



United Way Rock River Valley
2008-09 Salary Survey

Director, Development

Includes: Campaign Director, Vice President of Resource Development

Directs and supervises fundraising programs for the agency including corporate fundraising, direct mail, special events, proposal writing and planned giving. May also supervise or have the responsibility fo public relations or markeing for the agency.

	Number of Organizations	Number of Employees	Annual Cash Compensation					Education Level Reported
			Salary Comparisons					
			Average Salary	Number of Cases	Entry	Median	Experienced	
Salary- All organizations								
Salary All	71	8,540	\$53,370	29	\$28,000	\$50,078	\$120,000	Masters
Budget Size								
under \$250,000	9	20	\$28,000	1	\$28,000	\$28,000	\$28,000	Bachelors
\$250,000 - 499,999	8	38	\$32,000	2	\$28,000	\$32,000	\$36,000	Bachelors
\$500,000 - 999,999	12	110	\$44,057	4	\$39,229	\$41,000	\$55,000	Bachelors
\$1,000,000 - 2,499,999	18	406	\$46,281	11	\$40,000	\$48,925	\$66,720	Masters
\$2,500,000 - 4,999,999	8	339	\$46,820	2	\$37,000	\$46,000	\$65,000	Bachelors
5,000,000 - 9,999,999	6	357	\$69,530	4	\$51,232	\$67,500	\$90,000	Bachelors
\$10,000,000 and above	9	7,270	\$89,887	5	\$39,500	\$85,049	\$120,000	Masters
Field of Service								
Advocacy	7	102	\$60,333	3	\$28,000	\$63,000	\$90,000	Bachelors
Aging and Senior Care	7	316	\$49,333	3	\$37,000	\$54,000	\$57,000	Masters
Alcohol and Drug Abuse								Not Applicable
Arts, Culture, Humanities	4	25	\$40,000	1	\$40,000	\$40,000	\$40,000	Bachelors
Basic Material Needs	2	30	\$65,000	1	\$65,000	\$65,000	\$65,000	Bachelors
Community Health, Disaster Relief	4	1,830	\$64,820	2	\$41,200	\$64,820	\$88,440	Bachelors
Day Care, Early Childhood Education	2	63		0				
Education, Private Schools, Service Organizations	16	4,711	\$50,280	6	\$28,000	\$41,000	\$120,000	Masters
Family and Individual Counseling	5	176	\$45,959	4	\$36,000	\$48,366	\$51,500	Bachelors
Foundation								Not Applicable
Institutional, Residential, Housing	3	114	\$65,000	2	\$55,000	\$65,000	\$75,000	Bachelors
Emergency Shelter	2	42	\$48,925	1	\$48,925	\$48,925	\$48,925	Bachelors
Job Development, Employment Training	2	24						
Legal Services	1	110	\$60,000	1	\$60,000	\$60,000	\$60,000	Bachelors
Mental Health	2	190						



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Mental Retardation/Developmental Disability	4	655	\$39,500	1	\$39,500	\$39,500	\$39,500	Bachelors
Professional Service Orgs/Umbrella Orgs	3	70						
Rehabilitation and Vocational Employment	Not Applicable							
Youth Development	6	82	\$50,466	4	\$40,000	\$47,750	\$66,720	Bachelors
Number of Employees								
1 to 5	17	47	\$33,057	4	\$28,000	\$32,000	\$39,229	Bachelors
6 to 10	11	94	\$40,650	4	\$40,000	\$40,600	\$42,000	Bachelors
11 to 20	11	159	\$51,644	5	\$40,000	\$55,000	\$66,720	Masters
21 to 30	8	209	\$50,333	3	\$45,500	\$40,500	\$65,000	Bachelors
31 to 50	6	219	\$62,981	4	\$48,925	\$57,250	\$90,000	Bachelors
51 to 75	3	163	\$37,000	1	\$37,000	\$37,000	\$37,000	Bachelors
76 to 100	4	359	\$63,116	2	\$51,232	\$63,116	\$75,000	Bachelors
101 to 200	3	467	\$74,025	2	\$60,000	\$74,025	\$88,049	Bachelors
201 to 300	2	447	\$71,220	2	\$54,000	\$71,220	\$88,440	Bachelors
301 and over	4	6,376	\$79,750	2	\$39,500	\$79,750	\$120,000	Masters