The Value in Participating in National Surveys

EAA Summer Staff Conference 2021
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## EAA National Surveys Overview

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<tr>
<th>Data Point</th>
<th>Description</th>
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<tbody>
<tr>
<td>6</td>
<td>National Surveys</td>
</tr>
<tr>
<td>414</td>
<td>Jobs Surveyed</td>
</tr>
<tr>
<td>355</td>
<td>Benefit &amp; Trends Questions</td>
</tr>
<tr>
<td>8,178</td>
<td>Participating Organizations</td>
</tr>
<tr>
<td>239,733</td>
<td>Employees Reported</td>
</tr>
<tr>
<td>24</td>
<td>Co-Sponsoring Associations</td>
</tr>
<tr>
<td>$6,400</td>
<td>Average Annual Sales per EA</td>
</tr>
<tr>
<td>Survey Title</td>
<td>Host Association</td>
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<tr>
<td>2021 National Executive Compensation Survey</td>
<td>HR Source</td>
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<tr>
<td>2021 National IT &amp; Engineering Compensation Survey</td>
<td>MRA - The Management Association</td>
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<td>2021 National Sales Compensation Survey</td>
<td>MRA - The Management Association</td>
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<tr>
<td>2021 National Wage &amp; Salary Survey</td>
<td>MRA - The Management Association</td>
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Summary:
Covers critical leadership compensation, special benefits, perks and incentive plans. A favorite to help organizations competitively recruit and retain leadership team members.

National Executive Compensation

- 14 Co-Sponsoring Employer Associations
- 48 Executive & Senior Management Jobs
- 1,706 Participating Organizations
- 10,985 Employees Represented
- 49 States
- $3,575 Average Annual Sales per EA
**Summary:**
Contains over 200 jobs in the IT & engineering field with additional data on merit increase, turnover, & pay for in-demand IT skills.

**National IT & Engineering Compensation**

- **11** Co-Sponsoring Employer Associations
- **201** IT & Engineering Jobs
- **1,534** Participating Organizations*
- **27,196** Employees Represented*
- **50** States*
- **$3,475** Average Annual Sales per EA*

*2020 statistics
National Sales Compensation

Summary:
New survey in 2021! Collects data on sales positions. Includes information on company car, incentive plans, targets, turnover & more.

- 9 Co-Sponsoring Employer Associations
- 14 Sales Jobs
- 2,189 Participating Organizations*
- 12,883 Employees Represented*
- 50 States*
- $1,585 Average Annual Sales per EA*

*2020 statistics
National Business Trends

Summary:
Offers detailed information on how executives have responded in the current year and how they plan to respond to the changing business climate. Includes data on business outlook, staffing plans, recruitment & retention, pay strategies, and business challenges.

18 Co-Sponsoring Employer Associations*
29 Trend-Related Questions*
1,484 Participating Organizations*
50 States*
6 Geographic Reports (1 National, 4 Regional, Individual States)

*2020 statistics
National Policies & Practices

Summary:
New in 2021!

Based off the National Policies & Benefits Survey

Data broken out by:
U=Union Production, Maintenance, and Service
NU=Non-Union Production, Maintenance, and Service
CT=Non-exempt Clerical and Technical
SMP=Exempt Supervisory, Managerial, & Professional

Data broken out by: Employer Size
1-99 employees
100-499 employees
500+ employees
Total Responses
Summary:
Provides compensation data compiled from the numerous local surveys conducted by participating members of the EAA.

National Wage & Salary

20 Co-Sponsoring Employer Associations*
151 Benchmark Jobs
43 Major Metropolitan/Regional Areas*

181,756 Employees Represented*
$2,270 Average Annual Sales per EA*

*2020 statistics
National Survey Committee & EAA Survey Networking Group

Proposed Changes:

National Survey Committee
- Meet quarterly (Jan/April/July/Oct)
- 1 hour in length
- Focus on national survey development, best practices, etc.

EAA Survey Networking Group
- Meet on the "off" National Survey Committee months (Feb/March/May/June/Aug/Sept/Nov/Dec)
- Open to all EAA members
- 1 hour in length
- Focus on best practices, tips & tricks, current trends, etc.
Want to Co-Sponsor?

Contact us today!
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