2021 SALARY SURVEY
CONSULTANTS AND EMPLOYEES

Grant Professionals of the Lower Hudson
https://gplh.org/
CONSULTANT RESULTS
CONSULTANT RESULTS

Years writing grants

- <5 years: 20.0%
- 6 to 10 years: 20.0%
- 11 to 15 years: 0.0%
- 16 to 20 years: 6.7%
- > 20 years: 53.3%

Years operating a consulting firm

- <5 years: 46.7%
- 6 to 10 years: 13.3%
- 11 to 15 years: 6.7%
- 16 to 20 years: 13.3%
- > 20 years: 20.0%
### Hourly rate

- **Private sector**
  - Average: $88.00
  - Range: $75.00 to $120.00

- **Federal grants**
  - Average: $95.00
  - Range: $75.00 to $150.00

### How do you charge for your services?

<table>
<thead>
<tr>
<th>Method</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hourly</td>
<td>86.7%</td>
</tr>
<tr>
<td>Monthly retainer with flexible limit</td>
<td>33.3%</td>
</tr>
<tr>
<td>Per project</td>
<td>33.3%</td>
</tr>
<tr>
<td>Monthly retainer with hour limit</td>
<td>20.0%</td>
</tr>
<tr>
<td>Annual rate with hour/project limit</td>
<td>13.3%</td>
</tr>
<tr>
<td>Package</td>
<td>6.7%</td>
</tr>
<tr>
<td>Other</td>
<td>20.0%</td>
</tr>
</tbody>
</table>
CONSULTANT RESULTS

Grant-related services provided

Other services provided

<table>
<thead>
<tr>
<th>Service Type</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grant writing</td>
<td>93.3%</td>
</tr>
<tr>
<td>Initial grant planning</td>
<td>80.0%</td>
</tr>
<tr>
<td>Grant management</td>
<td>80.0%</td>
</tr>
<tr>
<td>Grant research</td>
<td>73.3%</td>
</tr>
<tr>
<td>Grant reports</td>
<td>73.3%</td>
</tr>
<tr>
<td>Evaluation services</td>
<td>53.3%</td>
</tr>
<tr>
<td>Project development</td>
<td>46.7%</td>
</tr>
<tr>
<td>Other</td>
<td>20.0%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Service Type</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nonprofit consulting</td>
<td>66.7%</td>
</tr>
<tr>
<td>Development services</td>
<td>60.0%</td>
</tr>
<tr>
<td>Marketing</td>
<td>46.7%</td>
</tr>
<tr>
<td>Public relations</td>
<td>33.3%</td>
</tr>
<tr>
<td>Special Events</td>
<td>20.0%</td>
</tr>
<tr>
<td>Capital campaigns</td>
<td>13.3%</td>
</tr>
<tr>
<td>Advertising</td>
<td>6.7%</td>
</tr>
<tr>
<td>Planned Giving</td>
<td>6.7%</td>
</tr>
<tr>
<td>Other</td>
<td>26.7%</td>
</tr>
</tbody>
</table>
CONSULTANT RESULTS

**Used GPLH job bank to secure gigs**
(see last slide)

- Yes: 40.0%
- No: 60.0%

**Hire subcontractors**

- Yes: 20.0%
- No: 80.0%
ORGANIZATIONAL EMPLOYEE RESULTS
ORGANIZATIONAL EMPLOYEES RESULTS

**Job titles**
- Grants Manager: 31.8%
- Grant Writer: 4.6%
- Director of Foundation & Corporate Giving: 4.6%
- Director of Institutional Giving: 4.6%
- Other: 54.5%
  - Director of Grants; Chair, Grants; Communications Specialist; Director, Fund Development; Chief Development Officer; Director of Development; Executive Director; Grant Development Director & Organizational Trainer; Chief of Planning; Chief of Planning, Research & Staff Development

**Years writing grants**
- < 5: 27.3%
- 6 to 10: 22.7%
- 11 to 15: 31.8%
- 16 to 20: 0.0%
- > 20: 18.2%
Primary tasks

- Grant writing: 100.0%
- Grant research: 95.5%
- Initial grant plans: 90.9%
- Grant reports: 86.4%
- Grant management: 81.8%
- Project development: 54.5%
- Evaluation services: 41.0%
- Other: 18.2%

Other functions performed

- Nonprofit consulting: 66.7%
- Marketing: 53.3%
- Special Events: 53.0%
- Development services: 47.0%
- Planned giving: 35.3%
- Public relations: 35.3%
- Advertising: 29.4%
- Volunteer management: 17.7%
- Capital campaigns: 13.3%
- Other: 23.5%
ORGANIZATIONAL EMPLOYEE RESULTS

Full-time/Part-time
- Full-time: 77.3%
- Part-time: 22.7%

Receive benefits
- Yes: 81.8%
- No: 18.2%
ORGANIZATIONAL EMPLOYEE RESULTS

Full-time: Annual salaries

- **Executive**
  - Range: $90,000 to $159,000
  - Average: $124,500

- **Grant Professional**
  - Range: $50,000 to $87,500
  - Average: $71,200

Full-time: Hours worked per week

AVERAGE: 45 hours per week
Part-time: earnings
- Annual average: $60,582
- Hourly average: $30.00

Part-time: Hours worked per week

AVERAGE: 20 hours per week
Used GPLH job bank to secure job or gig

- Yes: 13.7%
- No: 86.3%

Organizations hiring consultants or employees through GPLH job bank:

- BluePath Service Dogs, Careers Support Solutions, Greenburgh Nature Center, Kingsbridge Heights Community Center, Lifting Up Westchester, Sister to Sister International, Westchester Medical Center
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