



2018 FOUNDATION EXECUTIVE COMPENSATION REPORT

Conducted by: **TOTAL COMPENSATION SOLUTIONS, LLC**

Total Compensation Solutions is pleased to announce the availability of the 2018 Foundation Executive Compensation Report. This report covers 22 executive and director-level positions found in a sample of 798 foundations. The data in this report was collected from the latest 990 forms for the foundations. For many organizations, this report has the potential to be a primary data source on executive compensation for foundations in the United States and it includes the following information:

COMPENSATION DATA PROVIDED (WHEN AVAILABLE)

- Annual Base Salary (Avg., 25th, 50th, 75th)
- Annual Bonus Paid (Avg., 25th, 50th, 75th)
- Total Cash Compensation (Avg., 25th, 50th, 75th)
- Total Remuneration (Avg., 25th, 50th, 75th)
- Retirement, Non-taxable Benefits & Other Income (Avg., 25th, 50th, 75th)
- Six Revenue Cuts
- Six Assets Cuts
- Five Regional Cuts
- Three Cost-of-Labor Cuts (High/Medium/Low)
- Seven Major Metro Area Cuts (for eight select job titles)

JOB TITLES INCLUDED

Chief Executive Officer/Executive Director
Chief Operation Officer/Dep. Executive Director
Director of Communications
Top Legal Executive/General Counsel
Top Human Resources Executive
Human Resources Director
Top Administrative Executive
Chief Financial Officer
Controller
Treasurer
Assistant Treasurer
VP, Finance & Administration
Chief Investment Officer
Top Development Executive
Top Grant Administration Executive
Director of Planned Giving
Major Gifts Manager
Top Information Systems Executive
Top Marketing Executive
Top Program Executive
Program Director
Headmaster / Head of School

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REPORT SUBSCRIBER ORDER FORM

The 2018 Foundation Executive Compensation Report is currently available. Please complete the required information and return this form via fax, mail or email: tbailey@total-comp.com
Fax 914-730-7303

EMPLOYMENT	SURVEY FEE	INVOICING PROCEDURE
Foundations <input type="checkbox"/>	\$395	Send Bill <input type="checkbox"/> Purchase Order # _____
Consulting Firms (Single Office) <input type="checkbox"/>	\$1,200	Check Enclosed <input type="checkbox"/>
Consulting Firms (Multiple Locations) <input type="checkbox"/>	\$3,000	Credit Card: Visa, Master Card <input type="checkbox"/> or American Express – (TCS will send a link by email)

**Note: Refunds will not be granted on PDF purchases.

INDIVIDUAL TO RECEIVE SURVEY REPORT:

NAME: _____

TITLE: _____

ORGANIZATION: _____

ADDRESS: _____

CITY/STATE/ZIP: _____

TELEPHONE: _____

FAX NUMBER: _____

e-Mail _____

SIGNATURE: _____ **DATE:** _____

Please complete and return this form to:

Total Compensation Solutions, LLC

Attn: Tom Bailey

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Armonk, NY 10504

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