

How Much Are You Really Worth?

Here's the latest on nonprofit salaries.

The composite executive with the highest annual income in a nonprofit organization in the U.S. is a CEO of an international, national, or state organization with 10 or more employees and an annual budget of \$5 million or more. While the median income of nonprofit CEOs is \$81,000, some of the highest-paid CEOs in nonprofit organizations make well over \$700,000.

The median incomes of other nonprofit jobs are shown below.

This information comes from a survey of over 89,000 employees in 130 benchmark jobs reported by nonprofit organizations of widely differing types. The three-volume report is available from Abbott, Langer & Associates, 548 First St., Crete, IL 60417, www.abbott-langer.com. ■



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Median Annual Incomes in Nonprofit Organizations

Psychiatrists	\$138,175	Interpreters	\$38,804
Chief Legal Officers	\$102,506	Building Superintendents	\$38,127
Directors of Government Relations	\$88,000	Social Workers	\$38,075
Chief Financial Officers	\$74,893	Grant Proposal Writers	\$38,000
Publishers	\$67,810	Training Generalists	\$37,250
Planned Giving Managers	\$66,653	Secretaries to the CEO	\$36,077
Directors of MIS	\$66,653	Physical Therapy Aides	\$35,810
Directors of Marketing	\$60,350	Nutritionists	\$35,546
Directors of Conventions	\$60,000	Client Records Managers	\$34,750
Member Services Director	\$54,591	Food Service Managers	\$32,532
Human Resources Managers	\$50,880	Senior Account Clerks	\$33,525
Marketing Development Managers	\$50,783	Directors of Volunteers	\$32,458
Directors of Public Relations	\$50,327	Payroll Clerks	\$30,996
Directors of Program Services	\$50,259	Gift Shop Managers	\$30,950
Editors (Books & Periodicals)	\$50,000	Outreach Workers	\$25,814
Artistic Directors	\$49,000	Maintenance Workers	\$25,157
Registered Nurses	\$48,855	Clerk-Typists	\$24,758
Directors of Information	\$47,330	Medical Assistants	\$24,136
Sales Managers	\$46,000	Day Care Teachers	\$24,000
Speech Pathologists	\$46,000	Landscaping Services Workers	\$21,825
Curators	\$43,100	Cooks	\$20,800
Field Staff Directors	\$42,000	Activity Specialists	\$19,697
Donor Research Managers	\$40,000	Residential Living Assistants	\$19,615
Special Events Fundraising Managers	\$38,808	Janitors	\$18,944