Public Education Compensation Committee Meeting Minutes

September 12, 2022 Virtual Meeting

The Public Education Compensation Committee (PECC) meeting was held virtually on September 12, 2022, with the following members in attendance: Sen. Brian Pettyjohn, Sen. Laura Sturgeon, Rep. Kim Williams, Rep. Michael Smith, Mark Holodick, Ruth Ann Jones, Tammy Croce, David Kohan, Chuck Longfellow, Heath Chasanov, Franklin Newton, Alonna Berry, Sara Croce, Stephanie Ingram, Courtney Stewart, Carla Cassell-Carter, and Jonathan Starkey.

Also participating were Tina Shockley, Nicholas Konzelman, Jeff Taschner, Jon Neubauer, Alyssa Moore, Saroja Warner, Nancy Tien, Sarah Barzee and Raifu Durodye, Linnea Bradshaw, Kevin Lamb, Kathy Dulis, Laura Rowe, V.J. Leonard, Mark Baxter, David Wright, Justin Richards, Jarek Crutz, Julie DeHaas, Keisha Talley, Diana Dolan-Beulah, Elizabeth Geller, Christy Wright, Shelley Meadowcroft, Maureen McGurk, Maureen Keeney, Deanna Killen, Deb Stevens, David Davis, Mike Kempski, Kristin Dwyer

Audio Recording of Meeting

Welcome/Introductions

The Chair asked for a motion to begin the meeting. A motion was made by Senator Brian Pettyjohn, which was seconded by Representative Michael Smith. All members were in favor, and the meeting began at 4:36 p.m. A quorum was present.

Sec. Mark Holodick welcomed everyone and each member introduced themselves.

Approval of July 29 Meeting Minutes

Senator Brian Pettyjohn motioned to approve the July 29 meeting minutes, and Representative Michael Smith seconded the motion. All members were in favor and the motion carried. The meeting minutes for July 29 were approved.

Public Comment Process and Public Comment

The Chair advised everyone that members of the public are welcome to speak before the PECC during the scheduled public comment period as noted on the publicly posted meeting agendas. Interested individuals should:

- (1) send their name, the name of the group they represent and the topic of their comment via mailto:bOE staff prior to the meeting to request to have their name put on the public comment list for the upcoming meeting; or (2) put their name/organization/topic in the chat during the meeting. Those who register ahead of time will be called on by the meeting Chair to provide public comment first, followed by those listed in the chat.
- a. To provide all members of the public with an equal opportunity to speak before the PECC, each <u>individual is limited to two minutes</u>, unless otherwise noted, at the beginning of the meeting.

The Chair advised anyone wishing to make public comment to put their name in the chat. The Chair noted that there was one person who signed up for public comment prior to the meeting but they were unable to attend and give public comment. After reviewing the chat, no one was

listed to make public comment. A public comment was received via email during the meeting. It is attached.

The Chair reported the results of the Meeting Schedule Survey. Specifically, members wanted meetings on Mondays, with Thursdays as an alternate; meetings 1-1 ½ hours typically from 3:30-5pm; meetings held at least once a month or more frequently as needed; and meetings held both in person (now that COVID is dissipating) and virtually.

Tentatively, the next meeting will be October 17 from 3:30 - 5:00 P.M. The November 14 meeting may need to change to November 16 due to a conflict. The last meeting of the year will be

December 12 at 3:30 P.M.

It was noted that attendance for the PECC meetings is documented in the minutes, which are posted publicly on the State of Delaware's Public Meeting Calendar.

The Chair advise a consultant (WestEd) has been selected to support and facilitate meetings. The WestEd team introduced themselves as Saroja Warner, Sarah Barzee, Nancy Tien and Raifu Durodye. Sarah Barzee will be the project lead. Each team member provided an overview of their experience, with many working with neighboring states on similar educator, compensation, finance, evaluation, and educator preparation programs.

The Chair reviewed PECC's charge as detailed in <u>SB 100 with SA 1</u> and recommended the following as items to focus on:

- Competing with regional school districts in recruiting and retaining a qualified and diverse educator workforce
- Competitive base pay
- Fewer steps to advancement in careers
- Career advancement and career ladder opportunities
- Timley acquisition of knowledge and skills
- Teacher leadership roles
- Consideration of other pay scales, such as IT and bus drivers
- Review of fiscal note, recognizing that recommendations are due to General Assembly November 15, 2023

Members agreed with these key recommendations as focal points for the group's work, and added the following items to be considered as the work progresses:

- Increasing the base pay rate to be competitive with surrounding states
- Having 12-month employees (instead of 10-month) and offering them vacation and other benefits
- Educators are underpaid when compared to professionals with similar degrees
- Remember that achieving the best outcomes for students is of utmost importance
- Fewer steps to career advancement
- Raise base salary at every step on the ladder
- Recruitment and retention strategies are needed
- Raising the cap of earned income (from \$30,000 to \$40,000) for retired educators who teach in high needs schools so experienced educators can be retained
- We may not have control over the local portion of the state/local funding of educators

 Collapsing steps or lanes to get educators to higher salaries faster (before they hit midcareer and want to spend more time with families or obtain specific certification)

Next, the Chair discussed the Report from the Committee to Advance Educator Compensation and Careers (CAECC) to see where it aligns with our current work. Key points that were made included:

- Educators deserve a career path where they do not have to leave the classroom to eam more money
- A streamlined, clear career pathway from provisional to emerging to professional to established professional
- Teacher-leadership roles

A couple of members noted that not much was accomplished by the CAECC due to the environment and budget cutbacks at that time (June 2015).

DSEA (Delaware State Education Association) provided members with high level data in both the Educator Compensation Reform Data and the Delaware Educator Compensation Overview documents that were previously shared with members. In speaking about the Delaware Educator Compensation Overview, DSEA cautioned that the salary in mid-career (years 4-10) is too low. This is when educators are growing the most, but they tend to leave for more salary. Secondly, five teacher-leader roles were defined by the Educator Work Group of the CAECC, and we should build on that work.

DSEA noted that the Educator Compensation Reform Data is specifically Delaware data that is listed in comparison to Maryland/New Jersey/Pennsylvania (where base salary is computed on a different scale - not a state/local match). A Compensation Reform Presentation will be provided to members (see attached). Additionally, an updated Educator Compensation Reform Data is being prepared and will be shared with members when it is available.

In New Business, the Chair noted that WestEd will take the basic data and combine it with additional national data around teacher salaries (considering different phases of careers). They will also look at best practices highlighting successful teacher-leadership roles. One member noted that in looking at comparative data, the state's standard of living should be considered as this will impact the true educator salary.

In Next Steps / Follow Up / Homework, the Chairwill consult with West Ed following the meeting to prepare for our next meeting. It was noted that our next meeting, October 17, will be 1 ½ hours to ensure time to dig into some of this work.

Adjournment

Stephanie Ingram motioned to adjourn the meeting and Rep. Kim Williams seconded the motion. All members were in favor and the motion was carried. The meeting adjourned at 5:29 p.m.

Respectfully Submitted, Tina Shockley

Shockley Tina

From:

Thompson John

Sent:

Monday, September 12, 2022 5:06 PM

To:

Shockley Tina

Subject:

teacher compensation committee public comment

I apologize for not getting this to you sooner - but ironically, the reason is found in the very reason I'm offering public comment.

Any discussion about teacher compensation much include conversation about the true number of hours teachers work, far outside the contractual 37.5 hours per week. No teacher comes close to working only 37.5 hours per week.

That said, I struggle to come up with another state position that regular works more than their contract hours, who are not paid overtime.

State Police officers regularly receiver overtime pay. They are often some of the highest paid state workers because of overtime pay.

Custodians (school), nurses, cafeteria workers - none of these regularly work more than their contract hours. But with teachers is just ACCEPTED that we will do this.

To be clear, I am not advocating that our contract workweek becomes a 50 or 60 hour work week. But you have to consider that we ARE working 10-15-20 hours more per week than what our contract stipulates. And we do it because we cannot be successful without it. And our students will suffer without our work. And remember - when a State Police officer works overtime, he/she is paid overtime.

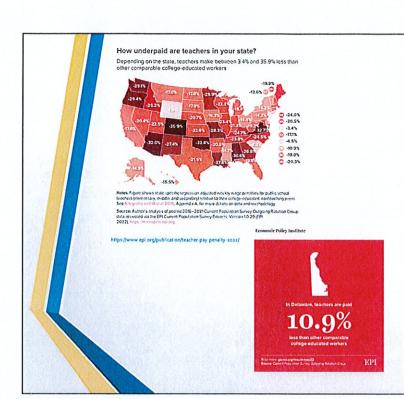
This is coming in late to you to the meeting because I was working more than my contract hours today (in order to do something that will help my students).

We are having a crisis in education, and I'm certain you are all aware of it. I learned today that a school district in Delaware is now contracting out its math instruction, because of a lack of teachers available to teach some classes. That is a crisis. Lowering the qualifications necessary to teach high school math in this district will not solve the crisis.

Thank you, John Thompson HB duPont MS 8th Grade Math







- In 2021, teachers earned 23.5% less than non-teacher college-educated professionals – a record high.
- In 1996, the pay gap stood at 6.1%. After reaching a then record 22% in 2018, the pay gap narrowed slightly (due to Red for Ed) to 19.2% in 2019 before widening in each of the past two years with the most recent data (2021) showing a record-high 23.5% teacher pay penalty.
- Even when health insurance and retirement benefits are accounted for, the teacher total compensation penalty was still 14.2%, as compared to 2.7% in 1993.



© 2022 DELAWARE STATE EDUCATION ASSOCIATION

Teachers' weekly wages have remained relatively flat for 25 years

Average weekly wages of public school teachers and other college graduates, 1979–2021



Notes: Figure shows overage weekly wages (20215) of public school teachers (elementary, middle, and secondary) and other college graduate (nonloocher) peers. Data points for 1994 and 1995 are unavailable; dotted lines represent interpolated data. See Allegretto and Muhal 2019, Appendix A for more details on data and methodology.

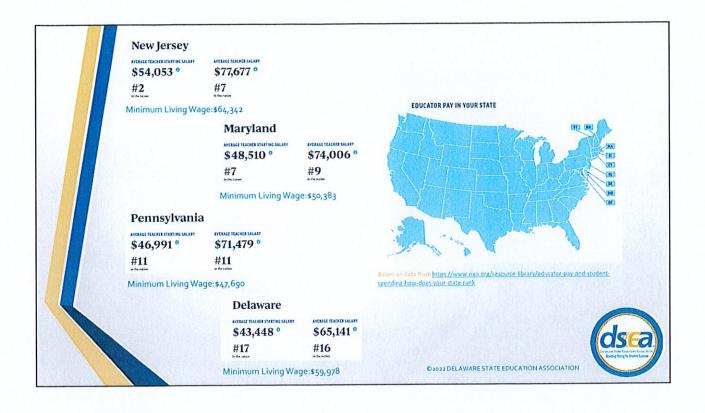
Source: Author's analysis of Current Population Survey Outgoing Rotation Group data accessed via the EPI Current Population Survey Extracts, Version 1.0.29 (EPI 2022a), https://microdoi.acgi.org/

Economie Policy Institute

This difference remained fairly consistent, with some ups and downs, throughout the 2000s. But, a significant widening of the wage gap has occurred since 2010 as teacher wages remained relatively flat while wages of other college graduates took off. The difference increased by 7.6 percentage points between 2010 and 2021—leaving the average weekly wages of teachers 32.9% behind that of other college graduates by 2021.



© 2022 DELAWARE STATE EDUCATION ASSOCIATION



- New Mexico increased teacher salaries by an average of 20%.
- Florida approved \$800 million for teacher salaries. The average salary in the state will go from \$40,000 to \$47,000.
- Mississippi approved an increase of about \$5,100 per year.
- Alabama approved an \$8.3 billion education budget. Teachers will see an increase in pay of up to 21%, depending on experience.
- · Gilbert, Arizona, will increase teacher pay by 3%.
- Maryland implementing a 10% state increase in baseline teacher salaries across the board, phased in by July 1, 2024. \$60,000 starting salary for teachers by July 1, 2026.



This Photo by Unknown Author's licensed under CC BY-ND



Real Compensation Reform...

Begins with an increase in base salaries.

Dadas DELAWARE STATE EDUCATION ASSOCIATION

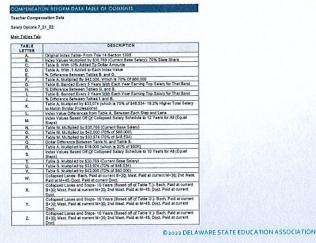
Meeting the Charge of SB 100

- Make recommendations that strengthen Delaware's ability to compete with regional school districts in recruiting and retaining qualified and diverse educators.
- 2. Make recommendations for competitive base pay for educators at all steps in the compensation structure.
- 3. Make recommendations for achieving competitive career level earnings in fewer, more meaningful steps.
- 4. Salary advancement for acquisition of relevant degrees, certifications and competencies
- Compensation for acquiring additional knowledge and skills
- 6. Teacher Leadership Opportunities
- 7. additional compensation for professional responsibilities that are not generally required in the classroom
- 8. Applicability of new system for individuals paid under §§ 1305, 1306, 1307, 1310 and 1321
- 9. Increase base levels of pay for education support staff as defined by §§ 1308, 1311, 1322, and 1324
- 10. Identify and consider adopting state pay scales for job categories where one does not exist

CISCAL CONTROL OF THE PROPERTY OF THE PROPERTY

2022 DELAWARE STATE EDUCATION ASSOCIATION







Setting Baseline Salary Targets



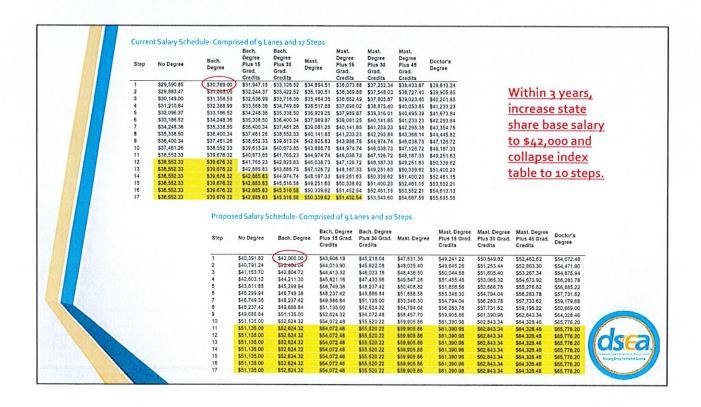
The solution does not need to be complicated!

- Salary Differences Between Education and Other Professions
- Regional Salary Structures
- Collapsing Lanes and/or Steps
- Complete Overhaul of Salary Structure
- · Neighboring Competition

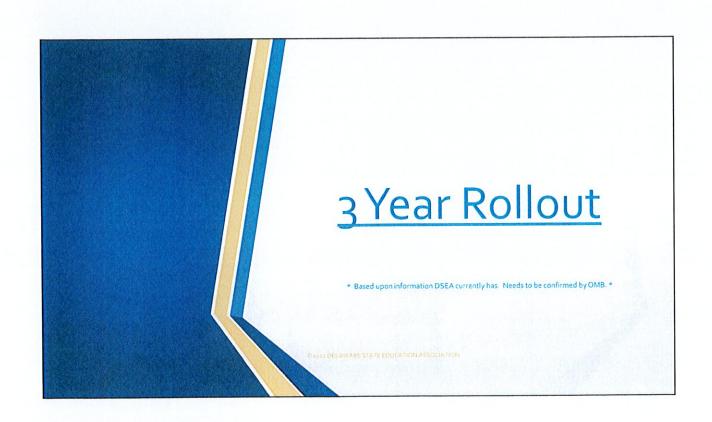


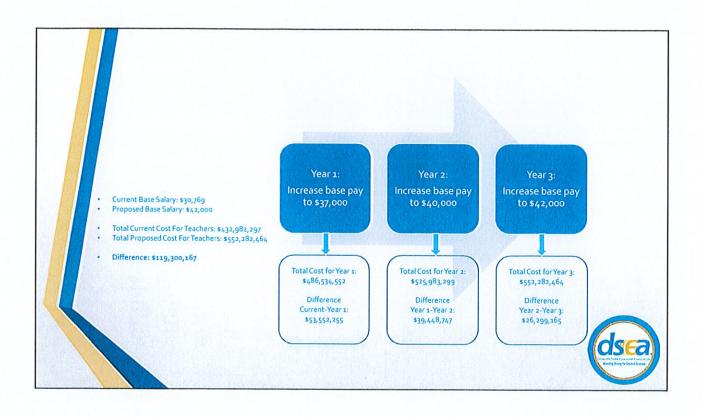
©2022 DELAWARE STATE EDUCATION ASSOCIATION

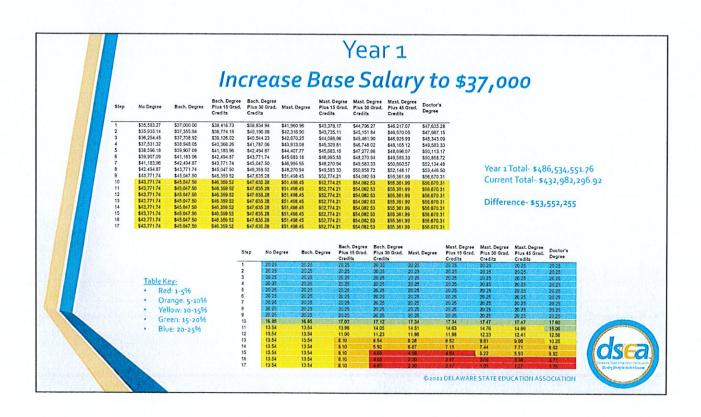




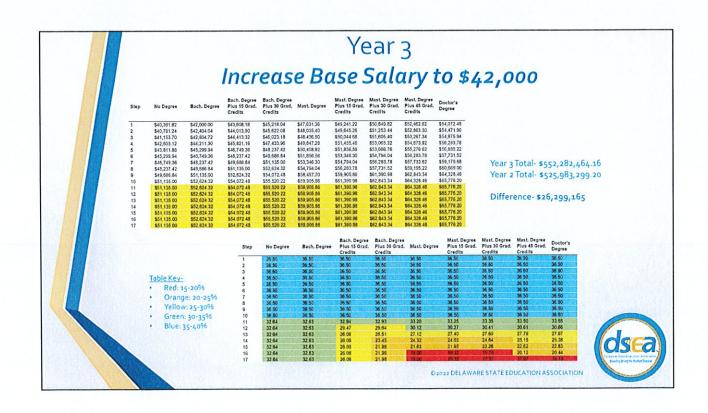
Step	No Degree	Bach. Degree	Bach, Degree Plus 15 Grad. Credits	Bach, Degree Plus 30 Grad. Credits	Mast. Degree	Mast. Degree Plus 15 Grad. Credits	Mast. Degree Plus 30 Grad. Credits			's		
1	0.96171	1	1.03829	1.07662	1.13408	1.17241	1.21071	1.24911	1.2874			
2	0.97122	1.00962	1.04795	1.08624	1.1437	1.18203	1.22032	1.25865	1,2969			
3	0.97985	1.01916	1.05746	1.09579	1.15325	1.19154	1.2287	1.26827	1.3065			
4	1.01436	1.05265	1,09098	1.12938	1.18684	1.22513	1.26346	1.30176	1.3400			
5	1.04314	1.07857	1.11308	1.14851	1.20021	1.23468	1.27778	1.34009	1.3745			
6 7	1.07857	1.11308	1.14851	1.18302	1.27015	1.30462	1.34009	1.37461	1.4090			
8	1.11308	1.14851	1.18302	1.25296	1.30462	1.34009	1.37456	1.40941	1.4445			
9	1.18302	1.2175	1,25296	1.28744	1,39185	1.42633	1.46169	1,49627	1.5316			
10	1.2175	1.25296	1,28744	1.32191	1.42633	1.46169	1.49627	1.53163	1.5661			
11	1.25296	1.28949	1,32191	1.35738	1.46169	1.49627	1.53163	1,5661	1,6006			
12			1.35738	1.39185	1.49627	1.53163	1.5661	1.60069	1.6360			
13			1.3938	1.42633	1.53163	1.5661	1.60069	1.63605	1.6705	2		
14				1.46169	1.5661	1.60069	1.63605	1.67052	1.705			
15				1.4793	1.60069 1.63605	1.63605 1.67222	1.67052	1.705 1.74046	1.7749			
16 17					1.03005	1.0/222	1.74018	1.77671	1.8101			
			Propo	sed Index Ta	able							
			Step	No Degree	Bach. Degree	Bach. Degree Plus 15 Grad. Credits	Grad. Credits	Mast. P Degree G	last. egree lus 15 irad. redits	Mast. Degree Plus 30 Grad. Credits	Mast. Degree Plus 45 Grad. Credits	Doctor's Degree
	Proposed	Index Table	1	0.96171	1	1,03829			17241	1.21071	1.24911	1.28744
	is identica	I to current	2	0.97122	1.00962	1.04795			.18203 .19154	1.22032	1.25865	1.29695
			3 4	0.97985	1.01918	1.05746			22513	1.26346	1.30176	1.34009
		e through	5	1.01436	1.07857	1.11308			23468	1.27778	1.31611	1.35441
	Step 10.		6	1.07857	1.11308	1.14851			27015	1.30462	1.34009	1.37456
			7	1.11308	1.14851	1,18302			30462	1.34009	1.37461	1.40904
			8	1.14851	1.18302	1.2175	1.25296		34009	1.37456	1.40941	1.4445
			9	1.18302	1.2175	1.25296			42633	1.46169	1.49627	1.53163
			10	1.2175	1.25296	1.28744	1.32191	1.42633 1	46169	1.49627	1.53163	1.5661



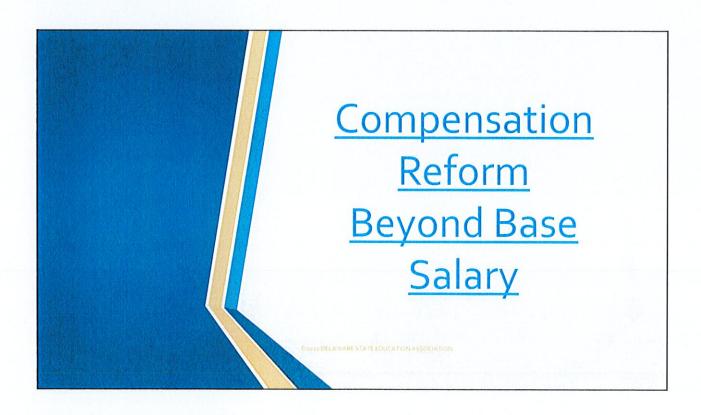








	Step	No Degree	Bach. Degree	Bach. Degree Plus 15 Grad. Credits	Bach. Degree Plus 30 Grad. Credits	Mast. Degree	Mast. Degree Plus 15 Grad. Credits	Mast. Degree Plus 30 Grad. Credits	Mast. Degree Plus 45 Grad. Credits	Doctor Degree
Total N-Count: 10,034	1	37	359	8	1	120	9	7	6	8
Steps 1-16 All Lanes: 6,217 (62%)	2	8	308	17	12	127	7	5	4	3
Steps 17+ All Lanes: 3817 (38%)	4	3	239 176	25 29	9	122 128	13 11	1	2	3
Steps 1/+ All Lalles: 301/ (30%)	5	2	161	27	9	161	21	12		4
	6	1	188	36	9	189	20	11	7	4
Blue N-Count: 4,175 (42%)	7	5	144	24	6	210	19	17	7	6
Green N-Count: 1,482 (15%)	8	2	135	23	5	184	29	7	8	2
Yellow N-Count: 510 (5%)	9	1	83	15	6	163	20	16	7	2
Orange N-Count: 656 (6%)	10	3	64	17	2	191	17	16	6	10
Red N-Count: 3,211 (32%)	11	建筑的线点 类。	66	9	3	204	26	26	12	4
Red 14-Coolit. 3,211 (3270)	12 13	SUS INVESTIGATION	66 66	13 12	9	196 197	35 24	16 20	13 13	5
	14	A STATE OF STATE OF	74	9	8	170	24	16	10	10
	15	0	58	9	6	207	28	21	12	7
	16	0	62	11	11	179	20	19	11	8
	17-30+	8	526	161	129	1711	494	363	308	117

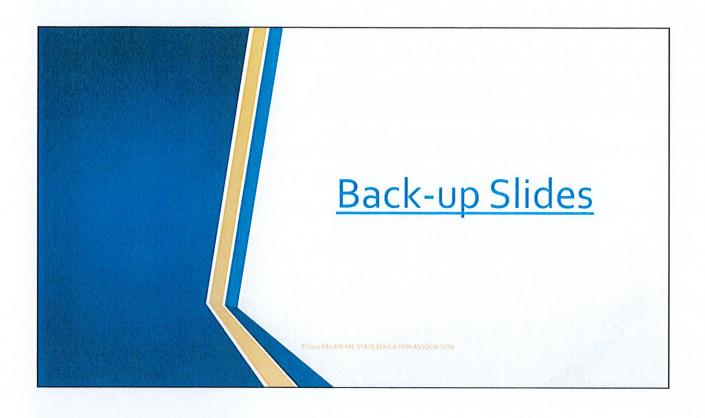


- 1. Increase salary supplements in 1305(I) for national board certification to 12% across the board
- Create a new salary supplement in 1305 for educators holding any special education certification.
 - a. 1570 Early Childhood Exceptional Children Special Education Teacher
 - b. 1571 Special Education Teacher of Students with Disabilities
 - c. 1572 Teacher of Students Who Are Gifted and Talented
 - d. 1573 Teacher of Students with Autism or with Severe Intellectual Disabilities
 - e. 1574 Teacher of Students Who Are Deaf or Hard of Hearing
 - f. 1575 Teacher of Students with Visual Impairments
- 3. Create a new salary supplement in 1305 for educators earning a "Distinction".
- Create a teacher leadership role in which teachers may earn additional compensation for serving in this role.
- 5. Adding a salary supplement for identified educators (high needs schools, special education caseload, etc.).



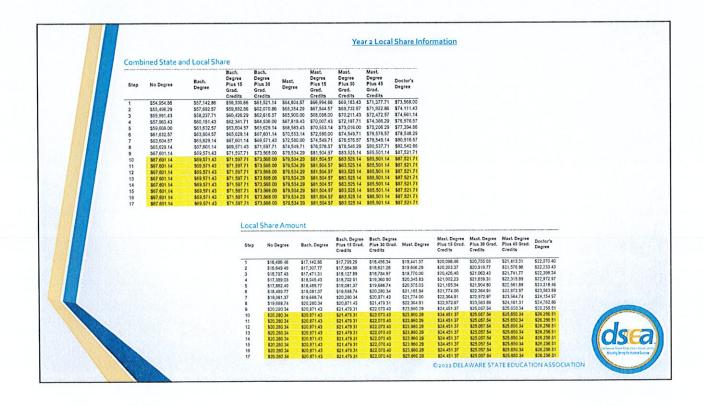
©2022 DELAWARE STATE EDUCATION ASSOCIATION







Con	nbined Stat	e and Local Sh	200											
Ste		Combined State and Local Share												
	p No Degree	Bach. Degree	Bach. Degree Plus 15 Grad. Credits	Bach. Degree Plus 30 Grad. Credits	Mast. Degree	Mast. Degree Plus 15 Grad. Credits	Degree Plus 30 Grad.	Mast. Degree Plus 45 Grad. Credits	Doctor's Degree					
1	\$50,833.24	\$52,857.14	\$54,881.04	\$56,907.06		\$61,970.24	\$83,994.67		\$68,050.					
2 3	\$51,335.91 \$51,792.07	\$53,365.63 \$53,869.89	\$55,391.64	\$57,415.54 \$57,920.33	\$60,452.71 \$60,957.50			\$66,528.64 \$67,037,13	\$68,553.0					
3	\$53,616.17	\$55,640.07		\$59,695.80	\$62,732.97				\$70,833.					
5	\$55,137.40	\$57,010.13		\$60,706 96				\$69,565 81	\$71,590	24				
6	\$57,010.13	\$58,834.23	\$60,706.96	\$62,531.06	\$65,261,68	\$67,136 50	\$68,958,49	\$70,833.33	\$72,655					
7	\$58,834.23	\$60,706.96		\$64,353.57			\$70,833.33							
8	\$60,706.96	\$62,531.06				\$70,833.33	\$72,655,31 \$77,260.76		\$76,352.					
9	\$62,531.06 \$62,531.06	\$64,353.57 \$64,353.57	\$66,227.89					\$79,088,56	\$80,957					
11	\$62,531,06	\$64,353.57					\$77,260.76		\$80,957	59				
12	\$62,531.06	\$64,353.57	\$66,227.89			\$75,301.73	\$77,260.76	\$79,088.56	\$80,957.					
13	\$62,531,06	\$64,353,57	\$66,227.89	\$68,050.40	\$73,569.21			\$79,089.56	\$80,957.					
14	\$62,531,06	\$64,353,57	\$66,227.89	\$68,050.40	\$73,569.21			\$79,088.56	\$80,957					
15 16	\$62,531.06 \$62,531.06	\$64,353.57 \$64,353.57	\$66,227.89	\$68,050,40			\$77,260.76 \$77,260.76							
17	\$62,531.00	\$64,353.57 \$64,353.57					\$77,260.76							
			Loc	al Share		lach, Degree	Bach, Degre Plus 15 Gra	e Bach. D		dast. Degree		Mast. Degree Plus 30 Grad.		Doctor's
			314		•		Credits	Credits	2000000	B-William Co.	Credits	Credits	Credits	Degree
			1 2	\$15,24 \$15,40		15,857,14	\$16,464.31 \$16,617.49	\$17,072. \$17,224		17,983.27 18,135.81	\$18,591.07 \$18,743.62	\$19,198.40 \$19,350.79	\$19,807,32 \$19,958,59	\$20,415,12 \$20,565,92
			3	\$15,50		16,160.97	\$16,517.49	\$17,376		18,287.25	\$18,894.42	\$19,483.67	\$20,111.14	\$20,718.47
			4	\$16,08		16,692.02	\$17,299.83	\$17,908.	74 5	18,819.89	\$19,427.06	\$20,034.87	\$20,642,19	\$21,250.00
			5	\$16,54	11.22 \$	17,103 04	\$17,650.27	\$18,212		19,031.90	\$19,578.50	\$20,261.94	\$20,869.74	\$21,477.07
			6	\$17,10		17,650.27	\$18,212.09	\$18,759.		19,578 50	\$20,140.95	\$20,687.55	\$21,250.00 \$21,797.39	\$21,796.59 \$22,343.35
			7	\$17,65 \$18,21		18,212.09	\$18,759.32 \$19,306.07	\$19,306. \$19,868		20,140.95	\$20,687.55 \$21,250.00	\$21,250.00 \$21,796.59	\$21,797.39	\$22,343.35
			9	\$18,75		19,306.07	\$19,868.37	\$20,415		22,070.76	\$22,617.52	\$23,178.23	\$23,726.57	\$24,287.28
			10	\$18,75		19.306.07	\$19,868.37	\$20,415.		22,070.76	\$22.617.52	\$23,178.23	\$23,726.57	\$24,287.28
			11	\$18,75	59.32 \$	19,306.07	\$19,868,37	\$20,415	12 \$	22,070.76	\$22,617.52	\$23,178.23	\$23,726.57	\$24,287.28
			12	\$18,79		19,306.07	\$19,868,37	\$20,415		22,070.76	\$22,617.52	\$23,178.23	\$23,726.57	\$24,287.28
The state of			13	\$18,75		19,306.07	\$19,868.37 \$19,868.37	\$20,415 \$20,415		22,070.76	\$22,617.52 \$22,617.52	\$23,178.23 \$23,178.23	\$23,726.57 \$23,726.57	\$24,287.28 \$24,287.28
			14	\$18,75 \$18,75		19,306.07 19,306.07	\$19,868.37	\$20,415		22,070.76	\$22,617.52	\$23,178.23	\$23,726.57	\$24,287.28
				\$18.75		19,306.07	\$19,858.37	\$20,415		22,070.76	\$22,617.52	\$23,178.23	\$23,726.57	\$24,287.28
THE REAL PROPERTY.			16											



								Year	3 Local	Share Inforn	nation			
	Comb	ined State	and Local Sh											
	Step	No Degree	Bach. Degree	Bach. Degree Plus 15 Grad. Credits	Bach. Degree Plus 30 Grad. Credits	Mast. Degree	Mast. Degree Plus 15 Grad. Credits	Mast. Degree Plus 30 Grad. Credits	Mast. Degree Plua 45 Grad. Credits	Doctor's Degree				
	1 2	\$57,702.60 \$58,273.20	\$60,000.00	\$62,297.40 \$62,877.00	\$84,597.20 \$85,174.40			\$72,642.60 \$73,219.20		577,246.40 577,817.00				
	3	\$58,791,00	561,149.60		\$65,747.40			\$73,722.00		578,394,20				
	4	\$60,861.60	\$63,159.00		\$67,762.80		\$73,507.80	\$75,807.60	\$78,105.60	\$80,405.40				
	5	\$62,588.40	\$64,714.20					\$76,666.80		\$81,264.60				
	6	\$64,714.20	\$66,784.80					\$78,277.20		\$82,473.60				
	8	\$66,784.80 \$68,910.60	\$68,910.60 \$70,981.20		\$73,050.00			\$80,405.40 \$82,473.60		\$84,542.40 \$86,670.00				
	9	\$70,981.20	\$73,050.00					\$87,701.40						
	10	\$73,050,00	\$75,177.60	\$77,246,40	\$79,314.60	\$85,579.80	\$87,701,40	\$39,776.20	\$91,897,80	\$93,966,00				
	11	\$73.050.00	\$75,177.60					\$69,776.20		\$93,966.00				
Marie Trans	12	\$73,060.00	\$75,177.60		\$79,314.60					\$93,966.00				
	13	\$73,050.00	\$75,177.60		\$79,314,60					\$93,966.00				
120	15	\$73,060.00 \$73,060.00	\$75,177.60 \$75,177.60	\$77,246.40		\$85,579.50		\$89,776.20 \$89,776.20		\$93,966.00				
Barrier I					\$79 314 80	\$85 579 80	\$37,701.40			501,066,00				
	16 17	\$73,050.00 \$73,050.00	\$75,177.60 \$75,177.60	\$77,245.40 \$77,246.40	579,314.60	\$85,579,50		\$89,776.20 \$39,776.20	\$91,897,80	\$93,966,00 \$93,966,00				
	16	\$73,050.00	\$75,177.60	\$77,245.40 \$77,246.40	\$79,314.60 al Share	\$85,579,50 Amount		\$59,776.20 \$39,778.20 Bach, Degree Plus 15 Grad.	\$91,897.80 \$91,897.80 Bach, Degr Plus 30 Gra	\$93,966,00	Plus 15 Grad.	Mast. Degree Plus 30 Grad.	Plus 45 Grad.	Doctor's Degree
	16	\$73,050.00	\$75,177.60	\$77,245,40 \$77,246,40 Loc	al Share /	S85, 579, 60 Amount gree Ba	\$87,701 40	\$89,776.20 \$89,776.20 Bach, Degree Plus 15 Grad, Credits	891,897,80 \$91,897,80 Bach, Degr Plus 30 Gra Credits	\$93,966,00 ree ad. Mast Degree	Plus 18 Grad. Credits	Plus 30 Grad. Credits	Plus 45 Grad. Credits	Degree
	16	\$73,050.00	\$75,177.60	\$77,248,40 \$77,246,40 Loc	\$79,314.60 al Share	\$65,579,50 Amount gree Ba	\$87,701 40	\$59,776.20 \$39,778.20 Bach, Degree Plus 15 Grad.	\$91,897.80 \$91,897.80 Bach, Degr Plus 30 Gra	\$93,966,00	Plus 15 Grad.	Plus 30 Grad.	Plus 45 Grad.	
	16	\$73,050.00	\$75,177.60	\$77,245,40 \$77,246,40 Loc Ste	al Share / P No De \$17,31 \$17,45	S85, 579, 50 Amount gree Ba 0.78 \$1 11.96 \$1 7.30 \$1	\$87,701.40 sch. Degree 8,000.00 8,173.16 8,344.88	\$59,775.20 \$59,776.20 Bach. Degree Plus 15 Grad. Credits \$18,689.22 \$18,683.10 \$19,034.28	891,897.80 591,897.80 Bach, Degr Plus 30 Gra Credits \$19,379.16 \$19,552.32 \$19,724.22	\$93,966,00 re4 ad. Mast Degree \$20,413,44 \$20,596,60 \$20,758,50	Plus 18 Grad. Credits \$21,103.38 \$21,276.54 \$21,447.72	Plus 30 Grad. Credits \$21,792.78 \$21,965.76 \$22,116.60	Plus 45 Grad. Credits \$22,483.98 \$22,655.70 \$22,828.86	S23,173.92 \$23,345.10 \$23,518.26
	16	\$73,050.00	\$75,177.60	\$77,245,40 \$77,246,40 Loc Ste	al Share / p No De \$17,31 \$17,44 \$17,65 \$18,25	S85, 579, 50 Amount gree B4 0.78 \$1 1.96 \$1 7.30 \$1 8.48 \$1	\$87,701.40 sch. Degree 8,000.00 8,173.16 8,344.88 8,947.70	\$39,775.20 \$39,776.20 Bach, Degree Plus 15 Grad. Credits \$18,689.22 \$18,663.10 \$19,034.28 \$19,637.64	891,897.80 \$91,897.80 Bach, Degr Plus 30 Gra Credits \$19,379.18 \$19,552.32 \$19,724.22 \$20,328.84	\$93,966.00 (ee ad. Mast Degree \$20,413.44 \$20,586.50 \$20,758.50 \$21,303.12	Plus 18 Grad. Credits \$21,103.38 \$21,276.54 \$21,447.72 \$22,052.34	Plus 30 Grad. Credits \$21,792.78 \$21,965.76 \$22,116.60 \$22,742.28	Plus 45 Grad. Credits \$22,483.98 \$22,555.70 \$22,828.86 \$23,431.68	\$23,173.92 \$23,345.10 \$23,518.26 \$24,121.62
	16	\$73,050.00	\$75,177.60	\$77,245,40 \$77,246,40 Loc Ste	s79,314,60 al Share / p No De \$17,31 \$17,45 \$18,75 \$18,75	S85, 579, 50 Amount gree Ba 0.78 \$1 1.96 \$1 7.90 \$1 8.48 \$1 8.52 \$1	\$87,701.40 ach. Degree 8,000.00 8,173.16 8,344.88 8,947.70 9,414.26	859,775,20 839,776,20 839,776,20 Bach, Degree Plus 15 Grad. Credits \$18,689,22 \$18,663,10 \$19,034,28 \$19,637,64 \$20,035,44	891,897.80 \$91,897.80 Bach, Degr Plus 30 Gra Credits \$19,379.16 \$19,552.32 \$19,724.22 \$20,328.84 \$20,673.18	\$20,413.44 \$20,586,50 \$21,756.50 \$21,953.72 \$21,953.73	Plus 18 Grad. Credits \$21,103.38 \$21,276.54 \$21,447.72 \$22,052.34 \$22,224.24	Plus 30 Grad. Credits \$21,792.78 \$21,965.76 \$22,116.60 \$22,742.28 \$23,000.04	Plus 45 Grad. Credits \$22,483.98 \$22,655,70 \$22,828.86 \$23,431.68 \$23,689.98	\$23,173.92 \$23,345.10 \$23,518.26 \$24,121.62 \$24,379.38
	16	\$73,050.00	\$75,177.60	\$77,245,40 \$77,246,40 LOC Ste 1 2 3 4 5	al Share / p No De \$17,31 \$17,44 \$17,65 \$18,25	\$65,579,50 Amount gree 84 0.78 \$1 11.96 \$1 7.30 \$1 8.48 \$1 4.26 \$2	\$87,701.40 sch. Degree 8,000.00 8,173.16 8,344.88 8,947.70	\$39,775.20 \$39,776.20 Bach, Degree Plus 15 Grad. Credits \$18,689.22 \$18,663.10 \$19,034.28 \$19,637.64	891,897.80 \$91,897.80 Bach, Degr Plus 30 Gra Credits \$19,379.18 \$19,552.32 \$19,724.22 \$20,328.84	\$20,413.44 \$20,586,50 \$21,756.50 \$21,953.72 \$21,953.73	Plus 18 Grad. Credits \$21,103.38 \$21,276.54 \$21,447.72 \$22,052.34	Plus 30 Grad. Credits \$21,792.78 \$21,965.76 \$22,116.60 \$22,742.28 \$23,000.04 \$23,483.16	Plus 45 Grad. Credits \$22,483.98 \$22,655,70 \$22,828.86 \$23,431.68 \$23,689.98 \$24,121.62	\$23,173.92 \$23,345.10 \$23,518.26 \$24,121.62 \$24,379.38 \$24,742.08
	16	\$73,050.00	\$75,177.60	\$77,245,40 \$77,246,40 LOC Ste 1 2 3 4 5 6 7 8	s79,314,60 al Share / p No De \$17,31 \$17,45 \$18,77 \$19,41 \$20,63	\$85.579.50 Amount gree B-1 0.78 \$1 1.96 \$1 1.96 \$1 8.48 \$1 6.52 \$1 4.26 \$2 5.544 \$2 3.18 \$2 3.18	8,000 00 8,173.16 8,344.88 8,347.70 9,414.26 9,035.44 10,053.45	\$59,776,20 \$39,776,20 \$39,776,20 Bach, Degree Plus 15 Grad. Credits \$18,659,22 \$18,653,10 \$19,034,28 \$19,637,54 \$20,035,44 \$20,673,18 \$21,294,36 \$21,915,00	891,897,80 891,897,80 Bach, Degr Plus 30 Gra Credits \$19,379 18 \$19,552,32 \$19,774 22 \$20,673 18 \$21,294 35 \$21,915.00 \$22,553,38	520,413.44 520,596,60 520,764.50 521,583.12 521,003.78 522,224.24 522,862,70 523,483.16	Plus 15 Grad. Credits \$21,103.38 \$21,276.54 \$21,447.72 \$22,052.34 \$22,224.24 \$22,962.70 \$23,483.16 \$24,121.62	Plus 30 Grad. Credits 521,792.78 521,965.76 522,116.60 522,742.28 523,000.04 523,483.16 524,121.62 524,742.08	Plus 45 Grad. Credits \$22,483.98 \$22,655.70 \$22,828.86 \$23,431.68 \$23,689.98 \$24,121.62 \$24,742.98 \$25,369.38	Degree \$23,173 92 \$23,345.10 \$23,518 26 \$24,121.62 \$24,379 38 \$24,742 08 \$25,382 72 \$26,001 00
	16	\$73,050.00	\$75,177.60	\$77,245.40 \$77,246.40 LOC Ste 1 2 3 3 4 5 6 6 7 8 9	p No De 517,314 60	\$85.579.50 Amount gree B4 0.78 \$1 11.96 \$1 7.70 \$1 8.48 \$1 6.52 \$1 4.26 \$2 5.544 \$2 3.18 \$2 4.30 \$2 4.40 \$2	\$57,701.40 sch. Degree 8,000.00 8,173.16 8,349.70 9,414.26 10,035.44 10,073.18 11,294.36 11,294.36	8s9,776.20 \$59,778.20 Bach. Degree Plus 15 Grad. Credits \$18,689.22 \$18,689.22 \$18,689.310 \$19,034.28 \$20,673.18 \$20,673.18 \$21,294.38 \$21,294.38 \$21,915.00 \$22,553.28	Bach, Degr Plus 30 Gra Credits 519,379 16 519,552.32 520,328.84 530,673 18 521,294.35 521,294.55 521,294.53 521,294.53	520,413.44 520,386,50 520,756.50 521,383.12 521,803.78 522,224.24 522,862.70 523,483.16 525,503.30	Plus 15 Grad. Credits \$21,103.38 \$21,276.54 \$21,447.72 \$22,082.34 \$22,224.24 \$22,862.70 \$23,483.16 \$24,121.62 \$26,673.94	Plus 30 Grad. Credits \$21,792.78 \$21,965.76 \$22,116.60 \$22,742.28 \$23,000.04 \$23,483.16 \$24,121.62 \$24,742.08 \$26,310.42	Plus 45 Grad. Credits \$22,483.98 \$22,655,70 \$22,828.86 \$23,431.68 \$23,699.98 \$24,121.62 \$24,742.98 \$25,369.38 \$25,932.86	Degree \$23,173 92 \$23,345.10 \$23,518 26 \$24,121.62 \$24,379 38 \$24,742 08 \$25,362 72 \$25,001 00 \$27,569 34
	16	\$73,050.00	\$75,177.60	\$77,245.40 \$77,246.40 Loc Ste 1 2 2 3 4 5 6 7 7 8 9	s79,314,60 al Share / p No De \$17,31 \$17,44 \$18,77 \$19,41 \$20,00 \$20,61 \$21,22	\$85.579.50 Amount gree Ba 0.78 \$1 1.96 \$1 1.96 \$2 3.48 \$1 8.48 \$1 8.48 \$1 8.48 \$1 8.52 \$1 4.26 \$2 5.544 \$2 5.544 \$2 5.55 \$2	8,000,000 8,173.16 8,344.88 8,947.70 9,414.26 9,035.44 0,035.44 11,294.36 11,295.00 2,553.26	559,776.20 559,776.20 Bach. Degree Plus 15 Grad. Credits 518,659.22 519,034.28 519,037.64 520,673.18 520,035.44 520,673.18 521,915.00 522,553.28 522,515.28	Bach, Degr 80 Bach, Degr Pius 30 Grc Gredits 519,7379 18 521,294 35 521,294 35 521,713 92 523,731 38	520,413.44 520,596,60 520,756.50 521,963.12 521,963.76 522,224.24 522,963.70 523,963.76 523,963.76 523,963.76	Plus 15 Grad. Credits \$21,103.38 \$21,276.54 \$21,447.72 \$22,052.34 \$22,224.24 \$22,262.70 \$23,483.16 \$24,121.52 \$25,673.94 \$26,310.42	Plus 30 Grad. Credits \$21,792.78 \$21,965.76 \$22,116.60 \$22,742.28 \$23,000.04 \$23,483.16 \$24,121.62 \$24,742.08 \$26,310.42 \$26,932.86	Plus 45 Grad. Credits 522,483 98 \$22,655,70 \$22,828 85 \$23,431.68 \$23,699 98 \$24,121.62 \$24,742.98 \$25,099.38 \$25,599.38 \$27,569.34	Degree \$23,173 92 \$23,345.10 \$23,518.26 \$24,121.62 \$24,379.38 \$24,742.08 \$24,742.08 \$25,382.72 \$36,001.00 \$27,569.34 \$28,189.80
	16	\$73,050.00	\$75,177.60	\$77,245.40 \$77,246.40 Loc Ste 1 1 2 3 4 4 5 6 7 7 8 9 9	p No De 517,314 60	S85 579 50 Amount gree B4 1.96 51 1.96 51 7.30 51 4.26 52 5.54 52 1.18 52	\$57,701.40 sch. Degree 8,000.00 8,173.16 8,344.88 8,947.70 9,414.24 0,673.18 11,294.36 11,915.00 2,553.28	559,776,20 559,778,20 Bach, Degree Plus 15 Grad, Credits 518,659,22 519,853,10 519,037,44 520,035,44 520,631,54 520,673,18 521,244,36 521,915,00 522,553,28 523,173,92 523,173,92	Bach, Degr Plus 36 Gr Credits \$19,379 18 \$19,572 32 \$19,774 22 \$20,223 48 \$20,673 18 \$21,294 35 \$21,294 35 \$21,294 36 \$21,294 36 \$21,294 36	\$20,413.44 \$20,306,60 \$21,703.14 \$21,003.78 \$21,003.78 \$22,249.24 \$23,867.70 \$23,693.78 \$25,73,94 \$25,573,94	Plus 15 Grad. Credits \$21,103.38 \$21,276.54 \$21,447.72 \$22,052.34 \$22,262.70 \$23,483.16 \$24,121.62 \$25,673.94 \$26,310.42 \$28,310.42	Plus 30 Grad. Credits \$21,792.78 \$21,995.76 \$22,1742.28 \$23,000.04 \$23,483.16 \$24,121.62 \$24,121.62 \$24,742.08 \$26,310.42 \$26,310.42 \$26,322.86	Plus 45 Grad. Credits \$22,483.98 \$22,555.70 \$22,828.86 \$23,431.68 \$23,431.69 \$24,1742.98 \$24,742.98 \$25,369.38 \$27,569.34 \$27,569.34	Degree \$23,173 92 \$23,345.10 \$23,518.26 \$24,121.62 \$24,379.38 \$24,742.08 \$25,362.72 \$26,001.00 \$27,569.34 \$28,189.80 \$38,189.80 \$38,189.80
	16	\$73,050.00	\$75,177.60	\$77,245.40 \$77,245.40 Local Stee 1 1 2 3 3 4 5 6 7 7 8 9 9 10 11 11 12 11 12 11 11 12 11 11 11 11 11	579,314.60 al Share A by No De \$17,31 \$17,45 \$18,25 \$18,27 \$21,91 \$21,91 \$21,91 \$21,91	S85 579 50 Amount gree B1 0 78 51 11.96 51 17.30 51 8.44 51 1.85 52 5.44 52 5.54 42 52 5.50 52 5.50 52 5.50 52	8,000,000 8,173.16 8,344.88 8,947.70 9,414.26 9,035.44 0,035.44 11,294.36 11,295.00 2,553.26	559,776.20 559,776.20 Bach. Degree Plus 15 Grad. Credits 518,659.22 519,034.28 519,037.64 520,673.18 520,035.44 520,673.18 521,915.00 522,553.28 522,515.28	Bach, Degr 80 Bach, Degr Pius 30 Grc Gredits 519,7379 18 521,294 35 521,294 35 521,713 92 523,731 38	520,413.44 520,596,60 520,756.50 521,963.12 521,963.76 522,224.24 522,963.70 523,963.76 523,963.76 523,963.76	Plus 15 Grad. Credits \$21,103.38 \$21,276.54 \$21,447.72 \$22,052.34 \$22,224.24 \$22,262.70 \$23,483.16 \$24,121.52 \$25,673.94 \$26,310.42	Plus 30 Grad. Credits \$21,792.78 \$21,965.76 \$22,116.60 \$22,742.28 \$23,000.04 \$23,483.16 \$24,121.62 \$24,742.08 \$26,310.42 \$26,932.86	Plus 45 Grad. Credits 522,483 98 \$22,655,70 \$22,828 85 \$23,431.68 \$23,699 98 \$24,121.62 \$24,742.98 \$25,099.38 \$25,599.38 \$27,569.34	Degree \$23,173 92 \$23,345.10 \$23,518.26 \$24,121.62 \$24,379.38 \$24,742.08 \$24,742.08 \$25,382.72 \$36,001.00 \$27,569.34 \$28,189.80
	16	\$73,050.00	\$75,177.60	\$77,245.40 \$77,245.40 LOC Stee 1 2 3 3 4 5 6 6 7 7 8 9 9 10 11 12 12 13 13	579,314 60 al Share , 517,31 517,45 517,65 518,77 519,41 520,05 520,65 521,23 521,91 521,91 521,91 521,91 521,91	S85 579 50 Amount gree B4 0 78 \$1 1.96 \$1 7.30 \$1 8.48 \$1 8.42 \$2 \$1 5.54 \$2 \$5.54 \$2 \$5.50 \$2 \$5.5	\$57.701.40 ach. Degree 8,000.00 8,173.16 8,344.88 8,344.85 8,947.70 9,414.26 9,033.44 0,033.44 0,073.18 11,294.36 11,294.36 11,295.26 2,553.26 2,553.26 2,553.26 2,553.26	8ach, Degree Plus 15 Grad. Credits \$18,689.22 \$18,683.10 \$19,037.64 \$20,673.18 \$21,915.00 \$21,915.00 \$21,915.00 \$21,915.00 \$21,915.00 \$21,915.00 \$21,915.00 \$21,915.00 \$21,915.00 \$21,915.00 \$21,915.00 \$21,915.00 \$21,915.00	991,897,80 991,897,80 Bach, Degr Plus 30 Gra Credits 519,379 18 519,379 18 519,724 25 520,873 18 521,915,00 522,553 28 521,915,00 522,553 28 523,794 38 523,794 38 523,794 38	503,965,00 ad. Mast Degree 500,413,44 500,596,50 520,756,50 521,953,12 521,903,76 522,962,70 522,962,70 523,963,10 525,963,30 525,973,94 525,673,34 525,673,34 525,673,34	Plus 16 Grad. Credits \$21,103.38 \$21,276.54 \$21,247.72 \$22,052.34 \$22,224.24 \$22,262.70 \$23,483.16 \$24,121.62 \$25,673.94 \$26,310.42 \$26,310.42 \$26,310.42 \$26,310.42	Plus 30 Grad. Credits 521,792.78 521,952.76 522,116.60 522,742.28 523,000.04 523,483.16 524,121.62 524,742.08 526,310.42 526,912.86 526,912.86 526,912.86 526,912.86 526,912.86 526,912.86 526,912.86 526,912.86	Plus 45 Grad. Credits 522, 483 98 522, 555, 70 522, 828 86 523, 431, 63 523, 689 98 524, 121, 52 524, 742, 98 525, 369, 38 527, 569, 34 527, 569, 34 527, 569, 34 527, 569, 34 527, 569, 34	Degree \$23,173.92 \$23,345.10 \$23,316.26 \$24,121.62 \$24,121.62 \$24,179.38 \$24,172.62 \$24,779.38 \$24,742.08 \$25,362.72 \$26,001.00 \$27,569.34 \$27,569.34 \$28,189.50 \$28,189.50 \$28,189.50 \$28,189.50 \$28,189.50
	16	\$73,050.00	\$75,177.60	\$77,245,40 \$77,245,40 LOC Ste 1 2 2 3 3 4 4 5 6 6 7 7 8 9 10 11 11 12 13 13 14 14 15 15 16 16 17 17 17 17 17 17 17 17 17 17 17 17 17	S79,314.60 al Share / 517,31 517,41 517,62 518,27 519,41 520,61 521,51 521,51 521,51 521,51 521,51	S85 579 50 Amount 9ree B4 0 78 51 17.30 51 17.30 51 4.26 52 5.44 52 5.44 52 5.45 52 5.50 52 5.50 52 5.50 52 5.50 52 5.50 52 5.50 52 5.50 52 5.50 52 5.50 52 5.50 52 5.50 52 5.50 52 5.50 52 5.50 52 5.50 52	8,000 00 8,173.16 8,334.88 8,947.70 9,414.26 9,035.44 1,294.36 1,294.36 1,294.36 1,294.36 1,294.36 1,294.36 1,294.36 1,294.36 1,294.36 1,294.36 1,294.36 1,294.36 1,294.36	859,776.20 859,776.20 Bach. Degree Plus 15 Grad. Credibs \$18,689.22 \$18,689.22 \$18,689.22 \$19,037.64 \$20,035.44 \$20,035.44 \$20,035.44 \$21,042.35 \$21,013.25 \$21,013.25 \$21,013.25 \$21,013.25 \$22,013.25 \$23,173.92 \$23,173.92 \$23,173.92 \$23,173.92 \$23,173.92 \$23,173.92 \$23,173.92 \$23,173.92 \$23,173.92 \$23,173.92 \$23,173.92 \$23,173.92 \$23,173.92 \$23,173.92 \$23,173.92 \$23,173.92 \$23,173.92	\$91,897.80 \$91,897.80 Bach, Degr Plus 36 Gr Credits \$19,379 18 \$19,552.32 \$10,724 25 \$20,228.84 \$20,673 18 \$21,294.36 \$21,294.36 \$21,294.36 \$21,294.36 \$21,294.36 \$21,294.36 \$21,294.36 \$21,294.36 \$21,294.36 \$21,294.36 \$21,294.36 \$21,294.36 \$21,294.36 \$21,294.36 \$21,294.36 \$21,294.36 \$21,294.36 \$21,294.36	583,966,00 ad. Mast. Degree 520,413,44 520,586,60 520,768,50 521,983,12 521,983,12 521,983,12 521,983,12 521,983,12 521,983,12 521,983,12 521,983,12 521,983,12 521,983,12 521,983,12 521,973,94 525,573,34 525,573,34 525,573,34 525,573,34 525,573,34 525,573,34 525,573,34 525,573,34	Plus 15 Grad. Credits \$21,103.38 \$21,276.54 \$21,447.72 \$22,204.24 \$22,862.70 \$23,483.16 \$24,121.62 \$25,673.94 \$26,310.42 \$25,310.42 \$25,310.42 \$25,310.42 \$25,310.42 \$25,310.42 \$25,310.42 \$25,310.42 \$25,310.42 \$25,310.42	Plus 30 Grad. Credits \$21,792.78 \$21,995.76 \$22,116.60 \$22,742.28 \$23,000 04 \$23,483.16 \$24,121.62 \$24,121.62 \$24,121.62 \$24,121.62 \$24,121.62 \$24,121.62 \$25,902.86 \$26,310.42 \$26,902.86 \$26,902.86 \$26,902.86 \$26,902.86 \$26,902.86 \$26,902.86 \$26,902.86 \$26,902.86 \$26,902.86 \$26,902.86 \$26,902.86 \$26,902.86 \$26,902.86	Plus 45 Grad. Credits 522,453 98 522,555 70 522,828 85 523,431,68 523,689 98 524,121,62 523,689 38 525,369,38 526,932 86 527,569,34 527,569,34 527,569,34 527,569,34 527,569,34 527,569,34 527,569,34 527,569,34 527,569,34	Degree \$23,173.92 \$23,345.10 \$23,516.26 \$24,121.62 \$24,121.62 \$24,379.38 \$24,742.08 \$25,362.72 \$26,001.00 \$28,169.50 \$28,169.50 \$28,169.50 \$28,169.50 \$28,169.50 \$28,169.50 \$28,169.50 \$28,169.50 \$28,169.50 \$28,169.50
	16	\$73,050.00	\$75,177.60	\$77,245.40 \$77,245.40 LOC Stee 1 2 3 3 4 5 6 6 7 7 8 9 9 10 11 12 12 13 13	579,314 60 al Share , 517,31 517,45 517,65 518,77 519,41 520,05 520,65 521,23 521,91 521,91 521,91 521,91 521,91	Sa5 579 50 Amount gree Bi 11.96 51 17.30 51 8.48 51 8.48 51 8.48 51 8.49 50 5.50 52	\$57.701.40 ach. Degree 8,000.00 8,173.16 8,344.88 8,344.85 8,947.70 9,414.26 9,033.44 0,033.44 0,073.18 11,294.36 11,294.36 11,295.26 2,553.26 2,553.26 2,553.26 2,553.26	8ach, Degree Plus 15 Grad. Credits \$18,689.22 \$18,683.10 \$19,037.64 \$20,673.18 \$21,915.00 \$21,915.00 \$21,915.00 \$21,915.00 \$21,915.00 \$21,915.00 \$21,915.00 \$21,915.00 \$21,915.00 \$21,915.00 \$21,915.00 \$21,915.00 \$21,915.00	991,897,80 991,897,80 Bach, Degr Plus 30 Gra Credits 519,379 18 519,379 18 519,724 25 520,873 18 521,915,00 522,553 28 521,915,00 522,553 28 523,794 38 523,794 38 523,794 38	503,965,00 ad. Mast Degree 500,413,44 500,596,50 520,756,50 521,953,12 521,903,76 522,962,70 522,962,70 523,963,10 525,963,30 525,973,94 525,673,34 525,673,34 525,673,34	Plus 16 Grad. Credits \$21,103.38 \$21,276.54 \$21,247.72 \$22,052.34 \$22,224.24 \$22,262.70 \$23,483.16 \$24,121.62 \$25,673.94 \$26,310.42 \$26,310.42 \$26,310.42 \$26,310.42	Plus 30 Grad. Credits 521,792.78 521,952.76 522,116.60 522,742.28 523,000.04 523,483.16 524,121.62 524,742.08 526,310.42 526,912.86 526,912.86 526,912.86 526,912.86 526,912.86 526,912.86 526,912.86 526,912.86	Plus 45 Grad. Credits 522, 483 98 522, 555, 70 522, 828 86 523, 431, 63 523, 689 98 524, 121, 52 524, 742, 98 525, 369, 38 527, 569, 34 527, 569, 34 527, 569, 34 527, 569, 34 527, 569, 34	Degree \$23,173.92 \$23,345.10 \$23,316.26 \$24,121.62 \$24,121.62 \$24,179.38 \$24,172.62 \$24,779.38 \$24,742.08 \$25,362.72 \$26,001.00 \$27,569.34 \$27,569.34 \$28,189.50 \$28,189.50 \$28,189.50 \$28,189.50 \$28,189.50



$\frac{\textbf{Year 1 Dollar Amount Difference Between Current Salary and}}{\textbf{Proposed Salary}}$

Step	No Degree	Bach, Degree	Bach. Degree Plus 15 Grad. Credits	Bach. Degree Plus 30 Grad. Credits	Mast. Degree	Mast. Degree Plus 15 Grad. Credits	Mast. Degree Plus 30 Grad. Credits	Mast. Degree Plus 45 Grad. Credits	Doctor's Degree	Yrs of Exp.
1	\$8,560.59	\$8,901.43	\$9,242.26	\$9,583.46	\$10,094.93	\$10,436.12	\$10,777.05	\$11,118.86	\$11,460.06	0
2	\$8,645.25	\$8,987.06	\$9,328.25	\$9,669.09	\$10,180.56	\$10,521.76	\$10,862.59	\$11,203.78	\$11,544.71	1
3	\$8,722.06	\$9,071.98	\$9,412.90	\$9,754.10	\$10,265.57	\$10,606.41	\$10,937.19	\$11,289.41	\$11,630.34	2
4	\$9,029.25	\$9,370,09	\$9,711.28	\$10,053.10	\$10,564.57	\$10,905.41	\$11,246.60	\$11,587.52	\$11,928.72	3
5	\$9,285,44	\$9,600.81	\$9,908.00	\$10,223.38	\$10,683.58	\$10,990.42	\$11,374.07	\$11,715.26	\$12,056.18	4
6	\$9,600.81	\$9,908.00	\$10,223.38	\$10,530.57	\$10,990.42	\$11,306.15	\$11,612.98	\$11,928.72	\$12,235.55	5
7	\$9,908.00	\$10,223.38	\$10,530.57	\$10,837.49	\$11,306.15	\$11,612.98	\$11,928.72	\$12,235.99	\$12,542.47	6
8	\$10,223.38	\$10,530.57	\$10,837.49	\$11,153.13	\$11,612.98	\$11,928.72	\$12,235.55	\$12,545.76	\$12,858.11	7
9	\$10,530.57	\$10,837.49	\$11,153.13	\$11,460.06	\$12,389.45	\$12,696.37	\$13,011.13	\$13,318.94	\$13,633.70	8
10	\$9,014.98	\$9,278.82	\$9,637.54	\$9,944.90	\$10,873.86	\$11,142.10	\$11,491.14	\$11,764.67	\$12,118.54	9
11	\$7,456.31	\$7,673,12	\$8,122.39	\$8,385.79	\$9,319.59	\$9,622.11	\$9,936.87	\$10,249.51	\$10,598.11	10
12	\$7,456.31	\$7,673,12	\$6,563.28	\$6,870.64	\$7,799.60	\$8,067.84	\$8,421.71	\$8,729.08	\$9,043.84	11
13	\$7,456,31	\$7,673,12	\$4,962.41	\$5,355.05	\$6,245.32	\$6,552.68	\$6,901.28	\$7,174.81	\$7,528.69	12
14	\$7,456,31	\$7,673.12	\$4,962.41	\$3,800.77	\$4,730.17	\$5,032.26	\$5,347.01	\$5,659.66	\$6,013.09	13
15	\$7,456.31	\$7,673.12	\$4,962.41	\$3,026.71	\$3,209.74	\$3,477.98	\$3,831.86	\$4,144.06	\$4,454.42	14
16	\$7,456.31	\$7,673.12	\$4,962.41	\$3,026.71	\$1,655.47	\$1,888.10	\$2,316.26	\$2,585.39	\$2,938.83	15
17	\$7,456.31	\$7,673.12	\$4,962,41	\$3,026.71	\$1,655.47	\$1,888.10	\$769.90	\$992.00	\$1,392.47	16



©2022 DELAWARE STATE EDUCATION ASSOCIATION

Year 2 Dollar Amount Difference Between Current Salary and <u>Proposed Salary</u>

Step	No Degree	Bach. Degree	Bach, Degree Plus 15 Grad. Credits	Bach. Degree Plus 30 Grad. Credits	Mast. Degree	Mast. Degree Plus 15 Grad. Credits	Mast. Degree Plus 30 Grad. Credits	Mast. Degree Plus 45 Grad. Credits	Doctor's Degree	Yrs of Exp.
	\$12,682.21	\$13,187.14	\$13,692.08	\$14,197.54	\$14,955.27	\$15,460.74	\$15,965.81	\$16,472.19	\$16,977.66	0
	\$12,807.62	\$13,314.00	\$13,819.47	\$14,324.40	\$15,082.14	\$15,587.60	\$16,092.53	\$16,598.00	\$17,103.06	1
3	\$12,921,42	\$13,439,81	\$13,944.88	\$14,450.34	\$15,208.07	\$15,713.01	\$16,203.04	\$16,724.86	\$17,229.93	2
	\$13,376.51	\$13,881.45	\$14,386.91	\$14,893.30	\$15,651.03	\$16,155.96	\$16,661.43	\$17,166.50	\$17,671.96	3
5	\$13,756,04	\$14,223,26	\$14,678.34	\$15,145.57	\$15,827.34	\$16,281.90	\$16,850.27	\$17,355.73	\$17,860.80	4
6	\$14,223.26	\$14,678.34	\$15,145.57	\$15,600.65	\$16,281.90	\$16,749.65	\$17,204.21	\$17,671.96	\$18,126.52	5
7	\$14,678.34	\$15,145,57	\$15,600.65	\$16,055.35	\$16,749.65	\$17,204.21	\$17,671.96	\$18,127.18	\$18,581.21	6
3	\$15,145.57	\$15,600.65	\$16,055.35	\$16,522.96	\$17,204.21	\$17,671.96	\$18,126.52	\$18,586.09	\$19,048.83	7
9	\$15,600.65	\$16,055.35	\$16,522.96	\$16,977.66	\$18,354.52	\$18,809.22	\$19,275.51	\$19,731.53	\$20,197.82	8
10	\$14,085,06	\$14,496,68	\$15,007.37	\$15,462.50	\$16,838.93	\$17,254.94	\$17,755.53	\$18,177.25	\$18,682.67	9
11	\$12,526,39	\$12,890,97	\$13,492.22	\$13,903.39	\$15,284.66	\$15,734.95	\$16,201.25	\$16,662.10	\$17,162.24	10
12	\$12,526,39	\$12,890.97	\$11,933.11	\$12,388.24	\$13,764.67	\$14,180.68	\$14,686.10	\$15,141.67	\$15,607.97	11
13	\$12,526,39	\$12,890.97	\$10,332.24	\$10,872.65	\$12,210.40	\$12,665,53	\$13,165.67	\$13,587.40	\$14,092.81	12
14	\$12,526,39	\$12,890,97	\$10,332.24	\$9,318.37	\$10,695.24	\$11,145.10	\$11,611.40	\$12,072.24	\$12,577.22	13
15	\$12,526.39	\$12,890.97	\$10,332.24	\$8,544.31	\$9,174.81	\$9,590.83	\$10,096.24	\$10,556.65	\$11,018.55	14
16	\$12,526,39	\$12,890,97	\$10,332.24	\$8,544.31	\$7,620.54	\$8,000.95	\$8,580.65	\$8,997.98	\$9,502.96	15
17	\$12,526,39	\$12,890.97	\$10,332.24	\$8,544.31	\$7,620.54	\$8,000.95	\$7,034.29	\$7,404.59	\$7,956.60	16



©2022 DELAWARE STATE EDUCATION ASSOCIATION

Step	No Degree	Bach. Degree	Bach. Degree Plus 15 Grad. Credits	Bach. Degree Plus 30 Grad. Credits	Mast. Degree	Mast. Degree Plus 15 Grad. Credits	Mast. Degree Plus 30 Grad. Credits	Mast. Degree Plus 45 Grad. Credits	Doctor's Degree	Yrs o Exp.
1	\$15,429.95	\$16,044.29	\$16,658.62	\$17,273.60	\$18,195.50	\$18,810.48	\$19,424.98	\$20,041.08	\$20,656.06	0
2	\$15,582.53	\$16,198.63	\$16,813.61	\$17,427.94	\$18,349.85	\$18,964.83	\$19,579.16	\$20,194.14	\$20,808.64	1
3	\$15,720.99	\$16,351.69	\$16,966.19	\$17,581.17	\$18,503.07	\$19,117.41	\$19,713.61	\$20,348.49	\$20,962.98	2
4	\$16,274.68	\$16,889.02	\$17,503.99	\$18,120.10	\$19,042.00	\$19,656.34	\$20,271.31	\$20,885.81	\$21,500.79	3
5	\$16,736.44	\$17,304.89	\$17,858.57	\$18,427.02	\$19,256.51	\$19,809.56	\$20,501.07	\$21,116.04	\$21,730.54	4
6	\$17,304.89	\$17,858.57	\$18,427.02	\$18,980.71	\$19,809.56	\$20,378.65	\$20,931.70	\$21,500.79	\$22,053.83	5
7	\$17,858.57	\$18,427.02	\$18,980.71	\$19,533.92	\$20,378.65	\$20,931.70	\$21,500.79	\$22,054.64	\$22,607.04	6
8	\$18,427.02	\$18,980.71	\$19,533.92	\$20,102.85	\$20,931.70	\$21,500.79	\$22,053.83	\$22,612.98	\$23,175.97	7
9	\$18,980.71	\$19,533.92	\$20,102.85	\$20,656.06	\$22,331.24	\$22,884.45	\$23,451.77	\$24,006.58	\$24,573.91	8
10	\$19,533.92	\$20,102.85	\$20,656.06	\$21,209.10	\$22,884.45	\$23,451.77	\$24,006.58	\$24,573.91	\$25,126.96	9
11	\$17,975.25	\$18,497.15	\$19,140.90	\$19,649.99	\$21,330.17	\$21,931.78	\$22,452.31	\$23,058.76	\$23,606,53	10
12	\$17,975.25	\$18,497.15	\$17,581.79	\$18,134.84	\$19,810.18	\$20,377.51	\$20,937.16	\$21,538.33	\$22,052.25	11
13	\$17,975.25	\$18,497.15	\$15,980.93	\$16,619.25	\$18,255.91	\$18,862.36	\$19,416.73	\$19,984.05	\$20,537.10	12
14	\$17,975.25	\$18,497.15	\$15,980.93	\$15,064.97	\$16,740.76	\$17,341.93	\$17,862.45	\$18,468,90	\$19,021.51	13
15	\$17,975.25	\$18,497.15	\$15,980.93	\$14,290.91	\$15,220.33	\$15,787.65	\$16,347.30	\$16,953.31	\$17,462.84	14
16	\$17,975.25	\$18,497.15	\$15,980.93	\$14,290.91	\$13,666.05	\$14,197.78	\$14,831.71	\$15,394.64	\$15,947.24	15
17	\$17,975.25	\$18,497.15	\$15,980.93	\$14,290.91	\$13,666.05	\$14,197.78	\$13,285.35	\$13,801.24	\$14,400.88	16

