Management Compensation Analysis

|  | Current Unit C Table |  |  | Fall River |  | Worcester |  | Dartmouth |  | Springfield |  | Taunton |  | Barnstable |  | Brockton |  | Survey Averages |  |  | Current Unit C to Survey |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Position Title | Minimum | Mid | Maxiumum | Min | Max | Min | Max | Min | Max | Min | Max | Min | Max | Min | Max | Min | Max | Min | Mid | Max | Min | Mid | Max |
| Administrative Assistant |  |  |  | \$50,000 |  |  |  |  |  | \$43,741 | \$56,887 | \$68,231 | \$76,801 |  |  | \$52,412 | \$70,541 | \$52,174 | \$57,966 | \$63,758 |  |  |  |
| Administrative Assistant to Assessor | \$87,492 | \$98,433 | \$109,373 |  |  | \$102,500 | \$158,595 |  |  | \$91,512 | \$118,517 | \$89,863 | \$99,678 |  |  | \$127,680 | \$139,519 | \$114,474 | \$122,423 | \$130,372 | 23.57\% | -19.60\% | -16.11\% |
| Administrative Coordinator | \$49,256 | \$55,416 | \$61,575 | \$50,000 |  | \$59,379 | \$77,683 | \$40,277 | \$48,084 | \$43,741 | \$56,887 |  |  | \$67,916 |  | \$56,962 | \$75,091 | \$54,343 | \$59,473 | \$64,604 | -9.36\% | -6.82\% | -4.69\% |
| Administrative Manager | \$56,476 | \$63,539 | \$70,601 | \$69,667 |  |  |  |  |  | \$60,867 | \$79,157 |  |  |  |  | \$54,982 | \$74,330 | \$61,838 | \$69,291 | \$76,743 | -8.67\% | -8.30\% | -8.00\% |
| Affordable Housing Specialist | \$56,476 | \$63,539 | \$70,601 |  |  |  |  |  |  | \$60,867 | \$79,157 |  |  |  |  |  |  | \$60,249 | \$66,206 | \$72,164 | -6.26\% | -4.03\% | -2.17\% |
| Airport Manager | \$87,492 | \$98,433 | \$109,373 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Art Curator | \$62,266 | \$70,052 | \$77,838 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assessment Specialist | \$49,256 | \$55,416 | \$61,575 | \$63,996 |  | \$59,379 | \$77,683 | \$40,000 | \$52,000 | \$43,741 | \$56,887 | \$73,715 | \$82,153 | \$70,327 |  |  |  | \$61,196 | \$64,444 | \$67,692 | -19.51\% | -14.01\% | -9.04\% |
| Assistant Airport Manager | \$69,302 | \$77,968 | \$86,634 |  |  |  |  |  |  |  |  |  |  |  | \$100,417 |  |  | \$72,551 | \$85,354 | \$100,417 | -4.48\% | -8.65\% | -13.73\% |
| Assistant City Assessor | \$69,302 | \$77,968 | \$86,634 | \$60,900 |  | \$74,207 | \$113,265 | \$80,526 | \$104,683 | \$74,700 | \$97,148 | \$60,694 | \$68,724 | \$82,337 |  |  |  | \$73,790 | \$82,855 | \$91,921 | -6.08\% | -5.90\% | -5.75\% |
| Assistant City Auditor | \$69,302 | \$77,968 | \$86,634 | \$78,813 |  | \$83,179 | \$128,002 | \$73,205 | \$95,167 | \$81,423 | \$105,892 | \$71,730 | \$80,435 |  |  | \$106,917 | \$116,831 | \$84,223 | \$95,761 | \$107,300 | -17.72\% | -18.58\% | -19.26\% |
| Assistant City Clerk | \$73,459 | \$82,646 | \$91,832 |  |  |  |  |  |  | \$66,696 | \$86,740 | \$72,155 | \$80,945 |  |  | \$106,917 | \$116,831 | \$87,563 | \$93,620 | \$99,677 | -16.11\% | -11.72\% | -7.87\% |
| Assistant City Collector |  |  |  | \$60,000 |  | \$82,018 | \$126,743 |  |  | \$66,696 | \$86,740 | \$74,462 | \$83,332 |  |  |  |  | \$72,616 | \$84,331 | \$96,046 |  |  |  |
| Assistant City Council Clerk | \$65,378 | \$73,554 | \$81,730 | \$41,738 |  | \$59,379 | \$77,683 | \$55,000 | \$71,500 | \$66,696 | \$86,740 | \$64,159 | \$72,399 | \$84,063 |  |  |  | \$61,839 | \$69,460 | \$77,081 | 5.72\% | 5.89\% | 6.03\% |
| Assistant City Engineer | \$77,868 | \$87,605 | \$97,342 |  |  |  |  |  |  | \$91,193 | \$118,597 | \$86,960 | \$96,676 |  |  | \$75,599 | \$91,116 | \$87,131 | \$94,762 | \$102,393 | -10.63\% | -7.55\% | -4.93\% |
| Assistant to the Chief Financial Officer |  |  |  |  |  | \$95,127 | \$145,777 |  |  | \$104,773 | \$136,256 |  |  |  |  | \$106,917 | \$116,831 | \$102,205 | \$114,897 | \$127,589 |  |  |  |
| Assistant City Planner | \$69,302 | \$77,968 | \$86,634 |  |  | \$76,278 | \$116,425 |  |  | \$79,576 | \$103,489 |  |  | \$106,137 |  |  |  | \$76,480 | \$84,740 | \$93,000 | -9.39\% | -7.99\% | -6.84\% |
| Assistant City Solicitor | \$73,459 | \$82,646 | \$91,832 | \$88,001 |  | \$80,964 | \$106,578 |  |  | \$81,423 | \$105,892 |  |  | \$70,441 | \$75,678 | \$106,917 | \$116,831 | \$83,208 | \$90,083 | \$96,959 | -11.72\% | -8.26\% | -5.29\% |
| Assistant City Treasurer | \$69,302 | \$77,968 | \$86,634 | \$68,304 |  | \$82,018 | \$126,743 | \$55,000 | \$71,500 | \$59,550 | \$77,445 | \$74,462 | \$83,332 | \$94,979 |  | \$63,804 | \$98,331 | \$74,265 | \$85,384 | \$96,504 | -6.68\% | -8.69\% | -10.23\% |
| Assistant Director of Cable Access | \$62,266 | \$70,052 | \$77,838 |  |  |  |  | \$60,500 | \$78,650 |  |  |  |  | \$64,436 | \$81,086 |  |  | \$74,262 | \$77,065 | \$79,868 | -16.15\% | -9.10\% | -2.54\% |
| Assistant Director of EMS | \$73,459 | \$82,646 | \$91,832 | \$93,000 | \$108,000 |  |  |  |  |  |  |  |  |  |  |  |  | \$93,000 | \$100,500 | \$108,000 | -21.01\% | -17.77\% | -14.97\% |
| Assistant Director of Human Resources | \$77,868 | \$87,605 | \$97,342 | \$68,337 |  | \$82,018 | \$126,743 |  |  | \$96,665 | \$125,714 | \$74,600 |  | \$110,142 |  | \$106,917 | \$116,831 | \$88,406 | \$101,736 | \$115,066 | -11.92\% | -13.89\% | -15.40\% |
| Assistant Director of Information Technology | \$82,539 | \$92,860 | \$103,181 | \$99,433 |  | \$87,764 | \$115,941 |  |  | \$104,773 | \$136,256 |  |  | \$79,276 | \$105,638 |  |  | \$98,188 | \$108,814 | \$119,440 | -15.94\% | -14.66\% | -13.61\% |
| Assistant Director of Inspectional Services | \$73,459 | \$82,646 | \$91,832 | \$57,239 |  | \$73,509 | \$95,467 | \$60,500 | \$78,650 |  |  |  |  | \$87,545 |  |  |  | \$76,807 | \$85,552 | \$94,297 | -4.36\% | -3.40\% | -2.61\% |
| Assistant Director of Public Health | \$77,868 | \$87,605 | \$97,342 |  |  | \$73,509 | \$96,468 |  |  | \$96,665 | \$125,714 | \$76,611 | \$85,227 | \$85,727 |  |  |  | \$83,128 | \$96,240 | \$109,352 | -6.33\% | -8.97\% | -10.98\% |
| Assistant Director of Purchasing |  |  |  |  |  |  |  |  |  | \$81,423 | \$105,892 |  |  |  |  |  |  | \$82,661 | \$90,732 | \$98,803 |  |  |  |
| Assistant Director of Zoological Services | \$73,459 | \$82,646 | \$91,832 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assistant Procurement Officer | \$53,787 | \$60,513 | \$67,239 |  |  | \$69,230 | \$90,435 | \$42,436 | \$55,167 | \$66,696 | \$86,740 | \$69,434 | \$77,882 |  |  |  |  | \$67,617 | \$73,779 | \$79,940 | -20.45\% | -17.98\% | -15.89\% |
| Assistant Project Manager | \$49,256 | \$55,416 | \$61,575 | \$53,699 | \$69,487 | \$59,379 | \$77,683 | \$43,709 | \$56,822 | \$48,115 | \$62,575 |  |  | \$73,507 |  |  |  | \$59,678 | \$62,854 | \$66,030 | -17.46\% | -11.83\% | -6.75\% |
| Assistant Superintendent of Highways/Utilities | \$73,459 | \$82,646 | \$91,832 |  |  |  |  |  |  | \$74,700 | \$97,148 | \$84,917 | \$94,429 |  |  |  |  | \$81,469 | \$88,629 | \$95,789 | -9.83\% | -6.75\% | -4.13\% |
| Assistant Superintendent of Wastewater | \$73,459 | \$82,646 | \$91,832 |  |  | \$77,969 | \$103,105 |  |  | \$74,700 | \$97,148 | \$73,715 | \$82,153 |  |  |  |  | \$75,461 | \$84,798 | \$94,135 | -2.65\% | -2.54\% | -2.45\% |
| Assistant Superintendent of Water/Plant Manager | \$73,459 | \$82,646 | \$91,832 |  |  | \$80,964 | \$106,578 | \$60,500 | \$78,650 | \$74,700 | \$97,148 | \$73,715 | \$82,153 |  |  |  |  | \$72,470 | \$81,801 | \$91,132 | 1.37\% | 1.03\% | 0.77\% |
| Associate City Solicitor | \$73,459 | \$82,646 | \$91,832 | \$88,001 |  | \$80,964 | \$106,578 |  |  | \$96,665 | \$125,714 |  |  | \$83,890 |  | \$106,917 | \$116,831 | \$92,170 | \$102,623 | \$113,076 | -20.30\% | -19.47\% | -18.79\% |
| Audit Supervisor | \$53,787 | \$60,513 | \$67,239 | \$75,000 |  | \$70,112 | \$92,013 |  |  | \$60,867 | \$79,157 |  |  |  |  |  |  | \$68,660 | \$77,122 | \$85,585 | -21.66\% | -21.54\% | -21.44\% |
| Branch Manager | \$62,266 | \$70,052 | \$77,838 | \$61,305 |  | \$70,112 | \$92,012 | \$55,000 | \$71,500 | \$66,696 | \$86,740 | \$54,255 | \$61,502 |  |  |  |  | \$65,547 | \$73,418 | \$81,289 | -5.01\% | -4.58\% | -4.25\% |
| Cable Access Administrator | \$43,788 | \$49,264 | \$54,739 | \$45,000 |  |  |  |  |  |  |  |  |  |  |  |  |  | \$45,000 | \$51,750 | \$59,513 | -2.69\% | -4.80\% | -8.02\% |
| Chief Financial Officer | \$143,131 | \$161,029 | \$178,927 | \$147,116 |  | \$200,000 | \$238,199 |  |  | \$202,862 |  | \$150,000 |  |  |  | \$176,468 | \$192,831 | \$167,965 | \$185,947 | \$203,929 | -14.79\% | -13.40\% | -12.26\% |
| Chief of Staff | \$107,181 | \$120,584 | \$133,987 | \$84,000 |  | \$150,000 | \$238,199 |  |  | \$117,300 |  |  |  |  |  |  |  | \$117,100 | \$177,649 | \$238,199 | -8.47\% | -32.12\% | -43.75\% |
| Chief Videographer | \$56,476 | \$63,539 | \$70,601 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Chief Water Treatment Operator | \$62,266 | \$70,052 | \$77,838 | \$85,508 | \$92,574 | \$59,379 | \$76,732 | \$55,000 | \$71,500 |  |  | \$72,114 |  | \$85,784 |  |  |  | \$71,557 | \$75,913 | \$80,269 | -12.98\% | -7.72\% | -3.03\% |
| City Arborist | \$51,226 | \$57,632 | \$64,038 |  |  | \$68,500 | \$89,518 |  |  |  |  |  |  | \$64,773 |  |  |  | \$72,993 | \$78,222 | \$83,452 | -29.82\% | -26.32\% | -23.26\% |
| City Auditor | \$100,169 | \$112,695 | \$125,221 | \$92,020 |  | \$114,603 | \$175,852 |  |  | \$104,773 | \$136,256 | \$114,500 |  |  |  | \$127,680 | \$139,519 | \$120,425 | \$134,019 | \$147,613 | -16.82\% | -15.91\% | -15.17\% |
| City Clerk | \$100,169 | \$112,695 | \$125,221 | \$99,361 |  | \$114,603 | \$175,852 |  |  | \$95,961 | \$124,797 |  |  |  |  | \$125,080 | \$136,678 | \$112,552 | \$125,573 | \$138,593 | -11.00\% | -10.26\% | -9.65\% |
| City Engineer | \$87,492 | \$98,433 | \$109,373 | \$92,018 |  | \$82,018 | \$126,743 | \$81,500 | \$105,950 | \$104,773 | \$136,256 | \$104,233 | \$114,931 | \$110,858 | \$132,486 | \$83,029 | \$111,059 | \$102,615 | \$111,423 | \$120,231 | -14.74\% | -11.66\% | -9.03\% |
| City Project Manager |  |  |  |  |  | \$102,500 | \$158,595 |  |  | \$97,918 | \$127,342 |  |  |  |  |  |  | \$100,209 | \$121,589 | \$142,969 |  |  |  |
| City Solicitor | \$107,181 | \$120,584 | \$133,987 |  |  |  |  |  |  | \$176,593 |  |  |  |  |  | \$156,751 | \$171,286 | \$168,271 | \$169,779 | \$171,286 | -36.30\% | -28.98\% | -21.78\% |
| Civil Engineer | \$62,266 | \$70,052 | \$77,838 | \$45,984 |  | \$75,234 | \$98,981 | \$81,500 | \$105,950 | \$86,969 | \$113,206 |  |  | \$99,756 |  | \$79,931 | \$83,730 | \$75,941 | \$85,312 | \$94,683 | -18.01\% | -17.89\% | -17.79\% |
| Civilian Advocate | \$47,361 | \$53,284 | \$59,207 |  |  |  |  |  |  |  |  |  |  |  |  | \$59,407 | \$61,764 | \$54,142 | \$55,866 | \$57,591 | -12.52\% | -4.62\% | 2.81\% |
| Clerk of Committees | \$49,256 | \$55,416 | \$61,575 |  |  |  |  |  |  |  |  | \$71,730 | \$80,435 |  |  |  |  | \$71,730 | \$76,082 | \$80,435 | -31.33\% | -27.16\% | -23.45\% |
| Collection Supervisor | \$53,787 | \$60,513 | \$67,239 | \$60,961 |  | \$70,112 | \$92,013 | \$41,200 | \$53,560 | \$52,928 | \$68,832 |  |  |  |  |  |  | \$61,704 | \$68,307 | \$74,910 | -12.83\% | -11.41\% | -10.24\% |
| Commissioner of Infrastructure | \$107,181 | \$120,584 | \$133,987 |  |  | \$200,000 | \$238,199 |  |  | \$122,060 | \$158,739 | \$135,343 |  |  |  | \$150,481 | \$164,440 | \$144,175 | \$160,047 | \$175,918 | -25.66\% | -24.66\% | -23.84\% |
| Communications Officer | \$53,787 | \$60,513 | \$67,239 |  |  |  |  |  |  | \$60,867 | \$79,157 |  |  |  |  |  |  | \$58,835 | \$64,733 | \$70,630 | -8.58\% | -6.52\% | -4.80\% |
| Community \& Historic Preservation Planner | \$51,226 | \$57,632 | \$64,038 |  |  | \$63,978 | \$82,593 | \$43,709 | \$56,822 |  |  |  |  | \$75,158 | \$89,820 |  |  | \$64,833 | \$72,446 | \$80,059 | -20.99\% | -20.45\% | -20.01\% |
| Community Development Project Manager | \$62,266 | \$70,052 | \$77,838 | \$70,000 |  |  |  |  |  | \$60,867 | \$79,157 | \$74,462 | \$83,332 |  |  |  |  | \$66,985 | \$72,488 | \$77,990 | -7.05\% | -3.36\% | -0.20\% |
| Community Energy Coordinator | \$62,266 | \$70,052 | \$77,838 |  |  | \$70,112 | \$92,012 |  |  |  |  |  |  |  |  |  |  | \$68,729 | \$76,422 | \$84,116 | -9.40\% | -8.34\% | -7.46\% |
| Community Relations Specialist | \$53,787 | \$60,513 | \$67,239 |  |  | \$66,121 | \$86,596 | \$60,500 | \$78,650 | \$60,867 | \$79,157 |  |  |  |  | \$63,957 | \$66,314 | \$68,450 | \$73,820 | \$79,191 | -21.42\% | -18.03\% | -15.09\% |
| Compliance Officer | \$53,787 | \$60,513 | \$67,239 |  |  | \$66,121 | \$86,596 |  |  | \$52,928 | \$68,832 |  |  |  |  |  |  | \$71,581 | \$71,984 | \$72,387 | -24.86\% | -15.94\% | -7.11\% |
| Conservation Agent | \$69,302 | \$77,968 | \$86,634 |  |  | \$66,121 | \$86,596 | \$73,205 | \$95,167 |  |  | \$67,832 | \$76,295 | \$106,001 |  | \$73,520 | \$77,063 | \$77,336 | \$77,288 | \$77,240 | -10.39\% | 0.88\% | 12.16\% |
| Constituent Services Coordinator | \$51,226 | \$57,632 | \$64,038 |  |  | \$72,969 | \$96,468 |  |  |  |  | \$58,498 | \$66,392 |  |  |  |  | \$60,386 | \$65,193 | \$69,999 | -15.17\% | -11.60\% | -8.52\% |

Management Compensation Analysis

|  | Current Unit C Table |  |  | Fall River |  | Worcester |  | Dartmouth |  | Springfield |  | Taunton |  | Barnstable |  | Brockton |  | Survey Averages |  |  | Current Unit C to Survey |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Position Title | Minimum | Mid | Maxiumum | Min | Max | Min | Max | Min | Max | Min | Max | Min | Max | Min | Max | Min | Max | Min | Mid | Max | Min | Mid | Max |
| Construction Supervisor | \$62,266 | \$70,052 | \$77,838 |  |  |  |  | \$66,550 | \$86,515 |  |  |  |  | \$97,893 |  |  |  | \$77,645 | \$78,425 | \$79,205 | -19.81\% | -10.68\% | $-1.73 \%$ |
| Curator of Aquatics | \$62,266 | \$70,052 | \$77,838 |  |  |  |  |  |  | \$74,700 | \$97,148 |  |  | \$62,674 |  |  |  | \$68,687 | \$78,990 | \$90,839 | -9.35\% | -11.32\% | -14.31\% |
| Curator of Education (Zoo) | \$53,787 | \$60,513 | \$67,239 |  |  | \$60,712 | \$79,554 |  |  |  |  |  |  |  |  |  |  | \$60,712 | \$64,540 | \$68,368 | -11.41\% | -6.24\% | -1.65\% |
| Deputy City Treasurer | \$77,868 | \$87,605 | \$97,342 | \$94,575 |  | \$82,018 | \$126,743 | \$55,000 | \$71,500 |  |  | \$89,863 | \$99,678 |  |  | \$106,917 | \$116,831 | \$93,462 | \$97,602 | \$101,742 | -16.69\% | -10.24\% | -4.33\% |
| Deputy Commissioner of Public Infrastructure | \$93,616 | \$105,323 | \$117,029 |  |  | \$102,500 | \$158,595 | \$80,526 | \$104,683 | \$97,918 | \$127,342 | \$122,000 |  |  |  | \$107,978 | \$115,536 | \$108,642 | \$117,229 | \$125,816 | -13.83\% | -10.16\% | -6.98\% |
| Deputy Director of Community Development | \$77,868 | \$87,605 | \$97,342 |  |  |  |  |  |  | \$79,576 | \$103,489 | \$81,782 | \$91,102 |  |  |  |  | \$89,484 | \$96,682 | \$103,879 | -12.98\% | -9.39\% | $-6.29 \%$ |
| Director of Cable Access | \$69,302 | \$77,968 | \$86,634 |  |  | \$73,509 | \$96,468 | \$81,500 | \$105,950 |  |  |  |  |  |  |  |  | \$91,003 | \$103,904 | \$116,806 | 23.85\% | -24.96\% | 25.83\% |
| Director of Community Development | \$93,616 | \$105,323 | \$117,029 | \$131,950 |  | \$150,000 | \$238,199 |  |  | \$104,773 | \$136,256 | \$99,500 |  |  |  | \$127,680 | \$139,415 | \$124,321 | \$137,859 | \$151,396 | -24.70\% | -23.60\% | -22.70\% |
| Director of Community Services | \$77,868 | \$87,605 | \$97,342 | \$79,804 |  |  |  |  |  | \$91,512 | \$118,517 |  |  |  |  | \$85,397 | \$104,173 | \$82,743 | \$93,730 | \$104,717 | -5.89\% | -6.53\% | -7.04\% |
| Director of Council on Aging | \$69,302 | \$77,968 | \$86,634 | \$84,066 |  | \$71,482 | \$109,729 | \$80,526 | \$104,683 | \$91,512 | \$118,517 |  |  | \$81,829 |  | \$79,314 | \$96,615 | \$79,370 | \$88,129 | \$96,889 | -12.68\% | -11.53\% | -10.58\% |
| Director of Emergency Management | \$65,378 | \$73,554 | \$81,730 |  |  | \$73,509 | \$96,468 |  |  | \$77,034 | \$100,183 | \$90,294 | \$100,216 |  |  | \$71,136 | \$77,732 | \$94,862 | \$98,115 | \$101,369 | -31.08\% | -25.03\% | -19.37\% |
| Director of EMS | \$87,492 | \$98,433 | \$109,373 | \$133,243 | \$153,967 |  |  |  |  | \$91,512 | \$118,517 |  |  |  |  |  |  | \$115,243 | \$125,076 | \$134,910 | -24.08\% | -21.30\% | -18.93\% |
| Director of Facilities \& Fleet Management | \$93,616 | \$105,323 | \$117,029 | \$102,981 |  | \$150,000 | \$238,199 |  |  | \$97,918 | \$127,342 | \$111,190 | \$122,387 | \$125,108 |  | \$134,696 | \$147,186 | \$119,830 | \$136,331 | \$152,833 | -21.88\% | -22.75\% | -23.43\% |
| Director of Grants \& Finance | \$62,266 | \$70,052 | \$77,838 | \$67,000 |  | \$83,699 | \$110,571 |  |  | \$66,696 | \$86,740 |  |  |  |  |  |  | \$67,276 | \$78,247 | \$89,217 | -7.45\% | -10.47\% | -12.75\% |
| Director of Human Resources | \$100,169 | \$112,695 | \$125,221 | \$97,697 |  | \$105,367 | \$238,199 |  |  | \$197,634 |  | \$100,700 |  |  |  | \$127,680 | \$139,519 | \$121,010 | \$141,773 | \$162,537 | -17.22\% | -20.51\% | -22.96\% |
| Director of Information Technology | \$93,616 | \$105,323 | \$117,029 | \$98,370 |  | \$101,727 | \$134,558 |  |  | \$122,060 | \$158,739 | \$106,237 | \$118,488 |  |  | \$83,142 | \$101,323 | \$116,373 | \$122,402 | \$128,432 | -19.56\% | -13.95\% | -8.88\% |
| Director of Inspectional Services | \$93,616 | \$105,323 | \$117,029 | \$89,320 |  | \$101,727 | \$134,558 |  |  | \$97,918 | \$127,342 | \$92,012 | \$102,037 |  |  |  |  | \$97,184 | \$104,739 | \$112,294 | -3.67\% | 0.56\% | 4.22\% |
| Director of Leash Law | \$65,378 | \$73,554 | \$81,730 |  |  |  |  |  |  | \$74,700 | \$97,148 | \$69,104 | \$77,648 | \$66,271 |  | \$54,841 | \$74,339 | \$66,229 | \$72,623 | \$79,017 | -1.29\% | 1.28\% | 3.43\% |
| Director of Licensing | \$65,378 | \$73,554 | \$81,730 |  |  |  |  | \$50,000 | \$65,000 | \$59,550 | \$77,445 |  |  | \$126,722 |  |  |  | \$79,531 | \$78,465 | \$77,398 | -17.80\% | -6.26\% | 5.60\% |
| Director of Parking | \$77,868 | \$87,605 | \$97,342 | \$81,200 |  |  |  |  |  |  |  |  |  |  |  | \$106,917 | \$116,831 | \$94,059 | \$105,445 | \$116,831 | -17.21\% | -16.92\% | -16.68\% |
| Director of Parks \& Recreation | \$77,868 | \$87,605 | \$97,342 | \$84,066 |  | \$106,417 | \$163,008 |  |  | \$122,060 | \$158,739 | \$117,258 |  |  |  | \$83,029 | \$111,059 | \$106,124 | \$122,433 | \$138,742 | 26.63\% | -28.45\% | -29.84\% |
| Director of Planning/City Planner | \$87,492 | \$98,433 | \$109,373 | \$92,788 |  | \$85,500 | \$131,573 |  |  | \$104,773 | \$136,256 | \$96,932 | \$107,177 |  |  | \$127,680 | \$139,415 | \$97,194 | \$110,917 | \$124,639 | -9.98\% | -11.26\% | -12.25\% |
| Director of Public Health | \$93,616 | \$105,323 | \$117,029 | \$86,992 |  | \$98,801 | \$151,159 |  |  | \$119,621 | \$155,566 | \$98,786 | \$109,146 |  |  | \$143,692 | \$157,016 | \$116,559 | \$129,891 | \$143,222 | -19.68\% | -18.91\% | -18.29\% |
| Director of Purchasing | \$82,539 | \$92,860 | \$103,181 | \$70,971 |  | \$91,620 | \$141,727 |  |  | \$97,918 | \$127,342 | \$92,000 |  |  |  | \$83,029 | \$111,059 | \$93,446 | \$106,884 | \$120,321 | -11.67\% | -13.12\% | -14.25\% |
| Director of Resilience \& Environment | \$82,539 | \$92,860 | \$103,181 | \$53,789 |  |  |  |  |  | \$91,193 | \$118,597 |  |  |  |  |  |  | \$92,234 | \$106,069 | \$121,980 | -10.51\% | -12.45\% | -15.41\% |
| Director of Tourism/Marketing | \$69,302 | \$77,968 | \$86,634 |  |  | \$99,717 | \$154,291 |  |  |  |  |  |  | \$90,763 |  |  |  | \$85,817 | \$98,352 | \$110,886 | -19.24\% | -20.73\% | -21.87\% |
| Director of Veterans Services | \$65,378 | \$73,554 | \$81,730 | \$64,059 |  | \$66,560 | \$101,605 | \$50,000 | \$65,000 | \$79,576 | \$103,489 | \$84,917 | \$94,429 |  |  | \$79,314 | \$96,615 | \$75,107 | \$84,315 | \$93,523 | -12.95\% | -12.76\% | -12.61\% |
| Director of Zoological Services | \$93,616 | \$105,323 | \$117,029 |  |  |  |  |  |  |  |  |  |  |  |  |  |  | \$109,095 | \$113,070 | \$117,046 | -14.19\% | -6.85\% | -0.01\% |
| Election Commissioner | \$65,378 | \$73,554 | \$81,730 |  |  | \$66,560 | \$101,605 |  |  | \$79,576 | \$103,489 | \$82,800 |  |  |  |  |  | \$75,798 | \$88,683 | \$101,568 | -13.75\% | -17.06\% | -19.53\% |
| Electrical Inspector | \$59,300 | \$66,716 | \$74,131 | \$57,239 |  | \$50,293 | \$72,043 | \$60,500 | \$78,650 | \$59,550 | \$77,445 | \$96,332 | \$106,357 | \$77,849 |  | \$73,520 | \$76,241 | \$68,458 | \$74,525 | \$80,593 | -13.38\% | -10.48\% | -8.02\% |
| EMS Training Officer | \$62,266 | \$70,052 | \$77,838 |  |  |  |  |  |  | \$81,423 | \$105,892 |  |  |  |  |  |  | \$81,247 | \$88,841 | \$96,434 | -23.36\% | -21.15\% | -19.28\% |
| Energy Manager | \$73,459 | \$82,646 | \$91,832 |  |  | \$79,792 | \$123,304 | \$73,205 | \$95,167 |  |  |  |  |  |  |  |  | \$86,560 | \$97,898 | \$109,236 | -15.13\% | -15.58\% | -15.93\% |
| Energy Office Manager | \$51,226 | \$57,632 | \$64,038 |  |  |  |  |  |  | \$60,867 | \$79,157 |  |  |  |  |  |  | \$64,106 | \$70,897 | \$77,688 | -20.09\% | -18.71\% | -17.57\% |
| Environmental Project Manager | \$73,459 | \$82,646 | \$91,832 |  |  | \$74,207 | \$113,265 | \$73,205 | \$95,167 |  |  | \$76,611 | \$85,227 | \$65,586 |  |  |  | \$72,803 | \$82,002 | \$91,201 | 0.90\% | 0.78\% | 0.69\% |
| Executive Aide | \$77,868 | \$87,605 | \$97,342 |  |  | \$80,964 | \$106,578 |  |  | \$81,423 | \$105,892 |  |  | \$90,864 |  |  |  | \$80,151 | \$87,759 | \$95,368 | -2.85\% | -0.18\% | 2.07\% |
| Executive Finance Operations Specialist | \$77,868 | \$87,605 | \$97,342 |  |  |  |  |  |  | \$81,423 | \$105,892 |  |  |  |  |  |  | \$78,769 | \$86,659 | \$94,550 | -1.14\% | 1.09\% | 2.95\% |
| Facilities Superintendent | \$69,302 | \$77,968 | \$86,634 |  |  | \$70,111 | \$92,012 |  |  |  |  | \$104,233 | \$114,931 | \$75,448 | \$90,167 |  |  | \$83,264 | \$93,445 | \$103,625 | -16.77\% | -16.56\% | -16.40\% |
| Finance and Operations Manager | \$69,302 | \$77,968 | \$86,634 |  |  | \$79,792 | \$123,304 |  |  | \$74,700 | \$97,148 | \$75,869 | \$84,826 |  |  |  |  | \$85,115 | \$94,314 | \$103,513 | -18.58\% | -17.33\% | -16.31\% |
| Financial Analyst | \$51,226 | \$57,632 | \$64,038 |  |  | \$59,379 | \$77,683 | \$50,000 | \$65,000 | \$60,867 | \$79,157 | \$50,000 |  | \$59,663 | \$71,302 | \$79,172 | \$86,513 | \$62,964 | \$70,593 | \$78,221 | -18.64\% | -18.36\% | -18.13\% |
| First Assistant City Solicitor | \$93,616 | \$105,323 | \$117,029 | \$88,001 |  | \$91,620 | \$141,727 |  |  | \$104,773 | \$136,256 | \$131,850 |  | \$138,099 |  | \$137,465 | \$150,179 | \$117,885 | \$123,118 | \$128,350 | -20.59\% | -14.45\% | -8.82\% |
| Garage Foreman | \$69,302 | \$77,968 | \$86,634 |  |  | \$67,088 | \$77,683 |  |  | \$73,168 |  |  |  | \$98,204 |  |  |  | \$79,191 | \$78,437 | \$77,683 | -12.49\% | -0.60\% | 11.52\% |
| Garage Superintendent | \$77,868 | \$87,605 | \$97,342 |  |  | \$74,207 | \$113,265 |  |  | \$74,700 | \$97,148 | \$70,934 | \$79,201 |  |  |  |  | \$77,814 | \$90,935 | \$104,057 | 0.07\% | -3.66\% | -6.45\% |
| GIS Specialist | \$62,266 | \$70,052 | \$77,838 | \$81,949 | \$88,587 | \$66,121 | \$86,596 | \$55,000 | \$71,500 | \$60,867 | \$79,157 | \$52,046 | \$58,789 | \$59,663 | \$71,302 |  |  | \$67,444 | \$74,889 | \$82,333 | -7.68\% | -6.46\% | -5.46\% |
| Grants Auditor | \$53,787 | \$60,513 | \$67,239 |  |  | \$66,121 | \$86,596 |  |  |  |  | \$58,325 | \$65,013 |  |  | \$63,957 | \$66,314 | \$60,955 | \$65,292 | \$69,628 | -11.76\% | -7.32\% | -3.43\% |
| Grants Compliance Coordinator | \$59,300 | \$66,716 | \$74,131 |  |  |  |  |  |  | \$60,867 | \$79,157 |  |  |  |  | \$59,407 | \$61,764 | \$73,264 | \$78,248 | \$83,232 | -19.06\% | -14.74\% | -10.93\% |
| Grants Manager | \$56,476 | \$63,539 | \$70,601 | \$70,689 |  | \$83,699 | \$110,572 |  |  | \$60,867 | \$79,157 | \$67,568 | \$75,107 |  |  | \$59,407 | \$61,764 | \$69,743 | \$77,428 | \$85,114 | -19.02\% | -17.94\% | -17.05\% |
| Head of Reference | \$73,459 | \$82,646 | \$91,832 | \$61,305 |  | \$80,964 | \$106,578 |  |  |  |  |  |  |  |  |  |  | \$71,135 | \$88,856 | \$106,578 | 3.27\% | -6.99\% | -13.84\% |
| Head of Special Collections | \$65,378 | \$73,554 | \$81,730 | \$95,774 |  | \$83,179 | \$128,002 |  |  |  |  |  |  |  |  |  |  | \$89,477 | \$108,739 | \$128,002 | -26.93\% | -32.36\% | -36.15\% |
| Health \& Safety Officer | \$53,787 | \$60,513 | \$67,239 |  |  | \$66,121 | \$86,596 | \$66,550 | \$86,515 | \$60,867 | \$79,157 |  |  |  |  |  |  | \$64,513 | \$74,301 | \$84,089 | -16.63\% | -18.56\% | -20.04\% |
| Human Resources Generalist | \$53,787 | \$60,513 | \$67,239 | \$54,462 |  | \$59,379 | \$77,683 | \$50,000 | \$65,000 | \$60,867 | \$79,157 | \$51,993 |  | \$57,784 |  |  |  | \$59,670 | \$66,680 | \$73,691 | -9.86\% | -9.25\% | -8.76\% |
| Human Services Coordinator | \$56,476 | \$63,539 | \$70,601 |  |  | \$63,078 | \$82,593 |  |  |  |  | \$63,216 | \$71,012 |  |  |  |  | \$62,969 | \$68,999 | \$75,029 | -10.31\% | -7.91\% | -5.90\% |
| Industrial Pretreatment Engineer | \$59,300 | \$66,716 | \$74,131 | \$47,007 |  | \$70,112 | \$92,013 | \$66,500 | \$78,650 | \$60,867 | \$79,157 |  |  |  |  |  |  | \$63,749 | \$73,249 | \$82,750 | -6.98\% | -8.92\% | -10.42\% |
| Information Technology Analyst | \$62,266 | \$70,052 | \$77,838 | \$75,000 |  | \$66,121 | \$86,596 | \$60,500 | \$78,650 | \$68,475 | \$89,051 | \$66,712 | \$75,446 |  |  | \$68,936 | \$85,174 | \$69,563 | \$76,810 | \$84,057 | -10.49\% | -8.80\% | -7.40\% |
| Information Technology Engineer |  |  |  |  |  | \$82,018 | \$126,743 |  |  | \$86,969 | \$113,206 | \$83,836 | \$92,950 |  |  | \$78,583 | \$91,654 | \$84,200 | \$94,635 | \$105,069 |  |  |  |
| Lab Director |  |  |  |  |  |  |  |  |  |  |  | \$85,690 | \$94,044 |  |  |  |  | \$85,690 | \$89,867 | \$94,044 |  |  |  |
| Legal Services Coordinator | \$56,476 | \$63,539 | \$70,601 |  |  | \$56,653 | \$74,083 |  |  |  |  | \$62,017 | \$69,739 | \$59,662 |  |  |  | \$59,854 | \$65,520 | \$71,187 | -5.64\% | -3.02\% | -0.82\% |
| Legislative Counsel | \$77,868 | \$87,605 | \$97,342 |  |  |  |  |  |  |  |  |  |  |  |  | \$79,172 | \$91,651 | \$79,172 | \$85,412 | \$91,651 | -1.65\% | 2.57\% | 6.21\% |
| Library Director | \$87,492 | \$98,433 | \$109,373 | \$95,774 |  | \$101,727 | \$134,558 | \$80,526 | \$104,683 | \$104,773 | \$136,256 | \$93,326 | \$103,352 |  |  | \$106,917 | \$116,831 | \$106,076 | \$112,606 | \$119,136 | -17.52\% | -12.59\% | -8.19\% |
| Library Specialist | \$56,476 | \$63,539 | \$70,601 |  |  | \$70,111 | \$92,012 | \$50,000 | \$65,000 |  |  |  |  |  |  |  |  | \$60,056 | \$69,281 | \$78,506 | -5.96\% | -8.29\% | -10.07\% |

Management Compensation Analysis

| Position Title | Current Unit C Table |  |  | Fall River |  | Worcester |  | Dartmouth |  | Springfield |  | Taunton |  | Barnstable |  | Brockton |  | Survey Averages |  |  | Current Unit C to Survey |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Minimum | Mid | Maxiumum | Min | Max | Min | Max | Min | Max | Min | Max | Min | Max | Min | Max | Min | Max | Min | Mid | Max | Min | Mid | Max |
| Management Analyst | \$62,266 | \$70,052 | \$77,838 |  |  | \$60,712 | \$79,554 | \$55,000 | \$71,500 | \$52,928 | \$68,832 |  |  |  |  |  |  | \$68,248 | \$73,235 | \$78,222 | -8.76\% | -4.35\% | -0.49\% |
| Marine Resource Officer | \$56,476 | \$63,539 | \$70,601 |  |  |  |  |  |  |  |  |  |  |  | \$109,358 |  |  | \$79,011 | \$92,954 | \$109,358 | -28.52\% | -31.65\% | -35.44\% |
| Marketing Assistant | \$49,256 | \$55,416 | \$61,575 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Neighborhood Liaison | \$51,226 | \$57,632 | \$64,038 | \$58,970 |  | \$63,978 | \$82,593 |  |  |  |  |  |  |  |  |  |  | \$59,917 | \$66,133 | \$72,348 | -14.51\% | -12.85\% | -11.49\% |
| Neighborhood Planner | \$51,226 | \$57,632 | \$64,038 |  |  | \$76,278 | \$116,425 |  |  | \$52,928 | \$68,832 |  |  |  |  |  |  | \$64,603 | \$78,616 | \$92,628 | -20.71\% | -26.69\% | -30.87\% |
| Parks \& Recreation Manager | \$49,256 | \$55,416 | \$61,575 | \$79,800 |  | \$59,379 | \$77,683 | \$50,000 | \$65,000 | \$68,475 | \$89,051 | \$72,617 | \$80,819 |  |  | \$58,989 | \$61,146 | \$66,249 | \$73,073 | \$79,897 | -25.65\% | -24.16\% | -22.93\% |
| Payroll Supervisor |  |  |  | \$80,139 | \$86,919 |  |  |  |  | \$66,696 | \$86,740 | \$67,762 | \$77,170 |  |  |  |  | \$70,907 | \$76,573 | \$82,239 |  |  |  |
| Pre-Professional Librarian | \$53,787 | \$60,513 | \$67,239 | \$36,510 |  | \$59,379 | \$77,683 | \$50,000 | \$65,000 | \$46,574 |  |  |  |  |  | \$48,584 | \$65,117 | \$48,209 | \$58,738 | \$69,267 | 11.57\% | 3.02\% | -2.93\% |
| Program Director | \$62,266 | \$70,052 | \$77,838 |  |  |  |  |  |  | \$68,475 | \$89,051 | \$74,462 | \$83,332 |  |  |  |  | \$71,468 | \$78,830 | \$86,192 | -12.88\% | -11.14\% | -9.69\% |
| Public Access Director | \$59,300 | \$66,716 | \$74,131 |  |  | \$73,509 | \$96,468 | \$60,500 | \$78,650 |  |  |  |  | \$56,869 |  |  |  | \$63,626 | \$75,592 | \$87,559 | -6.80\% | -11.74\% | -15.34\% |
| Public Health Program Manager | \$43,788 | \$49,264 | \$54,739 |  |  |  |  |  |  | \$60,867 | \$79,157 |  |  |  |  |  |  | \$60,867 | \$70,012 | \$79,157 | -28.06\% | -29.64\% | -30.85\% |
| Public Information Officer | \$69,302 | \$77,968 | \$86,634 |  |  | \$85,500 | \$131,573 |  |  | \$104,773 | \$136,256 |  |  | \$130,869 |  |  |  | \$98,877 | \$108,930 | \$118,984 | -29.91\% | -28.42\% | -27.19\% |
| Rehab Specialist | \$53,787 | \$60,513 | \$67,239 |  |  |  |  |  |  | \$52,928 | \$68,832 | \$64,159 | \$72,399 |  |  |  |  | \$58,543 | \$64,579 | \$70,615 | -8.12\% | -6.30\% | -4.78\% |
| Resource Coordinator | \$53,787 | \$60,513 | \$67,239 | \$66,963 |  |  |  |  |  | \$60,867 | \$79,157 | \$69,104 | \$77,648 |  |  |  |  | \$65,645 | \$72,024 | \$78,403 | -18.06\% | -15.98\% | -14.24\% |
| Sealer of Weights \& Measures | \$56,476 | \$63,539 | \$70,601 | \$94,785 |  | \$67,832 | \$88,627 |  |  | \$59,550 | \$77,445 | \$81,782 | \$91,102 | \$79,202 | \$86,337 | \$54,841 | \$74,339 | \$73,535 | \$77,911 | \$82,287 | -23.20\% | -18.45\% | -14.20\% |
| Senior Branch Manager | \$73,459 | \$82,646 | \$91,832 |  |  | \$70,112 | \$92,013 | \$80,526 | \$104,683 | \$65,026 | \$105,932 |  |  |  |  |  |  | \$78,623 | \$88,976 | \$99,330 | -6.57\% | -7.12\% | -7.55\% |
| Senior Grants Auditor | \$69,302 | \$77,968 | \$86,634 | \$75,000 |  | \$76,278 | \$116,425 |  |  | \$74,700 | \$97,148 |  |  |  |  |  |  | \$75,326 | \$91,056 | \$106,786 | -8.00\% | -14.37\% | -18.87\% |
| Senior Human Resources Generalist |  |  |  |  |  |  |  |  |  | \$68,475 | \$89,051 |  |  |  |  |  |  | \$72,295 | \$79,212 | \$86,130 |  |  |  |
| Senior Information Technology Analyst | \$77,868 | \$87,605 | \$97,342 |  |  | \$82,018 | \$126,743 |  |  | \$86,969 | \$113,206 | \$83,836 | \$92,950 |  |  | \$78,583 | \$91,654 | \$85,040 | \$95,475 | \$105,909 | -8.43\% | -8.24\% | -8.09\% |
| Staff Planner | \$51,226 | \$57,632 | \$64,038 |  |  | \$63,978 | \$82,593 | \$43,709 | \$56,822 | \$68,475 | \$89,051 |  |  | \$80,562 |  | \$59,550 | \$67,550 | \$68,113 | \$74,789 | \$81,465 | -24.79\% | -22.94\% | -21.39\% |
| Superintendent of Facilities \& Construction | \$87,492 | \$98,433 | \$109,373 |  |  |  |  |  |  | \$95,960 | \$124,795 | \$104,233 | \$114,931 | \$90,196 |  |  |  | \$97,477 | \$106,822 | \$116,167 | -10.24\% | -7.85\% | -5.85\% |
| Superintendent of Green Space | \$65,378 | \$73,554 | \$81,730 | \$43,312 |  | \$73,477 | \$112,790 | \$80,526 | \$104,683 | \$66,696 | \$86,740 |  |  | \$104,794 |  |  |  | \$78,606 | \$89,075 | \$99,543 | -16.83\% | -17.42\% | -17.89\% |
| Superintendent of Highways | \$82,539 | \$92,860 | \$103,181 | \$99,470 |  | \$82,018 | \$126,743 |  |  | \$91,193 | \$118,597 | \$96,932 | \$107,177 | \$122,626 |  |  |  | \$98,626 | \$106,974 | \$115,323 | -16.31\% | -13.19\% | -10.53\% |
| Superintendent of Wastewater | \$82,539 | \$92,860 | \$103,181 | \$108,674 |  | \$82,018 | \$126,743 | \$80,526 | \$104,683 | \$91,193 | \$118,597 | \$131,959 | \$145,218 |  |  | \$85,397 | \$104,173 | \$92,929 | \$102,863 | \$112,797 | -11.18\% | $-9.72 \%$ | -8.53\% |
| Superintendent of Water | \$82,539 | \$92,860 | \$103,181 | \$108,674 |  | \$82,018 | \$126,743 | \$80,526 | \$104,683 |  |  | \$131,959 | \$145,218 | \$116,756 |  | \$85,397 | \$104,173 | \$105,026 | \$112,615 | \$120,204 | -21.41\% | -17.54\% | -14.16\% |
| Superintendent of Water Construction | \$82,539 | \$92,860 | \$103,181 | \$97,607 | \$105,205 |  |  | \$73,205 | \$95,167 |  |  | \$104,804 | \$115,290 |  |  | \$85,397 | \$104,173 | \$88,819 | \$96,889 | \$104,959 | -7.07\% | -4.16\% | -1.69\% |
| Supervising Civil Engineer | \$69,302 | \$77,968 | \$86,634 |  |  | \$92,545 | \$141,822 |  |  | \$80,969 | \$96,846 | \$81,086 | \$90,369 | \$112,114 |  |  |  | \$95,208 | \$101,911 | \$108,613 | -27.21\% | -23.49\% | -20.24\% |
| Supervising Public Health Nurse | \$59,300 | \$66,716 | \$74,131 | \$50,696 |  |  |  |  |  | \$66,696 | \$86,740 | \$77,477 | \$87,267 |  |  |  |  | \$64,957 | \$75,980 | \$87,003 | -8.71\% | -12.19\% | -14.80\% |
| Tourism \& Marketing Manager | \$49,256 | \$55,416 | \$61,575 |  |  | \$73,509 | \$95,464 |  |  |  |  |  |  | \$75,158 | \$89,820 |  |  | \$75,250 | \$79,367 | \$83,485 | -34.54\% | -30.18\% | -26.24\% |
| Treasurer/Collector | \$93,616 | \$105,323 | \$117,029 | \$110,337 |  | \$102,500 | \$158,595 |  |  | \$104,773 | \$136,256 | \$100,000 |  |  |  | \$127,680 | \$139,519 | \$122,939 | \$133,988 | \$145,037 | -23.85\% | -21.39\% | -19.31\% |
| Veterinarian | \$69,302 | \$77,968 | \$86,634 |  |  |  |  |  |  | \$86,969 | \$113,206 |  |  |  |  |  |  | \$79,485 | \$94,294 | \$109,103 | -12.81\% | -17.31\% | -20.59\% |
| Videographer/Tech Assist | \$46,867 | \$50,242 | \$53,616 |  |  |  |  |  |  |  |  |  |  |  |  | \$44,713 | \$64,041 | \$44,713 | \$54,377 | \$64,041 | 4.82\% | -7.61\% | -16.28\% |
| Water Registrar | \$56,476 | \$63,539 | \$70,601 | \$60,900 |  | \$70,112 | \$92,012 | \$41,200 | \$53,560 |  |  |  |  |  |  |  |  | \$58,324 | \$65,047 | \$71,770 | -3.17\% | -2.32\% | -1.63\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | -11.83\% | -12.72\% | -13.14\% |

