

Fewer Staff Cuts, Slightly Larger Raises

● West ● Midwest ● South ● Northeast



West

Median salary: \$85,000
Median raise: 0% (same as 2010)
Bonus eligibility: 40%
Added staff: 17%
Reduced staff: 36% (vs. 39% in 2010)

South

Median salary: \$80,000
Median raise: 1.1% (vs. 0.7% in 2010)
Bonus eligibility: 46%
Added staff: 18%
Reduced staff: 27% (vs. 33% in 2010)

Midwest

Median salary: \$74,000
Median raise: 1.4% (vs. 0.5% in 2010)
Bonus eligibility: 42%
Added staff: 19%
Reduced staff: 29% (vs. 38% in 2010)

Northeast

Median salary: \$85,000
Median raise: 1.4% (vs. 1.2% in 2010)
Bonus eligibility: 46%
Added staff: 14%
Reduced staff: 32% (vs. 35% in 2010)