



## Nonprofit pay and benefits: estimates from the National Compensation Survey

A BLS study reveals that, in the aggregate, workers at nonprofit businesses earn a pay premium compared with their for-profit counterparts. Detailed analyses, however, show a more nuanced picture: using wages as the pay measure indicates a slight wage disadvantage for management, professional, and related workers, and a wage advantage for service workers, at nonprofits and wage parity between nonprofit and for-profit sales and office workers; using total compensation as the pay measure indicates compensation parity between nonprofit and for-profit businesses for management, professional, and related workers and for sales and office workers and a compensation premium for nonprofit service workers.

Economic theory provides mixed evidence on whether nonprofit workers are at a compensation advantage or disadvantage relative to their for-profit counterparts. On the one hand, because profits cannot be retained by a nonprofit firm, managers of such firms have few incentives to maximize profits. Hence, managers of nonprofits may have an increased incentive to transfer returns to workers in the form of higher compensation. On the other hand, employees who work for nonprofits might be willing to accept lower levels of pay because of the altruistic tendencies and nonpecuniary rewards associated with working for a nonprofit.

Empirical evidence on whether the gap between nonprofit and for-profit wages is positive or negative is likewise

mixed. Laura Leete found no overall wage gap and small wage penalties for nonprofit managers compared with their for-profit counterparts. In a study of hospital workers, Edward Schumacher found a wage advantage for workers at nonprofits, which disappears after controlling for worker characteristics. Like Schumacher, Christopher Ruhm and Carey Borkoski concluded that workers with similar characteristics receive similar pay



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