

EXECUTIVE SUMMARY

For the third year in a row, Do Better Consulting, a Colorado-based nonprofit consultancy, shared a survey with fellow nonprofit consultants from January to May 2023 to capture data about consulting rates and consulting business operations. We received 362 responses, mostly from consultants who identified as white, straight, and/or women based in the United States. Nonprofit.ist and Morgia Research Services to present some preliminary results from this data. Nonprofit.ist published data visualization tools [on their website](#) and the partners presented key findings in August 2023 via webinar.

Our key findings from this year's report include:

- The consultants who responded to this survey charged, on average \$141 per hour and billed an annual total of \$102,286.
- Consultants of color charged more than their white counterparts. Black/African-American consultants charged the highest hourly rate (\$162).
- Consultants who identified as men charged more per hour (\$159) and billed at higher levels (\$128,282). Consultants who identified as women charged an average of \$140/hour and billed \$100,244. Genderqueer/trans/nonbinary consultants charged an average of \$108/hour and billed \$92,369.
- There was a clear correlation between education, nonprofit experience, consulting experience, and higher hourly rates. None of our consultants with more than 16 years of consulting experience charged below \$76/hour.
- Respondents were geographically dispersed. The greatest geographical concentration was in New York State, where consultants charged an average of \$168/hour.
- Unlike in other industries, most nonprofit consultants did not have to wait longer than 30 days to be paid.
- Our respondents spent an average of \$11,789 on their businesses. Consultants who worked independently spent slightly less (\$8,279.50) and those who own a firm with partners and/or staff and subcontractors spent about double that - an average of \$19,389. Top expenses included technology, taxes, professional development, insurance, and subcontractors.

If you are interested in supporting this project, donations towards the cost of this year's report are being accepted [here](#). The full report and data set are available for purchase at www.dobetter.consulting.