

## 2026 Development/Fundraising Staff Compensation Survey

**Conducted by: Total Compensation Solutions, LLC**

Total Compensation Solutions, LLC is pleased to publish the 2026 Development/Fundraising Staff Compensation Survey. This study contains data from over 70 organizations and covers 47 positions found in healthcare, academia, and nonprofit health research organizations.

### Compensation Data Provided (When Available)

Annual Base Salary (Avg, 25th, 50th, 75th)	Salary Ranges
Actual Bonus Paid (Avg, 25th, 50th, 75th)	Sign-on Bonuses
Total Compensation (Avg, 25th, 50th, 75th)	Retention Bonuses

### Positions Included by Department (Please Call for Complete List)

<i><b>Executive</b></i>	<i><b>Grants</b></i>
Chair/Top Development Executive	Director, Grants
Vice Chair/2nd Level Development Executive	Grant Accountant
Associate Chair	Grant Accountant, Senior
Director, Regional/Location Foundation	Grant Specialist
	Manager, Grants Development
	Manager, Post-Award Grants
<i><b>Corporate</b></i>	
Corporate & Foundations Relations Officer	
Corporate & Foundations Relations Officer, Senior	<i><b>International Relations</b></i>
Director, Corporate & Foundations Relations	International Major Gifts Officer
	International Major Gifts Officer, Senior
	International Principal Gifts Officer
	International Principal Gifts Officer, Senior
<i><b>Development</b></i>	
Development Associate	
Development Officer	
Development Officer, Senior	<i><b>Major and Principal Gifts</b></i>
Director, Development Program(s)	Major Gifts Officer
Director, Regional Development	Major Gifts Officer, Senior
Development Data Warehouse System Admin	Principal Gifts Officer
Development Systems & Security Administrator	Principal Gifts Officer, Senior
Director, Development Technology Services	
	<i><b>Prospect Management &amp; Research</b></i>
	Assistant Director, Prospect Management
	Assistant Director, Prospect Research
<i><b>Donor Relations</b></i>	Director, Prospect Management & Research
Director, Donor Relations	Prospect Management Specialist
Donor Relations Officer	Prospect Management Specialist, Senior
	Prospect Researcher
	Prospect Researcher, Senior
<i><b>Events</b></i>	
Director, Development Events	
Events Specialist	
Manager, Development Events	
	<i><b>Development Communications</b></i>
	Director of Development Communications
<i><b>Gift Planning</b></i>	Development Writer
Director, Gift Planning	Development Writer, Senior
Gift Planning Officer	
Gift Planning Officer, Senior	

## 2026 Development/Fundraising Staff Compensation Survey

Conducted by: Total Compensation Solutions, LLC

### Order Form

The 2026 Development/Fundraising Staff Compensation Survey is currently available. Please complete the required information and return this form by email to:  
mstokes@total-comp.com or downen@total-comp.com

Organization Type	Survey Cost	Invoicing Procedure
Non-Participant <input type="checkbox"/>	\$315.00	Send Bill <input type="checkbox"/> ACH Payment <input type="checkbox"/> Credit Card <input type="checkbox"/>

***There will be a 3.5% surcharge added to the price of the survey if paying by credit card.***

***TCS will send you a link from Chase Bank.***

***Survey format is a PDF and there are no refunds after receiving it.***

Individual to Receive Survey Report:

Name:

Title:

Organization:

Address:

City:  State:  Zipcode:

Telephone:

E-Mail:

Signature:  Date:

**Please complete this form and return to:**

Matt Stokes - mstokes@total-comp.com

David Owen - downen@total-comp.com

Total Compensation Solutions, LLC

200 Business Park Drive

Armonk, NY 10504

Phone - (914)730-7300

[www.total-comp.com](http://www.total-comp.com)