Association of Fundraising Professionals

Fund-raising News, Research and Information for the Education Sector

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International Journal of Educational Advancement (2007) 7, 165–167.

doi:10.1057/palgrave.ijea.2150058

This new section in the *International Journal of Educational Advancement* is provided by the Association of Fundraising Professionals (AFP). With more than 28,000 members in more than 190 chapters around the world, AFP is uniquely positioned to provide readers with the latest research and information. Drawing on the wealth of expertise of AFP members and volunteer leadership, AFP conducts research on nonprofit fund raising and trends in philanthropy. In this issue, we highlight the results of the *AFP 2007 Compensation and Benefits Study*. Questions or queries should be directed to jobrien@afpnet.org or visit the AFP website at www.afpnet.org.

About the Association of Fundraising Professionals

The Association of Fundraising Professionals (AFP) is an international

membership organization based in the United States that works to advance philanthropy through advocacy, research, education, and certification programs.

For more than 40 years, AFP has been the standard-bearer for professionalism in fund raising. Members sign their adherence to the *AFP Code of Ethical Principles and Standards of Professional Practice* every year when they renew their AFP membership. First adopted in 1964, the *AFP Code*, as it is commonly referred to, provides members with a set of guidelines involving professional fund-raising practices. In addition, a member-driven ethics committee enforces the *AFP Code*, ensuring members are held to the standards set forth in the guidelines. By signing the *AFP Code*, members make a pledge to avoid unethical fund raising or face reprimands, removal from chapter and association activities, and also public expulsion from AFP.

In addition, members are able to take advantage of discounts for AFP conferences and educational courses, and also receive discounts on books

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through the online AFP Bookstore, one of the largest offerings of specialized books on fund raising, volunteerism, and philanthropy.

Membership in AFP also provides a subscription to the bimonthly, award-winning magazine, *Advancing Philanthropy*; free access to the AFP Fundraising Resource Center; the e-newsletters *eWire*, *Kaleidoscope* and *Te Informa*; and access to studies and research conducted by AFP.

For more information, or to join AFP, visit www.afpnet.org.

US Education Sector Salaries Rose in 2006, Executive-Level Salaries Remained Competitive

Twenty-four percent (893) of the 3,748 US respondents to the 2007 *AFP Compensation and Benefits Study* were from the education sector, making that subsector one of the most highly represented in the study. (The other top sectors represented by AFP member respondents included social services and health services.)

The education sector has remained competitive in salary earnings with both the health services and social services fields, with fundraisers in these three sectors being among the top earners in the study. Respondents in education had a mean salary in 2006 of \$72,351, similar to the mean salaries of those in health services (\$72,080) and social services (\$70,491). These salaries remained lower than the compensation in the consulting field, where respondents had a mean salary of \$103,128 in 2006 and a median salary of \$80,000.

The education sector mean salary for 2006 represented a 5.6 percent increase

from 2005. Notably, the median salary of the education sector increased 6.6 percent from 2005 to 2006, a higher rate than the average increase of all sectors' salaries (2.5 percent).

Furthermore, the salaries of executives (chief executive officers and chief development officers) were higher in the education sector than in either the social services or health services sectors. The median salary of CEOs in the US education sector was \$71,261, whereas social services CEOs earned a median salary of \$65,000 and health services CEOs earned a median salary of \$66,000.

Median annual professional income: All US CEO's (US Dollars)

	Educational	Health services	Social services	All
2005	\$75,500.00	\$74,000.00	\$51,000.00	\$60,000.00
2006	\$71,261.00	\$66,000.00	\$65,000.00	\$68,000.00

Chief development officers in the US education sector also were paid more than their counterparts in the other two major sectors. The median salary of a chief development officer in the education sector was \$72,000, whereas the median salary of a chief development officer in health services was \$70,000 and in social services the median salary of chief development officers was \$58,000.

Median annual professional income: All US Chief Development Officers (US Dollars)

	Educational	Health services	Social services	All
2005	\$69,500.00	\$65,750.00	\$58,000.00	\$62,000.00
2006	\$72,000.00	\$70,000.00	\$58,000.00	\$65,000.00

AFP and Stanford University Host Management Institute for Nonprofit Executives

The *Stanford Social Innovation Review* and AFP are partnering for the second year to offer the Nonprofit Management Institute. The two-day program, held in Palo Alto, CA, September 25–26, 2007, will feature programs conducted by the world's

leading experts and professors from the Stanford Graduate School of Business.

The goal of the institute is to strengthen the management skills of nonprofit leaders in order for them to lead more effective nonprofits.

More information on this unique educational event can be found online at www.ssireview.org/events.