



How Much Are Main Street Managers Making These Days?

We received nearly 200 responses to the salary survey we ran in the November 2001 issue of *Main Street News*. Results for 501(c)3 organizations by community population size are listed here. Findings include average salaries for executive directors, assistant directors, and administrative assistants. If no figures were available for full-time salaries in a population range, part-time figures were averaged and are noted with an asterisk. *Many thanks to all who responded!*

Salary Averages of Main Street Executive Directors

Population	Budget Average	Salary Average	Salary Range
1-2,000	\$56,000	\$25,000	\$10,000-40,000
2,001-5,000	\$94,900	\$32,615	\$15,000-64,000
5,001-10,000	\$71,837	\$29,283	\$14,000-48,000
10,001-15,000	\$80,547	\$30,441	\$21,500-38,535
15,001-20,000	\$106,290	\$39,827	\$24,850-58,150
20,001-30,000	\$110,421	\$33,315	\$20,000-46,000
30,001-40,000	\$198,884	\$36,933	\$28,800-50,000
40,001-50,000	\$92,333	\$35,333	\$28,000-43,000
50,001-80,000	\$152,890	\$44,602	\$22,932-74,000
80,001+	\$240,750	\$43,791	\$30,500-70,000

Executive Director Benefits

The percentage of Main Street programs that offer benefits to executive directors, regardless of population size or budget, are listed below. For example, 50 percent of 501(c)3 Main Street programs that responded offer health insurance to their executive directors.

Health insurance	50%	401K/403B Retirement Fund	11%
Dental plan	18%	Pension	6%
Eye care plan	10%	Mileage reimbursement	75%
Performance-based bonus	16%	Other benefits	22%

Protecting the Irreplaceable

**Assistant Director Salary
Averages by Population**

Population	Salary Average
1-2,000	n/a
2,001-5,000	\$4,680*◆
5,001-10,000	n/a
10,001-15,000	\$7,500*
15,001-20,000	\$31,065◆
20,001-30,000	\$26,000
30,001-40,000	\$27,500◆
40,001-50,000	\$15,000◆
50,001-80,000	\$25,000
80,001+	\$33,000◆

**Administrative Assistant Salary
Averages by Population**

Population	Salary Average
1-2,000	\$1,000*
2,001-5,000	\$9,270*
5,001-10,000	\$20,202
10,001-15,000	\$4,735*
15,001-20,000	\$23,750
20,001-30,000	\$18,720◆
30,001-40,000	\$25,000◆
40,001-50,000	\$17,840
50,001-80,000	\$29,500
80,001+	\$24,400

* Indicates that only part-time salary figures were available.

◆ Indicates that only one figure was available.