

Directors of Annual Giving - All Institutions

N=359 Number Row % Col %	Total	Question 12: What was your base salary as of December 31, 2007?							
		\$40K or Less	\$41-50K	\$51-60K	\$61-70K	\$71-80K	\$81-90K	\$91-100K	\$101K or More
Total	357	127	100	66	25	12	13	6	8
	100.0%	35.6%	28.0%	18.5%	7.0%	3.4%	3.6%	1.7%	2.2%
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Question 3: In millions of dollars, what was the approximate total gift revenue credited to your annual giving program in the 2006-2007 Fiscal Year?

<\$.5M	47	17	10	9	6	---	---	---	---
	100.0%	36.2%	21.3%	19.1%	12.8%	---	---	---	---
	13.3%	13.5%	10.2%	13.8%	25.0%	---	---	---	---
<\$1M	54	18	15	14	---	3	---	---	---
	100.0%	33.3%	27.8%	25.9%	---	5.6%	---	---	---
	15.3%	14.3%	15.3%	21.5%	---	25.0%	---	---	---
\$1M	53	20	15	8	---	---	4	---	---
	100.0%	38.5%	28.8%	15.4%	---	---	7.7%	---	---
	15.0%	15.9%	15.3%	12.3%	---	---	30.8%	---	---
\$2M	65	28	18	7	7	---	3	---	---
	100.0%	43.1%	27.7%	10.8%	10.8%	---	4.6%	---	---
	18.4%	22.2%	18.4%	10.8%	29.2%	---	23.1%	---	---
\$3M	40	22	10	5	---	---	---	---	---
	100.0%	55.0%	25.0%	12.5%	---	---	---	---	---
	11.3%	17.5%	10.2%	7.7%	---	---	---	---	---
\$4-6M	35	8	12	11	---	---	---	---	---
	100.0%	22.9%	34.3%	31.4%	---	---	---	---	---
	9.9%	6.3%	12.2%	16.9%	---	---	---	---	---
\$7-9M	19	5	8	3	---	---	---	---	---
	100.0%	26.3%	42.1%	15.8%	---	---	---	---	---
	5.4%	4.0%	8.2%	4.6%	---	---	---	---	---
\$10M+	40	8	10	8	5	3	---	3	---
	100.0%	20.0%	25.0%	20.0%	12.5%	7.5%	---	7.5%	---
	11.3%	6.3%	10.2%	12.3%	20.8%	25.0%	---	50.0%	---