

DEVELOPMENT DIRECTORS

This study also included demographic and descriptive variables on development directors. Throughout this section, *development director* refers to the administrator and supervisor of the organization's fund raising programs and goals. This includes but is not limited to the following titles: *Development Director*, *Vice President of Development*, and *Vice President of Financial Development*.

DEVELOPMENT DIRECTOR COMPENSATION

Similar to executive director and other nonprofit executive positions, development director compensation is positively related to organization budget size. Figure 14 and table 9 depict the rise in development director compensation across budget category. The overall average development director salary was \$64,690; an average increase of 10 percent from 2001 (3.3 percent per year). Again these figures reflect the general increase in development director salaries rather than the typical salary increase for incumbents.

Figure 14. Average Development Director Compensation by Organization Budget

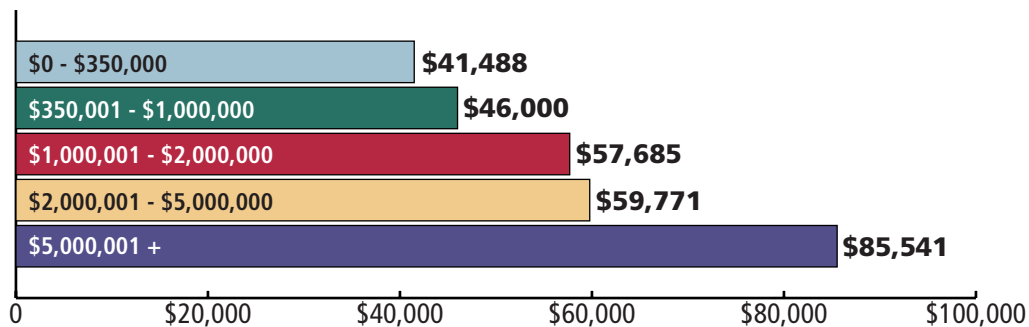


Table 9. Development Director Compensation by Organization Budget

Organization Budget*	Median Salary	Average Salary	75% earn more than	25% earn more than	Median Starting Salary
\$0-\$350,000 (8)	\$40,800	\$41,488	\$25,200	\$49,875	\$40,000
\$350,001- \$1,000,000 (14)	\$44,750	\$46,000	\$35,750	\$50,000	\$36,500
\$1,000,001-\$2,000,000 (10)	\$56,800	\$57,685	\$49,050	\$65,325	\$50,000
\$2,000,001-\$5,000,000 (22)	\$59,000	\$59,771	\$50,450	\$70,000	\$52,437
\$5,000,001 + (30)	\$80,831	\$85,541	\$57,842	\$96,250	\$61,785
All Reported Employees (84)	\$57,685	\$64,690	\$49,625	\$75,750	\$50,000

*The number of reported employees within each budget category is in parenthesis.