



**United Way Rock River Valley  
2008-09 Salary Survey**

Director, Major Gifts  
Includes: Grant Writer, Cultivation

Responsible for cultivating foundation support, writes grant proposals, and can be assigned the task of writing the business plan for the Major Gifts Department. In addition, responsible for launching and maintaining a planned giving campaign.

	Number of Organizations	Number of Employees	Annual Cash Compensation					Education Level Reported
			Salary Comparisons					
			Average Salary	Number of Cases	Entry	Median	Experienced	
<b>Salary- All organizations</b>								
Salary All	71	8,540	\$51,238	3	\$39,229	\$39,484	\$75,000	Bachelors
<b>Budget Size</b>								
under \$250,000	9	20						
\$250,000 - 499,999	8	38						
\$500,000 - 999,999	12	110	\$39,229	1	\$39,229	\$39,229	\$39,229	Bachelors
\$1,000,000 - 2,499,999	18	406						
\$2,500,000 - 4,999,999	8	339						
5,000,000 - 9,999,999	6	357	\$75,000	1	\$75,000	\$75,000	\$75,000	Bachelors
\$10,000,000 and above	9	7,270	\$39,484	1	\$39,484	\$39,484	\$39,484	Associates
<b>Field of Service</b>								
Advocacy	7	102						
Aging and Senior Care	7	316						
Alcohol and Drug Abuse								Not Applicable
Arts, Culture, Humanities	4	25						
Basic Material Needs	2	30						
Community Health, Disaster Relief	4	1,830						
Day Care, Early Childhood Education	2	63						
Education, Private Schools, Service Organizations	16	4,711	\$39,357	2	\$39,229	\$39,357	\$39,484	Bachelors
Family and Individual Counseling	5	176						
Foundation								Not Applicable
Institutional, Residential, Housing	3	114						
Emergency Shelter	2	42						
Job Development, Employment Training	2	24						
Legal Services	1	110	\$75,000	1	\$75,000	\$75,000	\$75,000	Bachelors
Mental Health	2	190						
Mental Retardation/Developmental Disability	4	655						



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Professional Service Orgs/Umbrella Orgs	3	70						
Rehabilitation and Vocational Employment	Not Applicable							
Youth Development	6	82						
<b>Number of Employees</b>								
1 to 5	17	47	\$39,229	1	\$39,229	\$39,229	\$39,229	Bachelors
6 to 10	11	94						
11 to 20	11	159						
21 to 30	8	209						
31 to 50	6	219						
51 to 75	3	163						
76 to 100	4	359						
101 to 200	3	467	\$57,242	2	\$39,484	\$57,242	\$75,000	Bachelors
201 to 300	2	447						
301 and over	4	6,376						