



Find out how much Bay Area fundraising professionals earn today

Are you finding it challenging to establish competitive salaries for your development staff? We know there are significant shortages of qualified fundraising professionals in the greater San Francisco Bay Area. As a result, salaries for these jobs have been skyrocketing. Our nonprofit clients have been asking for more specific data, and even if you are not a client, our guess is that you'd like to have this information, too.

This past spring, CompAnalysis conducted a brief survey of salaries and bonuses paid for different levels and types of development jobs among nonprofits in the 11 Bay Area counties (including Santa Cruz and Monterey counties). Data were compiled by size and type of organization, and geographic differences between counties are also reported. Here are just a few of our findings:

- Major gifts and planning giving job functions receive the highest salaries among employees with supervisory responsibility
- Philanthropy-related organizations tend to pay higher salaries than other types of nonprofits
- Silicon Valley is the highest-paying geographical region in the Bay Area for these jobs
- Nine percent of fundraising employees receive performance-related cash incentives, and 4% receive bonus pay not tied to performance.

The report is offered to non-participants for \$249 and can be ordered online with a VISA or MasterCard. Click [here](#) for the 2008 CompAnalysis Fundraising Professionals Compensation Survey order form.