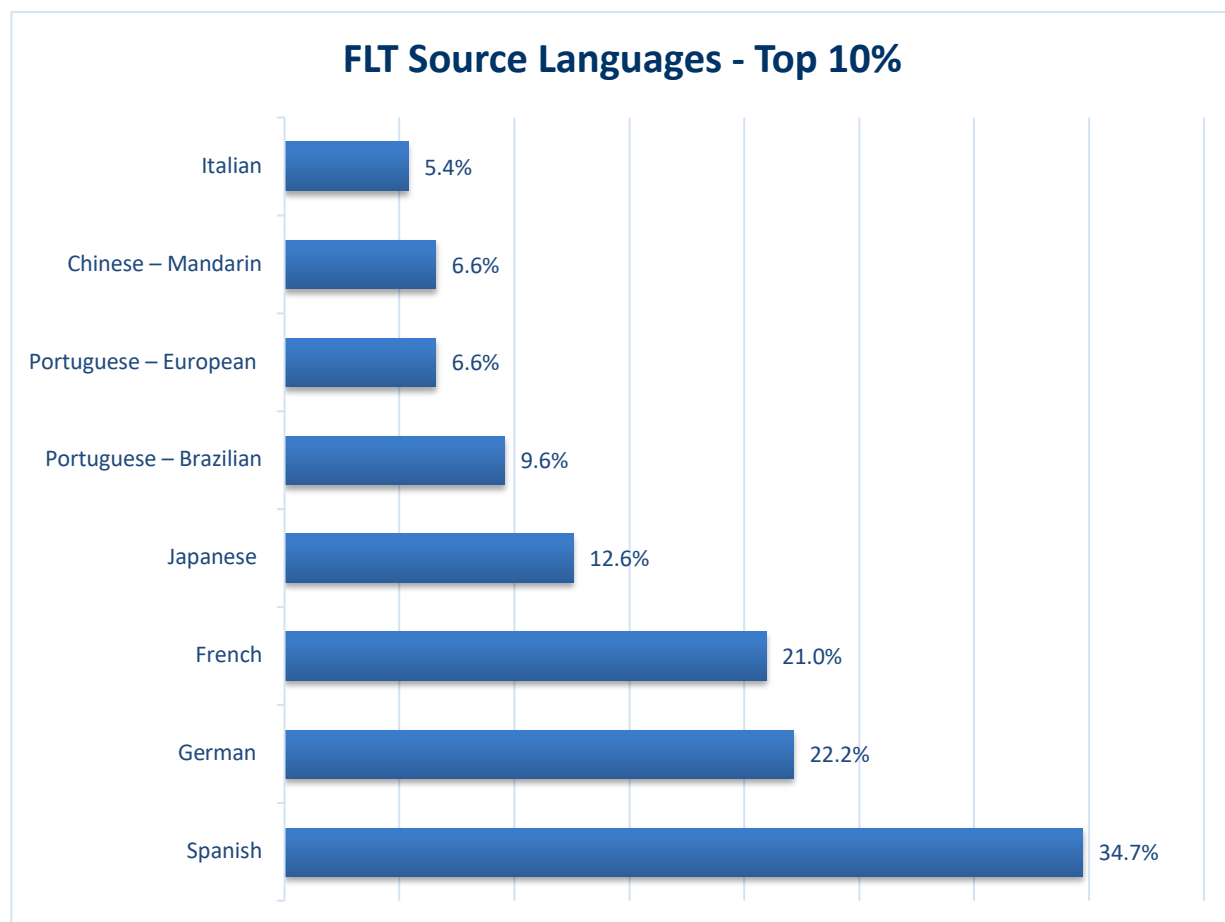
Assuming that was the case, and eliminating the excess responses from the “No” responses, shifts the results to 62% offering a discount and 38% not offering a discount.

Number of Respondents = 173 (adjusted 141)

Select Languages

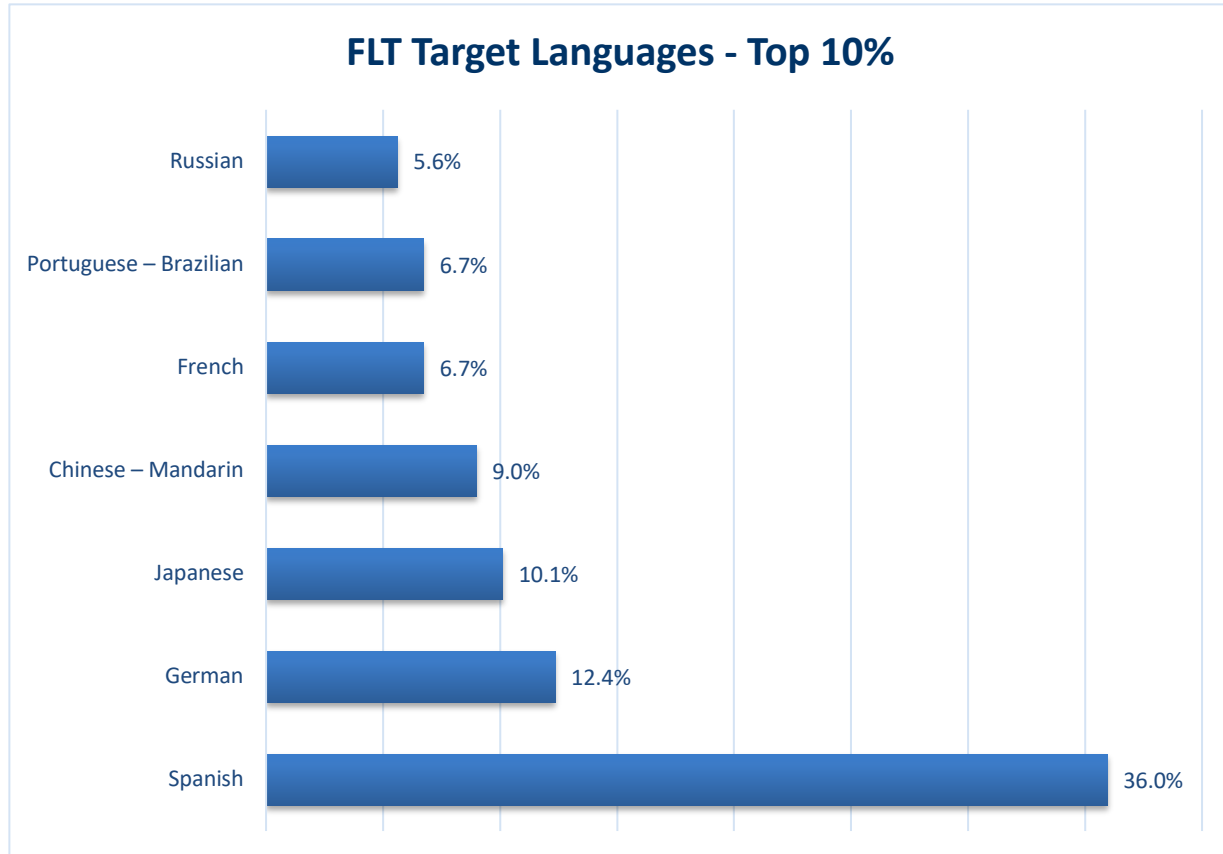
Language(s) translated/bilingually edited/reviewed/proofread into English: Eight languages comprised the top 10% of reported source languages. At 35%, Spanish was the most reported source language, followed by German at 22% and French at 21%.

Number of Respondents = 167



Language(s) translated/bilingually edited/reviewed/proofread from English: Six of the top eight source languages are also in the top 10% of target languages, but not in the same relative order (except for Spanish, which is again in first place at 36%).

Number of Respondents = 89



Rates

Questions with less than five responses were eliminated from the rates calculations.

The remaining standard translation and editing rates reported for **Source into English** are presented below.

Rates into English

Rates into English - Arabic - Modern Standard	Number of Respondents	Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
Standard Translation Rate: Per Word (Source Text)	5	\$0.05	\$0.15	\$0.13	\$0.12	\$0.12	\$0.13	\$0.14
Rates into English - Chinese – Mandarin	Number of Respondents	Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
Standard Translation Rate: Per Character (Source Text)	9	\$0.07	\$0.20	\$0.15	\$0.14	\$0.10	\$0.15	\$0.18
Standard Translation Rate: Per Word (Source Text)	5	\$0.07	\$0.20	\$0.10	\$0.13	\$0.10	\$0.10	\$0.20
Rate for Translation Edits: Per Hour	6	\$40.00	\$150.00	\$50.00	\$65.00	\$42.50	\$50.00	\$57.50
Rate for Translation Edits: Per Word	5	\$0.02	\$0.15	\$0.05	\$0.06	\$0.03	\$0.05	\$0.05
Rates into English - French	Number of Respondents	Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
Standard Translation Rate: Per Hour	18	\$28.00	\$150.00	\$47.50	\$56.56	\$35.00	\$47.50	\$71.25
Standard Translation Rate: Per Word (Source Text)	31	\$0.06	\$0.28	\$0.12	\$0.14	\$0.10	\$0.12	\$0.15
Standard Translation Rate: Per Word (Target Text)	18	\$0.06	\$0.26	\$0.14	\$0.15	\$0.11	\$0.14	\$0.17
Standard Translation Rate: Per Page (Source Text)	6	\$25.00	\$75.00	\$40.00	\$45.00	\$31.25	\$40.00	\$56.25
Rate for Translation Edits: Per Hour	24	\$28.00	\$150.00	\$40.00	\$50.96	\$35.00	\$40.00	\$60.00
Rate for Translation Edits: Per Word	19	\$0.02	\$0.15	\$0.04	\$0.05	\$0.03	\$0.04	\$0.07
Rates into English - German	Number of Respondents	Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
Standard Translation Rate: Per Hour	20	\$8.00	\$150.00	\$50.00	\$55.65	\$35.00	\$50.00	\$61.25
Standard Translation Rate: Per Word (Source Text)	27	\$0.03	\$0.25	\$0.13	\$0.13	\$0.12	\$0.13	\$0.15
Standard Translation Rate: Per Word (Target Text)	20	\$0.10	\$0.30	\$0.14	\$0.15	\$0.12	\$0.14	\$0.15
Rate for Translation Edits: Per Hour	25	\$30.00	\$150.00	\$50.00	\$52.22	\$35.00	\$50.00	\$60.00

Rate for Translation Edits: Per Word	14	\$0.03	\$0.07	\$0.05	\$0.05	\$0.03	\$0.05	\$0.05
Rates into English - Italian	Number of Respondents	Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
Standard Translation Rate: Per Hour	6	\$30.00	\$75.00	\$47.50	\$50.00	\$37.50	\$47.50	\$61.25
Standard Translation Rate: Per Word (Source Text)	7	\$0.08	\$0.15	\$0.10	\$0.11	\$0.10	\$0.10	\$0.12
Standard Translation Rate: Per Word (Target Text)	8	\$0.10	\$0.15	\$0.12	\$0.12	\$0.10	\$0.12	\$0.14
Rate for Translation Edits: Per Hour	7	\$30.00	\$75.00	\$45.00	\$46.43	\$37.50	\$45.00	\$50.00
Rate for Translation Edits: Per Word	7	\$0.03	\$0.05	\$0.04	\$0.04	\$0.04	\$0.04	\$0.05
Rates into English - Japanese	Number of Respondents	Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
Standard Translation Rate: Per Hour	10	\$25.00	\$100.00	\$55.00	\$62.50	\$50.00	\$55.00	\$78.75
Standard Translation Rate: Per Character (Source Text)	15	\$0.05	\$0.23	\$0.08	\$0.09	\$0.07	\$0.08	\$0.10
Standard Translation Rate: Per Word (Target Text)	16	\$0.12	\$0.35	\$0.15	\$0.18	\$0.15	\$0.15	\$0.20
Rate for Translation Edits: Per Hour	12	\$25.00	\$100.00	\$50.00	\$55.83	\$38.75	\$50.00	\$61.25
Rate for Translation Edits: Per Word	6	\$0.04	\$0.10	\$0.05	\$0.06	\$0.04	\$0.05	\$0.08
Rates into English - Portuguese – Brazilian	Number of Respondents	Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
Standard Translation Rate: Per Hour	7	\$30.00	\$100.00	\$45.00	\$56.43	\$42.50	\$45.00	\$67.50
Standard Translation Rate: Per Word (Source Text)	13	\$0.06	\$0.26	\$0.12	\$0.13	\$0.10	\$0.12	\$0.14
Standard Translation Rate: Per Word (Target Text)	9	\$0.06	\$0.26	\$0.10	\$0.13	\$0.10	\$0.10	\$0.12
Rate for Translation Edits: Per Hour	8	\$25.00	\$45.00	\$40.00	\$37.50	\$37.50	\$40.00	\$40.00
Rate for Translation Edits: Per Word	9	\$0.03	\$0.08	\$0.04	\$0.05	\$0.04	\$0.04	\$0.05
Rates into English - Portuguese – European	Number of Respondents	Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
Standard Translation Rate: Per Hour	6	\$30.00	\$85.00	\$42.50	\$48.33	\$40.00	\$42.50	\$48.75
Standard Translation Rate: Per Word (Source Text)	9	\$0.06	\$0.26	\$0.10	\$0.12	\$0.10	\$0.10	\$0.12
Standard Translation Rate: Per Word (Target Text)	8	\$0.06	\$0.26	\$0.10	\$0.12	\$0.10	\$0.10	\$0.11
Rate for Translation Edits: Per Hour	6	\$25.00	\$40.00	\$40.00	\$35.83	\$32.50	\$40.00	\$40.00
Rate for Translation Edits: Per Word	7	\$0.03	\$0.08	\$0.04	\$0.04	\$0.04	\$0.04	\$0.05

Rates into English - Russian	Number of Respondents	Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
Standard Translation Rate: Per Word (Source Text)	6	\$0.10	\$0.90	\$0.14	\$0.26	\$0.11	\$0.14	\$0.19
Rate for Translation Edits: Per Hour	6	\$12.00	\$60.00	\$45.00	\$40.33	\$32.50	\$45.00	\$50.00
Rate for Translation Edits: Per Word	5	\$0.04	\$0.50	\$0.05	\$0.14	\$0.04	\$0.05	\$0.08
Rates into English - Spanish	Number of Respondents	Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
Standard Translation Rate: Per Hour	25	\$30.00	\$150.00	\$50.00	\$57.00	\$40.00	\$50.00	\$55.00
Standard Translation Rate: Per Word (Source Text)	48	\$0.06	\$0.30	\$0.13	\$0.14	\$0.10	\$0.13	\$0.15
Standard Translation Rate: Per Word (Target Text)	37	\$0.06	\$0.30	\$0.12	\$0.14	\$0.10	\$0.12	\$0.15
Standard Translation Rate: Per Page (Source Text)	9	\$35.00	\$100.00	\$50.00	\$55.56	\$40.00	\$50.00	\$60.00
Rate for Translation Edits: Per Hour	35	\$25.00	\$150.00	\$45.00	\$49.66	\$35.00	\$45.00	\$50.00
Rate for Translation Edits: Per Word	30	\$0.03	\$0.08	\$0.04	\$0.05	\$0.04	\$0.04	\$0.07

The remaining standard translation and editing rates reported for **from English into Target** are presented below.

Rates from English								
Rates from English - Chinese – Mandarin	Number of Respondents	Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
Standard Translation Rate: Per Word (Source Text)	7	\$0.07	\$0.20	\$0.14	\$0.13	\$0.09	\$0.14	\$0.17
Rates from English - French	Number of Respondents	Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
Standard Translation Rate: Per Hour	5	\$30.00	\$85.00	\$60.00	\$60.00	\$50.00	\$60.00	\$75.00
Standard Translation Rate: Per Word (Source Text)	5	\$0.07	\$0.26	\$0.16	\$0.16	\$0.15	\$0.16	\$0.16
Rate for Translation Edits: Per Hour	5	\$30.00	\$75.00	\$50.00	\$51.00	\$40.00	\$50.00	\$60.00
Rates from English - German	Number of Respondents	Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
Standard Translation Rate: Per Hour	6	\$35.00	\$65.00	\$50.00	\$50.00	\$46.25	\$50.00	\$53.75
Standard Translation Rate: Per Word (Source Text)	11	\$0.12	\$0.15	\$0.13	\$0.13	\$0.13	\$0.13	\$0.14
Standard Translation Rate: Per Word (Target Text)	6	\$0.12	\$0.15	\$0.14	\$0.14	\$0.13	\$0.14	\$0.15
Rate for Translation Edits: Per Hour	10	\$35.00	\$65.00	\$47.50	\$48.50	\$41.25	\$47.50	\$53.75
Rate for Translation Edits: Per Word	7	\$0.04	\$0.07	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05
Rates from English - Japanese	Number of Respondents	Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
Standard Translation Rate: Per Hour	6	\$40.00	\$100.00	\$55.00	\$58.33	\$42.50	\$55.00	\$60.00
Standard Translation Rate: Per Word (Source Text)	8	\$0.11	\$0.46	\$0.15	\$0.19	\$0.15	\$0.15	\$0.17
Rate for Translation Edits: Per Hour	5	\$40.00	\$100.00	\$40.00	\$54.00	\$40.00	\$40.00	\$50.00
Rate for Translation Edits: Per Word	5	\$0.04	\$0.10	\$0.05	\$0.07	\$0.05	\$0.05	\$0.09
Rates from English - Spanish	Number of Respondents	Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
Standard Translation Rate: Per Hour	15	\$30.00	\$115.00	\$50.00	\$54.00	\$42.50	\$50.00	\$55.00
Standard Translation Rate: Per Word (Source Text)	26	\$0.07	\$0.30	\$0.14	\$0.14	\$0.12	\$0.14	\$0.15
Standard Translation Rate: Per Word (Target Text)	23	\$0.08	\$0.30	\$0.13	\$0.15	\$0.11	\$0.13	\$0.16
Standard Translation Rate: Per Page (Source Text)	6	\$35.00	\$100.00	\$65.00	\$63.33	\$45.00	\$65.00	\$73.75
Standard Translation Rate: Per Page (Target Text)	5	\$40.00	\$75.00	\$60.00	\$59.00	\$50.00	\$60.00	\$70.00
Rate for Translation Edits: Per Hour	19	\$25.00	\$115.00	\$50.00	\$51.58	\$42.50	\$50.00	\$55.00
Rate for Translation Edits: Per Word	16	\$0.04	\$0.14	\$0.06	\$0.06	\$0.04	\$0.06	\$0.07

Staff Translator Data

Years of experience: Experience ranged from 1 to 33 years with an average of 10-11 years.

Number of Respondents = 16

Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
1.0	33.0	9.5	10.8	3.8	9.5	15.0

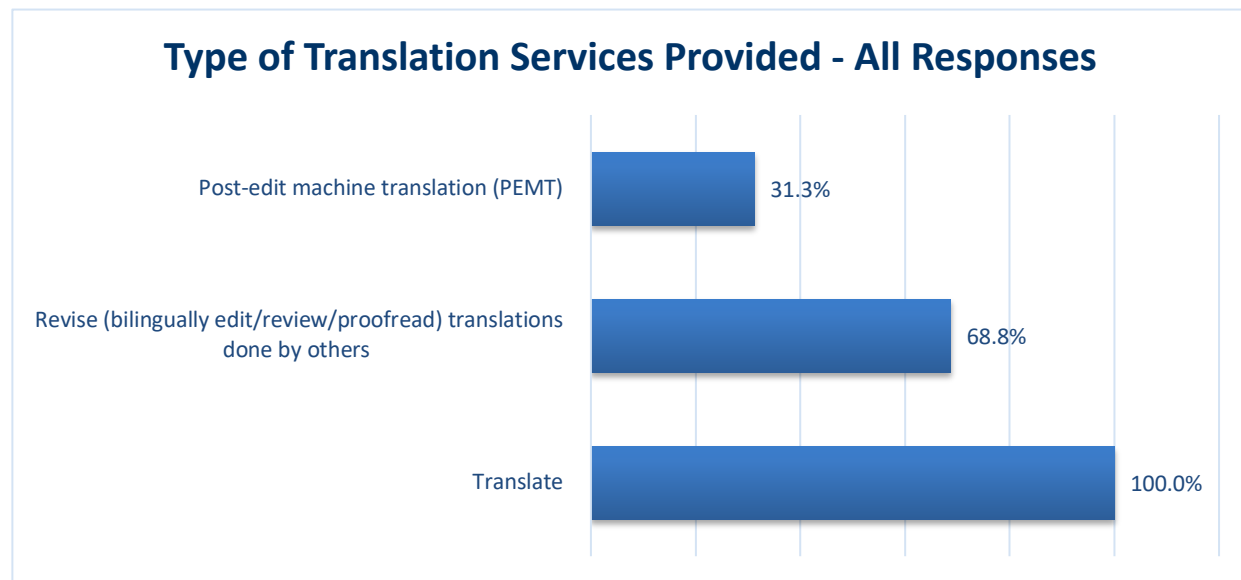
Average number of hours worked per week: While the lowest reported average hours worked per week was just 5, the majority of staff translators worked a 40-hour week.

Number of Respondents = 16

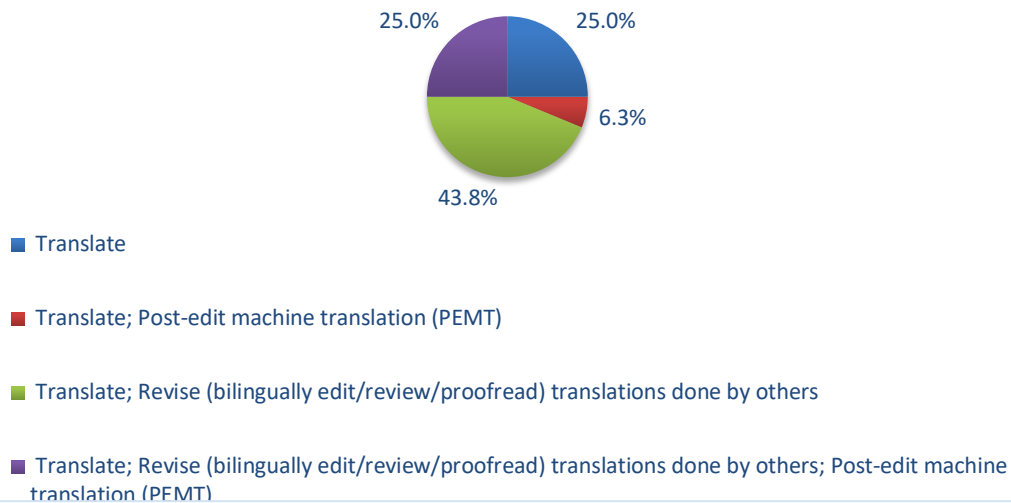
Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
5.0	42.0	40.0	32.2	31.3	40.0	40.0

Types of translation services provided: The type and proportion of translation services provided by staff translators closely mirrors that of freelance translators.

Number of Respondents = 16



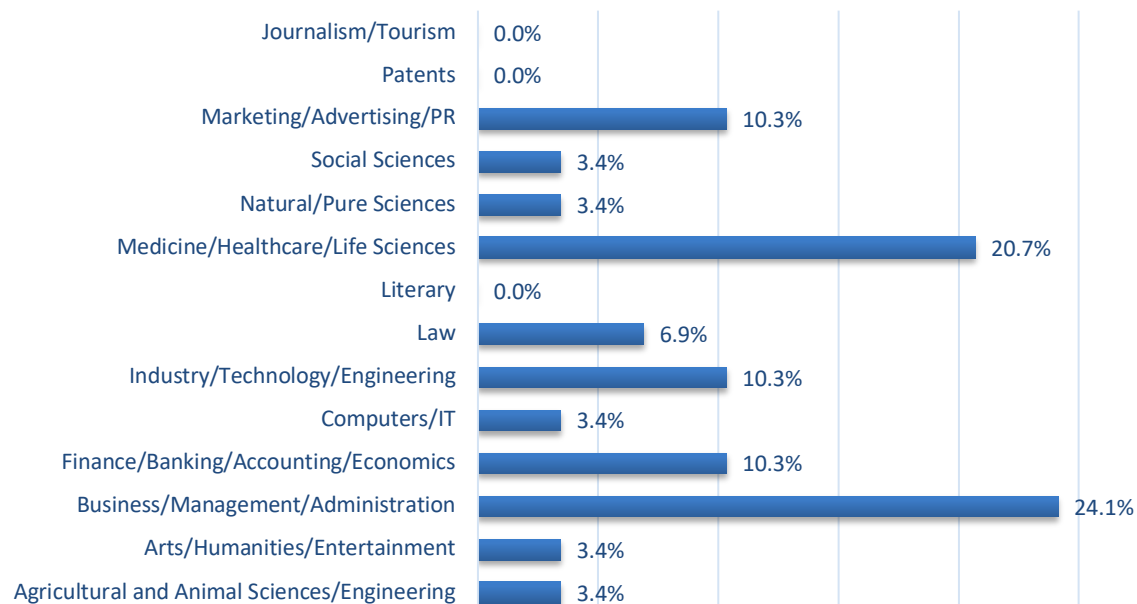
Type of Translation Services Provided - Unique Responses



Translation subject areas: Business and Healthcare were the two most reported subject areas for staff translators.

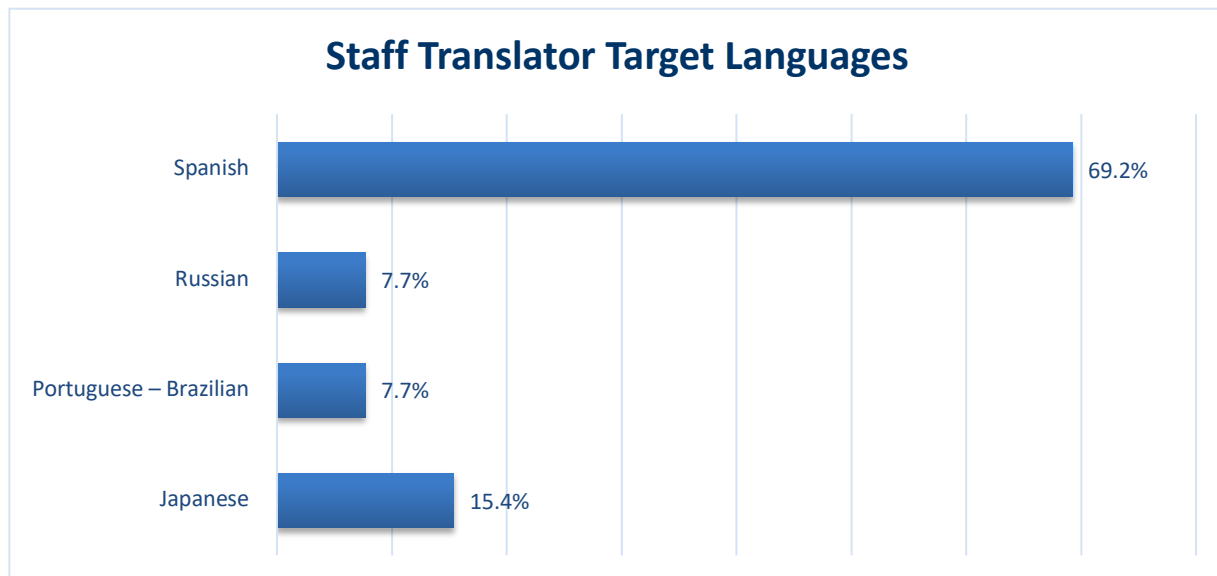
Number of Respondents = 11

Staff Translator Subject Areas - All Responses



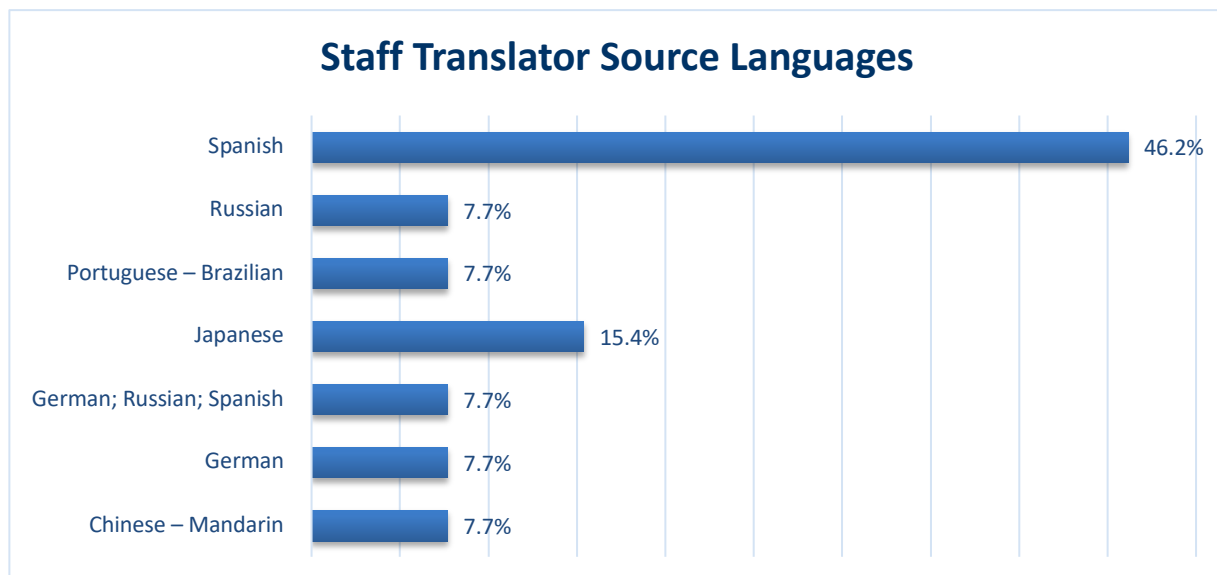
Language(s) translated from English: The most common target language for staff translators is Spanish at almost 70%, followed by Japanese at 15%.

Number of Respondents = 13



Language(s) translated into English: The most common source language for staff translators is Spanish at 46%, followed by Japanese at 15%.

Number of Respondents = 13



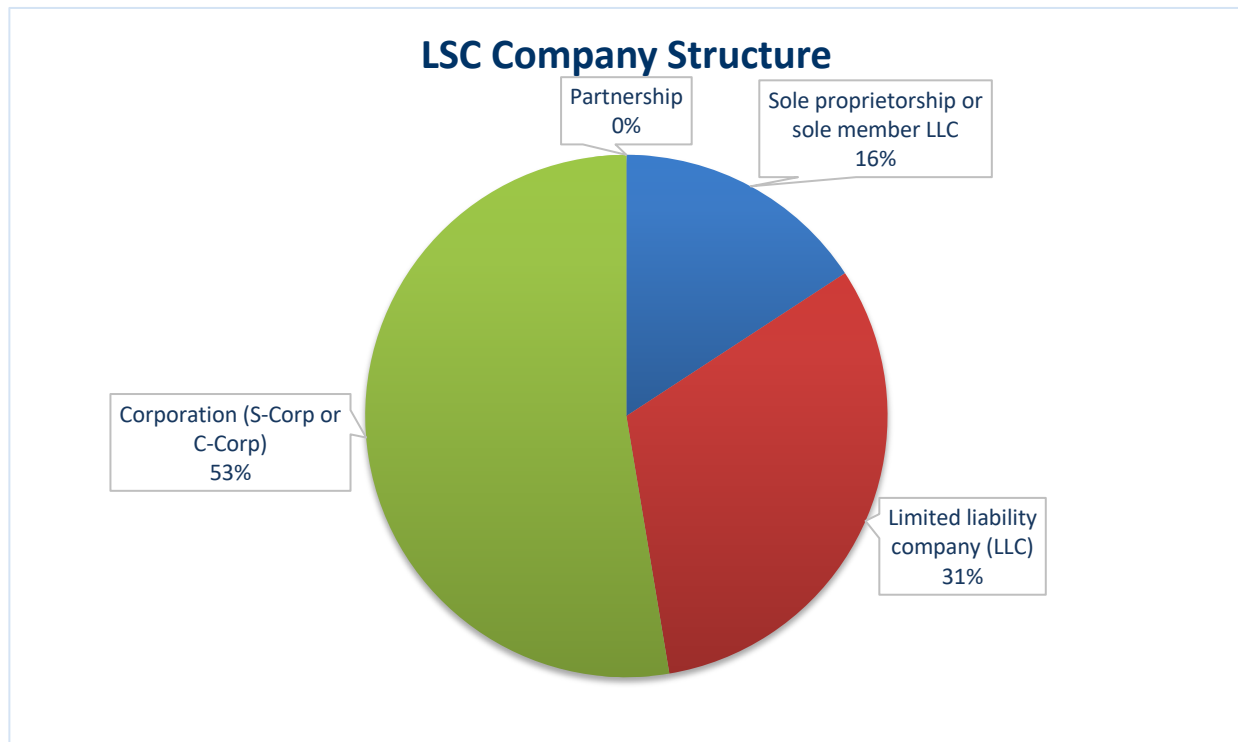
Freelance PM Data

Insufficient responses received to present any data (Number of Respondents = 1 or 2)

LSC Owner Data

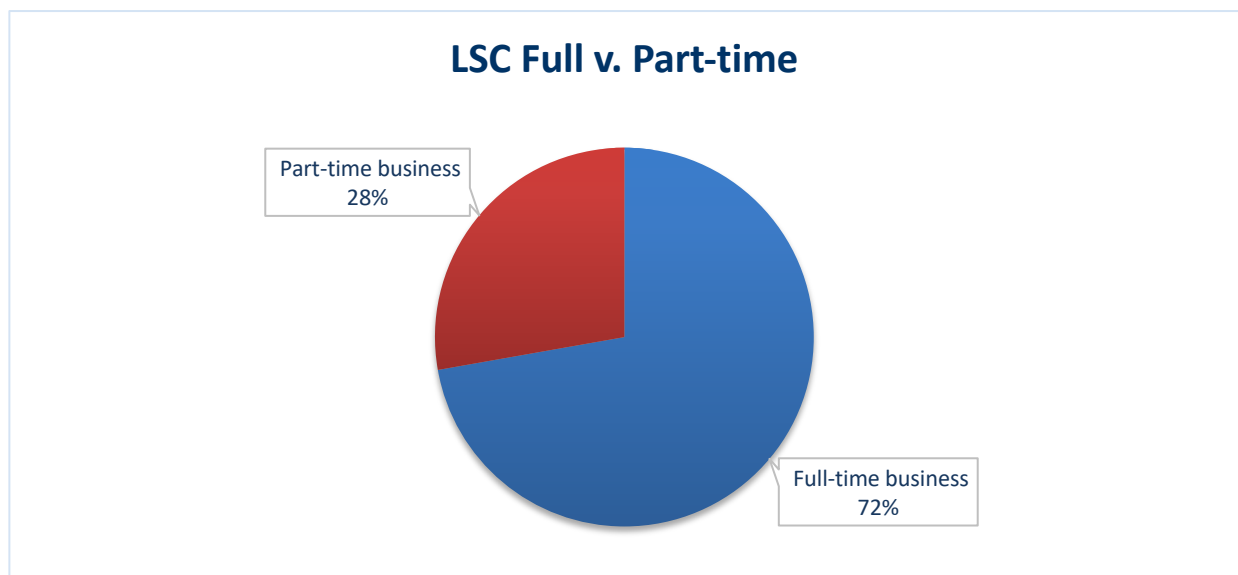
Structure of language services company (LSC) for tax purposes: More than half of the LSCs reported being structured as corporations, while about one-third are LLCs.

Number of Respondents = 19



Language services company business hours: Just under three-fourths of respondents reported operating their LSC as a full-time business and one-fourth as a part-time business.

Number of Respondents = 18



Average number of hours worked per week: LSC owners reported working an average of 36 to 40 hours per week.

Number of Respondents = 19

Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
5.0	70.0	40.0	36.0	24.0	40.0	48.0

Annual net income earned: Reported annual income ranged from a loss of \$35,000 to income of more than \$200,000.

Number of Respondents = 18

Min	Max	Median	Mean	25th %-ile	50th %-ile	75th %-ile
\$(35,000)	\$205,000	\$50,000	\$59,953	\$15,000	\$50,000	\$101,000

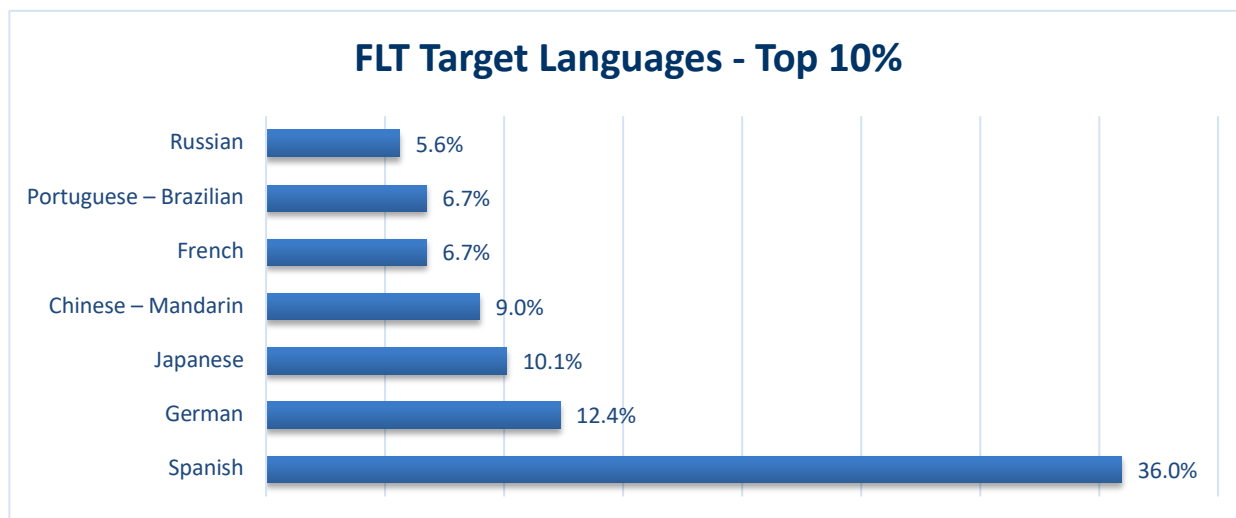
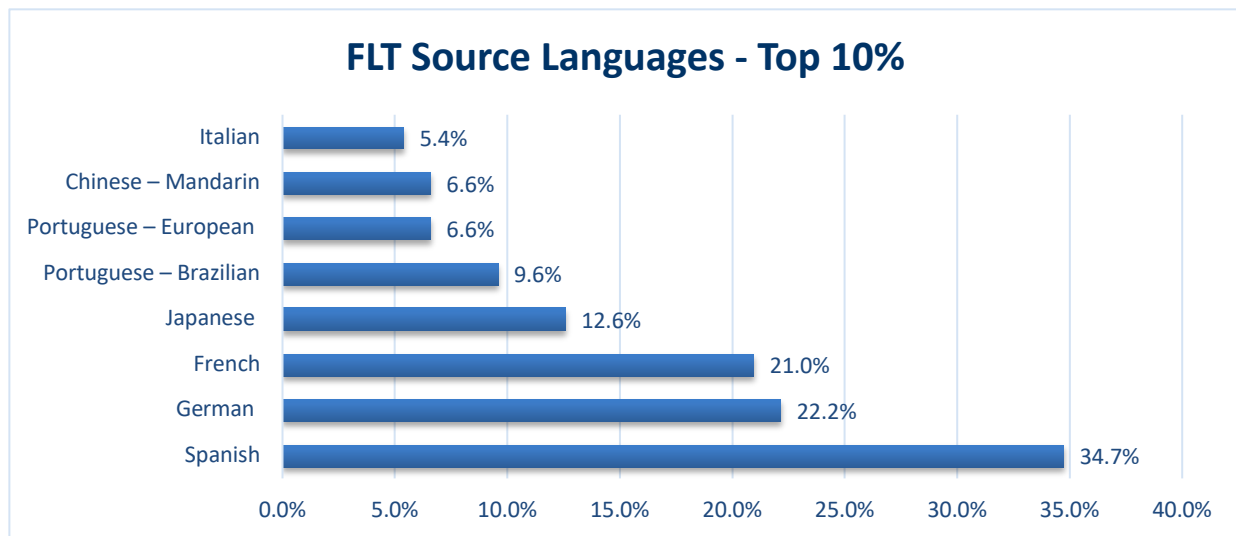
Additional Analyses

Time spent versus income earned: Comparing the percentage of time spent on a task with the percentage of income earned from that task showed that most tasks are “profitable,” in the sense that the income earned exceeds the time spent³. With the exception of “Managing your business,” which was assumed to generate zero income, even those “unprofitable” tasks were only marginally so.

Time Spent v. Income Earned				
Percentage of Time Spent on T&I Tasks	Mean	Income Earned	Income/Time Difference (% points)	Ratio of Income Earned to Time Spent
Coordinating Interpreting Services	11.9%	26%	14.32	2.20
Managing Translation Projects	12.8%	24%	10.80	1.84
Terminology Management	7.2%	11%	3.87	1.54
Localization/Testing Websites	14.0%	19%	5.49	1.39
Teaching Translation	15.9%	22%	5.78	1.36
Cultural Training	9.6%	13%	3.45	1.36
Transcription-Translation (e.g., Court Cases)	7.7%	10%	2.61	1.34
Transcreation	9.4%	13%	3.18	1.34
Subtitling/Captioning	14.8%	19%	4.07	1.28
Interpreting	46.5%	55%	8.92	1.19
Designing or Grading Interpreting Exams	8.4%	10%	1.56	1.19
Teaching Interpreting	6.2%	7%	1.00	1.16
Post-editing Machine Translation (PEMT)	12.8%	15%	1.89	1.15
Translation	49.9%	57%	7.02	1.14
Dubbing/Voiceover	5.0%	5%	0.17	1.03
Bilingual Editing/Reviewing Translations Done by Others	14.6%	15%	0.46	1.03
Proofreading (Final Quality Assurance)	9.7%	9%	-0.27	0.97
Designing or Grading Translation Exams	6.6%	6%	-0.27	0.96
Transcription (Monolingual)	5.4%	4%	-1.03	0.81
Audio Translation (Source Language Speech to Target Language Text)	5.6%	5%	-1.07	0.81
Managing Your Business	13.5%	0%	-13.49	0.00

³ A ratio greater than 1.0 indicates that the income earned is proportionally higher than the time spent and is thus “profitable.” Conversely, a ratio below 1.0 indicates that the income earned is proportionally less than the time spent and is “unprofitable.”

Top 10% Source and Target Languages for FLT



Language Services Income Member v. Nonmember

On average, ATA members reported higher LS income than nonmembers.

Freelance translators

	Min	Max	Median	Mean	Number of Respondents
ATA members	\$74.25	\$304,000.00	\$41,200.00	\$50,751.32	237.00
Nonmembers	\$405.27	\$75,000.00	\$32,000.00	\$29,708.14	13.00
	-445.8%	75.3%	22.3%	41.5%	

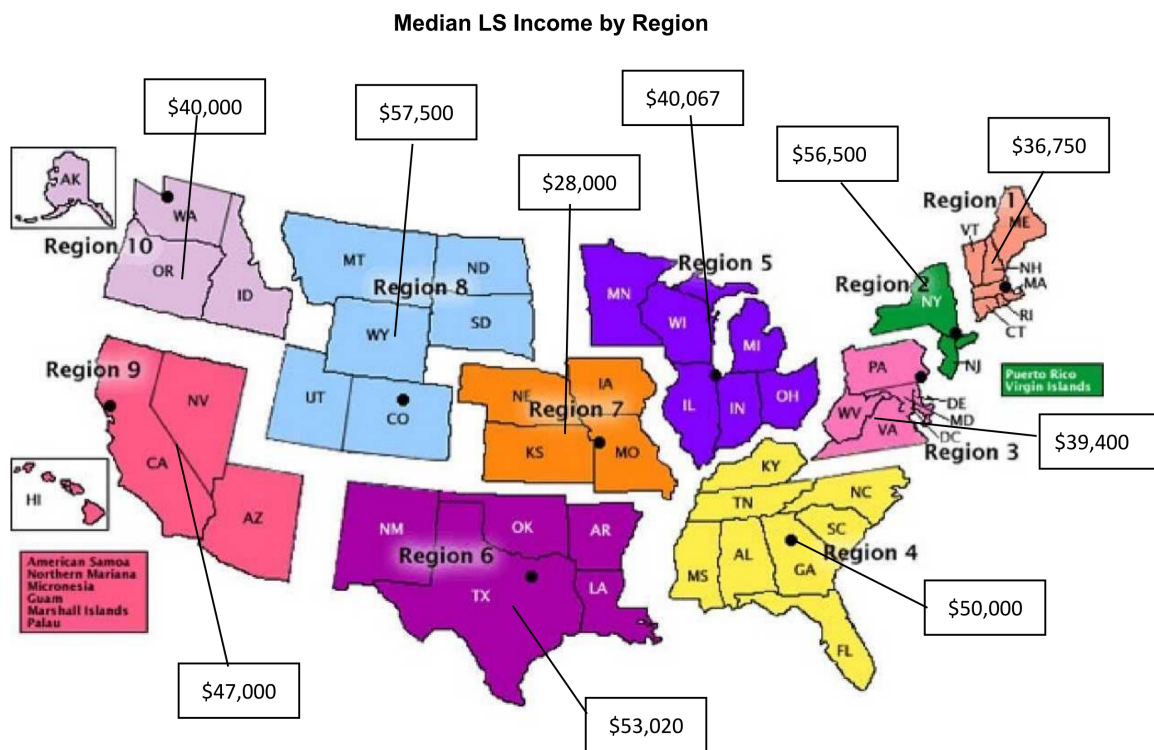
Freelance translators/interpreters

	Min	Max	Median	Mean	Number of Respondents
ATA members	\$500.00	\$598,478.60	\$41,000.00	\$55,009.13	103.00
Nonmembers	\$20,000.00	\$300,000.00	\$58,634.00	\$97,032.77	18.00
	3900.0%	-49.9%	43.0%	76.4%	

There were insufficient responses from nonmembers to compare LS incomes for freelance interpreters or LSC owners.

Language Services Income by Region

On average, respondents in Region 8 reported the highest income from language services, while respondents in Region 7 reported the lowest.



Region	Min	Max	Median	Mean	Number of Respondents
Region 1	\$74.25	\$300,000.00	\$36,750.00	\$52,527.02	544
Region 2	\$700.00	\$300,000.00	\$56,500.00	\$64,559.24	
Region 3	\$2,211.90	\$212,000.00	\$39,403.50	\$56,202.59	
Region 4	\$750.00	\$598,478.60	\$50,000.00	\$60,685.58	
Region 5	\$180.00	\$200,000.00	\$40,066.50	\$44,385.83	
Region 6	\$610.00	\$158,567.00	\$53,020.00	\$53,907.78	
Region 7	\$7,650.00	\$70,040.00	\$28,000.00	\$34,849.09	
Region 8	\$2,100.00	\$249,000.00	\$57,500.00	\$70,214.84	
Region 9	\$500.00	\$596,000.00	\$47,000.00	\$65,086.48	
Region 10	\$2,371.46	\$120,000.00	\$40,000.00	\$42,491.18	

Language Services Income by Gender

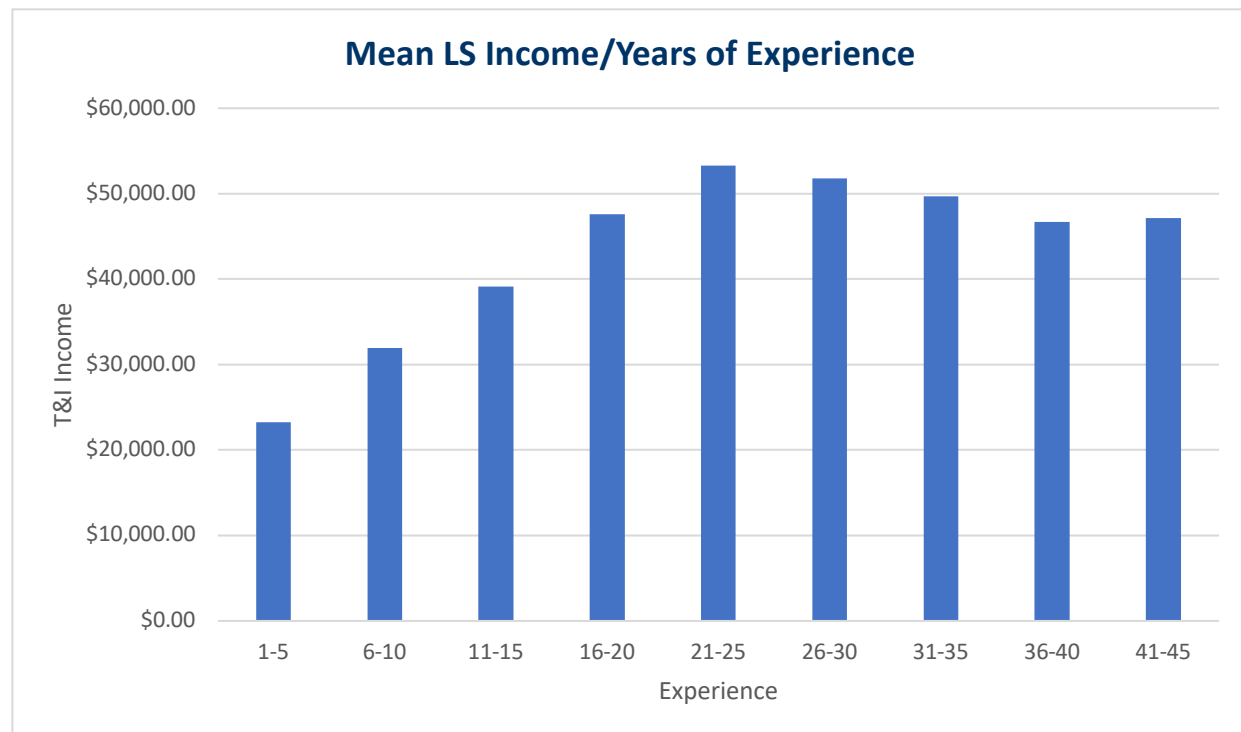
Males reported higher income than females. There were not enough responses for other gender identities to provide a reliable analysis.

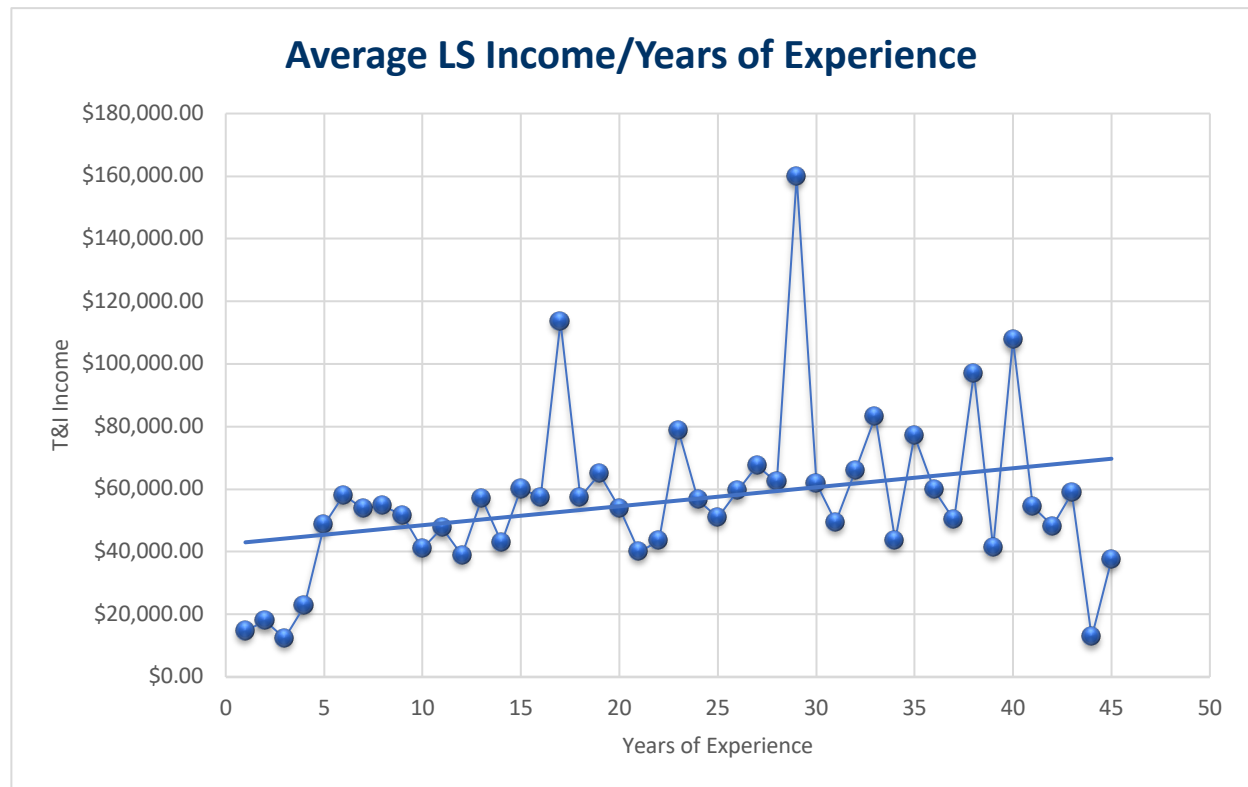
	Min	Max	Median	Mean	Number of Respondents
Male	\$74.25	\$598,478.60	\$52,375.00	\$67,809.05	528
Female	\$500.00	\$596,000.00	\$41,955.00	\$51,415.66	

*Insufficient responses for other gender identities

Language Services Income by Experience

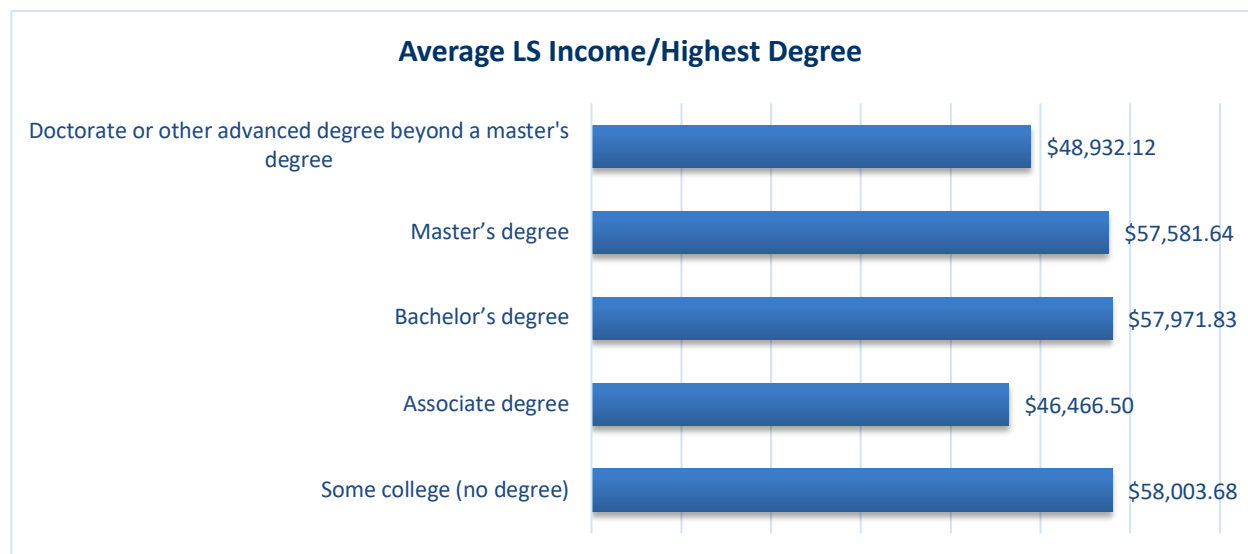
As might be expected, LS income rises with experience, peaking at 21-25 years, but showed only a slight decline from 26-45 years of experience.





Language Services Income by Education (Highest Degree Earned)

Respondents with a doctorate or other advanced degree and those with an associate's degree reported about the same income from language services (\$48.9k v. \$46.5k). Respondents with some college (no degree) and those with bachelor's and master's degrees all reported LS income of about \$58k.



Gross Income and Health Insurance

One-third of respondents reported having individually purchased health insurance, 25% have employer-provided insurance through a family member. Although 15% of respondents are over 65, only 8% reported having Medicare. Almost 6% reported having no health insurance.

Number of Respondents = 596

