

2010 Annual Giving Salary Survey

Summary Report Charts

Prepared by: Robert Burdinski
Annual Giving

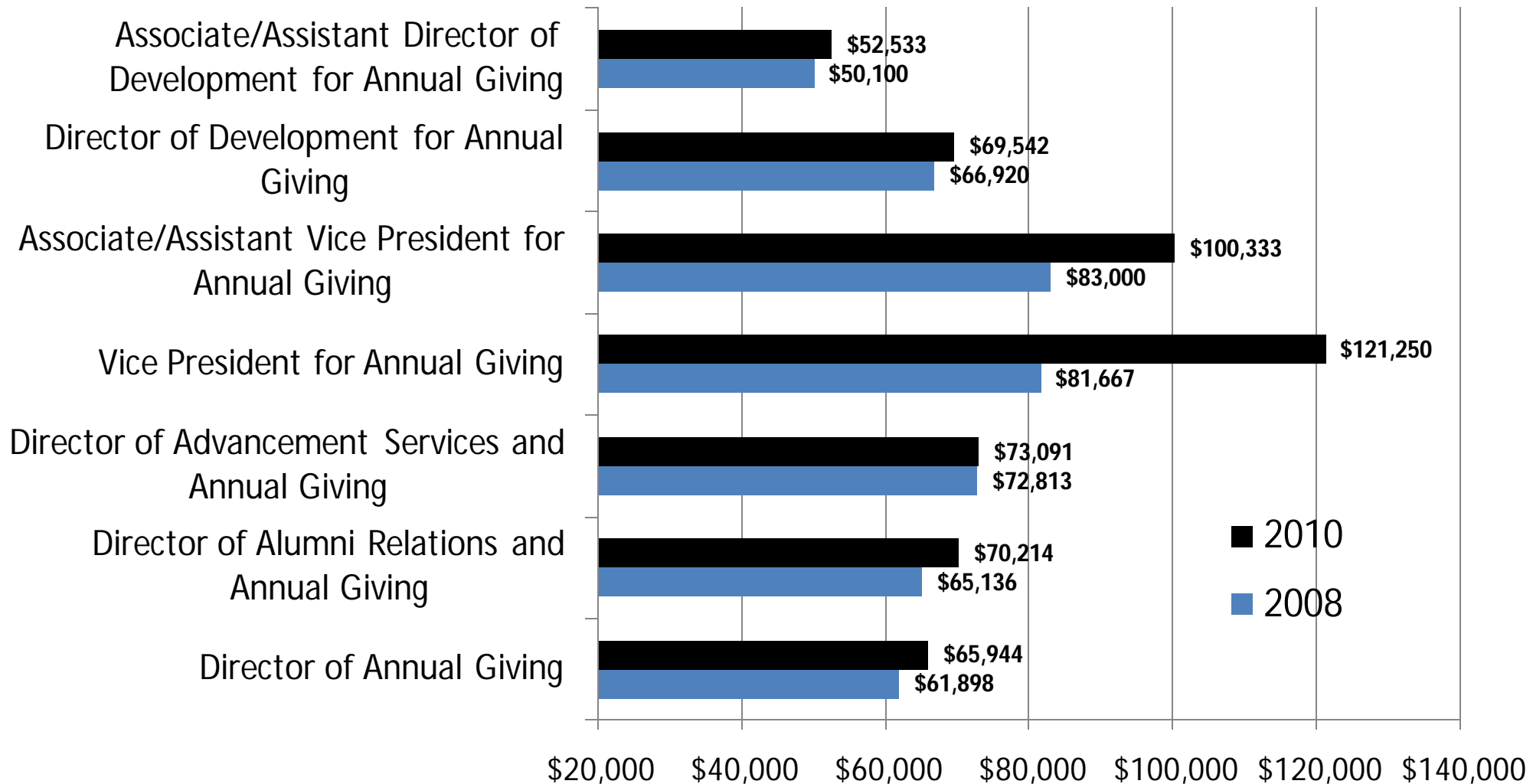
January, 2011

Director Salary Data

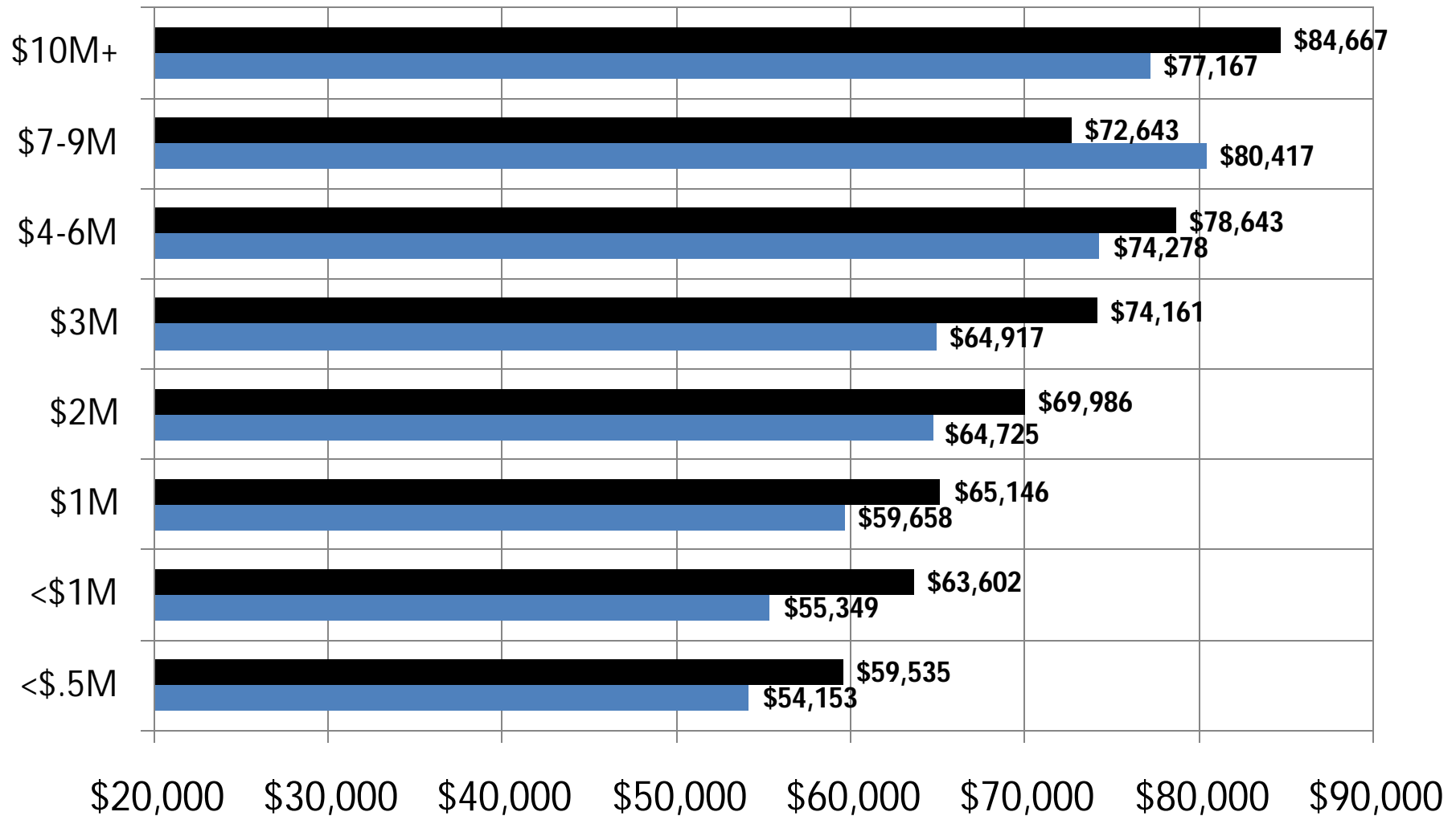
Includes the following job titles:

Director of Annual Giving
Director of Alumni Relations and Annual Giving
Director of Advancement Services and Annual Giving
Vice President for Annual Giving
Associate/Assistant Vice President for Annual Giving
Director of Development for Annual Giving
Associate/Assistant Director of Development for Annual Giving

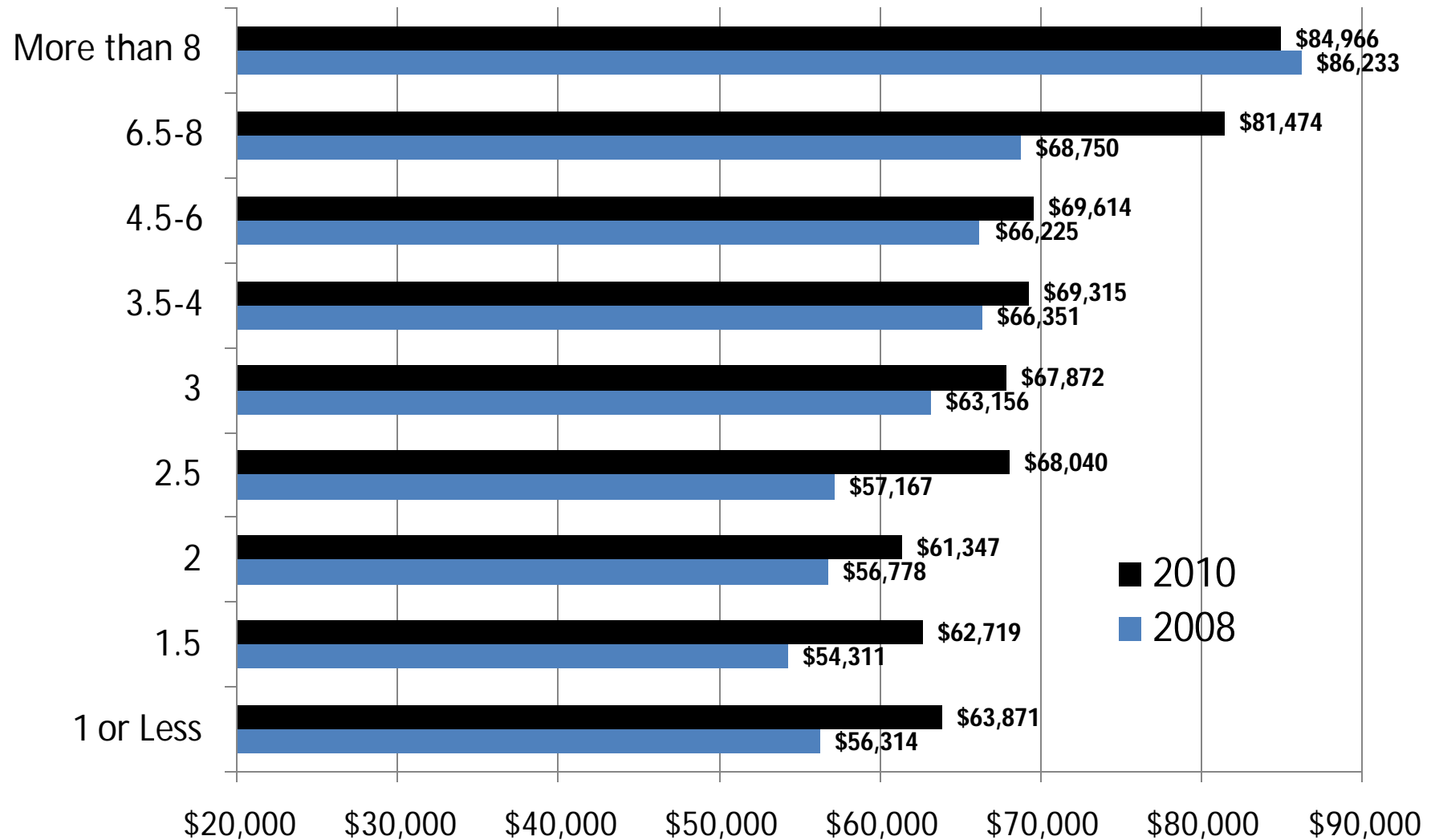
Directors: Mean Salary By Job Title



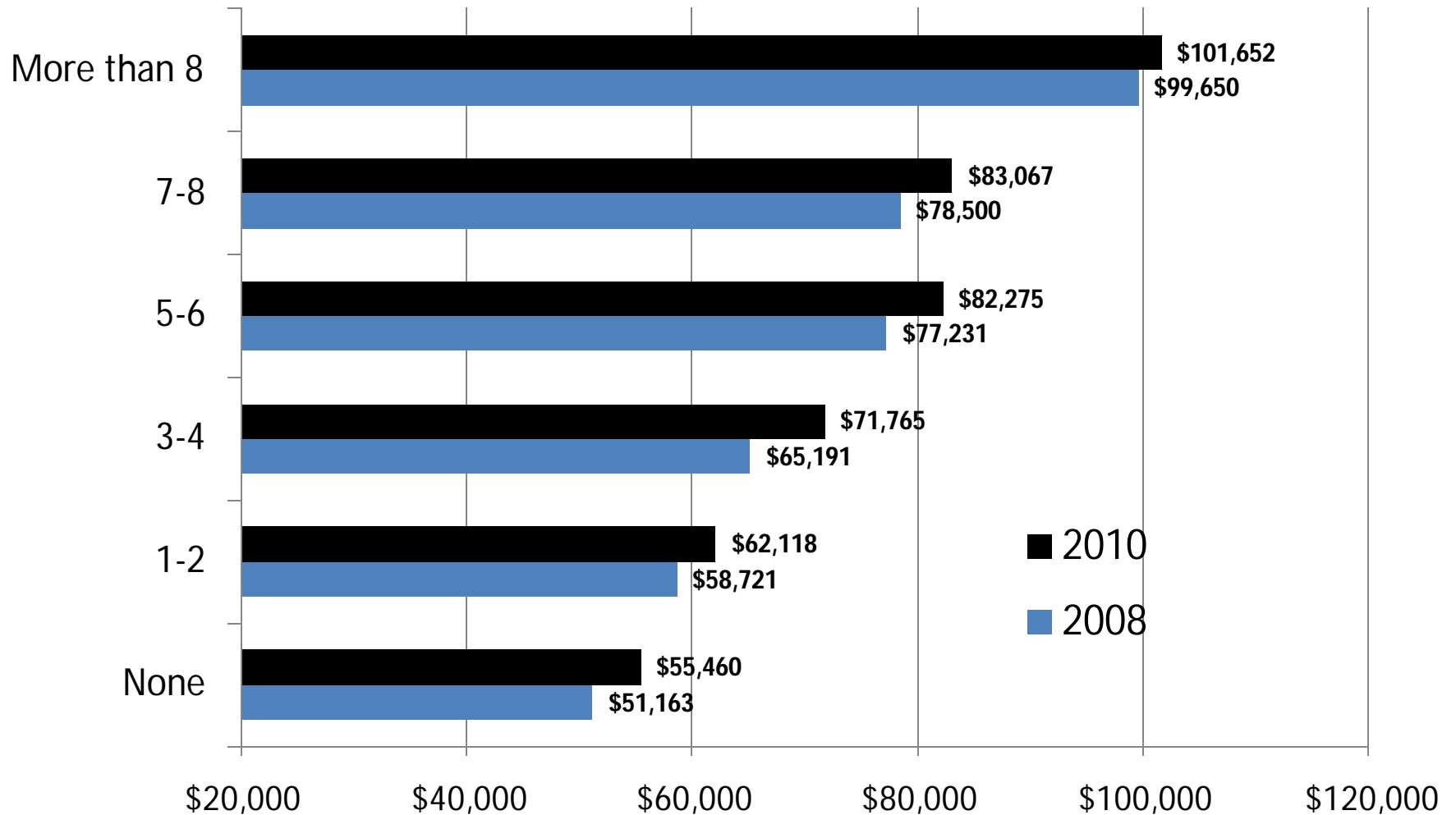
Directors: Mean Salary by Annual Giving Revenue



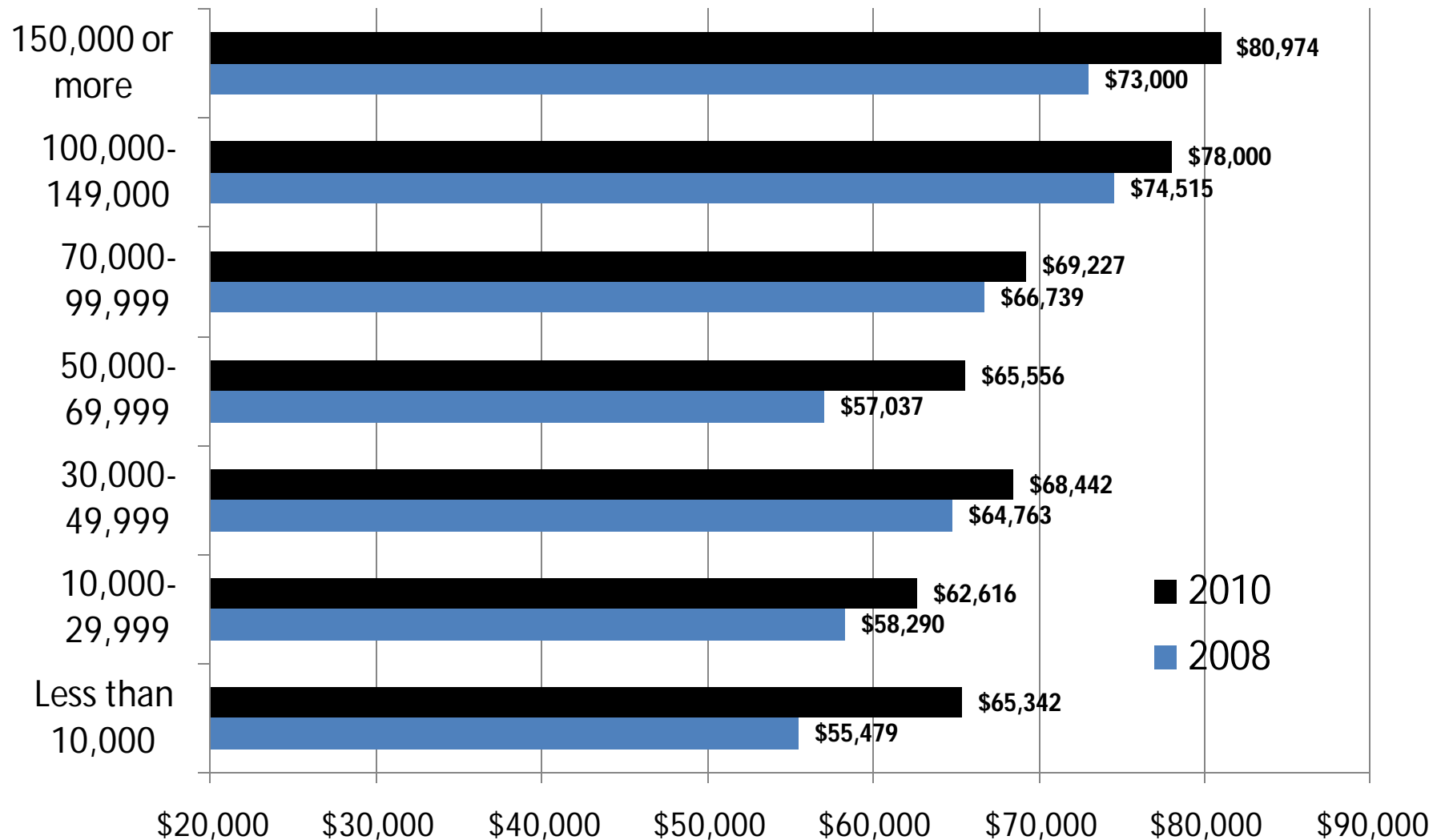
Directors: Mean Salary By Annual Giving Staff Size



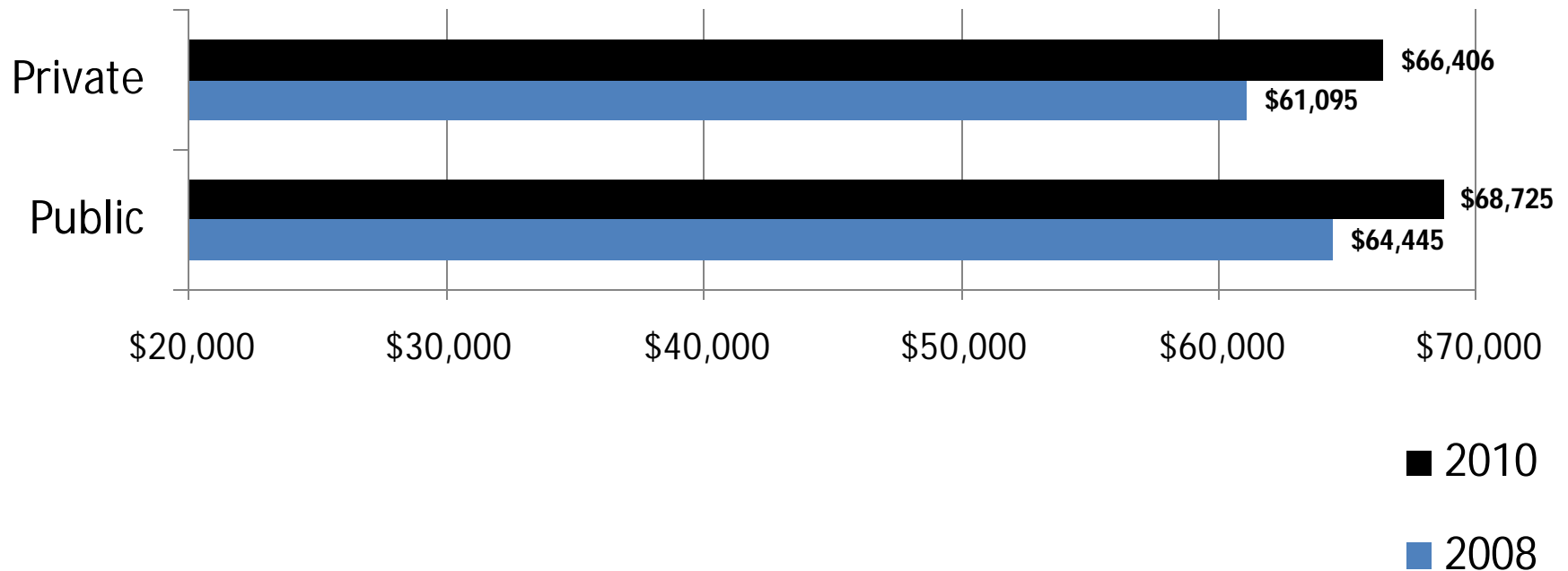
Directors: Mean Salary By Number of Staff Reports



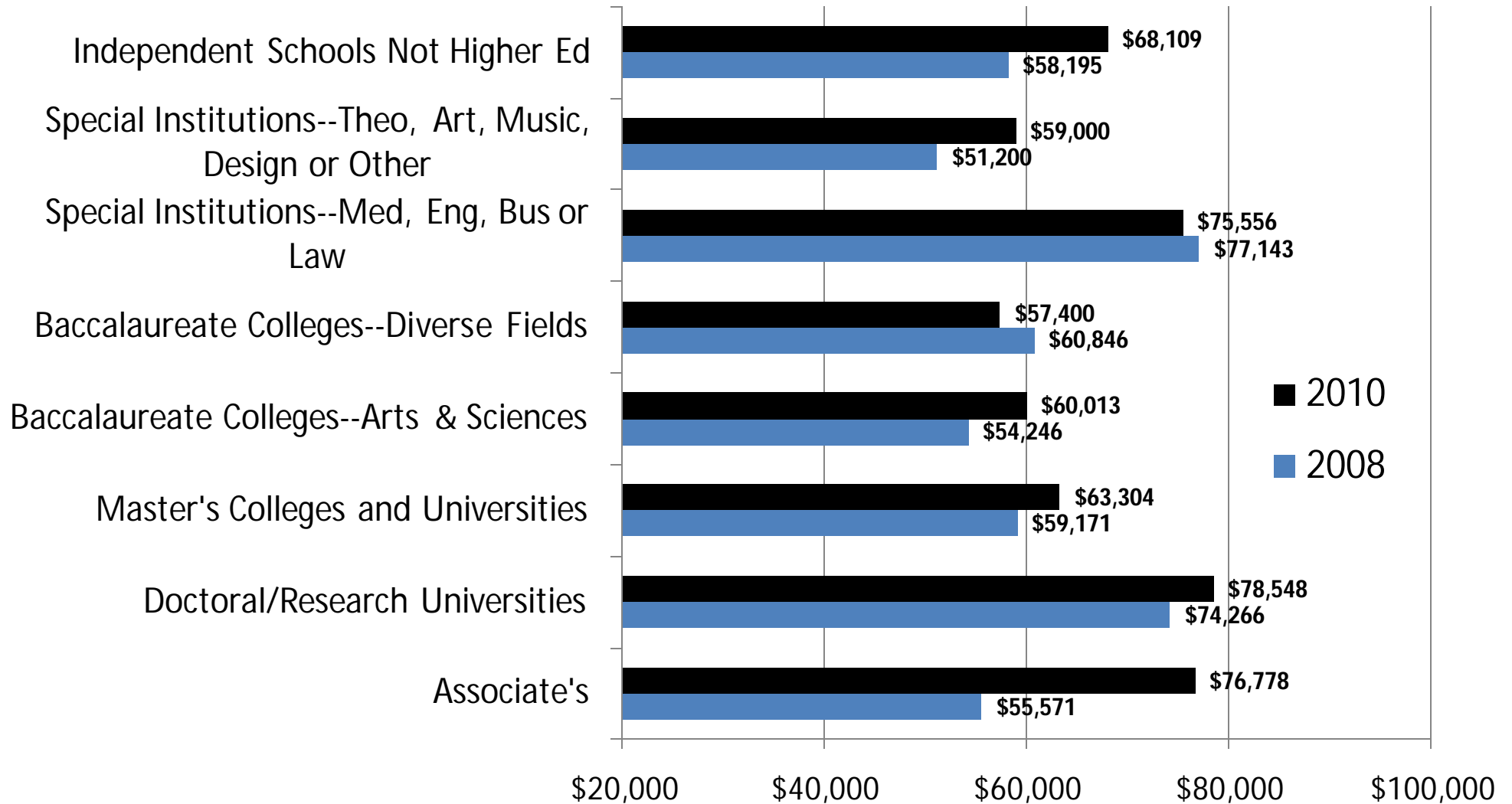
Directors: Mean Salary By Institution's Alumni Population



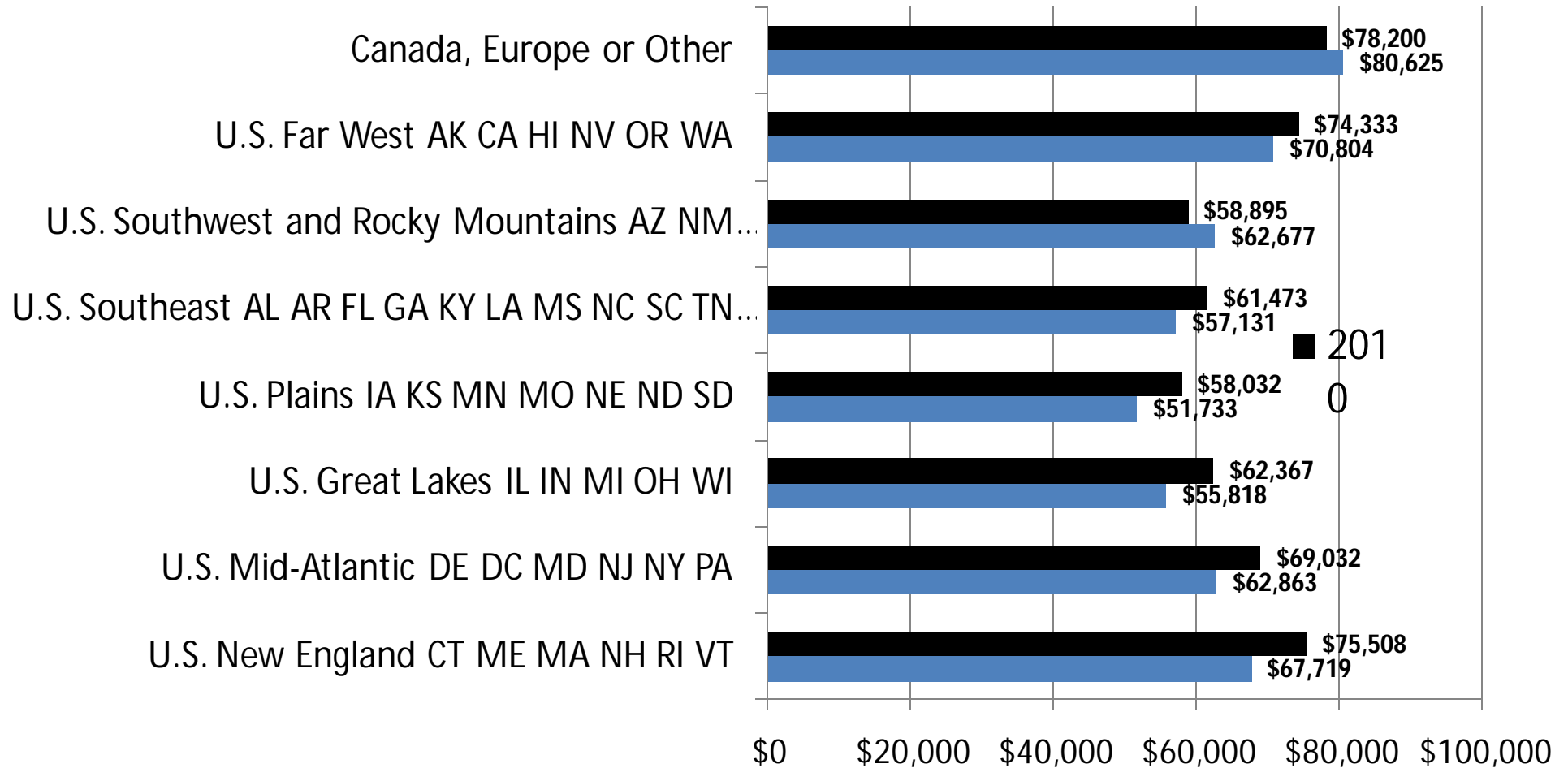
Directors: Mean Salary By Public vs. Private Institution



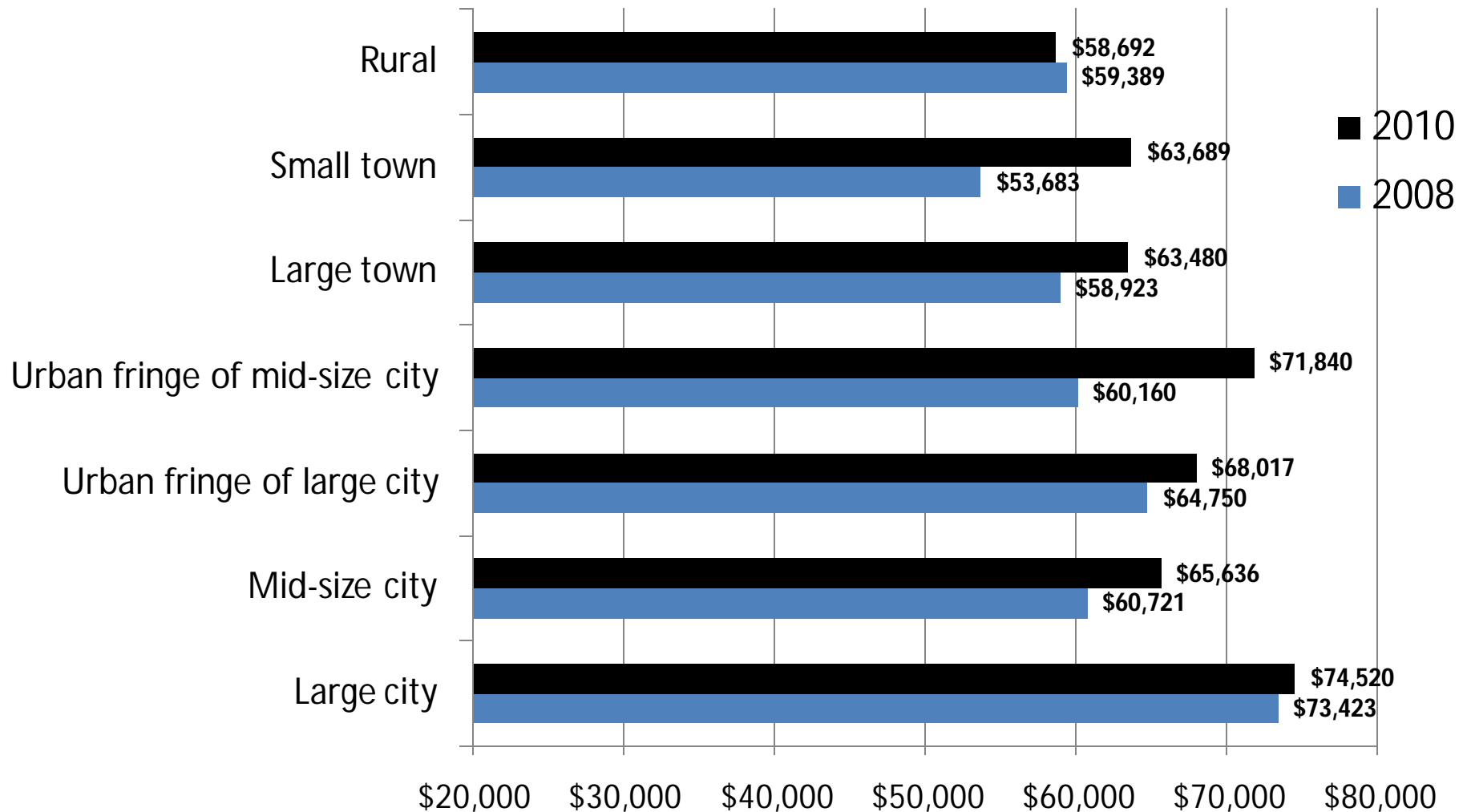
Directors: Mean Salary By Type of Educational Institution



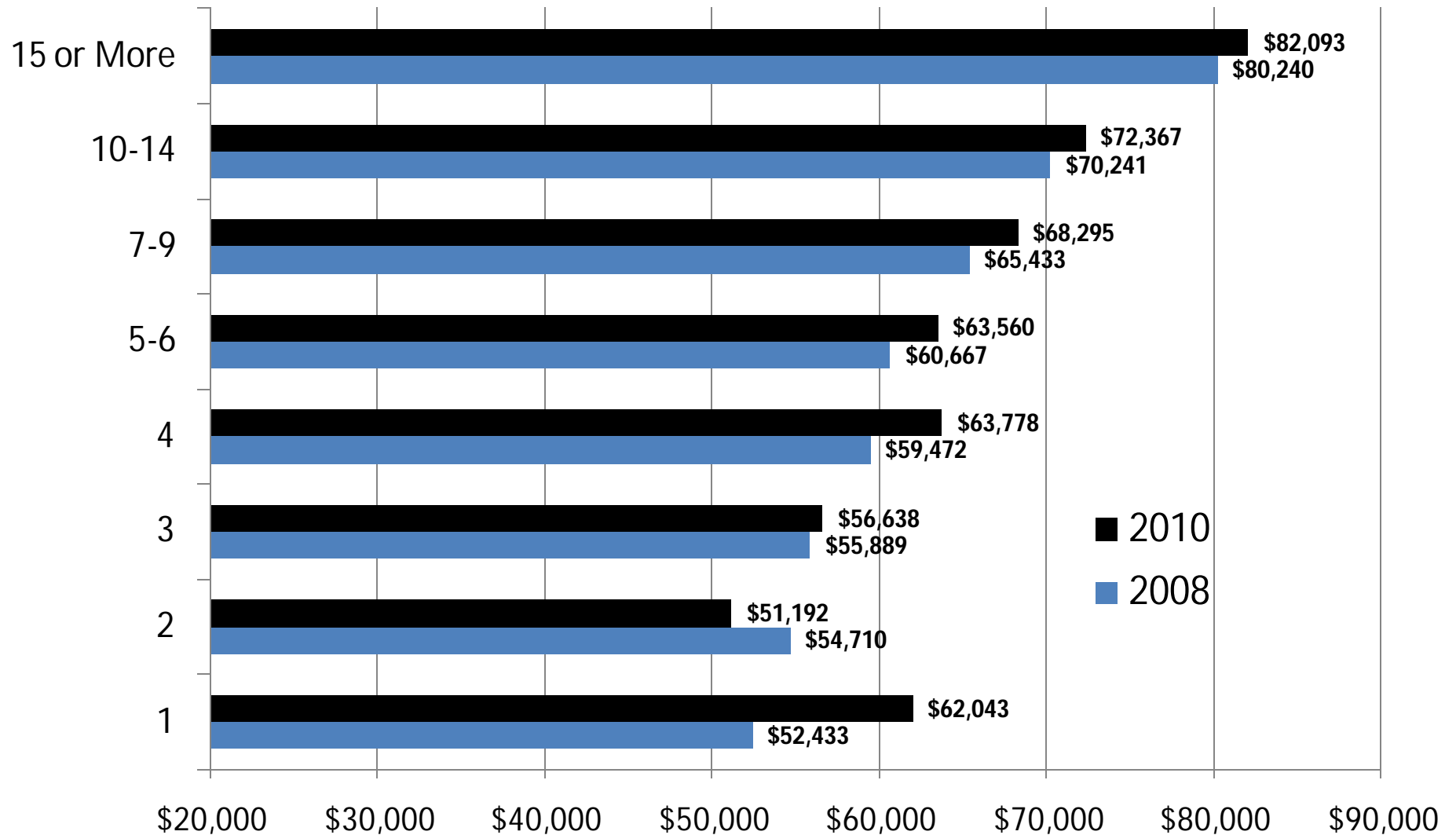
Directors: Mean Salary By Region



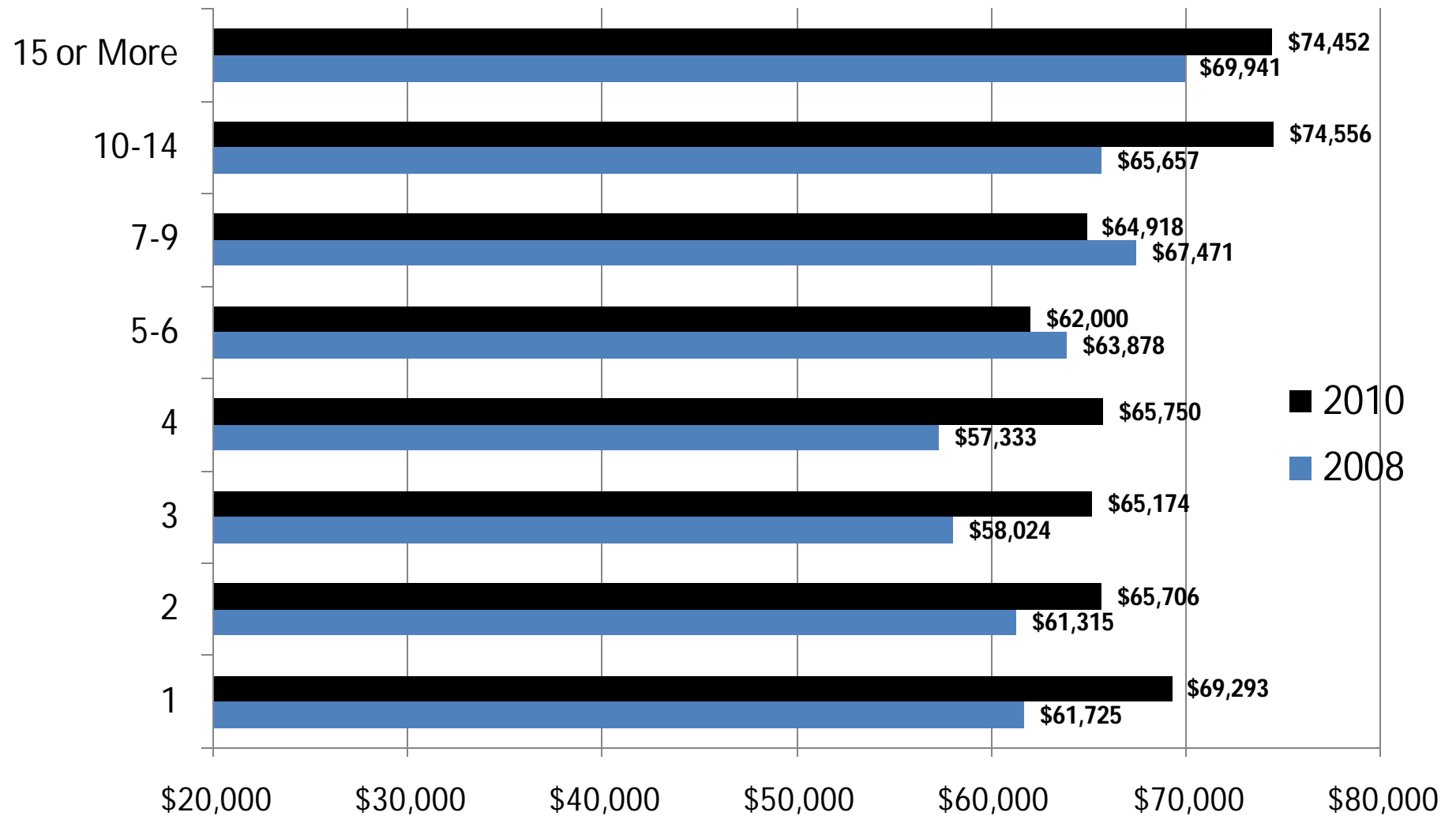
Directors: Mean Salary By Institution Location



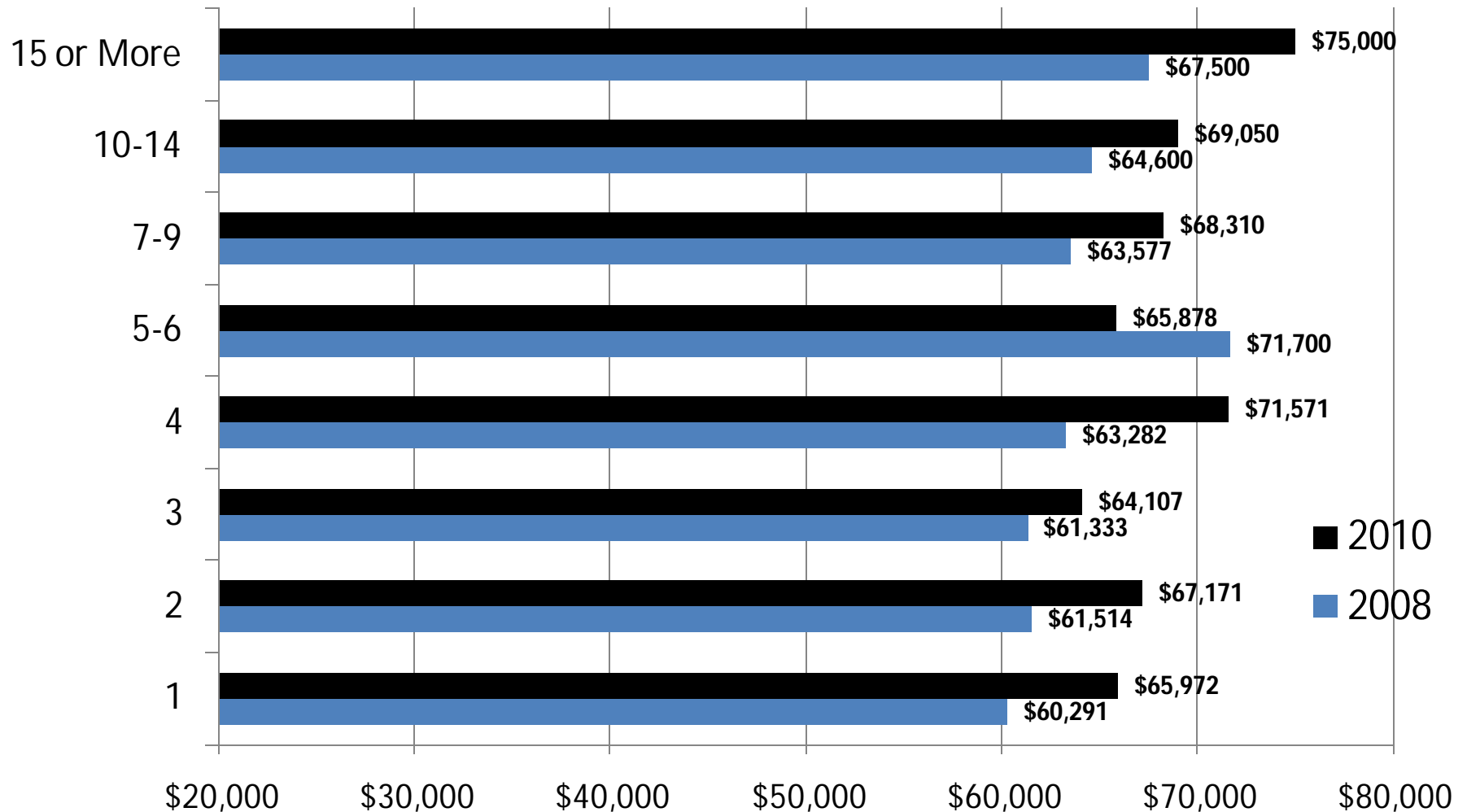
Directors: Mean Salary By Total Years Of AG Experience



Directors: Mean Salary By Years With Institution



Directors: Mean Salary By Years In Current Position

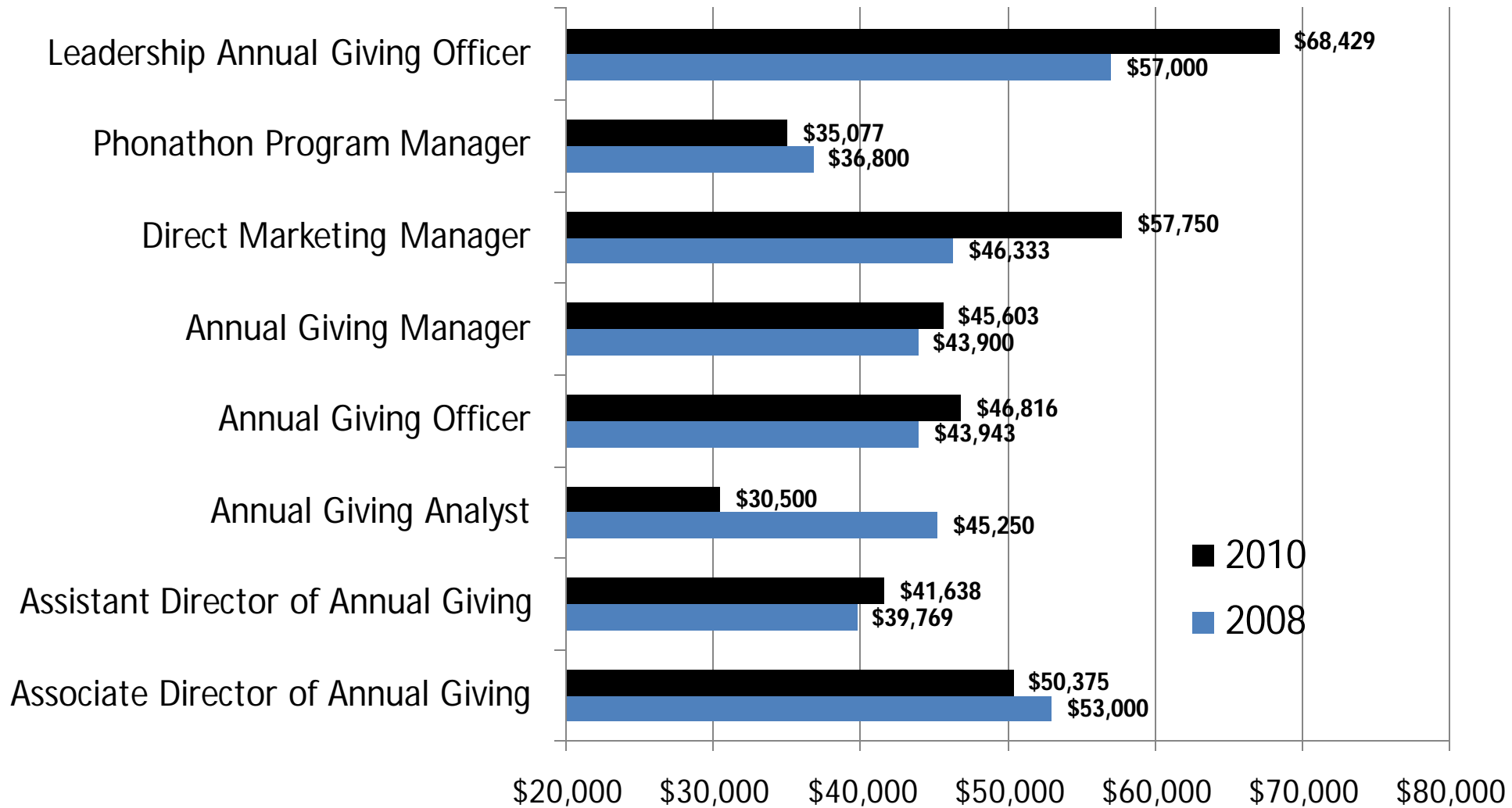


Annual Giving Assistant, Associate and Manager Salary Data

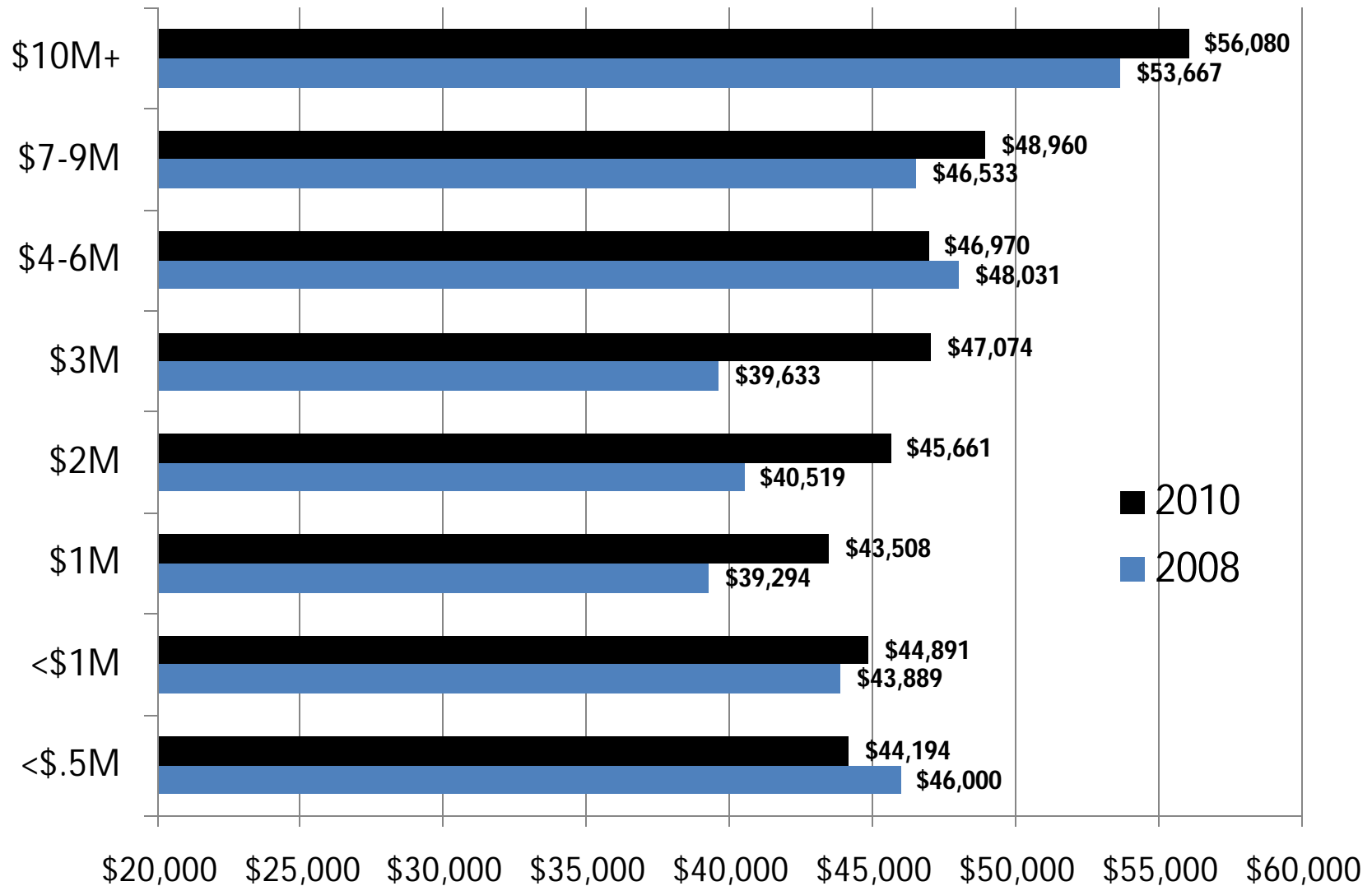
Includes the following job titles:

Associate Director of Annual Giving
Assistant Director of Annual Giving
Annual Giving Analyst
Annual Giving Officer
Annual Giving Manager
Direct Marketing Manager
Phonathon Program Manager
Leadership Annual Giving Officer

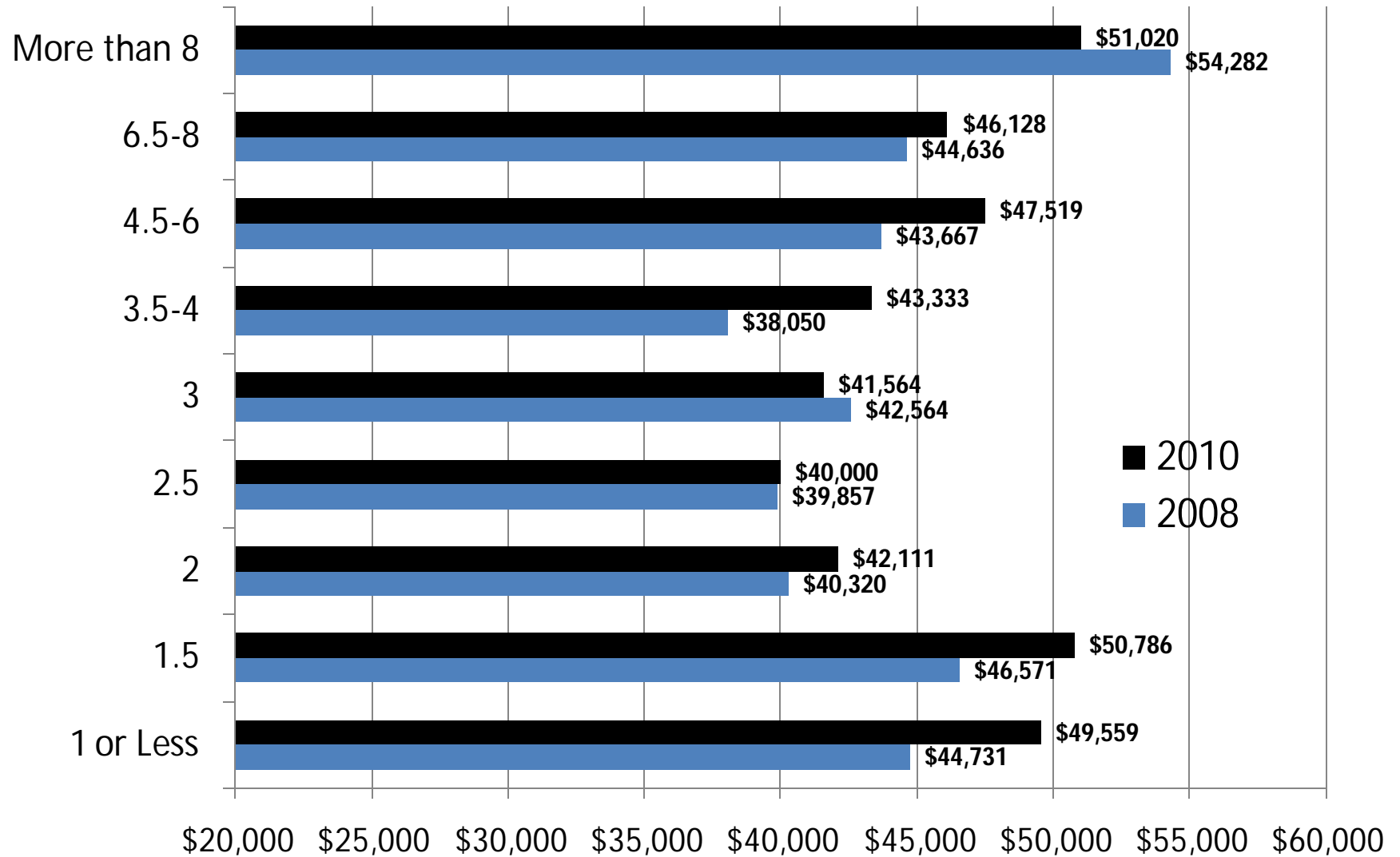
Associates: Mean Salary By Job Title



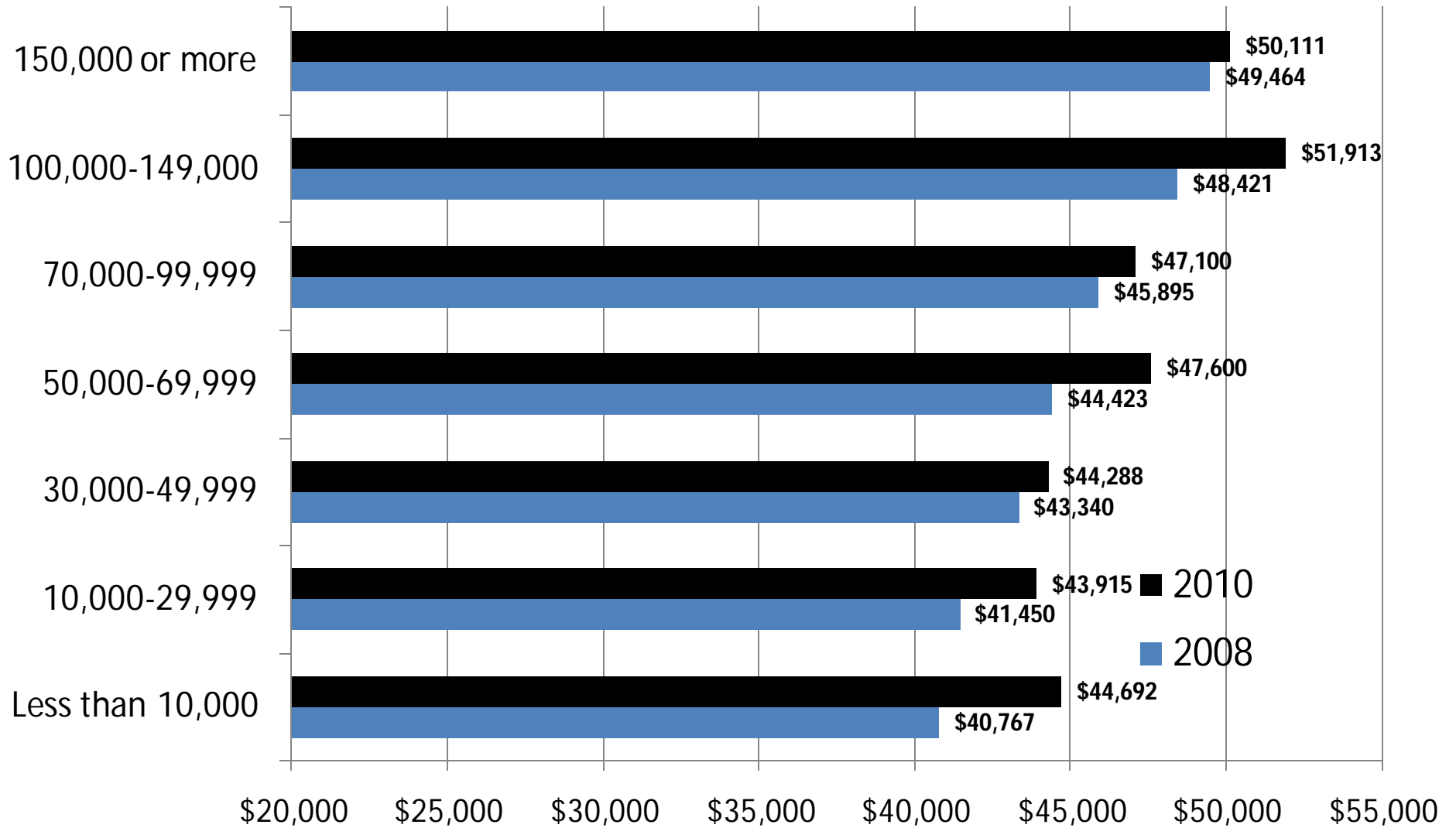
Associates: Mean Salary by Annual Giving Revenue



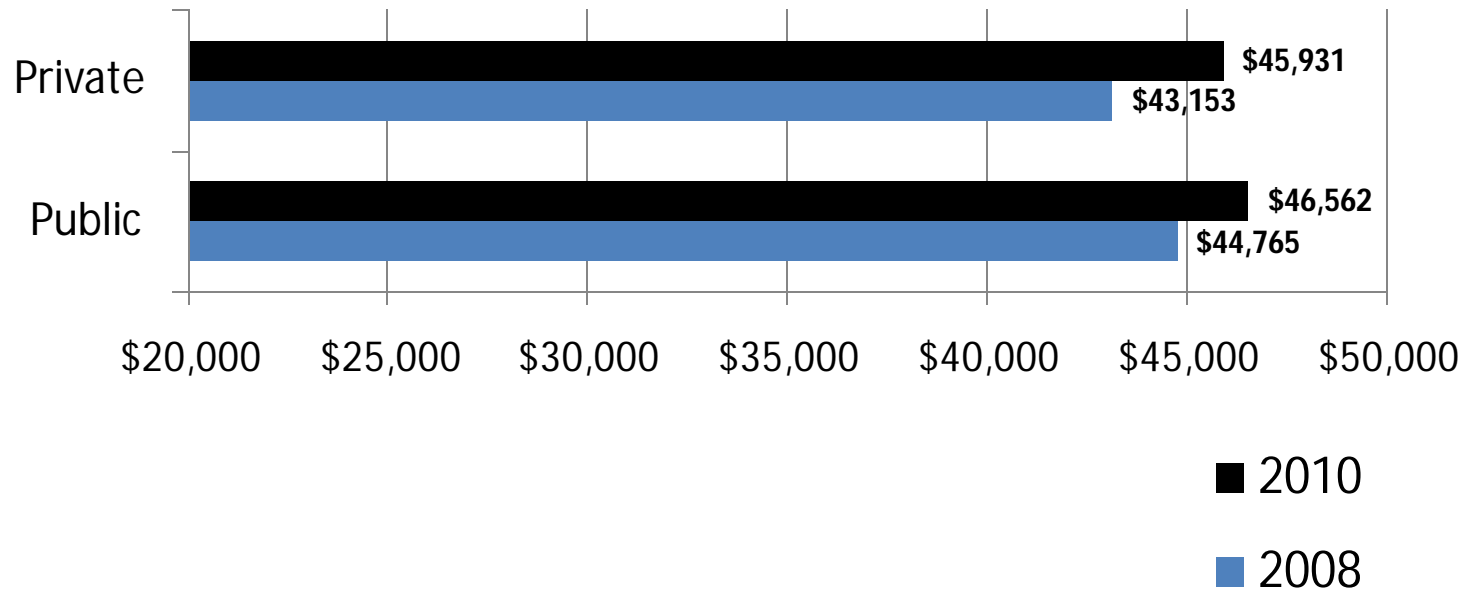
Associates: Mean Salary By Annual Giving Staff Size



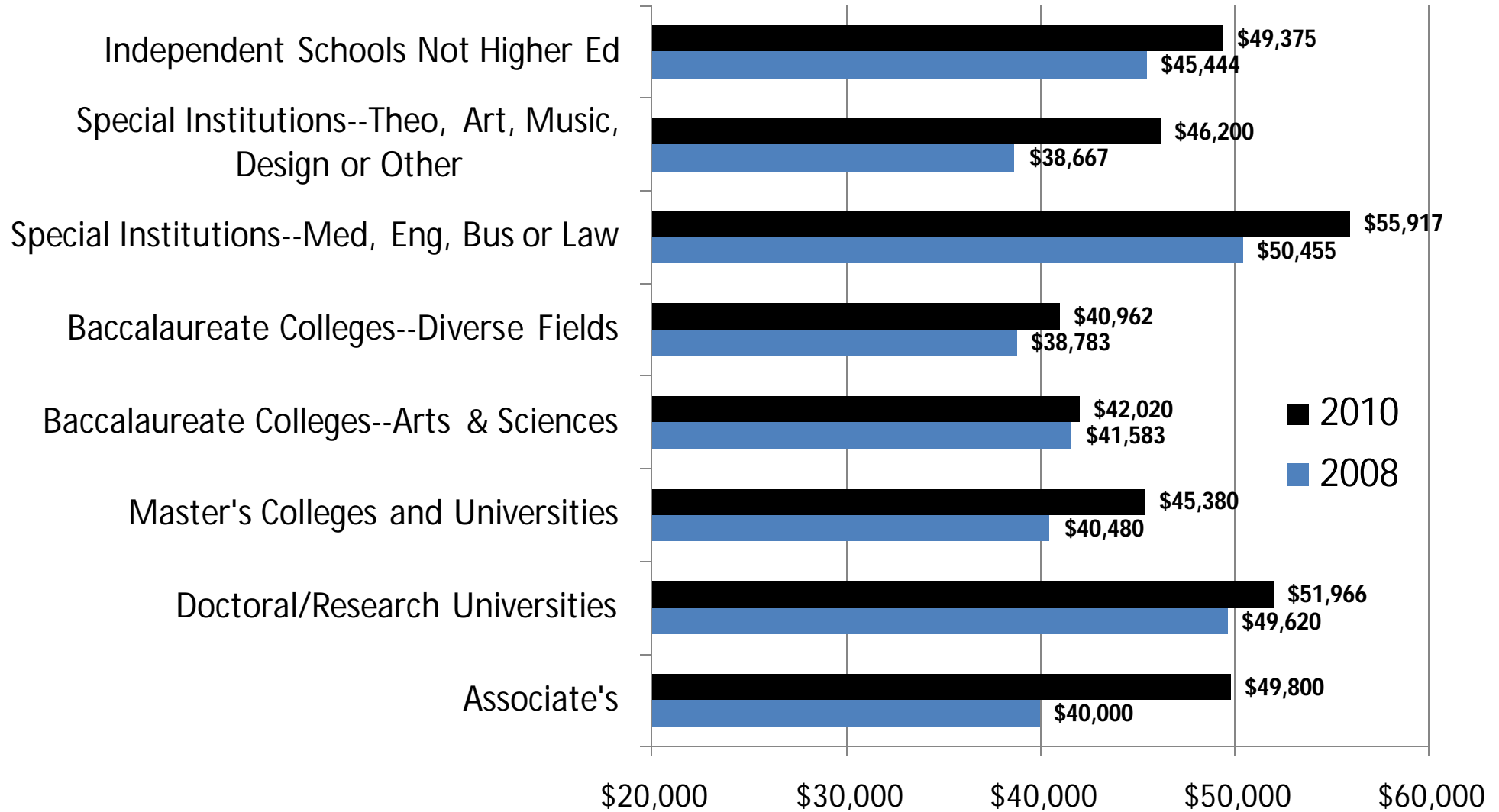
Associates: Mean Salary By Institution's Alumni Population



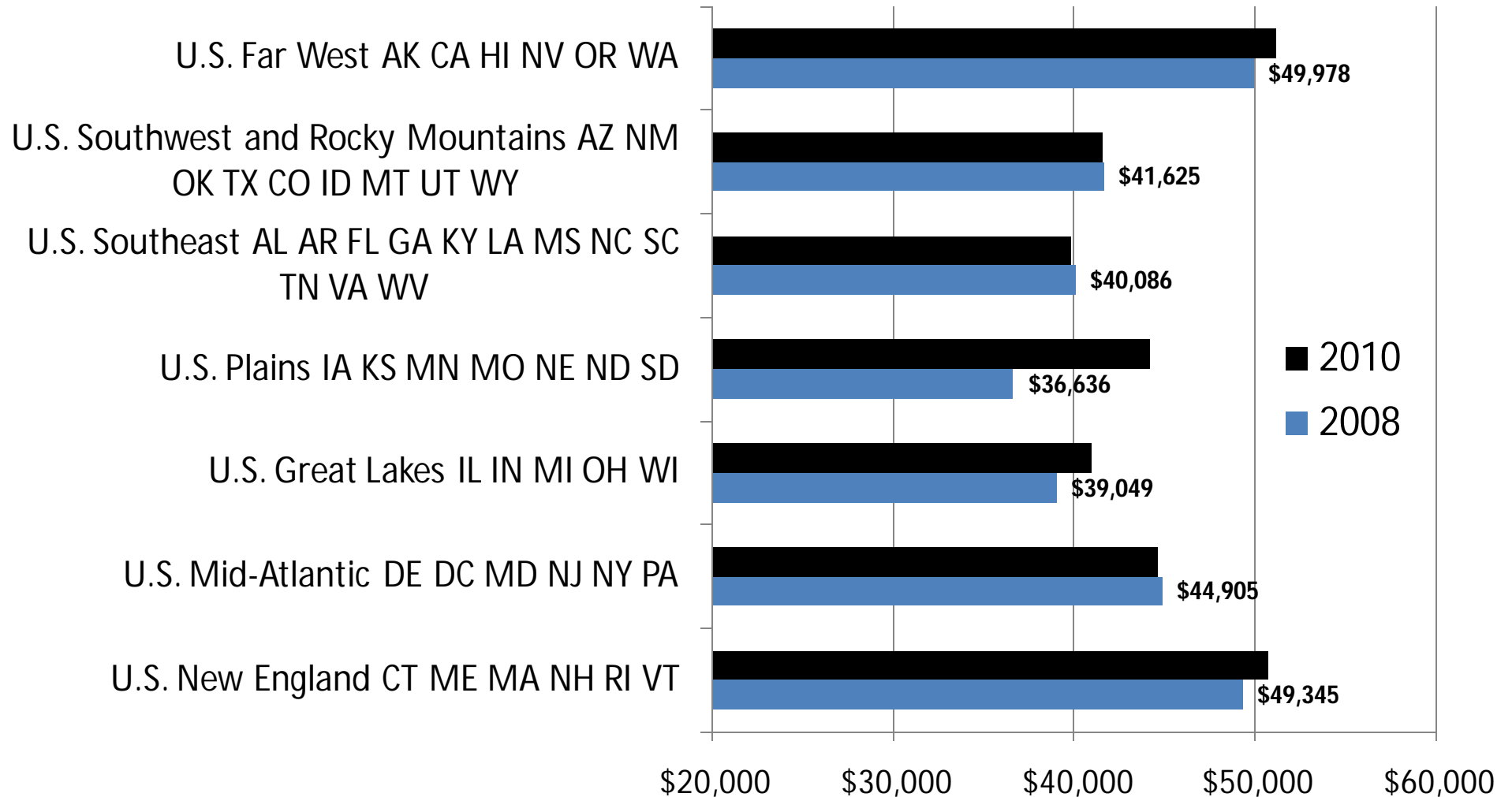
Associates: Mean Salary By Public vs. Private Institution



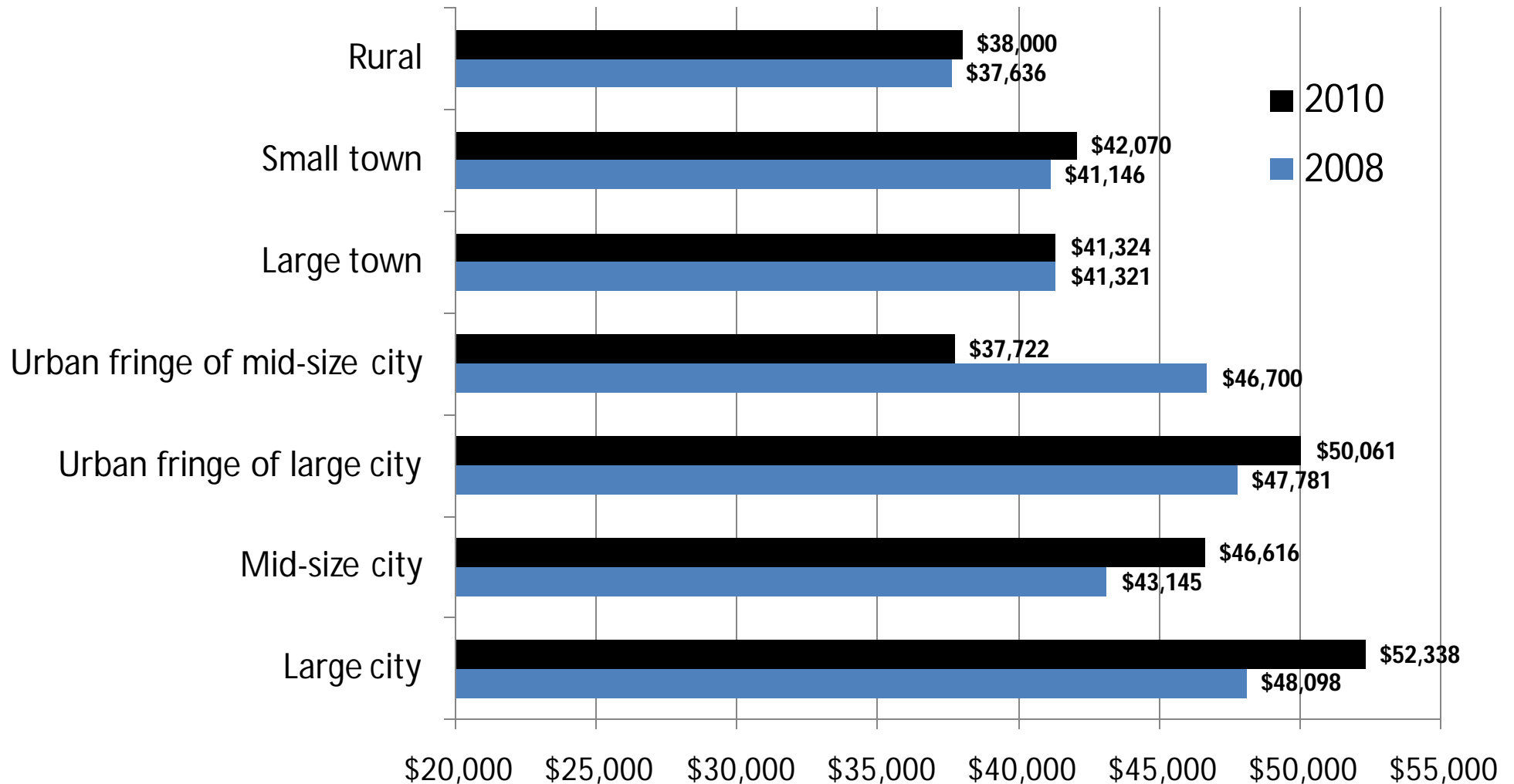
Associates: Mean Salary By Type of Educational Institution



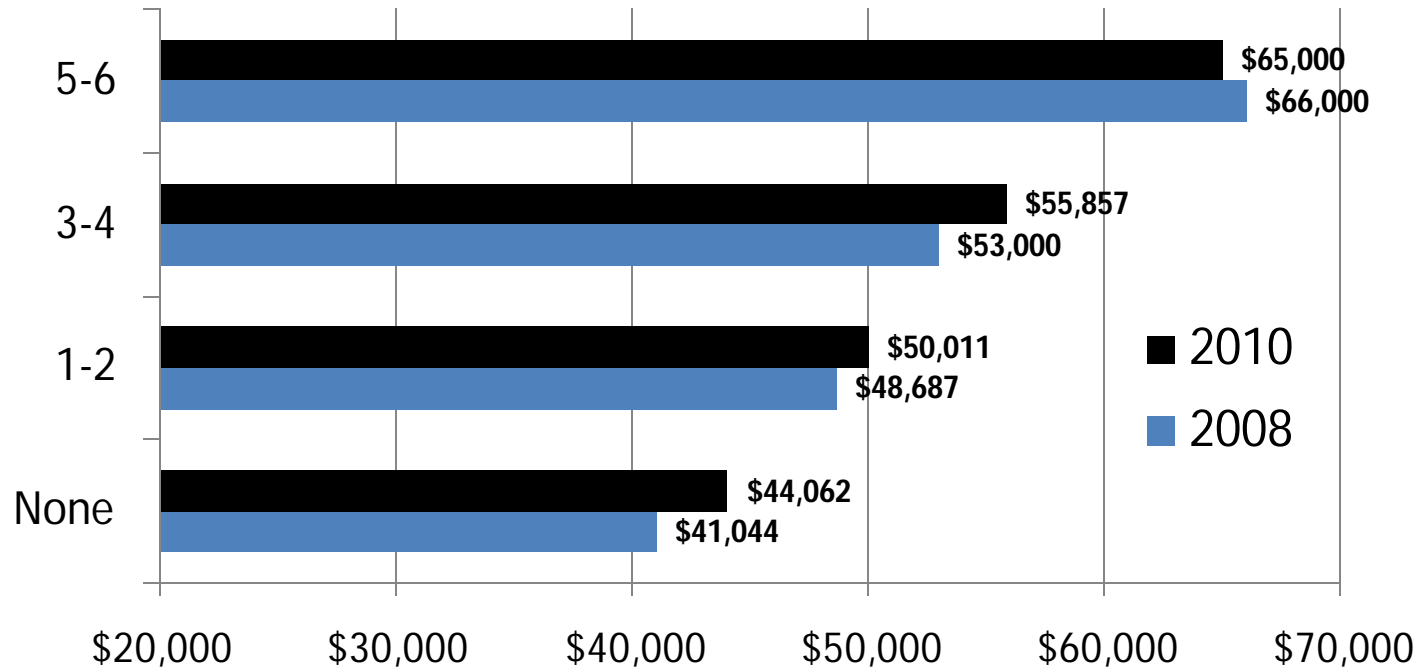
Associates: Mean Salary By Region



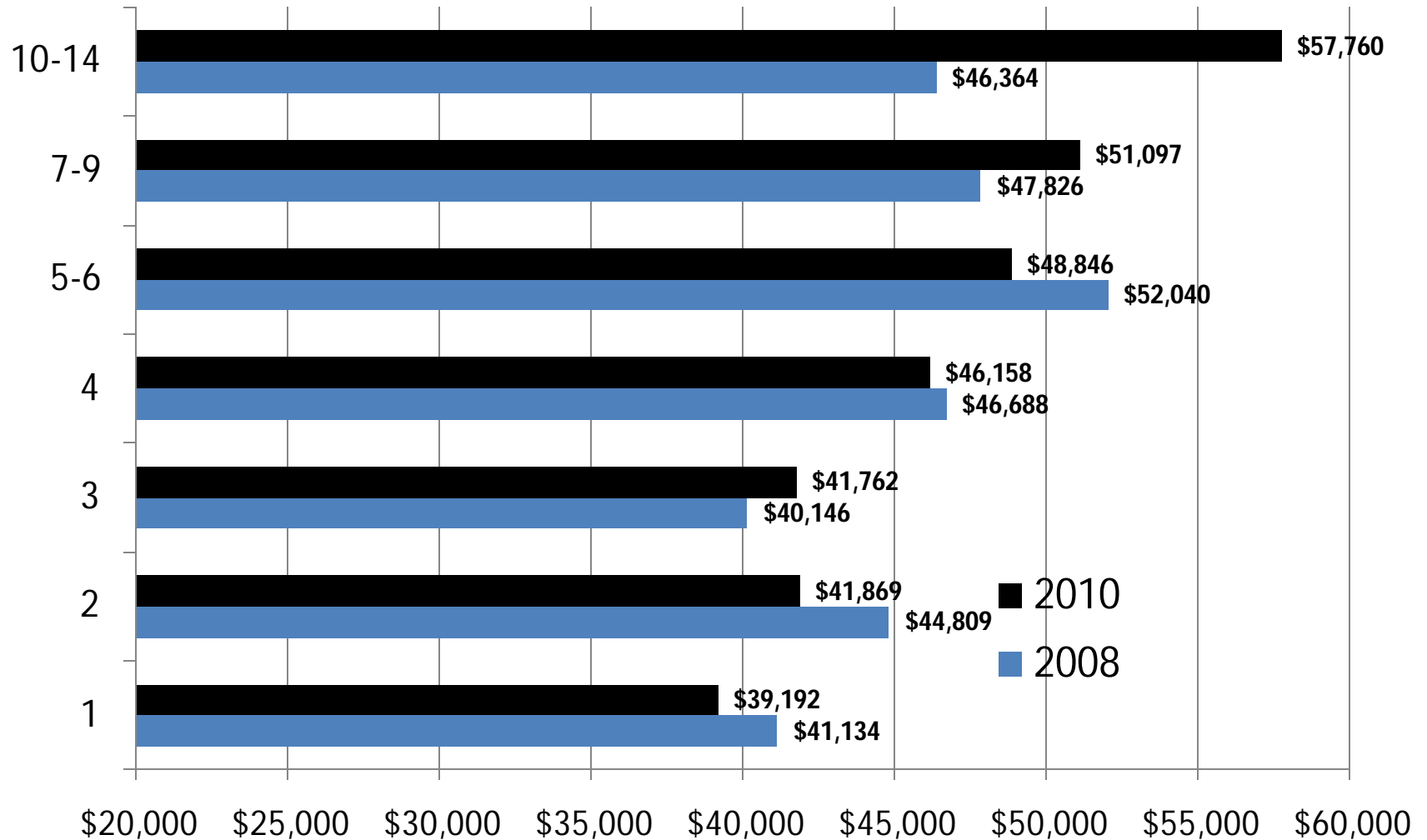
Associates: Mean Salary By Institution Location



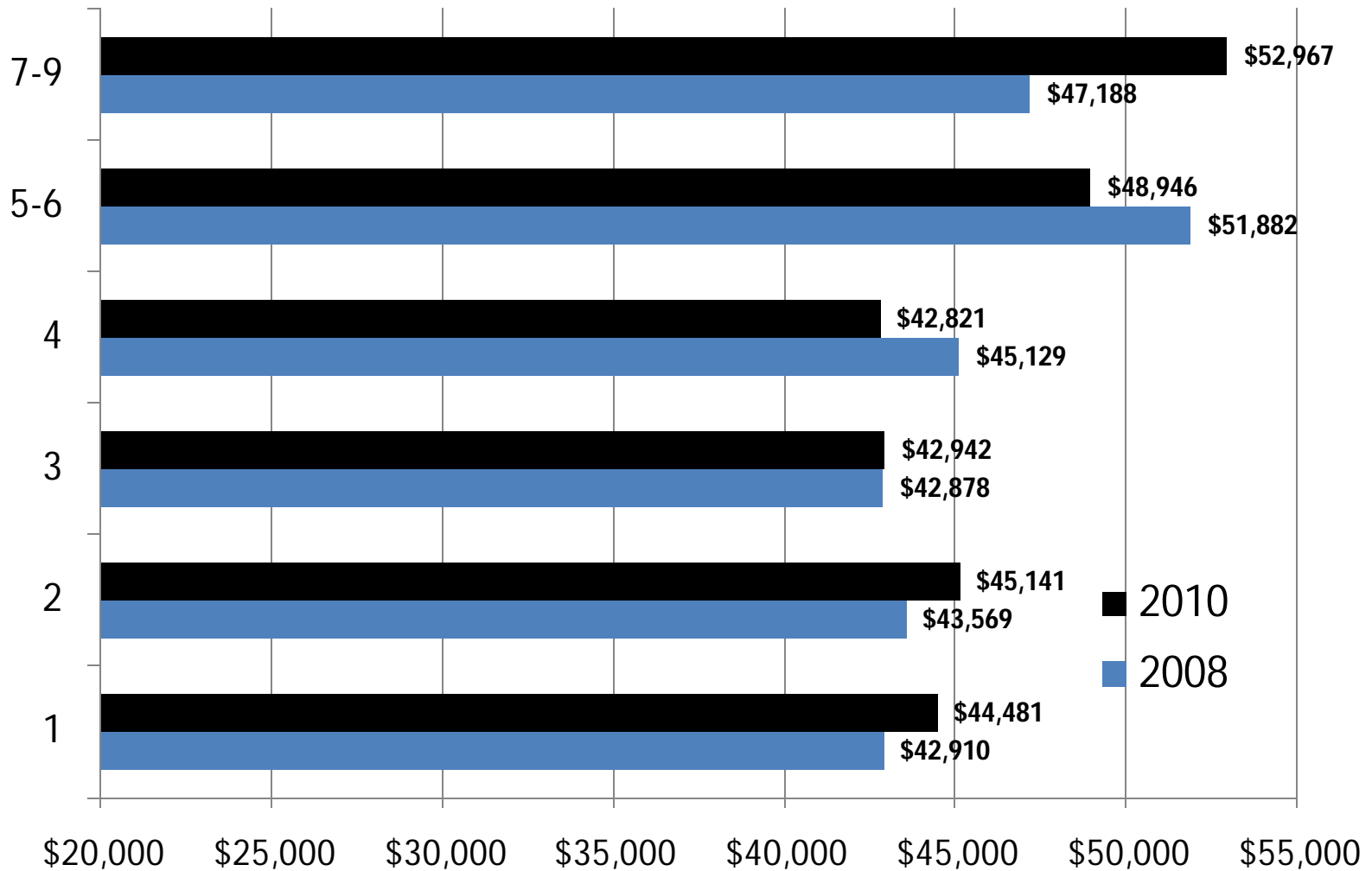
Associates: Mean Salary By Staff Reports



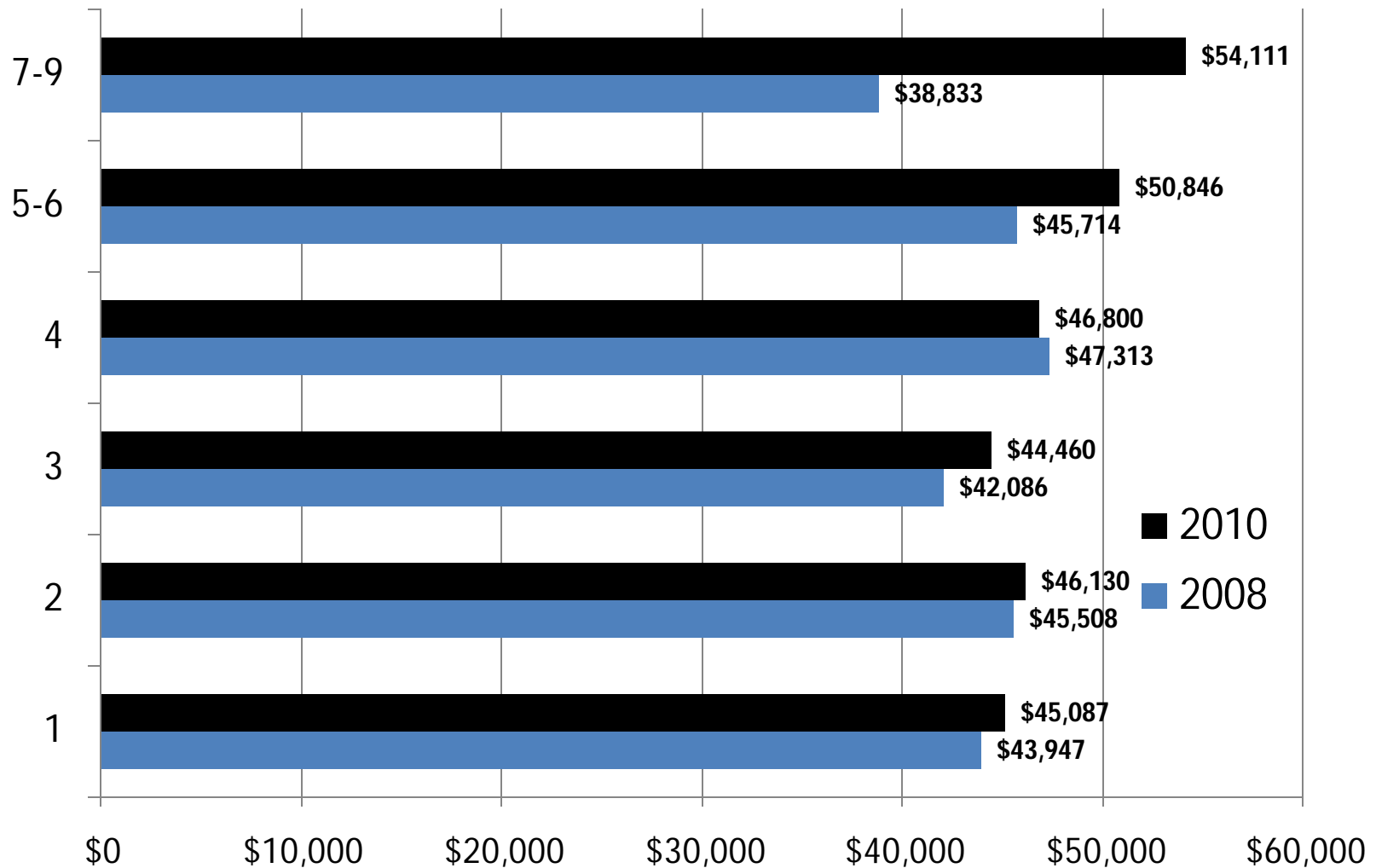
Associates: Mean Salary By Total Years AG Experience



Associates: Mean Salary By Years With Institution



Associates: Mean Salary By Years In Current Position



About Robert Burdenski

Bob Burdenski is an internationally-recognized expert in alumni relations and annual giving program reviews and enhancement strategies. He has worked with more than 100 clients of all sizes throughout the U.S., Canada, Europe, Australia & Asia. He is a frequent speaker and published author, often appearing in *Currents*, the member magazine of the Council for the Advancement and Support of Education (CASE). He is the author of the CASE books, *Innovations in Annual Giving*, and *More Innovations in Annual Giving*, which both present case histories of advanced annual giving strategies at educational institutions. Since 2002, he has been the moderator of *FundList*, the fundraising profession's largest e-mail discussion group, with more than 2,500 active subscribers. He lives in Chicago, Illinois.

His clients served include:

Boston College

Bournemouth University (UK)

California Community Colleges

Children's Healthcare of Atlanta

Chinese International School (HK)

College of Saint Benedict

DePaul University

Florida International University

Grand Valley State University

Indian Institute of Technology

INSEAD (FR)

International School of Brussels (BE)

Lawrence University

London Business School (UK)

Manchester Metropolitan University (UK)

Nanyang Technological University (SIN)

National University of Singapore

Northwestern College

Notre Dame DuNamur University

New York University

Queensland University of Technology (AUS)

San Diego State University

Stanford Graduate School of Business

Susquehanna University

University of California at Berkeley

University of Dayton

University of Hartford

University of Memphis

University of Michigan

University of Michigan Ross School

University of St. Thomas (MN)

University of Sydney (AUS)

Wellesley College

Wayne State University

Wheaton College (IL)

William Jewell College