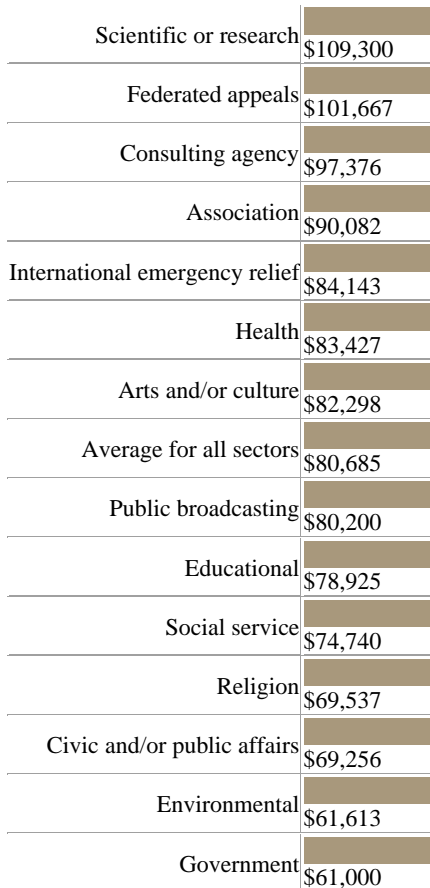


RAISING BIG MONEY, BUT NOT MAKING IT

The Association of Fundraising Professionals' 2005 Compensation and Benefits Survey found that fund-raising professionals in education earn slightly less than the average for all people in that field. According to the survey, which did not differentiate between fundraisers in higher education and those in elementary and secondary schools, the average salaries by sector are:



Scientific or research	\$109,300
Federated appeals	\$101,667
Consulting agency	\$97,376
Association	\$90,082
International emergency relief	\$84,143
Health	\$83,427
Arts and/or culture	\$82,298
Average for all sectors	\$80,685
Public broadcasting	\$80,200
Educational	\$78,925
Social service	\$74,740
Religion	\$69,537
Civic and/or public affairs	\$69,256
Environmental	\$61,613
Government	\$61,000