



Tips, Traps & Trends

How Nonprofits Can Attract Talent With an Effective Compensation Plan



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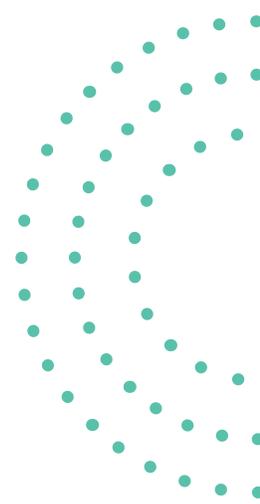
Tips, Traps & Trends

How to Attract Talent with an Effective Compensation Plan

Employee compensation represents a significant portion of any business's operating expenses and, in nonprofit organizations, there can be a high degree of scrutiny by regulatory agencies, stakeholders, donors, watchdog organizations, and the press. The portion of the budget that is allocated to salaries, if not directly program-related, can affect a public charity's standing and ability to attract funding. Therefore, it is a challenge to strike an appropriate balance in establishing a compensation program that supports an organization's ability to attract, retain and engage talented staff, demonstrates prudent fiscal stewardship, and produces desired bottom line results.

There are many factors that influence the design of a compensation program, but the ultimate goal is to:

- Align your compensation strategy with your organization's culture and values;
- Ensure your pay practices comply with federal, state and local laws and regulations;
- Attract and retain staff with the skills and experience necessary to fulfill your mission and maintain effective operations;
- Maintain internal equity and market competitiveness; and
- Motivate staff to be highly engaged and productive.



These tenets form the framework of your compensation philosophy, to which you should add the criteria for identifying the labor market(s) in which you compete.



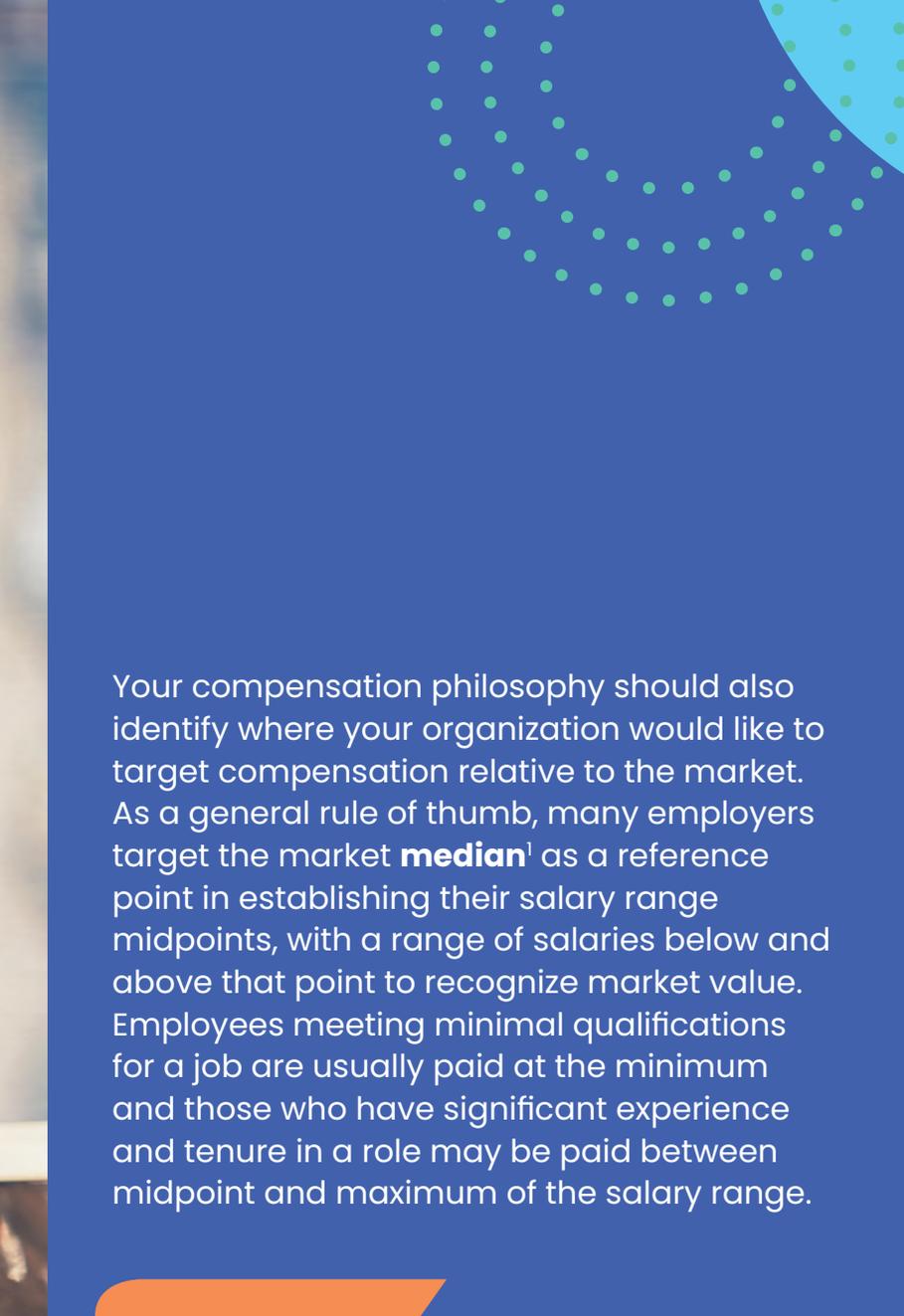
TIP Consider carefully who you compete with. Is the market comprised primarily of organizations in your industry sector, dependent on revenue/operating budget size or geographic location(s), or a combination of all these? Be sure to identify all those market components that influence your ability and need to pay.



TRAP For many positions, the required skills are available in both the for-profit and nonprofit markets. If you compare yourself only to other nonprofit organizations, you may fail to be an attractive employer to a broader base of candidates who could apply their skills to enhance your organization's external profile and ability to attract funding and expand services.



TREND Many nonprofit organizations recruit a significant number of staff from the for-profit market and have established a weighting for the market data against which they benchmark. This percentage is dependent on the degree to which the skill set they recruit for is dependent on for-profit candidates. For example, a nonprofit may recruit administrative support, accounting, IT and marketing/communications staff from a general blend of industry sectors; since these skills are not necessarily dependent on any particular sector, it may be appropriate to establish a 50%/50% weighting (50% to nonprofit market data and 50% to for-profit data). Another organization that primarily recruits scientists and researchers from the biotech/pharmaceutical industry may establish a higher percentage for the for-profit data since that is more reflective of their available labor pool.



Your compensation philosophy should also identify where your organization would like to target compensation relative to the market. As a general rule of thumb, many employers target the market **median**¹ as a reference point in establishing their salary range midpoints, with a range of salaries below and above that point to recognize market value. Employees meeting minimal qualifications for a job are usually paid at the minimum and those who have significant experience and tenure in a role may be paid between midpoint and maximum of the salary range.



TIP Examine your workforce. Are there segments of your employee population that are especially important to the fulfillment of your mission and driving revenues? If you are a service provider dependent on fees for service, it may be appropriate to consider establishing a target above the market for staff who delivers those services to ensure you are able to attract and retain them. Likewise, if you are primarily a fundraising organization, it may be appropriate to target compensation somewhat above the market for key fundraising staff.

¹ Median (or 50th percentile) is the middle value in the array of data – 50% are below and 50% are above. This is typically regarded as an accurate indicator of market value since it is not skewed by extreme values in the dataset, such as can occur with the market average. According to a 2020 report published by the Human Resources Association of the National Capital Area, 49% of nonprofit organizations target the median.



TRAP Don't lock your organization into a single market target. It may be appropriate to establish different targets for different segments of your workforce.



TREND Many of the compensation philosophy statements we develop with our clients establish a flexible range for compensation, setting a target for salary range midpoints between the median and 75th percentile, depending on the availability of candidates with the skills, experience, and tenure required for successful performance.



Job Descriptions form the bedrock of an effective compensation program. They identify the key responsibilities, outcomes and qualifications required for a position and are used to assess the relative internal value of jobs and to benchmark the job accurately in relation to those in the external market.



TIP Ensure your job descriptions provide a concise, but complete, description of key responsibilities. It need not be a comprehensive list of every single duty, but should clearly identify key facets of the job, and the expected outcomes, that establish expectations for performance. It is useful also to describe a position's authority for setting, interpreting or modifying management policies, supervising others, making decisions, and managing budget to support an appropriate determination as to status under the Fair Labor Standards Act.

Job descriptions should clearly identify the minimal requirements for the job, including education or level of knowledge, experience, and any specialized skills (e.g., languages, software applications, etc.). They should also include a section on physical work requirements and the work environment to support compliance with the Americans with Disabilities Act.



TRAP Job descriptions should be living documents; they should not be written once with the assumption that the job will remain static year over year. Duties evolve, as do the systems and processes by which tasks are performed. It is a best practice to ask employees and supervisors to review and update job descriptions annually, often as part of the performance review process.



TREND Beyond duties, outcomes and requirements, many organizations now include a description of behavioral attributes or competencies that apply to a position. These help to align expectations and performance with an organization's culture and values. Examples can include such categories as: collaboration/teamwork, integrity, commitment to excellence, personal accountability/ownership, etc. By including these attributes and competencies in the job description (and job postings), an organization can better identify the most appropriate candidates for a job, make better hiring decisions, accelerate on-boarding, and guide performance.

Job Evaluation

Market pricing is the most prevalent form of job evaluation reported among all organizations; however, for nonprofit organizations, it may not always be practical because of the expense of purchasing reliable sources of market data and the unique mix of responsibilities that may be assigned to a position. For those reasons, nonprofit organizations may opt to use other job evaluation methods, depending on their size. For small organizations, typically with fewer than 20 to 30 discrete job types, job ranking may be sufficient. In that methodology, it is typical to identify the lowest and highest level jobs within the organization, then ranking the others based on their relative impact and value. In larger organizations, a more formal point factor job evaluation methodology may be appropriate. This methodology involves identifying a variety of factors that apply to all jobs across the organization. These might include:

- Scope/complexity of work
- Decision-making authority
- Internal/external contacts
- Responsibility for managing/directing work
- Education
- Experience





Usually, a matrix is drawn up that describes each job factor at progressive levels within the organization from entry-level to senior executive. Each level is assigned a point value (see sample on the next page). Job descriptions are then reviewed to determine the “best fit” level and the position is assigned a point value for that factor. If a position meets part of the definition for the next higher level, additional points can be awarded to better calibrate the results.

Sample Job Evaluation Factor & Levels, With Points

Managing/Directing Work (Maximum 100 Points)

LEVEL 1 (10 points)	LEVEL 2 (25 points)	LEVEL 3 (40 points)	LEVEL 4 (60 points)	LEVEL 5 (80 points)	LEVEL 6 (100 points)
<p>Employs the practices, processes and procedures necessary to accomplish assigned work duties.</p> <p>Monitors status of assigned work projects and advises supervisor.</p> <p>Work activities are coordinated with other staff and/or external partners.</p>	<p>Provides guidance to other staff in the performance of work functions.</p> <p>Assists in resolving minor obstacles to ensure timely delivery of work products.</p> <p>Coordinates work activities of other employees with activities performed by internal and/or external partners.</p>	<p>Interprets standards, communicates constructive feedback and guides others in developing their capacity to perform more effectively.</p> <p>Participates in planning and implementing work activities of direct reports, and contributes to the evaluation of results for assigned objectives.</p>	<p>Establishes work objectives and standards in support of program or operational goals.</p> <p>May monitor and conduct formal assessments of performance.</p> <p>Recommends new or modified systems or processes to increase effectiveness.</p> <p>Directs, monitors and coordinates activities of others to assure goals are met.</p>	<p>Directs and coordinates complex, multi-faceted programs or operations.</p> <p>Coaches others to develop their professional capacity and supervisory skills.</p> <p>Leads planning and implementation of program or operational goals and objectives and is accountable for ongoing assessment and evaluation of outcomes.</p>	<p>Plays a leadership role in translating the organization's vision and values into planning and goals.</p> <p>Shapes and interprets policy to create and reinforce an environment consistent with mission, values and best practices.</p> <p>Directs and provides guidance in the development of long-term strategic plans.</p>

At the end of the exercise, all jobs will be assigned a total number of points. These can be displayed on a scattergram, which can then be analyzed to determine where there are distinct breaks in points, or where it is appropriate to assign a break based on job titles, reporting relationships, or other factors



TIP Determine the most appropriate and meaningful way to classify jobs within your organization. That may be based on size, but also on your culture. Since job evaluation results in the placement of jobs into grade levels or bands relative to others, it is important that employees understand there is a systematic and valid approach in place – and that their classification is not determined subjectively.



TRAP Don't be swayed by rater bias. It is important to remember that it is the position, not the incumbent that is being evaluated. Too often, evaluators can be influenced in their ranking by their knowledge or perceptions of the person holding a particular job. For that reason, it is sometimes useful to have a job evaluation team made up of representatives of several work areas. Their knowledge of the work performed in a given area can be valuable in informing the process, and they are more likely to challenge ratings they believe are inflated or deflated by personal bias.



TREND In our experience, we see that more nonprofit organizations are proactively sharing and validating job evaluation results with senior management to obtain their buy-in and normalize results. This ensures that, when the compensation program is rolled out, staff understands that this has been a deliberative and iterative process that is supported by their management, rather than a “back room” HR exercise.

Market Pricing

To ensure your compensation levels are competitive within your defined labor market(s), it is important to collect recent market data. To do so, organizations often participate in a variety of salary surveys. These are often conducted by professional associations and local affinity groups and the results are usually free or inexpensive. There are also surveys conducted by large consulting practices, such as Willis Towers Watson and Mercer. These are usually more expensive, even for participants, but are comprehensive in scope.

Internet resources may also be helpful, such as available job openings listings posted by peer organizations and job search websites such as Indeed, Monster, GlassDoor, CareerBuilder and Idealist. Some free web resources (e.g., GlassDoor and Salary.com) report salary data, sometimes self-reported by job holders, and these can be somewhat useful in testing the market. However, it is important to review the data carefully in context of

what is reported in other sources specific to your industry sector and budget size.

As an alternative to these “do-it-yourself” options, an organization might engage an independent compensation consultant to conduct the market analysis. While this may be more expensive, it assures a professional and credible approach to gathering, screening and analyzing the data.

For senior-level and executive positions in publicly traded for-profit companies, compensation data will be reported on their proxy statements. For nonprofit organizations, compensation data for officers, key employees and highly compensated employees are reported on IRS Forms 990 and, for private foundations, on IRS Form 990-PF. These also provide data on the value of employer-paid benefits and perquisites and are useful to assess the value of total compensation provided to senior staff.



TIP It is important to collect market data for a representative sample of jobs across all functional areas and job levels within the organization. If a job evaluation methodology has been used to establish the relative internal value of jobs, it is not necessary to then market price every single job; however, it is useful to look at two to three titles in each job group to ensure you have sufficient information to determine an appropriate array of market values. We recommend identifying and utilizing at least four sources when gathering market data.



TRAP Don't forget to "age" the data! External market data is collected and reported at differing times throughout the year. It is important to establish a common or consistent effective date for your data, and then apply a prorated "aging" adjustment to ensure the data are up-to-date. We currently use 8.0% as an adjustment factor, based on current annual salary increase trends reported in the United States and the local market. Information on annual salary increase trends is reported in a variety of online sources.



TREND Many companies want to assess the competitiveness of their total compensation package; therefore, they also conduct an analysis of their benefits and perquisites to see how they compare to local market norms. As appropriate, this might also include a review of incentive opportunities. Once the comparative benefits analysis is complete, and any resulting changes to the benefits package implemented, companies often issue annual total compensation statements to inform staff how much employer-paid and mandated benefits and perquisites add to the value of their compensation package. These include premiums paid toward insurance coverage; Social Security/Medicare and retirement plan contributions; paid time off; mandated benefit (unemployment and worker's compensation), and any other special benefits (cellphone, tuition reimbursement, etc).

Salary Ranges

After collecting market data, it is typical for organizations to establish salary ranges representing the span of pay opportunities available for each job grade. The first step is establishing a salary range midpoint, which is usually determined by calculating the average market value for each job that has been benchmarked within a group. This should be reflective of the market target established in the compensation philosophy statement. Often, it is the market median.

The “spread” from minimum to maximum may be dependent on the range of market values reported within a job group. If the data points are very similar, the range spread may be narrow; however, if there is wide divergence in the market value of similar jobs, the range spread will be much broader. Likewise, a range spread may reflect a company’s work environment.

For positions with rapid turnover or opportunities for advancement, the range spread may be narrow to maintain close proximity to market value. For other levels, in which incumbents are likely to remain for an extended period of time, a wider range spread may be appropriate.

The range *minimum* is the lowest level of pay for a given set of job skills and is typically the rate paid to new hires meeting minimal job requirements. The range *maximum* is the highest authorized level of pay for a position, recognizing that there is a limit to the external value of any job. Typically, when an employee’s pay reaches the maximum, they are ineligible for further base salary increases until the range is adjusted higher. However, in some cases, performance that exceeds expectations may be rewarded with a lump sum payment instead.



TIP The number of ranges in place within an organization is often aligned with its hierarchy. The more levels of hierarchy, the greater the number of salary ranges. It is no longer typical to establish a “grid” approach to ranges with a fixed rate of progression from midpoint to midpoint; rather, midpoints are more often established to reflect actual market value for a given group of jobs and the rate of progression between ranges is likely to be variable.



TRAP Don't let your salary ranges stagnate! Salary ranges need to be updated periodically to reflect increases in the competitive market. This is typically done at least every other year, if not annually, by reviewing increases in the Consumer Price Index ("CPI") reported within the local market. Professional associations and other sources will collect and report on trends in salary range increases. A sure sign that it is time to update salary ranges is if it becomes difficult to recruit qualified candidates at existing range minimums, or if there is an increase in voluntary turnover attributable to low salaries.



TREND To emphasize lateral career progression, rather than vertical, organizations may implement broadband salary structures. These are much broader than typical salary ranges (set at 40% to 50%); often with range spreads of 75% to 100%. In administering pay in a broadband structure, it is usual to have several related job titles in a single band (e.g., Junior Accountant, Accountant, Senior Accountant), with progression based on the acquisition of skills, experience, and certification, as well as demonstrated performance.

Rewards

There are a number of approaches to recognize and reward performance. These are highly dependent on an organization's culture and work environment. Annual **cost-of-living adjustments (COLAs)** or **general increases** may be more prevalent in organizations in which employees perform largely similar functions and the culture is very egalitarian. Every employee who performs at a satisfactory level receives the same percentage.

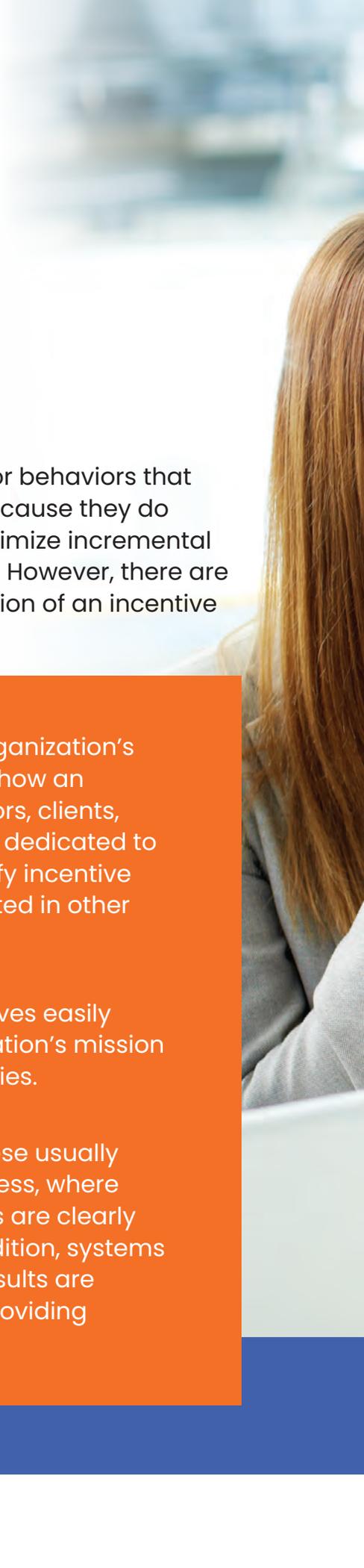
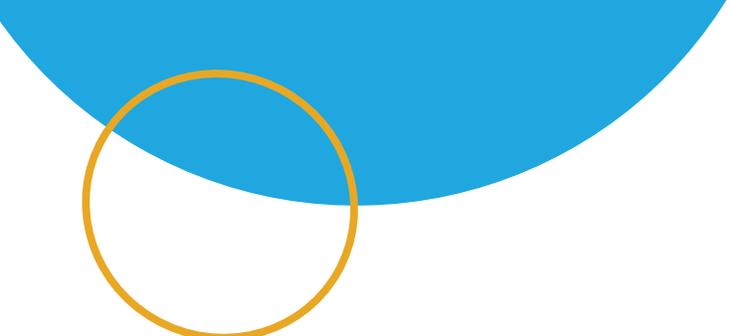
Merit pay or **pay for performance** is the more prevalent approach, used to provide greater rewards to individuals or teams contributing most to organizational and departmental goals and objectives. Using this approach, it is important to clearly articulate key performance indicators and metrics and supervisors must be forthright in differentiating the levels of contribution of their individual staff members.

Using a combined approach, some organizations provide all staff with satisfactory performance with a general increase consistent with growth in the CPI or other local economic trends, and then give lump sum payments to high performing staff, usually representative of the top 5% to 10% of performers.

Bonus or Incentive payments are also a prevalent form of reward, even among nonprofit organizations. Bonus payments for spot award or special recognition programs are usually discretionary lump sum amounts given to recognize outstanding accomplishments or contributions; the amounts are usually relatively small and may be given any time throughout the year. In a more formal incentive plan, payments are usually tied to a more systematic approach that establishes key performance goals and rewards at the start of a fiscal year reporting period. Results are often quantifiable and usually result in advancement of an organization's fiscal, operational, program or development goals. Payments are usually larger and are paid following an evaluation of annual results.



Potential starts [here](#).



Incentive pay encourages continuous improvement in results or behaviors that support an organization's strategic objectives and priorities. Because they do not add to base salary, lump sum incentive payments can minimize incremental growth of the salary line budget and associated benefits costs. However, there are a few questions to ponder before considering the implementation of an incentive plan, particularly in a nonprofit environment:

- 
- Does an incentive plan “fit” within the context of the organization’s mission and culture? A test of this would be to assess how an incentive plan would be viewed by the Board of Directors, clients, funders and other key stakeholders. In an organization dedicated to poverty relief or hunger relief, it may be difficult to justify incentive payments, whereas they may be common and accepted in other types of nonprofits.
 - Are organizational and individual performance objectives easily identifiable? These are usually drawn from an organization’s mission statement, strategic plan, annual work plan and priorities.
 - Are systems in place to support an incentive plan? These usually include a robust strategic and business planning process, where departmental, team and individual performance goals are clearly identified, along with measures of achievement. In addition, systems for ongoing monitoring, evaluation and reporting of results are required, as well as a mechanism for assessing and providing feedback on individual and team results.



Non-cash performance awards are also an option to recognize the contributions of staff below the executive and managerial level. Some examples include:

- Thank-you note for a notable accomplishment
- "Spotlight" profile on the website or in the company newsletter
- Additional paid time off
- Access to training or developmental opportunities
- Meals or parties to recognize team accomplishments



There is no limit to the types of non-cash awards that can be given: the key is to use them consistently to reinforce behaviors and productivity and ensure that they are in a form that is truly valued by your workforce.



TIP Use multiple rewards strategies. In addition to an appropriate approach to delivering regular salary increases, consider the use of bonus or incentive pay to recognize significant staff or team contributions, and non-cash performance awards to reward behaviors and lesser accomplishments.



TRAP Don't assume "one size fits all". Most organizations have multi-generational workforces and the rewards valued by one generation may be entirely inappropriate for another. Use staff focus groups to identify the most appropriate and meaningful ways to recognize contributions and apply them to the segments of your employee population where they will be most effective.



TREND U.S. companies are moving away from an annual performance appraisal model as their means of assessing performance and determining rewards. Instead, they are using more frequent, informal check-ins. This provides “real time” feedback on performance, allowing employee and supervisor to regularly discuss progress toward goals, identify barriers, correct performance deficiencies, and celebrate successes. Documentation is usually web-based and “rolls up” from check-in to check-in, with the result that any year-end write-up is a short summary of key accomplishments. Managers are then allocated a pool of funds to divide among their team members, based on the relative value of their accomplishments.

Regulatory Compliance

To be effective, a compensation program must comply with applicable Federal, state and local laws. These are constantly changing and should be reviewed frequently. Key regulatory requirements include:

- **Minimum Wage Laws:** The Federal minimum wage for 2022 is \$7.25 per hour; however, many states and municipalities have set higher minimum wage requirements. Check state and city Labor Department websites to ensure compliance with current and anticipated minimum wage requirements.
- **Fair Labor Standards Act:** Under the FLSA, those employees that are classified as non-exempt must be paid for overtime at a rate of not less than time and one-half their regular rate of pay for hours worked in excess of 40 per workweek. Federal exemption tests set a minimum salary rate of \$684 per week for a position to be considered exempt, as well as a series of tests relating to a position's primary duties. However, states and cities may establish a higher salary threshold for a position to be considered as exempt. Be sure to check state and city websites to ensure compliance; otherwise, your organization could be liable for paying overtime to employees who do not meet the salary threshold to be considered exempt from overtime provisions.
- **Equal Pay Act:** Signed into law in 1963, the law requires that men and women in the same workplace be given equal pay for substantially equal work.
- **Title VII, ADEA and ADA:** These laws prohibit compensation discrimination on the basis of race, color, religion, sex, national origin, age, or disability.



Internal Revenue Code Section 4958 – “Intermediate Sanctions”

Regulations: Nonprofit organizations are subject to regulations that prohibit transactions that provide excess benefits to disqualified persons within the organization, usually executive staff and any family members, beyond the value of services provided to the organization. It is a best governance practice to conduct a comparability study, examining base salaries and total compensation provided to executives relative to those reported for similarly situated executives performing similar responsibilities in similar organizations to determine that they are reasonable and not excessive.

These are just a few highlights of regulations applying to compensation and pay practices. States and local governments may have in place other laws and regulations so it is essential to stay up-to-date by reading professional journals, monitoring websites for information regarding current and emerging compensation legislation, and networking with legal professionals.

More Than A Trend: Best Practices

Pay Transparency

Many more organizations are sharing information about their pay structures and practices. Two important drivers of employee engagement are understanding how pay is determined and how to maximize pay.

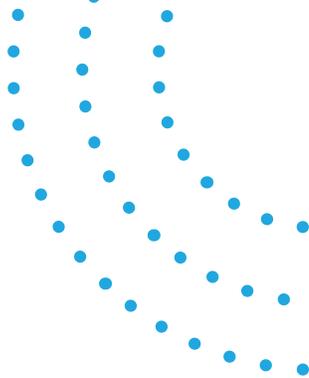
The degree to which an organization shares compensation information depends on its culture, but it is good practice to provide managers and employees with an understanding of how pay levels are set and how pay decisions are made. At the least, employers should communicate to their workforce the steps taken to create job grades and salary ranges, discussing the process of job evaluation and market analysis – but not necessarily the specific results or findings. It may be helpful to share the organization’s stated compensation philosophy and the types of organizations to which it compares itself. Beyond that, a number of employers report sharing an individual employee’s salary grade and range, with an explanation of how they can progress through the range based on tenure, performance, and the acquisition of additional skills. Only a limited number of organizations report sharing the entire salary range structure for all positions.

Pay Equity

Much in the news lately is the issue of gender pay equity. According to the Bureau of Labor Statistics, full-time female employees earn only 83% of what full-time male employees earn. The Equal Employment Opportunity Commission recently settled a pay equity case against the University of Denver, where it was claimed that female professors were paid nearly \$20,000 less than male professors, in violation of the Equal Pay Act and Title VII of the Civil Rights Act. Nike announced that more than 7,000 employees will receive raises after an internal pay review and, further, pledged to reflect goals for equal pay and workforce diversity in its compensation and management training programs.

In addition, more than a dozen states and cities have prohibited reliance on salary history to set new employee pay rates, citing evidence that women start their careers at lower salaries than men and that their salaries continue to be depressed throughout their careers.

More and more of our clients are requesting an analysis of pay equity, considering gender, race, and age. This is done by comparing the salaries reported for staff in common job categories and identifying differences that appear to be based on the selected factors (gender, race and/or age). Where differences are significant, it is important to evaluate

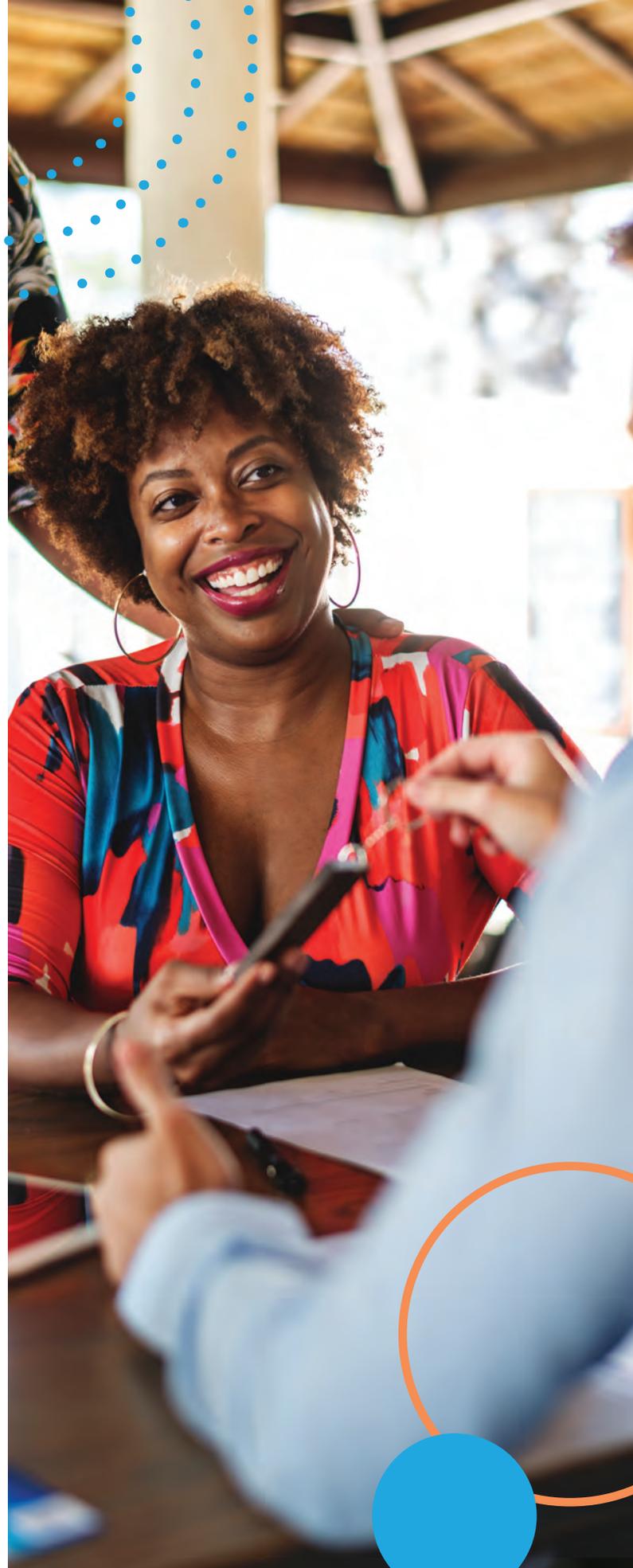


qualifications and experience the incumbents bring to the job. And where there appear to be legitimate instances of pay discrepancies that are attributable to gender, race or age, it is essential to make good faith efforts to rectify the disparity through salary adjustments.

Career Paths

Within the past three years, more clients are requesting assistance in developing clearly defined career paths to help their staff understand how they can grow with the organization and what it takes to progress. This supports better employee engagement as staff members will gain a better understanding of how they “fit” within the organization and how they can plan their future with it.

A first step is to “map” the logical progression of jobs, with any alternatives. For example, a Human Resources Generalist could potentially choose a path to specialize in recruitment or benefits administration (see sample chart on page 28). It is useful to illustrate the lowest level position in a job family, and then identify those paths that are most likely available for the incumbent to pursue, depending on their interests and talent.





DIRECTOR OF HUMAN RESOURCES
GRADE 11

HUMAN RESOURCES MANAGER
GRADE 9

SENIOR RECRUITER
GRADE 8

SENIOR BENEFITS SPECIALIST
GRADE 8

RECRUITING SPECIALIST
GRADE 7

BENEFITS SPECIALIST
GRADE 7

HUMAN RESOURCES GENERALIST
GRADE 7

RECRUITING COORDINATOR
GRADE 5

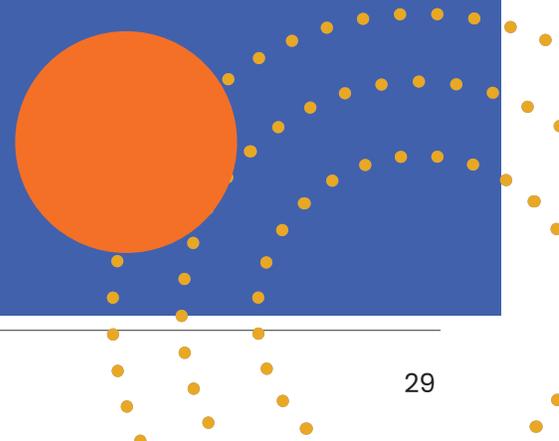
HUMAN RESOURCES COORDINATOR
GRADE 5

HUMAN RESOURCES ASSOCIATE
GRADE 4



After developing the map, it is useful to identify the core responsibilities associated with each job, any supervisory or managerial authority, and the knowledge and the amount and type of experience required at each successive level. Last, we recommend identifying the key attributes required to move from one role to the next, such as acquisition of experience, demonstrated understanding of more advanced concepts, completion of outside coursework, and any certification that may be necessary for growth. Where progression to a senior level is available only due to attrition in that role, it is important to note that so as not to raise unrealistic expectations.

By mapping potential career paths and identifying the steps necessary to advance, employees gain a stronger sense of an organization's expectations and they can become more active participants in their career planning. They will see that promotion does not occur automatically after a set period of time, and better understand what they must do to acquire additional skills, training and knowledge. As part of the career planning process, we recommend that the performance monitoring process incorporate professional development goals and activities to support employees in their pursuit of advancement.



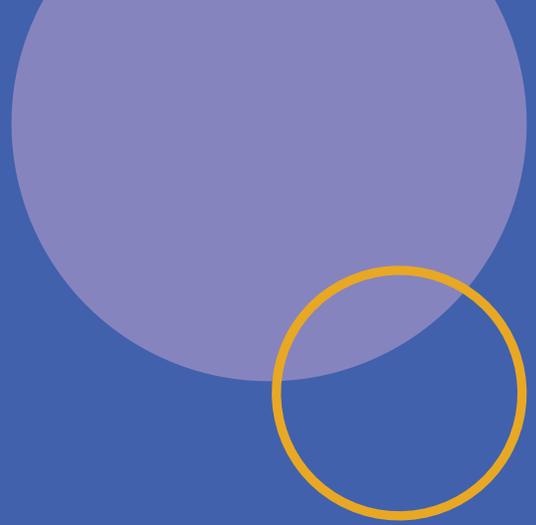
Executive Leadership

An effective compensation program is an ongoing process requiring attentiveness and adjustment. As the workforce changes and the systems and processes by which work activities are carried out evolve, the various components of the compensation program will need to be adjusted and updated. Supply and demand in the labor pool may shift as people pursue “hot skills”, resulting in a glut in the market that “cools” pay levels. Lack of attentiveness to such factors and “letting HR deal with it” are simply not acceptable in managing something as important as staff compensation to an organization’s ability to effectively conduct business.

Executive leadership must understand the dynamics involved in planning, implementing and administering an effective compensation program and assure that the necessary resources are allocated for its support. That includes “championing” initiatives that are necessary to assess and bolster the total compensation package so that the staff sees that management is involved and providing appropriate leadership and guidance.



TRAP Boards of Directors, too, play a role – certainly in establishing an organization’s compensation philosophy and in setting or monitoring the compensation for senior executives. As “organization managers”, Board members have a fiduciary responsibility for ensuring the fiscal resources of the organization are used prudently, while ensuring executive compensation levels are consistent with the market to support the attraction and retention of talented leaders.



SUMMARY We have identified some of the key components that comprise compensation programs, with a number of tips, traps, and trends that can assist in creating a truly effective program that will support staff engagement. This involves a holistic strategy that aligns compensation planning and delivery with organizational culture, values and priorities. Done effectively, the compensation program – with competitive base salaries, benefits and perquisites and rewards that appropriately recognize the needs of your workforce – can be a significant contributor to employee engagement and participation.

Helping you bridge the gap between people, work, and pay.

JER HR Group helps your organization build a fair and equitable rewards plan that attracts and retains talented individuals. We help you define a compensation philosophy and strategy, evaluate market competitiveness, and build tailored plans that fit your workplace culture.

OUR STRENGTH IN NUMBERS



Compensation Services: The path to innovation and growth starts right here.

EXECUTIVE COMPENSATION

Total rewards strategy, cash & incentive compensation, benefits strategy, retirement programs, deferred comp design.

STAFF COMPENSATION

Compensation reviews, job descriptions, rigorous job analysis & job evaluation, pay structure & ranges, market pricing, salary administration procedures, staff communications.

GOVERNMENT/PUBLIC EMPLOYEE COMPENSATION

Classification studies (position analysis, job descriptions, grading criteria), compensation plans, market analysis, salary surveys, pay equity analysis, compliance reviews, salary administration procedures, staff communications.

COMPENSATION PLAN DESIGN

Alignment of compensation philosophy & strategy with culture & values, plan structure, design & development; pay grade & salary range matrix, competency model, pay equity analysis, career path model, FLSA & regulatory compliance reviews.

Specialized Executive Compensation Services for Nonprofits, from an industry leader.

NONPROFIT BOARD GOVERNANCE

We help nonprofit boards define a compensation governance model that remains true to their mission.

SPECIALIZED COMPLIANCE REVIEWS

Intermediate Sanctions review, ensuring the development of a reasonable & appropriate executive compensation package.

Taking the lead with Custom Compensation Surveys.

Compensation Surveys. Custom salary surveys are an excellent tool to help you understand the relationship of one job to another, your competitiveness with the marketplace, and, how to protect your investment in your greatest asset—**People**.

KEY ADVANTAGES OF A CUSTOM COMPENSATION SURVEY

- Focused position-specific data
- Relevant market data targeted directly to your peer market
- Critical competitive insight

25+
YEARS CUSTOM
SURVEY
EXPERIENCE



From insights to tools, we go further.

The screenshot shows the CompBldr web application interface. At the top left is the CompBldr logo. Below it is a navigation sidebar with icons for Organization, Projects, and Settings. The main content area is titled 'SUMMARY' and contains a table of survey data. The table has columns for PROJECT ID, CLIENT ID, CLIENT NAME, PROJECT TYPE, YEAR, START, STATUS, LOCATION, COMPLETION, and ACTIONS. The table lists 10 survey entries with various details. At the bottom of the table, there is a pagination control showing 'Rows per page: 10' and a page number '1 / 16'.

PROJECT ID	CLIENT ID	CLIENT NAME	PROJECT TYPE	YEAR	START	STATUS	LOCATION	COMPLETION	ACTIONS
BMW8893	W703	The Winthrop Rockefeller Foundation	Executive Compensation	2003	18 March 2002	🟢	NC	4 April 2002	🔍 ⬇️
GT00572	HJ778	F.B. Heron Foundation	Custom Survey	2021	21 September 2021	🟡	AK	28 November 2021	🔍 ⬇️
IL876	KJ229	Motorola	Custom Survey	2021	2 October 2021	🟢	AK	2 December 2021	🔍 ⬇️
GW00572	PL98B3	Proctor & Gamble	Custom Survey	2021	5 July 2021	🟢	AK	14 August 2021	🔍 ⬇️
UP9827290	YE8976	Arthritis Foundation	Executive Compensation	2008	2 January 2008	🟡	NY	8 February 2008	🔍 ⬇️
FD59FRW	DSS88J	Boys and Girls Clubs of America	Staff Compensation	2020	8 November 2020	🟢	NY	27 December 2020	🔍 ⬇️
SW665RR	NMD687	Children's Miracle Network Hospital	Executive Compensation	2020	23 November 2020	🟡	NY	30 December 2021	🔍 ⬇️
765DD	785VC78	Covenant House	Executive Compensation	2004	17 May 2004	🟡	NY	9 July 2004	🔍 ⬇️
984RD453	XW908	Big Rivers Electric Corporation, KY	Staff Compensation	2004	6 April 2004	🟡	KY	24 May 2004	🔍 ⬇️
CB98	286VB78	IKEA Industry	Benefit Analysis	2002	3 March 2002	🟡	NY	16 April 2002	🔍 ⬇️

CompBldr

JER HR Group's compensation plans are powered by **CompBldr**, an integrated, comprehensive job description creator, market pricing and compensation analysis tool that helps you get your pay right. **CompBldr** is part of our Trainery™ HCM SaaS Solutions.

We believe in the power of people, and it shows.

JER HR Group helps great organizations to be their best. Our team works collaboratively with clients across the country to solve big challenges, meeting clients wherever they are on the path to understand culture, issues, and change.



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Potential starts **here.**

JER HR Group: ☎ 866.475.7687 ✉ info@JERHRGroup.com 🌐 [JERHRGroup.com](https://www.JERHRGroup.com)

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