# **DEVELOPMENT / FUNDRAISING / UNITED ARTS FUND CAMPAIGN**

Staff members who report that their primary role or responsibility most closely matches the **Development / Fundraising / United Arts Fund Campaign** category are typically involved in the implementation of the local arts agency's fundraising strategy. The responsibilities of these positions can include preparation of grant applications, donor identification and management, coordination of annual campaigns and special fundraising events, solicitation of major gifts, and facilitation of planned giving. **Titles** can include development director; UAF campaign director; annual giving manager; fundraising coordinator; and development associate.

### $\downarrow$ FULL-TIME PAID POSITIONS ONLY $\downarrow$

	ALL LOCAL ARTS AGENCIES	AVERAGE 2018 Salary	MEDIAN 2018 Salary	MINIMUM 2018 Salary	MAXIMUM 2018 Salary	Number of Respondents
	All Full-Time Positions	\$60,137	\$58,500	\$23,000	\$121,500	46
	For comparison purposes only:					
	2013 Findings	\$53,035	\$48,750	\$30,000	\$96,500	24
	2001 Findings	\$46,079	\$43,750	\$21,000	\$95,000	56
	Employment Level:					
S	Executive staff	\$51,000	**	\$38,000	\$64,000	2
S	Management staff	\$65,410	\$62,500	\$23,000	\$121,500	31
Z	Program staff	\$53,585	\$49,520	\$30,000	\$100,635	8
AGENCIES	Administrative staff	\$41,576	\$40,000	\$31,000	\$52,000	5
LOCAL ARTS	PUBLIC/GOVERNMENT LAAS ONLY	AVERAGE	MEDIAN	MINIMUM	MAXIMUM	Number of
AR		2018 Salary	2018 Salary	2018 Salary	2018 Salary	Respondents
	All Full-Time Positions	\$87,545	\$93,000	\$69,000	\$100,635	3
5	Executive staff	**	**	**	**	0
2	Management staff	**	\$93,000	**	**	1
ALL	Program staff	\$84,818	**	\$69,000	\$100,635	2
A	Administrative staff	**	**	**	**	0
	PRIVATE/NONPROFIT LAAs ONLY	AVERAGE	MEDIAN	MINIMUM	MAXIMUM	Number of
	PRIVATE/NONPROFIT LAAS ONLY	2018 Salary	2018 Salary	2018 Salary	2018 Salary	Respondents
	All Full-Time Positions	\$58,224	\$56,150	\$23,000	\$121,500	43
	Executive staff	\$51,000	**	\$38,000	\$64,000	2
	Management staff	\$64,491	\$61,250	\$23,000	\$121,500	30
	Program staff	\$43,174	\$42,448	\$30,000	\$57,000	6
	Administrative staff	\$41,576	\$40,000	\$31,000	\$52,000	5

# igspace Part-time paid positions only igspace

	ALL LOCAL ARTS AGENCIES	AVERAGE 2018 Salary	MEDIAN 2018 Salary	MINIMUM 2018 Salary	MAXIMUM 2018 Salary	Number of Respondents
ES	All Part-Time Positions	\$26,733	\$24,000	\$14,040	\$53,625	5
S	For comparison purposes only:					
Ē	2013 Findings	\$35,600	\$30,000	\$12,000	\$80,000	5
ΑĞ	2001 Findings	\$12,690	\$15,704	\$5,000	\$30,000	15
ARTS AGENCIES	Employment Level:					
AR	Executive staff	**	**	**	**	0
	Management staff	**	\$53,625	**	**	1
LOCAL	Program staff	\$18,680	\$18,000	\$14,040	\$24,000	3
2	Administrative staff	**	\$24,000	**	**	1
ALL	Legal Status					
	Public/Government LAAs Only	**	**	**	**	0
	Private/Nonprofit LAAs Only	\$26,733	\$24,000	\$14,040	\$53,625	5

# igspace FULL-TIME PAID POSITIONS at PUBLIC/GOVERNMENT LAAs ONLY igspace

	D 1:: 60 : 4	AVERAGE	MEDIAN	MINIMUM	MAXIMUM	Number of
	Population of Service Area	2018 Salary	2018 Salary	2018 Salary	2018 Salary	Respondents
	Fewer than 30,000 (all)	**	**	**	**	0
	Executive staff	**	**	**	**	0
	Management staff	**	**	**	**	0
	Program staff Administrative staff	**	**	**	**	0
	30,000 to 99,999 (all)	**	**	**	**	0
	Executive staff	**	**	**	**	0
	Management staff	**	**	**	**	0
	Program staff	**	**	**	**	0
	Administrative staff 100,000 to 249,999 (all)	**	**	**	**	0 <b>0</b>
	Executive staff	**	**	**	**	0
	Management staff	**	**	**	**	0
	Program staff	**	**	**	**	0
	Administrative staff 250,000 to 499,999 (all)	**	**	**	**	0 <b>0</b>
	Executive staff	**	**	**	**	0
	Management staff	**	**	**	**	0
	Program staff	**	**	**	**	0
	Administrative staff	**	**	**	**	0
	500,000 to 999,999 (all) Executive staff	**	**	**	**	<b>0</b>
	Management staff	**	**	**	**	0
	Program staff	**	**	**	**	0
	Administrative staff	**	**	**	**	0
Ó	1,000,000 or more (all)	\$87,545 **	\$93,000 **	\$69,000 **	\$100,635 **	3
S	Executive staff Management staff	**	\$93,000	**	**	0 1
<b>₹</b>	Program staff	\$84,818	**	\$69,000	\$100,635	2
	Administrative staff	**	**	**	**	0
2		AVERAGE	MEDIAN	MINIMUM	MAXIMUM	Number of
ME	Operating Budget	2018 Salary	2018 Salary	2018 Salary	2018 Salary	Respondents
Z	Less than \$100,000 (all)	**	**	**	**	0
8	Executive staff	**	**	**	**	0
>	Management staff	**	**	**	**	0
9		at at	. F F.	at at	4.4	_
	Program staff	**	**	**	**	0
$\circ$	Administrative staff				**	0
CIC	•	**	**	**	**	
UBLIC	Administrative staff \$100,000 to \$249,999 (all) Executive staff Management staff	** ** **	** ** **	** ** **	** ** **	0 <b>0</b>
PUBLIC/GOVERNMENT LAAS ONLY	Administrative staff \$100,000 to \$249,999 (all) Executive staff Management staff Program staff	**  **  **  **	** ** ** **	** ** ** **	** ** ** **	0 0 0 0
PUBLIC	Administrative staff \$100,000 to \$249,999 (all) Executive staff Management staff Program staff Administrative staff	** ** **	** ** **	** ** **	** ** **	0 0 0 0 0
PUBLIC	Administrative staff \$100,000 to \$249,999 (all) Executive staff Management staff Program staff Administrative staff \$250,000 to \$499,999 (all)	**  **  **  **  **  **	**  **  **  **  **	**  **  **  **  **	**  **  **  **  **	0 0 0 0 0
PUBLIC	Administrative staff \$100,000 to \$249,999 (all) Executive staff Management staff Program staff Administrative staff	**  **  **  **  **  **	**  **  **  **  **	**  **  **  **  **	**  **  **  **  **	0 0 0 0 0
PUBLIC	Administrative staff  \$100,000 to \$249,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$250,000 to \$499,999 (all)  Executive staff  Management staff  Program staff  Program staff	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	0 0 0 0 0 0 0
PUBLIC	Administrative staff  \$100,000 to \$249,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$250,000 to \$499,999 (all)  Executive staff  Management staff  Program staff  Administrative staff	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	0 0 0 0 0 0 0
DUBLIC	Administrative staff  \$100,000 to \$249,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$250,000 to \$499,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$500,000 to \$999,999 (all)	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	0 0 0 0 0 0 0 0
DUBLIC	Administrative staff  \$100,000 to \$249,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$250,000 to \$499,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$500,000 to \$999,999 (all)  Executive staff  \$500,000 to \$999,999 (all)  Executive staff	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	0 0 0 0 0 0 0
DUBLIC	Administrative staff  \$100,000 to \$249,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$250,000 to \$499,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$500,000 to \$999,999 (all)	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	0 0 0 0 0 0 0 0 0 0
DIBUG	Administrative staff  \$100,000 to \$249,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$250,000 to \$499,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$500,000 to \$999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  Management staff  Program staff  Administrative staff  Administrative staff	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	0 0 0 0 0 0 0 0 0 0 0
PUBLIC	Administrative staff  \$100,000 to \$249,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$250,000 to \$499,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$500,000 to \$999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  Administrative staff  \$1,000,000 to \$4,999,999 (all)	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	0 0 0 0 0 0 0 0 0 0 0 0
PUBLIC	Administrative staff  \$100,000 to \$249,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$250,000 to \$499,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$500,000 to \$999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$1,000,000 to \$4,999,999 (all)  Executive staff  \$1,000,000 to \$4,999,999 (all)  Executive staff	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	0 0 0 0 0 0 0 0 0 0 0
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DIBUIC	Administrative staff  \$100,000 to \$249,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$250,000 to \$499,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$500,000 to \$999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  S100,000 to \$499,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$1,000,000 to \$4,999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  Administrative staff	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
DIBLIC	Administrative staff  \$100,000 to \$249,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$250,000 to \$499,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$500,000 to \$999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  Program staff  Administrative staff  \$1,000,000 to \$4,999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  Program staff  Administrative staff  \$5,000,000 to \$9,999,999 (all)	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
PUBLIC	Administrative staff  \$100,000 to \$249,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$250,000 to \$499,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$500,000 to \$999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  Program staff  Administrative staff  \$1,000,000 to \$49,999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$5,000,000 to \$9,999,999 (all)  Executive staff  \$5,000,000 to \$9,999,999 (all)  Executive staff	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
PUBLIC	Administrative staff  \$100,000 to \$249,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$250,000 to \$499,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$500,000 to \$999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  Program staff  Administrative staff  \$1,000,000 to \$4,999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  Program staff  Administrative staff  \$5,000,000 to \$9,999,999 (all)	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
PUBLIC	Administrative staff  \$100,000 to \$249,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$250,000 to \$499,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$500,000 to \$999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$1,000,000 to \$49,999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$1,000,000 to \$4,999,999 (all)  Executive staff  Administrative staff  \$5,000,000 to \$9,999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  Management staff  Program staff  Administrative staff  Management staff  Program staff  Administrative staff	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
PUBLIC	Administrative staff  \$100,000 to \$249,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$250,000 to \$499,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$500,000 to \$999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$1,000,000 to \$4,999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$1,000,000 to \$4,999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$5,000,000 to \$9,999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$4,000,000 or more (all)	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
PUBLIC	Administrative staff  \$100,000 to \$249,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$250,000 to \$499,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$500,000 to \$999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$1,000,000 to \$4,999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  Management staff  Program staff  Administrative staff  \$5,000,000 to \$9,999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$10,000,000 or more (all)  Executive staff  \$10,000,000 or more (all)  Executive staff	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
PUBLIC	Administrative staff  \$100,000 to \$249,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$250,000 to \$499,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$500,000 to \$999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$1,000,000 to \$4,999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  Management staff  Program staff  Administrative staff  \$5,000,000 to \$9,999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$10,000,000 or more (all)  Executive staff  Management staff  Management staff  Management staff	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
PUBLIC	Administrative staff  \$100,000 to \$249,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$250,000 to \$499,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$500,000 to \$999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$1,000,000 to \$4,999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  Management staff  Program staff  Administrative staff  \$5,000,000 to \$9,999,999 (all)  Executive staff  Management staff  Program staff  Administrative staff  \$10,000,000 or more (all)  Executive staff  \$10,000,000 or more (all)  Executive staff	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	**  **  **  **  **  **  **  **  **  **	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0

Some sample sizes are small and should be used with caution.

# igspace FULL-TIME PAID POSITIONS at PRIVATE/NONPROFIT LAAs ONLY igspace

	Demulation of Comics Avec	AVERAGE	MEDIAN	MINIMUM	MAXIMUM	Number of
	Population of Service Area	2018 Salary	2018 Salary	2018 Salary	2018 Salary	Respondents
	Fewer than 30,000 (all)	\$50,250	\$50,250	\$38,000	\$62,500	4
	Executive staff	**	\$38,000	**	**	1
	Management staff	\$54,333 **	\$60,000 **	\$40,500 **	\$62,500 **	3
	Program staff Administrative staff	**	**	**	**	0
	30,000 to 99,999 (all)	\$42,700	\$38,500	\$23,000	\$60,000	5
	Executive staff	**	**	**	**	0
	Management staff	\$40,500 **	\$38,500	\$23,000	\$60,000	3
	Program staff Administrative staff	**	\$57,000 \$35,000	**	**	1 1
	100,000 to 249,999 (all)	\$74,974	\$78,750	\$65,000	\$81,172	3
	Executive staff	**	**	**	**	0
	Management staff	\$74,974	\$78,750	\$65,000	\$81,172	3
	Program staff	**	**	**	**	0
	Administrative staff 250,000 to 499,999 (all)	\$51,941	\$52,000	\$31,000	\$73,000	0 <b>11</b>
	Executive staff	**	**	**	**	0
	Management staff	\$59,621	\$60,000	\$41,000	\$73,000	7
	Program staff	**	\$31,000	**	**	1
	Administrative staff 500,000 to 999,999 (all)	\$41,000 \$52,413	\$40,000 \$51,835	\$31,000	\$52,000 \$64,000	3
	Executive staff	\$52,413 **	<b>\$51,825</b> \$64,000	\$42,000 **	\$64,000 **	<b>4</b> 1
	Management staff	\$44,750	**	\$42,000	\$47,500	2
	Program staff	**	\$56,150	**	**	1
	Administrative staff	**	**	**	**	0
	1,000,000 or more (all)  Executive staff	\$67,701 **	\$62,500 **	\$30,000 **	\$121,500 **	16 0
S	Management staff	\$76,538	\$68,475	\$44.000	\$121,500	12
<b>≱</b>	Program staff	\$38,298	\$42,005	\$30,000	\$42,890	3
2	Administrative staff	**	\$49,878	**	**	1
	Operating Budget	AVERAGE	MEDIAN	MINIMUM	MAXIMUM	Number of
PRIVATE/NONPROFIT LAAS ONLY	Operating budget	2018 Salary	2018 Salary	2018 Salary	2018 Salary	Respondents
鱼	Less than \$100,000 (all)	**	**	**	**	0
	Executive staff	**	**	**	**	0
Ž	Management staff Program staff	**	**	**	**	0
Ē	Administrative staff	**	**	**	**	0
A	\$100,000 to \$249,999 (all)	**	**	**	**	0
≥	Executive staff	**	**	**	**	0
PR	Management staff	**	**	**	**	0
	Program staff Administrative staff	**	**	**	**	0
	\$250,000 to \$499,999 (all)	\$39,500	**	\$38,000	\$41,000	2
	Executive staff	**	\$0	**	**	1
	Management staff	**	\$41,000 **	**	**	1
	Program staff Administrative staff	**	**	**	**	0
	\$500,000 to \$999,999 (all)	\$47,479	\$47,000	\$23,000	\$70,350	0 <b>7</b>
	Executive staff	**	**	**	**	0
	Management staff	\$47,479	\$47,000	\$23,000	\$70,350	7
	Program staff Administrative staff	**	**	**	**	0
	\$1,000,000 to \$4,999,999 (all)	\$57,535	\$60,000	\$30,000	\$121,500	0 <b>23</b>
	Executive staff	**	\$0	**	**	1
	Management staff	\$65,361	\$62,500	\$38,500	\$121,500	15
	Program staff	\$40,223	\$36,945	\$30,000	\$57,000	4
	Administrative staff \$5,000,000 to \$9,999,999 (all)	\$39,333 <b>\$76,138</b>	\$35,000 <b>\$71,475</b>	\$31,000 <b>\$42,005</b>	\$52,000 <b>\$113,000</b>	3 <b>8</b>
	Executive staff	**	**	**	**	0
	Management staff	\$85,158	\$85,500	\$50,000	\$113,000	6
	. "	4.0.0-0	**	\$42,005	\$56,150	2
	Program staff	\$49,078				
	Administrative staff	**	**	**	**	0
	Administrative staff \$10,000,000 or more (all)					0 <b>3</b> 0
	Administrative staff	\$53,293 ** **	** <b>\$49,878</b> ** \$70,000	\$40,000 ** **	\$70,000 ** **	0 3 0 1
	Administrative staff \$10,000,000 or more (all) Executive staff	** \$53,293 **	** \$49,878 **	** \$40,000 **	** \$70,000 **	0

Some sample sizes are small and should be used with caution.

Source: 2018 Local Arts Agency Salary Survey (data collected during September-October 2018) Copyright 2019 by Americans for the Arts (www.AmericansForTheArts.org).

#### **DEVELOPMENT / FUNDRAISING / UNITED ARTS FUND CAMPAIGN** (continued)

## $\downarrow$ ALL FULL-TIME PAID POSITIONS $\downarrow$

	Geographic Location	AVERAGE	MEDIAN	MINIMUM	MAXIMUM	Number of
		2018 Salary	2018 Salary	2018 Salary	2018 Salary	Respondents
ΗY	New England	**	**	**	**	0
Δ.	Middle Atlantic	\$53,667	\$57,000	\$44,000	\$60,000	3
RA	South Atlantic	\$50,088	\$48,689	\$35,000	\$65,000	10
8	East South Central	\$55,001	\$46,003	\$31,000	\$113,000	6
EOG	East North Central	\$52,260	\$66,950	\$23,000	\$70,350	5
Ä	West South Central	\$78,063	\$72,500	\$41,000	\$121,500	8
9	West North Central	\$52,667	\$60,000	\$38,000	\$60,000	3
	Mountain	\$77,750	**	\$62,500	\$93,000	2
	Pacific	\$63,900	\$69,000	\$30,000	\$100,635	9

	Type of Service Area	AVERAGE	MEDIAN	MINIMUM	MAXIMUM	Number of
Z		2018 Salary	2018 Salary	2018 Salary	2018 Salary	Respondents
<u> </u>	Single city or town	\$60,972	\$57,000	\$31,000	\$110,000	13
EG	Multiple cities	\$58,990	\$50,000	\$38,000	\$93,000	5
<b>~</b>	Single county	\$57,426	\$62,500	\$23,000	\$81,172	13
	Multiple counties (and larger)	\$62,144	\$60,000	\$30,000	\$121,500	15

_	Population Density	AVERAGE	MEDIAN	MINIMUM	MAXIMUM	Number of
Ė	r opulation bensity	2018 Salary	2018 Salary	2018 Salary	2018 Salary	Respondents
NS	Rural	\$43,813	\$40,750	\$23,000	\$62,500	8
DE	Suburban	\$68,500	\$65,000	\$47,500	\$93,000	3
	Urban	\$63,151	\$60,000	\$30,000	\$121,500	35

щ	Number of Paid Staff	AVERAGE 2018 Salary	MEDIAN 2018 Salary	MINIMUM 2018 Salary	MAXIMUM 2018 Salary	Number of Respondents
SIZ	One employee	**	**	**	**	0
Ĭ	Two employees	**	**	**	**	0
4	Three to five employees	\$50,444	\$47,000	\$38,000	\$65,000	9
1	Six to nine employees	\$57,919	\$56,000	\$23,000	\$121,500	8
S	10 to 19 employees	\$63,019	\$60,000	\$35,000	\$113,000	17
	20 employees or more	\$64,801	\$67,975	\$30,000	\$100,635	12

	Number of Years in Position	AVERAGE	MEDIAN	MINIMUM	MAXIMUM	Number of
ш		2018 Salary	2018 Salary	2018 Salary	2018 Salary	Respondents
UR	Fewer than two years	\$56,046	\$48,689	\$30,000	\$110,000	22
Z	Two to four years	\$63,242	\$62,500	\$23,000	\$121,500	17
$\Box$	Five to nine years	\$66,357	\$64,500	\$42,005	\$100,635	6
	10 to 19 years	**	\$60,000	**	**	1
	20 years or more	**	**	**	**	0

ER	Gender Identity	AVERAGE	MEDIAN	MINIMUM	MAXIMUM	Number of
	<b>,</b>	2018 Salary	2018 Salary	2018 Salary	2018 Salary	Respondents
	Female (cisgender)	\$59,072	\$57,000	\$23,000	\$121,500	35
ច	Male (cisgender)	\$66,778	\$64,500	\$30,000	\$110,000	10

	Educational Attainment	AVERAGE	MEDIAN	MINIMUM	MAXIMUM	Number of
	Luucational Attainment	2018 Salary	2018 Salary	2018 Salary	2018 Salary	Respondents
	High school degree (or less)	\$59,500	**	\$47,000	\$72,000	2
Z	2-year college degree (Associate)	**	\$23,000	**	**	1
TIO	4-year college degree (Bachelor's)	\$58,783	\$55,500	\$30,000	\$121,500	22
	Master's degree	\$62,753	\$60,000	\$31,000	\$113,000	20
UCA	Doctoral or other terminal degree	**	**	**	**	0
$  \gtrsim  $	Type of Degree Attained	AVERAGE	MEDIAN	MINIMUM	MAXIMUM	Number of
G	Type of Degree Attained	2018 Salary	2018 Salary	2018 Salary	2018 Salary	Respondents
	Arts management or administration	\$60,600	\$60,000	\$31,000	\$95,000	5
	Other arts-related degree	\$54,627	\$42,890	\$23,000	\$121,500	15
	Non-arts degree	\$62,994	\$62,500	\$30,000	\$113,000	23

## **↓** EMPLOYMENT BENEFITS RECEIVED BY THE RESPONDENTS **↓**

	Full-Time, Paid Respondents	PERCENTAGE	AVERAGE	MINIMUM	MAXIMUM	
S	who received a pay adjustment	Who Received	Most Recent	Most Recent	Most Recent	Number of
Ě	during the past 12 months	Pay Increase	Pay Increase	Pay Increase	Pay Increase	Respondents
鱼	Received ANY increase	67.4%	5.48%	0.0%	20.0%	31
ADJUSTME	Cost of living adjustment	19.6%	3.79%	2.0%	9.0%	9
S	Promotion/new responsibilities	8.7%	12.75%	4.0%	20.0%	4
$\square$	Performance (not promotion)	32.6%	3.82%	1.5%	10.2%	15
$\Box$	Length of service/tenure	4.3%	9.70%	5.5%	13.9%	2
	Government pay scale	2.2%	8.00%	**	**	1
PAY	Pay remained the same	32.6%				15
₹	Received ANY decrease	0.0%				0
	Budget cuts	0.0%				0
	Change in title or responsibilities	0.0%				0

	Type of Benefits Offered (paid respondents only)	LAA Budget Less than	LAA Budget \$250,000 to	LAA Budget \$1,000,000	All
		\$250,000	\$999,999	or More	Respondents
		N = 0	N = 12	N = 39	N = 51
	Performance review and evaluation (past 12 months)	**	50.0%	71.8%	66.7%
S	Medical insurance	**	41.7%	89.7%	78.4%
BENEFITS	Dental insurance	**	16.7%	84.6%	68.6%
	Vision insurance	**	8.3%	66.7%	52.9%
	Life insurance	**	8.3%	48.7%	39.2%
8	Disability insurance	**	8.3%	30.8%	25.5%
	Cash bonus	**	16.7%	28.2%	25.5%
EMPLOYMENT	Retirement savings account	**	8.3%	69.2%	54.9%
Ī	Pre-tax flexible spending account	**	16.7%	33.3%	29.4%
5	Paid time off (e.g., paid vacation, sick, and/or personal days)	**	83.3%	97.4%	94.1%
O.	Average number of days accrued in 2018	**	11.7	22.7	20.4
굽	Paid parental leave	**	0.0%	25.6%	19.6%
5	Flexible scheduling	**	41.7%	46.2%	45.1%
	Telecommuting / working remotely	**	16.7%	28.2%	25.5%
	Tuition reimbursement	**	0.0%	10.3%	7.8%
	Professional development (e.g., conferences, workshops)	**	50.0%	56.4%	54.9%
	Association/professional dues	**	8.3%	28.2%	23.5%
	Health club membership/discount	**	16.7%	10.3%	11.8%
	Free/discounted tickets for cultural activities	**	25.0%	53.8%	47.1%
	None of the above	**	8.3%	0.0%	2.0%

	Level of Satisfaction	Very	Somewhat		Somewhat	Very
	(paid respondents only)	Satisfied	Satisfied	Neutral	Dissatisfied	Dissatisfied
	How satisfied are you with your total cash compensation at your local arts agency?	23.5%	39.2%	17.6%	11.8%	7.8%
SATISFACTION	How satisfied are you with your employment benefits package (e.g., health insurance, paid time off, etc.) at your local arts agency?	37.3%	29.4%	13.7%	9.8%	9.8%
15	Level of Agreement	Strongly	Somewhat		Somewhat	Strongly
Ă	(paid respondents only)	Agree	Agree	Neutral	Disagree	Disagree
S	I have a clear path for job advancement.	9.8%	29.4%	31.4%	23.5%	5.9%
	My job requirements are well defined.	23.5%	43.1%	5.9%	19.6%	7.8%
JOB S/	I am proud to work for my local arts agency.	78.4%	15.7%	2.0%	3.9%	0.0%
	I feel fulfilled performing my work at my local arts agency.	45.1%	43.1%	5.9%	5.9%	0.0%
	I can see how my work affects and/or impacts my community.	64.7%	27.5%	5.9%	2.0%	0.0%
	Likelihood of Remaining Employed in	Arts Industry			I have no idea,	I have no idea,
	(paid respondents only)	-	Yes	No	but I hope so	but I hope not
	Do you anticipate that you will still be working industry five years from today?	g in the arts	47.1%	19.6%	27.5%	5.9%

## **↓** DEMOGRAPHIC CHARACTERISTICS OF THE RESPONDENTS **↓**

	Full-Time	Part-Time	Unpaid	All
Gender Identity	Paid	Paid	Volunteer	Respondents
dender identity	N = 45	N = 5	N = 1	N = 51
Famala / cicgondar / identify with gondar accigned at high	77.8%	80.0%	100.0%	78.4%
Female (cisgender/identify with gender assigned at birth)  Male (cisgender)	22.2%	20.0%	0.0%	21.6%
Transgender	0.0%	0.0%	0.0%	0.0%
Non-binary/third gender/gender fluid	0.0%	0.0%	0.0%	0.0%
I prefer to self identify	0.0%	0.0%	0.0%	0.0%
	Full-Time	Part-Time	Unpaid	All
Race/Ethnicity	Paid	Paid	Volunteer	Respondents
(respondents were allowed to check all that apply)	N = 46	N = 5	N = 1	N = 52
African-American or Black	4.3%	20.0%	**	5.8%
American Indian or Alaska Native or Indigenous or First Nations	0.0%	0.0%	**	0.0%
Arab or Middle Eastern	0.0%	0.0%	**	0.0%
Asian or Asian American	0.0%	20.0%	**	1.9%
Hispanic or Latina/Latino/Latinx	0.0%	0.0%	**	0.0%
Native Hawaiian or Pacific Islander	0.0%	0.0%	**	0.0%
White or Caucasian or European American	93.5%	80.0%	100.0%	92.3%
I prefer to self identify	2.2%	0.0%	**	1.9%
White or Caucasian or European American only	93.5%	60.0%	100.0%	90.4%
All People of Color	6.5%	40.0%	0.0%	9.6%
	Full-Time	Part-Time	Unpaid	All
Age	Paid	Paid	Volunteer	Respondents
	N = 46	N = 5	N = 1	N = 52
10 24				
18 to 24 25 to 34	6.5% 26.1%	0.0% 40.0%	0.0% 100.0%	5.8% 28.8%
35 to 44	32.6%	20.0%	0.0%	30.8%
45 to 54	21.7%	20.0%	0.0%	21.2%
55 to 64	10.9%	0.0%	0.0%	9.6%
65 to 74	2.2%	0.0%	0.0%	1.9%
75 or older	0.0%	20.0%	0.0%	1.9%
		Part-Time	Unpaid	All
	Full-Time	Part-Time	Olipaiu	All
Sexual Orientation	Full-Time Paid	Part-Time	Volunteer	
Sexual Orientation				Respondents
	<b>Paid</b> N = 44	<b>Paid</b> N = 5	Volunteer N = 1	Respondents N = 50
Heterosexual or straight	<b>Paid</b> N = 44 84.1%	Paid N = 5 100.0%	<b>Volunteer</b> N = 1 100.0%	Respondents N = 50 86.0%
Heterosexual or straight Gay or lesbian	Paid N = 44 84.1% 4.5%	Paid N = 5 100.0% 0.0%	Volunteer N = 1 100.0% 0.0%	Respondents N = 50 86.0% 4.0%
Heterosexual or straight	<b>Paid</b> N = 44 84.1%	Paid N = 5 100.0%	<b>Volunteer</b> N = 1 100.0%	Respondents N = 50 86.0%
Heterosexual or straight Gay or lesbian Bisexual	Paid N = 44 84.1% 4.5% 9.1%	Paid N = 5 100.0% 0.0% 0.0%	Volunteer N = 1 100.0% 0.0% 0.0%	Respondents N = 50 86.0% 4.0% 8.0%
Heterosexual or straight Gay or lesbian Bisexual Asexual	Paid N = 44 84.1% 4.5% 9.1% 2.3%	Paid N = 5 100.0% 0.0% 0.0% 0.0%	Volunteer N = 1 100.0% 0.0% 0.0% 0.0% 0.0%	Respondents N = 50 86.0% 4.0% 8.0% 2.0%
Heterosexual or straight Gay or lesbian Bisexual Asexual Pansexual	Paid N = 44 84.1% 4.5% 9.1% 2.3% 0.0%	Paid N = 5 100.0% 0.0% 0.0% 0.0% 0.0% 0.0%	Volunteer N = 1 100.0% 0.0% 0.0% 0.0% 0.0% 0.0%	Respondents N = 50 86.0% 4.0% 8.0% 2.0% 0.0%
Heterosexual or straight Gay or lesbian Bisexual Asexual Pansexual Queer Questioning Same sex attracted	Paid N = 44 84.1% 4.5% 9.1% 2.3% 0.0% 0.0% 0.0% 0.0%	Paid N = 5 100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.	Volunteer N = 1 100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	Respondents N = 50 86.0% 4.0% 8.0% 2.0% 0.0% 0.0% 0.0%
Heterosexual or straight Gay or lesbian Bisexual Asexual Pansexual Queer Questioning	Paid N = 44 84.1% 4.5% 9.1% 2.3% 0.0% 0.0% 0.0%	Paid N = 5 100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.	Volunteer N = 1 100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	Respondents N = 50 86.0% 4.0% 8.0% 2.0% 0.0% 0.0% 0.0%
Heterosexual or straight Gay or lesbian Bisexual Asexual Pansexual Queer Questioning Same sex attracted I prefer to self identify	Paid N = 44 84.1% 4.5% 9.1% 2.3% 0.0% 0.0% 0.0% 0.0%	Paid N = 5 100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.	Volunteer N = 1 100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	Respondents N = 50 86.0% 4.0% 8.0% 2.0% 0.0% 0.0% 0.0%
Heterosexual or straight Gay or lesbian Bisexual Asexual Pansexual Queer Questioning Same sex attracted	Paid N = 44 84.1% 4.5% 9.1% 2.3% 0.0% 0.0% 0.0% 0.0%	Paid N = 5  100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	Volunteer N = 1 100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	Respondents N = 50 86.0% 4.0% 8.0% 2.0% 0.0% 0.0% 0.0% 0.0%
Heterosexual or straight Gay or lesbian Bisexual Asexual Pansexual Queer Questioning Same sex attracted I prefer to self identify	Paid N = 44 84.1% 4.5% 9.1% 2.3% 0.0% 0.0% 0.0% Full-Time	Paid N = 5  100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	Volunteer N = 1 100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	Respondents N = 50 86.0% 4.0% 8.0% 2.0% 0.0% 0.0% 0.0% 0.0%
Heterosexual or straight Gay or lesbian Bisexual Asexual Pansexual Queer Questioning Same sex attracted I prefer to self identify  Educational Attainment	Paid N = 44 84.1% 4.5% 9.1% 2.3% 0.0% 0.0% 0.0% Full-Time Paid N = 45	Paid N = 5  100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% Part-Time Paid N = 5	Volunteer N = 1 100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% Unpaid Volunteer N = 1	Respondents N = 50 86.0% 4.0% 8.0% 2.0% 0.0% 0.0% 0.0% All Respondents N = 51
Heterosexual or straight Gay or lesbian Bisexual Asexual Pansexual Queer Questioning Same sex attracted I prefer to self identify  Educational Attainment  High school or less	Paid N = 44 84.1% 4.5% 9.1% 2.3% 0.0% 0.0% 0.0% 0.0% Full-Time Paid N = 45	Paid N = 5 100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.	Volunteer N = 1 100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	Respondents N = 50 86.0% 4.0% 8.0% 2.0% 0.0% 0.0% 0.0% All Respondents N = 51 3.9%
Heterosexual or straight Gay or lesbian Bisexual Asexual Pansexual Queer Questioning Same sex attracted I prefer to self identify  Educational Attainment	Paid N = 44 84.1% 4.5% 9.1% 2.3% 0.0% 0.0% 0.0% Full-Time Paid N = 45	Paid N = 5  100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% Part-Time Paid N = 5	Volunteer N = 1 100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% Unpaid Volunteer N = 1	Respondents N = 50 86.0% 4.0% 8.0% 2.0% 0.0% 0.0% 0.0% All Respondents N = 51
Heterosexual or straight Gay or lesbian Bisexual Asexual Pansexual Queer Questioning Same sex attracted I prefer to self identify  Educational Attainment  High school or less Associate degree (junior college) or vocational degree/license Bachelor's degree Master's degree	Paid N = 44 84.1% 4.5% 9.1% 2.3% 0.0% 0.0% 0.0% Full-Time Paid N = 45 4.4% 2.2%	Paid N = 5 100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.	Volunteer N = 1 100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	Respondents N = 50 86.0% 4.0% 8.0% 2.0% 0.0% 0.0% 0.0% All Respondents N = 51 3.9% 2.0%
Heterosexual or straight Gay or lesbian Bisexual Asexual Pansexual Queer Questioning Same sex attracted I prefer to self identify  Educational Attainment  High school or less Associate degree (junior college) or vocational degree/license Bachelor's degree	Paid N = 44 84.1% 4.5% 9.1% 2.3% 0.0% 0.0% 0.0%  Full-Time Paid N = 45 4.4% 2.2% 48.9%	Paid N = 5 100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.	Volunteer     N = 1     100.0%     0.0%	Respondents N = 50 86.0% 4.0% 8.0% 2.0% 0.0% 0.0% 0.0% 4.0% 0.0% 0.0% 0.0% 0
Heterosexual or straight Gay or lesbian Bisexual Asexual Pansexual Queer Questioning Same sex attracted I prefer to self identify  Educational Attainment  High school or less Associate degree (junior college) or vocational degree/license Bachelor's degree Master's degree	Paid N = 44 84.1% 4.5% 9.1% 2.3% 0.0% 0.0% 0.0% 0.0% Full-Time Paid N = 45 4.4% 2.2% 48.9% 44.4%	Paid N = 5  100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	Volunteer     N = 1     100.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     10.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%	Respondents N = 50 86.0% 4.0% 8.0% 2.0% 0.0% 0.0% 0.0% 4.0% 2.0% 49.0% 45.1%
Heterosexual or straight Gay or lesbian Bisexual Asexual Pansexual Queer Questioning Same sex attracted I prefer to self identify  Educational Attainment  High school or less Associate degree (junior college) or vocational degree/license Bachelor's degree Master's degree Doctoral or other terminal degree	Paid N = 44 84.1% 4.5% 9.1% 2.3% 0.0% 0.0% 0.0% 0.0%  Full-Time Paid N = 45 4.4% 2.2% 48.9% 44.4% 0.0%	Paid N = 5 100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.	Volunteer     N = 1     100.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     100.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%	Respondents N = 50 86.0% 4.0% 8.0% 2.0% 0.0% 0.0% 0.0%  8.0% 0.0% 0.0% 0.0%
Heterosexual or straight Gay or lesbian Bisexual Asexual Pansexual Queer Questioning Same sex attracted I prefer to self identify  Educational Attainment  High school or less Associate degree (junior college) or vocational degree/license Bachelor's degree Master's degree	Paid N = 44  84.1% 4.5% 9.1% 2.3% 0.0% 0.0% 0.0% 0.0% Full-Time Paid N = 45 4.4% 2.2% 48.9% 44.4% 0.0%  Full-Time Paid	Paid N = 5  100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	Volunteer     N = 1     100.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     100.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%	Respondents N = 50 86.0% 4.0% 8.0% 2.0% 0.0% 0.0% 0.0%  8.0% 0.0% 0.0% 0.0%
Heterosexual or straight Gay or lesbian Bisexual Asexual Pansexual Queer Questioning Same sex attracted I prefer to self identify  Educational Attainment  High school or less Associate degree (junior college) or vocational degree/license Bachelor's degree Master's degree Doctoral or other terminal degree  Type of Degree Attained	Paid N = 44  84.1% 4.5% 9.1% 2.3% 0.0% 0.0% 0.0% 0.0%  Full-Time Paid N = 45 4.4% 2.2% 48.9% 44.4% 0.0%  Full-Time Paid N = 43	Paid N = 5  100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	Volunteer     N = 1     100.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     100.0%     100.0%     100.0%     Unpaid Volunteer     N = 1     0.0%     100.0%     100.0%     0.0%	Respondents N = 50 86.0% 4.0% 8.0% 2.0% 0.0% 0.0% 0.0% 0.0%  8.0% 0.0% 0.0%
Heterosexual or straight Gay or lesbian Bisexual Asexual Pansexual Queer Questioning Same sex attracted I prefer to self identify  Educational Attainment  High school or less Associate degree (junior college) or vocational degree/license Bachelor's degree Master's degree Doctoral or other terminal degree  Type of Degree Attained  Arts management or administration	Paid N = 44 84.1% 4.5% 9.1% 2.3% 0.0% 0.0% 0.0% 0.0% Full-Time Paid N = 45 4.4% 2.2% 48.9% 44.4% 0.0% Full-Time Paid N = 43 11.6%	Paid N = 5  100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	Volunteer     N = 1     100.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     100.0%     0.0%     100.0%     Unpaid Volunteer     N = 1     0.0%     0.0%     100.0%     0.0%     100.0%     0.0%	Respondents N = 50 86.0% 4.0% 8.0% 2.0% 0.0% 0.0% 0.0% 0.0%  8.0% 0.0% 0.0%
Heterosexual or straight Gay or lesbian Bisexual Asexual Pansexual Queer Questioning Same sex attracted I prefer to self identify  Educational Attainment  High school or less Associate degree (junior college) or vocational degree/license Bachelor's degree Master's degree Doctoral or other terminal degree  Type of Degree Attained	Paid N = 44  84.1% 4.5% 9.1% 2.3% 0.0% 0.0% 0.0% 0.0%  Full-Time Paid N = 45 4.4% 2.2% 48.9% 44.4% 0.0%  Full-Time Paid N = 43	Paid N = 5  100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	Volunteer     N = 1     100.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     0.0%     100.0%     100.0%     100.0%     Unpaid Volunteer     N = 1     0.0%     100.0%     100.0%     0.0%	Respondents N = 50 86.0% 4.0% 8.0% 2.0% 0.0% 0.0% 0.0% 0.0%  8.0% 0.0% 0.0%

#### **DEVELOPMENT / FUNDRAISING / UNITED ARTS FUND CAMPAIGN** (continued)

## **↓** DEMOGRAPHIC CHARACTERISTICS OF THE RESPONDENTS **↓**

4.0% 0.0% 4.0% 96.0%
ΔII
Respondents N = 51
0.0% 0.0% 100.0%
All Respondents N = 51
68.6% 11.8% 2.0%
0.0% 13.7% 0.0% 2.0% 2.0%

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