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The National Association of Addiction Treatment Providers (NAATP or The National Association) is a National not-for-profit membership organization of addiction treatment service providers and supporters. The mission of The National Association is to provide leadership, advocacy, training, and member support services to assure the availability and highest quality of addiction treatment.

Established in 1978, NAATP serves as the leading voice for addiction treatment providers in North America. Together with over 900 treatment facilities as members, The National Association plays a strong leadership role on behalf of addiction treatment providers in law and public policy, practice standards, education, training, research, clinical and operational resources, ethics, and business development.

To provide feedback, please go to:

www.naatp.org/salary-survey-feedback-form
A total of 141 organizations/branches completed the 2020 National Addiction Industry Salary Survey. One hundred and forty of the providers were based in the United States, with one in Canada.

**Location**

The Southern and Western regions of the United States accounted for over half the sample. However, providers from all regions of the United States were represented in the survey.

<table>
<thead>
<tr>
<th>Region</th>
<th>Frequency</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>South</td>
<td>53</td>
<td>38%</td>
</tr>
<tr>
<td>Midwest</td>
<td>50</td>
<td>36%</td>
</tr>
<tr>
<td>West</td>
<td>28</td>
<td>20%</td>
</tr>
<tr>
<td>Northeast</td>
<td>9</td>
<td>6%</td>
</tr>
<tr>
<td>Canada</td>
<td>1</td>
<td>1%</td>
</tr>
</tbody>
</table>

When asked to describe the organization’s location, over half of participants described their location as urban (60%). Other participants were in rural areas (17%) and suburban areas (23%). Urban areas were defined as an area with greater than 50,000 inhabitants, suburban areas were defined as areas with between 2,500 and 50,000 inhabitants, and rural areas were defined as areas with less than 2,500 inhabitants.

<table>
<thead>
<tr>
<th>Location Type</th>
<th>Frequency</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Urban</td>
<td>85</td>
<td>60%</td>
</tr>
<tr>
<td>Suburban</td>
<td>32</td>
<td>23%</td>
</tr>
<tr>
<td>Rural</td>
<td>24</td>
<td>17%</td>
</tr>
</tbody>
</table>

1. [https://www2.census.gov/geo/pdfs/reference/GARM/Ch12GARM.pdf](https://www2.census.gov/geo/pdfs/reference/GARM/Ch12GARM.pdf)
Organizational Profit Structure

Half of the organizations reported having a nonprofit organizational structure (51%) and half of the organizations reported a for-profit organizational structure (48%).

<table>
<thead>
<tr>
<th>Profit Structure</th>
<th>Frequency</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nonprofit Organization</td>
<td>72</td>
<td>51%</td>
</tr>
<tr>
<td>For-Profit Organization</td>
<td>68</td>
<td>48%</td>
</tr>
<tr>
<td>Missing</td>
<td>1</td>
<td>1%</td>
</tr>
</tbody>
</table>

Gross Annual Revenue

Nearly half of organizations surveyed reported gross annual revenue of less than $5 million (49%). Twelve of the 141 respondents (9%) did not answer this question. Note that some response options were combined for the purposes of reporting to create more meaningful categories. For example, the response options “25-35 million”, “35-50 million”, and “over 50 million” were combined to create the category More than $25M.

<table>
<thead>
<tr>
<th>Gross Annual Revenue</th>
<th>Frequency</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less than $1.5M</td>
<td>21</td>
<td>15%</td>
</tr>
<tr>
<td>$1.6M - $3M</td>
<td>20</td>
<td>14%</td>
</tr>
<tr>
<td>$3.1M - $5M</td>
<td>28</td>
<td>20%</td>
</tr>
<tr>
<td>$5.1M - $12M</td>
<td>27</td>
<td>19%</td>
</tr>
<tr>
<td>$12.1M - $25M</td>
<td>15</td>
<td>11%</td>
</tr>
<tr>
<td>More than $25M</td>
<td>18</td>
<td>13%</td>
</tr>
<tr>
<td>Missing</td>
<td>12</td>
<td>9%</td>
</tr>
</tbody>
</table>