## 2018 Local Arts Agency Salary Report

 GRANTS / GRANTMAKING / COMMUNITY INVESTMENTStaff members who report that their primary role or responsibility most closely matches the Grants / Grantmaking / Community Investment category are typically involved in the process through which financial support is awarded to eligible organizations and/or individual artists in the community served by the local arts agency. The responsibilities of these positions can include oversight of allocations and distributions, delivery of technical assistance to the applicants, and organization of panel reviews and reporting. Titles can include director of grants; grants manager; contract administrator; and community investment manager.

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

|  | ALL LOCAL ARTS AGENCIES | AVERAGE 2018 Salary | $\begin{array}{r} \text { MEDIAN } \\ 2018 \text { Salary } \end{array}$ | MINIMUM 2018 Salary | MAXIMUM 2018 Salary | Number of Respondents |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | All Full-Time Positions | \$60,396 | \$57,000 | \$26,600 | \$115,000 | 71 |
|  | For comparison purposes only: |  |  |  |  |  |
|  | 2013 Findings | \$53,829 | \$54,704 | \$24,000 | \$90,000 | 37 |
|  | 2001 Findings | \$41,257 | \$36,000 | \$17,640 | \$92,000 | 61 |
|  | Employment Level: |  |  |  |  |  |
|  | Executive staff | ** | \$65,000 | ** | ** | 1 |
|  | Management staff | \$68,237 | \$66,222 | \$36,500 | \$115,000 | 32 |
|  | Program staff | \$53,957 | \$55,300 | \$26,600 | \$90,000 | 34 |
|  | Administrative staff | \$51,250 | \$50,000 | \$35,000 | \$70,000 | 4 |
|  | PUBLIC/GOVERNMENT LAAs ONLY | AVERAGE 2018 Salary | MEDIAN 2018 Salary | MINIMUM 2018 Salary | MAXIMUM 2018 Salary | Number of Respondents |
|  | All Full-Time Positions | \$64,378 | \$60,000 | \$35,000 | \$107,000 | 35 |
|  | Executive staff | ** | ** | ** | ** | 0 |
|  | Management staff | \$70,526 | \$66,000 | \$45,000 | \$107,000 | 13 |
|  | Program staff | \$62,704 | \$60,000 | \$44,000 | \$90,000 | 19 |
|  | Administrative staff | \$48,333 | \$40,000 | \$35,000 | \$70,000 | 3 |
|  | PRIVATE/NONPROFIT LAAs ONLY | AVERAGE 2018 Salary | MEDIAN 2018 Salary | MINIMUM 2018 Salary | MAXIMUM 2018 Salary | Number of Respondents |
|  | All Full-Time Positions | \$56,526 | \$54,500 | \$26,600 | \$115,000 | 36 |
|  | Executive staff | ** | \$0 | ** | ** | 1 |
|  | Management staff | \$66,672 | \$66,917 | \$36,500 | \$115,000 | 19 |
|  | Program staff | \$42,878 | \$42,000 | \$26,600 | \$70,000 | 15 |
|  | Administrative staff | ** | \$60,000 | ** | ** | 1 |

PART-TIME PAID POSITIONS ONLY $\downarrow$

|  | ALL LOCAL ARTS AGENCIES | AVERAGE 2018 Salary | $\begin{array}{r} \text { MEDIAN } \\ 2018 \text { Salary } \end{array}$ | MINIMUM 2018 Salary | MAXIMUM 2018 Salary | Number of Respondents |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | All Part-Time Positions | \$41,242 | \$51,200 | \$16,000 | \$56,526 | 3 |
|  | For comparison purposes only: |  |  |  |  |  |
|  | 2013 Findings | \$20,833 | \$23,000 | \$11,500 | \$28,000 | 3 |
|  | 2001 Findings | \$16,067 | \$21,526 | \$10,000 | \$32,500 | 11 |
|  | Employment Level: |  |  |  |  |  |
|  | Executive staff | ** | ** | ** | ** | 0 |
|  | Management staff | ** | \$56,526 | ** | ** | 1 |
|  | Program staff | \$33,600 | ** | \$16,000 | \$51,200 | 2 |
|  | Administrative staff | ** | ** | ** | ** | 0 |
|  | Legal Status |  |  |  |  |  |
|  | Public/Government LAAs Only | \$33,600 | ** | \$16,000 | \$51,200 | 2 |
|  | Private/Nonprofit LAAs Only | ** | \$56,526 | ** | ** | 1 |

## $\downarrow$ FULL-TIME PAID POSITIONS at PUBLIC/GOVERNMENT LAAs ONLY



FULL-TIME PAID POSITIONS at PRIVATE/NONPROFIT LAAs ONLY


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

| $\begin{aligned} & \frac{z}{4} \\ & \frac{1}{2} \\ & \frac{c}{4} \\ & 0 \\ & 0 \\ & \mathbf{U} \end{aligned}$ | Geographic Location | AVERAGE 2018 Salary | $\begin{array}{r} \text { MEDIAN } \\ 2018 \text { Salary } \end{array}$ | MINIMUM 2018 Salary | MAXIMUM 2018 Salary | Number of Respondents |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | New England | ** | ** | ** | ** | 0 |
|  | Middle Atlantic | \$50,361 | \$46,000 | \$36,750 | \$76,500 | 9 |
|  | South Atlantic | \$56,164 | \$56,500 | \$26,600 | \$115,000 | 22 |
|  | East South Central | \$54,470 | \$60,850 | \$27,500 | \$65,000 | 5 |
|  | East North Central | \$60,678 | \$55,500 | \$35,000 | \$86,000 | 9 |
|  | West South Central | \$58,039 | \$56,500 | \$42,000 | \$77,000 | 7 |
|  | West North Central | \$51,831 | ** | \$48,000 | \$55,661 | 2 |
|  | Mountain | \$54,600 | \$58,000 | \$40,000 | \$66,000 | 5 |
|  | Pacific | \$83,158 | \$89,000 | \$48,880 | \$107,000 | 12 |
|  | Type of Service Area | AVERAGE 2018 Salary | MEDIAN 2018 Salary | $\begin{aligned} & \text { MINIMUM } \\ & 2018 \text { Salary } \end{aligned}$ | MAXIMUM 2018 Salary | Number of Respondents |
|  | Single city or town | \$60,559 | \$57,939 | \$27,500 | \$105,000 | 30 |
|  | Multiple cities | \$62,333 | \$56,500 | \$40,000 | \$90,500 | 3 |
|  | Single county | \$63,524 | \$60,000 | \$35,000 | \$115,000 | 23 |
|  | Multiple counties (and larger) | \$54,888 | \$48,880 | \$26,600 | \$89,000 | 15 |
| $\frac{z}{\frac{2}{n}}$ | Population Density | AVERAGE 2018 Salary | MEDIAN 2018 Salary | MINIMUM 2018 Salary | MAXIMUM 2018 Salary | Number of Respondents |
|  | Rural | \$45,652 | \$48,000 | \$26,600 | \$55,661 | 5 |
|  | Suburban | \$42,484 | \$36,700 | \$29,218 | \$70,000 | 5 |
|  | Urban | \$63,073 | \$60,000 | \$27,500 | \$115,000 | 61 |
| $\begin{aligned} & \text { N } \\ & \stackrel{1}{n} \\ & \frac{4}{4} \\ & \text { 号 } \end{aligned}$ | Number of Paid Staff | AVERAGE 2018 Salary | $\begin{aligned} & \text { MEDIAN } \\ & 2018 \text { Salary } \end{aligned}$ | MINIMUM 2018 Salary | MAXIMUM 2018 Salary | Number of Respondents |
|  | One employee | ** | \$55,661 | ** | ** | 1 |
|  | Two employees | *** | \$52,000 | ** | ** | 1 |
|  | Three to five employees | \$59,431 | \$53,000 | \$40,000 | \$105,000 | 8 |
|  | Six to nine employees | \$52,495 | \$54,500 | \$35,000 | \$70,343 | 12 |
|  | 10 to 19 employees | \$51,865 | \$54,000 | \$26,600 | \$85,000 | 21 |
|  | 20 employees or more | \$72,072 | \$70,000 | \$36,750 | \$115,000 | 27 |
| $\begin{aligned} & \underset{\sim}{c} \\ & \stackrel{2}{2} \\ & \underset{\sim}{r} \end{aligned}$ | Number of Years in Position | AVERAGE 2018 Salary | MEDIAN 2018 Salary | MINIMUM 2018 Salary | MAXIMUM 2018 Salary | Number of Respondents |
|  | Fewer than two years | \$53,498 | \$53,500 | \$27,500 | \$89,000 | 32 |
|  | Two to four years | \$66,940 | \$57,000 | \$36,750 | \$115,000 | 21 |
|  | Five to nine years | \$63,323 | \$64,000 | \$26,600 | \$104,516 | 13 |
|  | 10 to 19 years | \$72,693 | \$69,000 | \$47,771 | \$105,000 | 4 |
|  | 20 years or more | ** | \$56,500 | ** | ** | 1 |
|  | Gender Identity | AVERAGE 2018 Salary | MEDIAN 2018 Salary | MINIMUM 2018 Salary | MAXIMUM 2018 Salary | Number of Respondents |
|  | Female (cisgender) | \$61,776 | \$57,939 | \$26,600 | \$115,000 | 54 |
|  | Male (cisgender) | \$56,459 | \$55,550 | \$29,218 | \$105,000 | 16 |
| $\begin{aligned} & z \\ & \frac{2}{1} \\ & \frac{4}{4} \\ & \frac{2}{2} \end{aligned}$ | Educational Attainment | AVERAGE 2018 Salary | $\begin{aligned} & \text { MEDIAN } \\ & 2018 \text { Salary } \end{aligned}$ | MINIMUM 2018 Salary | MAXIMUM 2018 Salary | Number of Respondents |
|  | High school degree (or less) | \$57,037 | \$57,189 | \$47,771 | \$66,000 | 4 |
|  | 2-year college degree (Associate) | \$61,000 | ** | \$52,000 | \$70,000 | 2 |
|  | 4 -year college degree (Bachelor's) | \$59,443 | \$55,300 | \$27,500 | \$105,000 | 32 |
|  | Master's degree | \$62,028 | \$60,000 | \$26,600 | \$115,000 | 29 |
|  | Doctoral or other terminal degree | \$59,250 | \$57,000 | \$42,000 | \$81,000 | 4 |
|  | Type of Degree Attained | AVERAGE 2018 Salary | MEDIAN 2018 Salary | MINIMUM <br> 2018 Salary | MAXIMUM 2018 Salary | Number of Respondents |
|  | Arts management or administration | \$52,950 | \$44,000 | \$36,750 | \$86,000 | 5 |
|  | Other arts-related degree | \$56,396 | \$56,500 | \$26,600 | \$107,000 | 31 |
|  | Non-arts degree | \$66,032 | \$60,000 | \$27,500 | \$115,000 | 31 |

## $\downarrow$ EMPLOYMENT BENEFITS RECEIVED BY THE RESPONDENTS

| Full-Time, Paid Respondents who received a pay adjustment during the past 12 months | PERCENTAGE Who Received Pay Increase | AVERAGE Most Recent Pay Increase | MINIMUM Most Recent Pay Increase | MAXIMUM Most Recent Pay Increase | Number of Respondents |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Received ANY increase | 70.4\% | 6.54\% | 0.0\% | 40.0\% | 50 |
| Cost of living adjustment | 22.5\% | 2.79\% | 1.0\% | 8.0\% | 16 |
| Promotion/new responsibilities | 15.5\% | 12.85\% | 5.0\% | 40.0\% | 11 |
| Performance (not promotion) | 25.4\% | 6.94\% | 2.0\% | 20.0\% | 18 |
| Length of service/tenure | 0.0\% | ** | ** | ** | 0 |
| Government pay scale | 5.6\% | 3.60\% | 3.0\% | 5.4\% | 4 |
| Pay remained the same | 29.6\% |  |  |  | 21 |
| Received ANY decrease | 0.0\% |  |  |  | 0 |
| Budget cuts | 0.0\% |  |  |  | 0 |
| Change in title or responsibilities | 0.0\% |  |  |  | 0 |


| EMPLOYMENT BENEFITS | Type of Benefits Offered (paid respondents only) | LAA Budget Less than \$250,000 $\mathrm{N}=2$ | $\begin{gathered} \text { LAA Budget } \\ \$ 250,000 \text { to } \\ \$ 999,999 \\ N=7 \end{gathered}$ | LAA Budget \$1,000,000 or More $N=65$ | Respondents $N=74$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Performance review and evaluation (past 12 months) | 50.0\% | 71.4\% | 70.8\% | 70.3\% |
|  | Medical insurance | 100.0\% | 85.7\% | 95.4\% | 94.6\% |
|  | Dental insurance | 100.0\% | 71.4\% | 86.2\% | 85.1\% |
|  | Vision insurance | 100.0\% | 42.9\% | 80.0\% | 77.0\% |
|  | Life insurance | 100.0\% | 57.1\% | 64.6\% | 64.9\% |
|  | Disability insurance | 100.0\% | 57.1\% | 47.7\% | 50.0\% |
|  | Cash bonus | 0.0\% | 0.0\% | 7.7\% | 6.8\% |
|  | Retirement savings account | 100.0\% | 100.0\% | 89.2\% | 90.5\% |
|  | Pre-tax flexible spending account | 50.0\% | 57.1\% | 60.0\% | 59.5\% |
|  | Paid time off (e.g., paid vacation, sick, and/or personal days) | 100.0\% | 85.7\% | 98.5\% | 97.3\% |
|  | Average number of days accrued in 2018 | 27.0 | 19.0 | 24.9 | 24.5 |
|  | Paid parental leave | 0.0\% | 28.6\% | 32.3\% | 31.1\% |
|  | Flexible scheduling | 0.0\% | 42.9\% | 47.7\% | 45.9\% |
|  | Telecommuting / working remotely | 0.0\% | 14.3\% | 29.2\% | 27.0\% |
|  | Tuition reimbursement | 50.0\% | 42.9\% | 18.5\% | 21.6\% |
|  | Professional development (e.g., conferences, workshops) | 100.0\% | 85.7\% | 81.5\% | 82.4\% |
|  | Association/professional dues | 50.0\% | 42.9\% | 40.0\% | 40.5\% |
|  | Health club membership/discount | 0.0\% | 28.6\% | 18.5\% | 18.9\% |
|  | Free/discounted tickets for cultural activities | 0.0\% | 14.3\% | 52.3\% | 47.3\% |
|  | None of the above | 0.0\% | 0.0\% | 1.5\% | 1.4\% |


|  | Level of Satisfaction (paid respondents only) | Very <br> Satisfied | Somewhat Satisfied | Neutral | Somewhat Dissatisfied | Very <br> Dissatisfied |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | How satisfied are you with your total cash compensation at your local arts agency? | 28.4\% | 33.8\% | 8.1\% | 23.0\% | 6.8\% |
|  | How satisfied are you with your employment benefits package (e.g., health insurance, paid time off, etc.) at your local arts agency? | 59.5\% | 25.7\% | 6.8\% | 6.8\% | 1.4\% |
|  | Level of Agreement (paid respondents only) | Strongly Agree | Somewhat Agree | Neutral | Somewhat Disagree | Strongly <br> Disagree |
|  | I have a clear path for job advancement. | 8.1\% | 31.1\% | 25.7\% | 23.0\% | 12.2\% |
|  | My job requirements are well defined. | 39.2\% | 40.5\% | 4.1\% | 14.9\% | 1.4\% |
|  | 1 am proud to work for my local arts agency. | 70.3\% | 23.0\% | 6.8\% | 0.0\% | 0.0\% |
|  | I feel fulfilled performing my work at my local arts agency. | 55.4\% | 31.1\% | 6.8\% | 4.1\% | 2.7\% |
|  | I can see how my work affects and/or impacts my community. | 73.0\% | 23.0\% | 1.4\% | 2.7\% | 0.0\% |
|  | Likelihood of Remaining Employe (paid respondents only) | ts Industry | Yes | No | I have no idea, but I hope so | I have no idea, but I hope not |
|  | Do you anticipate that you will still be wo industry five years from today? | the arts | 54.1\% | 10.8\% | 32.4\% | 2.7\% |

## $\downarrow$ DEMOGRAPHIC CHARACTERISTICS OF THE RESPONDENTS



## $\downarrow$ DEMOGRAPHIC CHARACTERISTICS OF THE RESPONDENTS $\downarrow$

|  | Disability | Full-Time Paid $N=71$ | Part-Time Paid $N=3$ | Unpaid Volunteer $N=2$ | Respondents $N=76$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Yes, I identify as a person with a disability | 12.7\% | 0.0\% | 0.0\% | 11.8\% |
|  | Visible/noticeable to others | 2.8\% | 0.0\% | ** | 2.6\% |
|  | Not visible/not noticeable to others | 9.9\% | 0.0\% | ** | 9.2\% |
|  | No, I do not identify as a person with a disability | 87.3\% | 100.0\% | 100.0\% | 88.2\% |
|  |  | Full-Time | Part-Time | Unpaid | All |
|  | Military Service | Paid | Paid | Volunteer | Respondents |
|  |  | $\mathrm{N}=69$ | $N=3$ | $\mathrm{N}=2$ | $\mathrm{N}=74$ |
|  | Active Service | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
|  | Veteran | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
|  | None | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
|  |  | Full-Time | Part-Time | Unpaid | All |
|  | Voter Registration | Paid | Paid | Volunteer | Respondents |
|  |  | $\mathrm{N}=71$ | $\mathrm{N}=3$ | $\mathrm{N}=2$ | $\mathrm{N}=76$ |
|  | Democrat | 83.1\% | 33.3\% | 50.0\% | 80.3\% |
|  | Republican | 4.2\% | 0.0\% | 0.0\% | 3.9\% |
|  | Libertarian | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
|  | Green | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
|  | Unaffiliated with a party, but registered | 9.9\% | 66.7\% | 50.0\% | 13.2\% |
|  | I am not registered to vote | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
|  | I am unable to register to vote | 2.8\% | 0.0\% | 0.0\% | 2.6\% |
|  | I prefer to self-identify | 0.0\% | 0.0\% | 0.0\% | 0.0\% |

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