

Development Job Family

FY20 & FY21–Major Gifts

Job Family Level	Min	Mid	Max	EE Group	FLSA
Gift Officer 5b (93175b)	\$177,586	\$215,640	\$253,694	P & A	Exempt
Gift Officer5a (93175a)	\$140,941	\$176,176	\$211,412	P & A	Exempt
Gift Officer 4b (97174b)	\$133,344	\$161,918	\$190,492	P & A	Exempt
Gift Officer 4a (97174a)	\$105,829	\$132,286	\$158,744	P & A	Exempt
Gift Officer 3c (97173c)	\$95,926	\$115,111	\$134,296	P & A	Exempt
Gift Officer 3b (97173b)	\$87,044	\$104,453	\$121,861	P & A	Exempt
Gift Officer 3a (97173a)	\$74,609	\$89,531	\$104,452	P & A	Exempt
Gift Officer 2 (9717G2)	\$52,565	\$63,078	\$73,591	P & A	Exempt
Gift Officer 1 (8475G1)	\$48,745	\$53,615	\$58,485	CS	Non Exempt

Development Job Family

FY20 & FY21–Planned Giving

Job Family Level	Min	Mid	Max	EE Group	FLSA
Planned Giving Officer 5 (9316P5)	\$153,614	\$184,337	\$215,060	P & A	Exempt
Planned Giving Officer 4 (9316P4)	\$105,418	\$126,501	\$147,584	P & A	Exempt
Planned Giving Officer 3 (9716P3)	\$88,856	\$106,627	\$124,399	P & A	Exempt
Planning Giving Officer 2 (9716P2)	\$68,823	\$82,588	\$96,352	P & A	Exempt
<i>N/A Move to Level 2</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>

Development Job Family

FY20 & FY21–Prospect Development

Job Family Level	Min	Mid	Max	EE Group	FLSA
Prospect Development Professional 5 (9318D5)	\$115,026	\$143,783	\$172,539	P & A	Exempt
Prospect Development Professional 4 (9318D4)	\$88,481	\$110,602	\$132,723	P & A	Exempt
Prospect Development Professional 3 (9718D3)	\$70,855	\$85,025	\$99,196	P & A	Exempt
Prospect Development Professional 2 (9718D2)	\$50,531	\$59,944	\$69,357	P & A	Exempt
Prospect Development Professional 1 (8718D1)	\$43,951	\$50,546	\$57,140	CS	Non Exempt