

Get a Customized Salary Report from AFP

How does your salary compare to that of other fundraising professionals with similar positions in similar organizations? What salary might you expect to receive if you moved to another position, possibly in a different type of organization or in a different area of the country?

AFP can help you benchmark your current or desired position and possibly help you make a case for a salary increase.

Using data from the *2007 AFP Compensation and Benefits Study*, which reflects 2006 salaries reported by a random sample of AFP member respondents, AFP staff can produce one or more individualized reports that will show you the average salaries and salaries at the 25th and 75th percentile for individuals whose positions/organizations are comparable to your current or desired position/organization.

Variables included in the report are:

- Employee position
- Organization focus
- Organization scope
- Organization budget
- Organization location
- Organization staff size
- Years of experience
- Highest level of education

The fee for a customized report is \$45 for AFP members and \$65 for nonmembers. To order one or more individualized reports, complete the order form and worksheet for each position/organization.

AFP's *Compensation & Benefits Study* provides valuable data about the characteristics of individual fundraisers and paints a picture of the current state of the profession. It summarizes fundraisers' backgrounds, employers, professional activities, compensation, use of technology and opinions on professional issues.

In 2010, AFP conducted its tenth Compensation & Benefits Study. This study provides detailed data on fundraisers' salaries, benefits, and other compensation. The complete 2010 study is available free to AFP members at [AFP Compensation and Benefits Report](#) in the Member Gateway section of the website.

Order Form and Worksheet for 2010 AFP Individualized Salary Report

Please complete an order form and worksheet for each individualized report you wish to receive (current position/organization and/or desired position/organization). Or you can try our new select (All) feature to choose multiple search criteria for those questions that apply.

Remit these items and your fee to
Professional Advancement at AFP
4300 Wilson Boulevard, Suite 300, Arlington, VA 22203
Fax 703/684-0540, or profadv@afpnet.org

Your name _____ AFP member number _____

Address _____

City _____ State _____ Zip _____ Email _____

Please indicate preferred delivery method: Mail Email

Payment

AFP members (\$45 per report) Nonmembers (\$65 per report)

Check enclosed Master Card Visa American Express

Credit Card number _____ Exp. Date _____

Name on card if different from above _____

Signature _____

Total amount enclosed: \$ _____

Search Criteria

1) Please select the **ONE** choice that best describes the current or desired position.

____ Agency CEO with Fundraising and Other Responsibilities

____ Chief Development Officer, Vice President or Director of Development, Fundraising or Institutional Relations (top paid position with responsibility for managing fundraising)

____ Deputy Director/Associate Director or equivalent (number two person with responsibility for managing fundraising)

____ Program Director/Manager (with responsibility for managing a particular program(s) e.g., annual fund, planned giving)

____ Other Staff Position (e.g., coordinator, assistant, researcher, writer)

____ Consultant - Principal, Senior Staff member, Campaign Director in Full Service Firm (surveys, planning, organization, campaign direction, etc.)

____ Consultant- Other Position in Full Service Firm

Worksheet for 2010 AFP Individualized Salary Report

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- 2) Type of organization (Please select ONE response that best describes the organization.)
- Arts/Cultural Organization (dance, drama, music, museum, historic preservation, etc.)
 - Educational
 - Religious or Religion-Related (except educational)
 - Civic and Public Affairs (legal, public advocacy, urban affairs, etc.)
 - National or Regional Health Agency (specific disease or health-related problem)
 - Health Services (hospital, clinic, nursing home, specialized services)
 - Social Service (child, youth, adult, family, retirement, etc.)
 - Environmental (conservation/wildlife)
 - Public Broadcasting
 - Scientific or Research
 - Association Foundation (trade, professional)
 - Federated Appeals (United Way, UNCF, UJA, etc.)
 - Government
 - Consulting Firm, Partnership, or Sole Proprietorship
 - International/Emergency Relief
- 3) What is the geographic scope of the organization?
- International
 - National
 - State/Provincial/Regional
 - Local
 - All (**New Feature**)
- 4) What was the organization's annual operating budget in 2006?
- Less than \$250,000
 - \$250,000 - \$499,999
 - \$500,000 - \$999,999
 - \$1,000,000 - \$2,999,999
 - \$3,000,000 - \$4,999,999
 - \$5,000,000 - \$9,999,999
 - \$10,000,000 - \$49,999,999
 - \$50,000,000 - \$74,999,999
 - More than \$75 million

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5) In what region is the office located?

U.S. Respondents:

- Northeast U.S.: Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont
- Southeast U.S.: Alabama, District of Columbia, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, Tennessee, Virginia, West Virginia
- North Central U.S.: Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Nebraska, North Dakota, Ohio, South Dakota, Wisconsin
- South Central U.S.: Arkansas, Louisiana, Missouri, Oklahoma, Texas
- Northwest U.S.: Alaska, California, Hawaii, Idaho, Montana, Oregon, Utah, Washington, Wyoming
- Southwest U.S.: Arizona, Colorado, Nevada, New Mexico
- Other U.S.
- All (**New Feature**)

Canadian Respondents:

- Eastern Canada (Newfoundland and Labrador, Nova Scotia, New Brunswick, PEI)
- Central Canada (Ontario, Quebec)
- Western Canada (Alberta, Manitoba, Saskatchewan, British Columbia)
- Northwest Territories/Yukon/Nunavut
- Other
- All (**New Feature**)

6) How many fundraising professionals and fundraising support staff work in the organization?
_____ (total number)

7) For how many years have you been employed as a fundraising professional? _____

8) What is the highest level of education you have attained in formal schooling?

- High school
- Associate degree
- Baccalaureate degree
- Master's degree
- Post-graduate work
- Law degree
- Some college work (no degree)
- Some graduate work (no degree)
- MBA
- Doctoral degree