

>DB. Do Better Consulting

Helping do-gooders do better

Nonprofit Consultant Salary Survey - 2020

EXECUTIVE SUMMARY

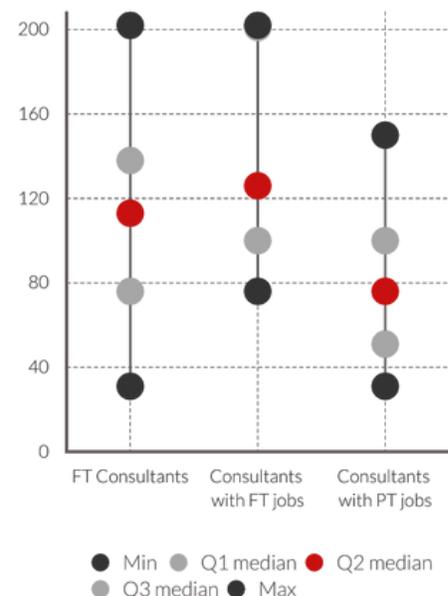
Do Better Consulting, a Colorado-based nonprofit consultancy, shared a survey with fellow nonprofit consultants from January to April 2021 to capture data about consulting rates and other business-related factors. We received 60 responses, mostly from Colorado-based consultants who identified as white women.

Our key findings include:

- On average, respondents charged an average of \$110/hour and billed \$51,010 in 2020. They spent an average of \$5,695 on their businesses.
- Consultants who did not have part-time or full-time jobs charged an average of \$115/hour and billed \$73,828 in 2020.
- Consultants who specialized in government relations and diversity, equity, and inclusion (DEI) work charged the highest averages (\$130-132/hour). Fundraising and event planning consultants charged the lowest averages (\$98-99/hour).
- Unsurprisingly, more experience in the nonprofit sector meant a higher average rate. However, there were respondents with 20+ years of experience who charged less than \$50/hour and those with only 6-10 years experience who charged in excess of \$201/hour.
- Our data was too limited to do a reliable analysis based on the racial or ethnic identity of respondents, but we did see a significant difference in the average rates of consultants who were the primary wage earner for their households (\$128/hour) compared to those who were not (\$108/hour).
- The data suggest that consultants bill far fewer than 2,000 hours per year (the total on which is based a typical full-time salary is based). However, this does not mean that they *work* less than a full-time employee.

Hourly Rates

FT consultants vs. consultants with PT/FT jobs



The full report and data set are available for purchase on our website.

Do Better Consulting will release the 2021 survey in early 2022. If you are interested in partnering or otherwise supporting this project, please contact us at www.dobetter.consulting. Donations towards the cost of this year's report are being accepted [on our website](http://www.dobetter.consulting).