

Executive Director

This position is responsible for directing fundraising, community awareness and other initiatives of the Foundation and for promoting support for the Foundation and Hospital in the community. He/she assures funds are raised and utilized in accordance with applicable laws, regulations and donor's wishes. Responsible for the comprehensive development, implementation, administration and evaluation of the Foundation and fundraising efforts, creating campaigns and programs to fund capital needs and service growth, education and capital reserves through annual campaigns, planned giving, endowment campaigns, special events, capital development and community relations. Manages the daily activities of the Foundation, develops and recruits volunteer leaders.

Respondent Profile

Executive Director

		Country
		U.S.
All Respondents		158
Age	Average	52.6
Gender	Male	30.3%
	Female	69.7%
Highest Level of Education	High school diploma	.6%
	Some college	6.4%
	Bachelors	40.1%
	Masters	47.1%
	Doctorate	3.2%
	Other	2.5%
Designations	CFRE	25.9%
	FAHP	.6%
	Other	4.4%
	None	70.3%
Years in Health care Fundraising	Average	12.1
Region	Northeast	13.9%
	South	27.2%
	Midwest	32.9%
	West	25.9%
Staffed Inpatient Beds	Average	318
FTE Professionals	Average	5.1
FTE Clerical/Support Staff	Average	3.7
Years in Position	Average	6.9
People Supervised	Average	4.6
Number of Work Areas	One Area	5.7%
	2-4 Areas	7.6%
	5-6 Areas	16.5%
	7 or More Areas	70.3%

Annual Salary

Executive Director

		Salary as of July 1, 2014					Median % Change 2013-2014
		Number of Respon- dents	Mean	First Quartile 25%	Median 50%	Third Quartile 75%	
Country	U.S.	156	120,661	84,925	110,000	141,922	2.5%
Age	Younger than 40	14	93,514	77,438	85,000	113,750	3.7%
	40 - 49	40	113,042	83,495	108,000	129,175	2.8%
	50 or older	100	128,405	86,500	119,900	155,948	2.4%
Gender	Male	47	148,569	100,000	135,000	178,589	2.4%
	Female	106	108,343	80,000	104,000	125,000	2.6%
Highest Level of Education	High school diploma	1					
	Some college	10	83,339	67,871	77,000	101,250	3.8%
	Bachelors	63	112,371	76,502	103,000	138,000	2.9%
	Masters	72	131,968	100,000	120,000	162,750	2.1%
	Doctorate	5	164,935	97,338	135,000	247,500	2.8%
	Other	4	109,500	94,750	110,000	123,750	1.2%
Designations	CFRE	40	140,078	102,500	121,000	176,500	2.5%
	FAHP	1					
	Other	6	120,667	97,500	105,500	137,750	1.0%
	None	111	113,585	77,500	103,000	134,000	2.7%
Years in Health care Fundraising	Less than 5 years	34	105,325	73,000	93,000	132,000	2.1%
	5 - 9 years	37	108,592	76,128	96,200	120,000	3.5%
	10 years or more	85	132,049	101,000	120,000	156,031	2.5%
Region	Northeast	22	126,158	84,258	114,000	143,767	2.7%
	South	43	131,041	86,000	117,000	145,000	1.2%
	Midwest	50	103,201	76,063	100,000	120,000	3.5%
	West	41	128,118	96,810	125,000	155,896	3.0%
Institution/ Organization	Academic setting	5	169,200	109,500	150,000	238,500	2.9%
	Community institution	109	116,836	84,950	110,000	138,345	2.8%
	Not-for-profit	11	91,455	74,000	94,000	106,000	2.2%
	Public/governmental	12	94,142	60,750	75,629	125,750	2.6%
	Specialty institution	6	140,000	102,500	131,000	177,500	2.0%
	System of institutions	12	171,359	103,250	140,000	251,250	2.2%
	Other institution	1					
Bed Size	200 beds or less	75	97,036	70,000	91,312	118,000	2.5%
	201-399 beds	41	124,450	100,000	120,000	149,000	3.4%
	400 or more beds	35	168,713	125,000	150,000	210,000	2.3%
FTE Staff Development Office	Fewer than 5	82	108,024	81,995	102,500	122,750	2.6%
	5 - 9	34	145,718	108,500	130,500	172,897	2.2%
	10 or more	12	203,208	168,000	186,750	213,750	2.1%
Years in Position	1 year or less	32	114,950	83,125	116,500	130,750	11.7%
	2 - 4 years	44	116,575	83,245	108,500	141,000	2.3%
	5 years or more	80	125,192	84,925	109,500	153,000	2.4%
People Supervised	None	13	79,172	65,495	70,000	94,000	2.1%
	Less than 3	62	97,966	77,063	94,000	115,750	2.8%
	3 - 9	72	140,510	106,250	127,850	166,538	2.4%
	10 or more	9	178,141	128,135	190,000	212,500	2.1%
Number of Work Areas	One Area	9	131,474	94,000	135,000	162,635	2.1%
	2-4 Areas	11	183,155	118,000	177,000	215,000	2.8%
	5-6 Areas	26	115,729	86,375	112,000	143,767	3.6%
	7 or More Areas	110	114,692	82,915	103,500	130,000	2.5%