

*Gainesville Nonprofit Industry*

# 2017 Salary Survey

Hiring quality employees is critical to helping your nonprofit grow and thrive. So it's important to make sure you compensate them appropriately—something that's not always easy in an industry of tight budgets.

To help you in this process, we've created this salary guide detailing the average pay rates for 25 nonprofit organizations in the Gainesville area, broken down by position and by nonprofit revenue amount. There is also information about percent of expenses these entities spend on compensation and benefits, for a truly comprehensive look at the nonprofit salary landscape in your area. We also included information on special events and contributions revenue as a percentage of total revenue.

We hope you find this information helpful when making new hires and planning your growth!

## AVERAGE SALARIES

Revenue	ED/CEO Salary	COO/CFO Salary	Program Director/ Department Director Salary	Manager Salary	Specialist/ Coordinator Salary	Administrative/ Asst Salary
Under \$1M	\$53,000	\$ -	\$40,312	\$ -	\$33,073	\$18,024
\$1M - \$5M	\$96,665	\$71,138	\$52,260	\$39,601	\$37,409	\$28,308
Over \$5M	\$125,011	\$84,088	\$75,667	\$40,541	\$42,772	\$29,257

## COMPENSATION & BENEFITS AS PERCENT OF TOTAL EXPENSES

Revenue	Compensation & Benefits as % Exp	Special Events/Cont. Revenue as % of Total Revenue
Under \$1M	55%	16%
\$1M - \$5M	62%	3%
Over \$5M	25%	5%

Total Participants: 25

Data Source: Survey response data from local area nonprofit organizations. Survey compiled utilizing Qualtrics