

Tallahassee Nonprofit Industry

2015/2016 Comparison Salary Survey

Hiring quality employees is critical to helping your nonprofit grow and thrive. So it's important to make sure you compensate them appropriately—something that's not always easy in an industry of tight budgets.

To help you in this process, we've created this salary guide detailing the average pay rates for 65 nonprofit organizations in the Tallahassee area, broken down by position and by revenue amount. There is also information about percent of expenses these entities spend on salaries and benefits, as well as percent changes in revenues for these organizations, for a truly comprehensive look at the nonprofit salary landscape in your area.

We hope you find this information helpful when making new hires and planning your growth!

AVERAGE SALARIES

Revenue	Executive Director/ CEO Salary	COO/CFO Salary	Program Director/ Department Director Salary	Manager Salary	Specialist/ Coordinator Salary
Under \$250,000	\$44,155	\$68,000	\$30,772	\$15,933	\$32,530
	\$39,829	\$52,000	\$24,431	\$27,483	\$32,530
\$250,000-\$500,000	\$52,187	\$ -	\$40,469	\$32,826	\$28,257
	\$47,816	\$ -	\$39,119	\$30,429	\$23,640
\$500,000-\$1,000,000	\$75,018	\$65,000	\$43,414	\$31,489	\$35,859
	\$71,831	\$63,450	\$40,849	\$30,815	\$33,893
\$1,000,000-\$5,000,000	\$83,755	\$70,611	\$50,222	\$36,385	\$36,661
	\$77,815	\$68,403	\$47,033	\$36,317	\$36,661
Over \$5,000,000	\$133,858	\$80,505	\$95,416	\$49,470	\$37,871
	\$129,119	\$72,840	\$88,781	\$49,277	\$40,539

Key:

 2016

 2015

Total Participants: 65

Data Source: Community Human Service Partnership (CHSP) Applications

COMPENSATION & BENEFITS AS PERCENT OF TOTAL EXPENSES

Revenue	Salaries as % of Expenses	Benefit as % of Expenses	Compensation & Benefits as % of Expense
Under \$250,000	48%	7%	55%
	53%	5%	58%
\$250,000-\$500,000	56%	6%	62%
	57%	7%	64%
\$500,000-\$1,000,000	48%	7%	55%
	48%	8%	56%
\$1,000,000-\$5,000,000	46%	15%	61%
	46%	13%	59%
Over \$5,000,000	17%	5%	21%
	17%	4%	21%

PERCENT CHANGE IN REVENUES (2015-2016)

Revenue	% Change in Total Revenue From Prior Year	% Change in Special Events & Contribution Revenue
Under \$250,000	8%	4%
\$250,000-\$500,000	5%	35%
\$500,000-\$1,000,000	4%	2%
\$1,000,000-\$5,000,000	7%	17%
Over \$5,000,000	3%	28%

Key:

 2016

 2015

Total Participants: 65

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