AN ORDINANCE ADOPTING THE ANNUAL OPERATING BUDGET FOR THE FISCAL YEAR BEGINNING ON JULY 1, 2020 AND ENDING ON JUNE 30, 2021

#4790

Sponsors:

Council Member Freel

Council President Shabazz **WHEREAS**, the Mayor on March 26, 2020, having submitted to the Council, his message, as prescribed in Wilmington City Charter Section 4-101 for Fiscal Year 2021, the Council deems it necessary and proper to adopt the Annual Operating Budget Ordinance for Fiscal Year 2021, as set forth herein, pursuant to Wilmington City Charter Section 2-300.

NOW, THEREFORE, THE COUNCIL OF THE CITY OF WILMINGTON HEREBY ORDAINS:

SECTION 1. The following financial program is hereby adopted for Fiscal Year 2021, and appropriations are hereby made from the various operating and special funds to the Council, the Mayor, and all offices, departments, boards, and commissions, as indicated in the following sections.

SECTION 2. Appropriations in the sum of \$183,899,744 are hereby made from a general fund, as follows:

TO THE MAYOR:			
	<u>City</u>	<u>Special</u>	<u>Total</u>
Personal Services	\$3,872,762	\$77,031	\$3,949,793
Materials, Supplies, and Equipment	1,789,325	0	1,789,325
Special Purpose	0	0	0
Debt Service	2,994,340	0	2,994,340
Total	\$8,656,427	\$77,031	\$8,733,458

<u>Total</u>
\$500,000
\$500,000
\$0

The Director of the Office of Management and Budget is authorized to transfer to each office, department, board, or commission such portions of the Contingent Reserves that will be sufficient to pay for unanticipated budgetary expenses.

TO THE DIRECTOR OF THE OFFIC	E OF MANAGEME	ENT AND BUI	OGET -
SNOW AND WEATHER EMERGENCIES:			
	<u>City</u>	Special	<u>Total</u>
Snow and Weather Emergencies	\$172,000	\$0	\$172,000
Total	\$172,000	\$0	\$172,000
I otal	\$172,000	\$0	\$172,0

The Director of the Office of Management and Budget is authorized to transfer to each office, department, board, or commission such portions of the foregoing sum that, taken with amounts otherwise available to each such office, department, board, or commission, will be sufficient to pay for the contractual cost, overtime cost, materials, supplies, and equipment cost of emergency snow removal and weather emergencies.

TO THE PLANNING DEPARTMENT	•		
	<u>City</u>	<u>Special</u>	<u>Total</u>
Personal Services	\$1,122,675	\$38,649	\$1,161,324
Materials, Supplies, and Equipment	222,117	0	222,117
Special Purpose	0	0	0
Debt Service	121,082	0	121,082
Total	\$1,465,874	\$38,649	\$1,504,523

TO THE CITY COUNCIL:			
	City	<u>Special</u>	<u>Total</u>
Personal Services	\$1,545,244	\$773,846	\$2,319,090
Materials, Supplies, and Equipment	655,372	221,352	876,724
Special Purpose	19,000	0	19,000
Debt Service	1,220	35,831	37,051
Total	\$2,220,836	\$1,031,029	\$3,251,865

TO THE CITY TREASURER:			
	<u>City</u>	<u>Special</u>	<u>Total</u>
Personal Services	\$359,929	\$508,280	\$868,209
Materials, Supplies, and Equipment	105,646	5,110,952	5,216,598
Total	\$465,575	\$5,619,232	\$6,084,807

TO THE AUDITING DEPARTMENT:			
	<u>City</u>	<u>Special</u>	<u>Total</u>
Personal Services	\$643,670	\$0	\$643,670
Materials, Supplies, and Equipment	240,543	0	240,543
Total	\$884,213	\$0	\$884,213

TO THE LAW DEPARTMENT:			
	<u>City</u>	<u>Special</u>	<u>Total</u>
Personal Services	\$2,125,024	\$0	\$2,125,024
Materials, Supplies, and Equipment	680,532	0	\$680,532
Total	\$2,805,556	\$0	\$2,805,556

TO THE FINANCE DEPARTMENT:			
	City	<u>Special</u>	<u>Total</u>
Personal Services	\$5,469,926	\$0	\$5,469,926
Materials, Supplies, and Equipment	4,518,773	0	4,518,773
Program and Activities	0	0	0
Debt Service	64,419	0	64,419
Total	\$10,053,118	\$0	\$10,053,118

TO THE DEPARTMENT OF COMM	ERCE		
	<u>City</u>	<u>Special</u>	<u>Total</u>
Debt Service	\$73,269	\$0	\$73,269
Total	\$73,269	\$0	\$73,269

TO THE HUMAN RESOURCES DE	PARTMENT		
	<u>City</u>	<u>Special</u>	<u>Total</u>
Personal Services	\$1,854,072	\$0	\$1,854,072
Materials, Supplies, and Equipment	476,803	0	476,803
Debt Service	25,791	0	25,791
Total	\$2,356,666	\$0	\$2,356,666

TO THE DEPARTMENT OF LICENSES AND INSPECTIONS (L&I):			
	<u>City</u>	<u>Special</u>	<u>Total</u>
Personal Services	\$4,396,161	\$0	\$4,396,161
Materials, Supplies, and Equipment	997,938	0	997,938
Debt Service	8,558	0	8,558
Programs and Activities	0	0	0
Total	\$5,402,657	\$0	\$5,402,657

TO THE DEPARTMENT OF L&I FOR ANIMAL CONTROL:			
	<u>City</u>	<u>Special</u>	<u>Total</u>
Special Purpose	\$256,385	\$0	\$256,385
Total	\$256,385	\$0	\$256,385
DEPARTMENT OF L&I TOTAL	\$5,659,042	\$0	\$5,659,042

TO THE DEPARTMENT OF PARKS			
	<u>City</u>	<u>Special</u>	<u>Total</u>
Personal Services	\$4,755,014	\$609,368	\$5,364,382
Materials, Supplies, and Equipment	2,608,547	814,564	3,423,111
Debt Service	1,530,537	0	1,530,537
Programs and Activities	0	0	0
Total	\$8,894,098	\$1,423,932	\$10,318,030

TO THE FIRE DEPARTMENT:			
	<u>City</u>	<u>Special</u>	<u>Total</u>
Personal Services	\$21,995,812	\$0	\$21,995,812
Materials, Supplies, and Equipment	2,594,211	201,369	2,795,580
Debt Service	1,411,678	0	1,411,678
Programs and Activities	0	0	0
Total	\$26,001,701	\$201,369	\$26,203,070

TO THE POLICE DEPARTMENT:			
	<u>City</u>	<u>Special</u>	<u>Total</u>
Personal Services	\$52,177,665	\$1,385,794	\$53,563,459
Materials, Supplies, and Equipment	8,179,603	0	8,179,603
Debt Service	251,069	0	251,069
Programs and Activities	0	0	0
Total	\$60,608,337	\$1,385,794	\$61,994,131

TO THE DEPARTMENT OF PUBLIC WORKS:			
	<u>City</u>	<u>Special</u>	<u>Total</u>
Personal Services	\$10,123,382	\$0	\$10,123,382
Materials, Supplies, and Equipment	11,707,403	1,233,853	12,941,256
Debt Service	4,633,650	0	4,633,650
Programs and Activities	0	0	0
Total	\$26,464,435	\$1,233,853	\$27,698,288

TO THE DEPARTMENT OF PUBLIC W	ORKS-		
THE BOARD OF EXAMINING ENGINE	ERS:		
	<u>City</u>	<u>Special</u>	<u>Total</u>
Personal Services	\$0	\$0	\$0
Materials, Supplies, and Equipment	0	0	0
Total	\$0	\$0	\$0

TO THE DEPARTMENT OF REAL ESTATE AND HOUSING:			
	<u>City</u>	<u>Special</u>	<u>Total</u>
Personal Services	\$288,831	\$827,326	\$1,116,157
Materials, Supplies, and Equipment	2,040,996	143,498	2,184,494
Debt Service	622,815	0	622,815
Programs and Activities	0	2,761,746	2,761,746
Pass-Through	0	0	0
Total	\$2,952,642	\$3,732,570	\$6,685,212

TO THE DEPARTMENT OF INFORMATION TECHNOLOGIES

	<u>City</u>	Special	<u>Total</u>
Personal Services	\$2,282,280	\$0	\$2,282,280
Materials, Supplies, and Equipment	6,254,389	0	6,254,389
Debt Service	385,827	0	385,827
Programs and Activities	0	0	0
Total	\$8,922,496	\$0	\$8,922,496

SECTION 3. The Director of Finance is authorized upon transfer of any function from one office, department, board, or commission to another office, department, board, or commission to transfer to the successor office, department, board, or commission those portions that pertain to the function transferred.

SECTION 4. Whenever, pursuant to the provisions of Section 8-401 of the Charter, employees of any office, department, board, or commission are used by another office, department, board, or commission, the compensation of such employees for the period of such use may, at the discretion of the Director of Finance, be charged against the applicable appropriations to the using office, department, board, or commission.

SECTION 5. Appropriations in the sum of \$78,907,547 are hereby made from the Water/Sewer Fund as follows:

TO THE DEPARTMENT OF FINANCE - WATER/SEWER BILLING:			
	City	<u>Special</u>	<u>Total</u>
Personal Services	\$2,549,756	\$0	\$2,549,756
Materials, Supplies, and Equipment	4,551,487	0	4,551,487
Debt Service	79,829	0	79,829
Total	\$7,181,072	\$0	\$7,181,072

TO THE AUDITING DEPARTMENT:			
	<u>City</u>	<u>Special</u>	<u>Total</u>
Materials, Supplies, and Equipment	\$97,080	\$0	\$97,080
Total	\$97,080	\$0	\$97,080

TO THE DEPARTMENT OF PUBLIC	C WORKS:		
	City	<u>Special</u>	<u>Total</u>
Personal Services	\$9,481,729	\$0	\$9,481,729
Materials, Supplies, and Equipment	55,625,944	0	55,625,944
Debt Service	6,521,722	0	6,521,722
Total	\$71,629,395	\$0	\$71,629,395

SECTION 6. Appropriations in the sum of \$40,545,504 are made from the Intragovernmental Service Fund as follows:

TO THE DEPARTMENT OF PUBLIC	C WORKS:		
	City	<u>Special</u>	<u>Total</u>
Personal Services	\$0	\$0	\$0
Materials, Supplies, and Equipment	7,741,874	0	7,741,874
Debt Service	267,062	0	267,062
Total	\$8,008,936	\$0	\$8,008,936

TO THE HUMAN RESOURCES DEPARTMENT:			
	<u>City</u>	<u>Special</u>	<u>Total</u>
Personal Services	\$1,140,169	\$0	\$1,140,169
Materials, Supplies, and Equipment	5,368,768	0	5,368,768
Special Purpose	26,027,631	0	26,027,631
Total	\$32,536,568	\$0	\$32,536,568

The personal services, materials, supplies, and equipment provided for herein shall be allocated among and paid for by the departments receiving intragovernmental services. The Director of Finance is hereby authorized to transfer funds from the accounts of departments using such intragovernmental services and to adjust upwards the appropriations contained herein for intragovernmental services so long as appropriated funds are available to pay for such services. The appropriations made herein shall be wholly payable from the appropriations for materials, supplies, and equipment made to departments receiving intragovernmental services and the limitations of Wilmington Charter Section 2-300(6) shall not apply.

Appropriations to the Human Resources Department include ongoing funding of the Risk Management Program, pursuant to the provisions of Wilmington City Code, Chapter 2, Article VI, Division 8.

SECTION 7. Appropriations in the sum of \$14,743,459 not subject to the limitations of Wilmington Charter Section 2-300(6), are included in the appropriations of Sections 2, 5, and 6, under the heading "Special". These appropriations of special funds are made contingent upon the receipt of funds and shall be utilized in the manner prescribed by the statutes, ordinances, regulations, resolutions, and/or grants from which they derive. In the event new funds are received or funds are received in greater or lesser amounts than appropriated above, spending shall be adjusted upward or downward in accordance with the funds available. In no

event shall spending of the special funds herein provided for exceed the amounts actually received or otherwise made available.

SECTION 8. Except as otherwise provided by this Ordinance, special funds, heretofore established pursuant to any ordinances, statutes, resolutions, and/or grants shall continue to be utilized in Fiscal Year 2021 for the purpose and in the manner prescribed by such ordinances, statutes, resolutions, and/or grants to the extent that they are consistent with the provisions of the Wilmington Home Rule Charter.

When, under the Charter, an appropriation is a prerequisite to the payment of money from such special funds, this section shall be construed as an appropriation of the full proceeds of such funds for the purposes heretofore authorized by such ordinances, statutes, resolutions and/or grants.

SECTION 9. The amounts herein appropriated for materials, supplies, and equipment shall be deemed to be available for encumbrance upon the effective date of this Ordinance, to the extent necessary to facilitate the operations of the various offices, departments, boards, and commissions for Fiscal Year 2021, provided that no services shall be rendered prior to July 1, 2020, and no materials, supplies, and equipment acquired shall be used in Fiscal Year 2020, except to the extent required to prepare for Fiscal Year 2021 operations.

SECTION 10. <u>A. Position Allocation.</u> Attachment "A" hereto sets forth the positions authorized to be filled between July 1, 2020 and June 30, 2021. Pursuant to Section 40-36 of the City Code, any previously existing classifications and allocation of classifications are hereby abolished. Hereinafter, no additional positions shall be created or allocated without review and approval by the Administrative Board and designation by ordinance of the City Council, except that nothing in this Ordinance shall preclude the hiring and payment of

employees filling positions where monies other than those appropriated by this Ordinance are available.

B. Executive and Managerial Salary Program and Salary Review Matrix. Attachment "B" hereto sets forth for Fiscal Year 2021 the positions that are in the executive and management salary program, the salary review matrix, and the declared maximum salary rates for Department Heads, pursuant to the provisions of Wilmington City Code, Chapter 40, Article II, Division 3, as amended by Substitute No. 1 to Ordinance No. 04-010.

C. Non-Union Employee Salaries. Attachment "C" hereto sets forth the Non-Union Salaries and the Grades and Steps for the same for Fiscal Year 2021.

SECTION 11. All unencumbered balances on hand as of July 1, 2021, held by any office, department, board, or commission named in Sections 2, 5, and 6 of this Ordinance shall revert to the City of Wilmington Current Account.

SECTION 12. A fund balance transfer of \$1.25 million from the Tax Stabilization Reserve portion of the General Fund Balance to the Economic Strategic Fund is hereby authorized for FY 2021.

SECTION 13. Effective Date. This Ordinance shall be deemed effective as of its date of passage by City Council and approval by the Mayor.

First Reading	March 26, 2020
Second Reading	March 26, 2020
Third Reading	

Passed by City Council,

President of City Council

ATTEST:City Clerk
Approved this day of, 2020
Mayor

SYNOPSIS: This Ordinance enacts the annual Operating Budget for Fiscal Year 2021.

W0110088

ATTACHMENT A

Fiscal Year 2021 DEPARTMENTAL POSITION ALLOCATION LIST

Fund: General

Department: Mayor's Office

			Revenues	
Job Title	<u>No.</u>	Grade	<u>City</u>	Special
Mayor	1.00	Ext	1.00	0.00
Mayor's Chief of Staff	1.00	E 11	1.00	0.00
Deputy Chief of Staff for Fiscal and Management Operations	1.00	E 10	1.00	0.00
Deputy Chief of Staff for Policy and Communications	1.00	E 10	1.00	0.00
Director of Economic Development	1.00	E 09	1.00	0.00
Deputy Director of Economic Development	1.00	E 07	1.00	0.00
Emergency Management Director	1.00	E 07	0.50	0.50
Special Assistant to the Mayor	1.00	E 07	1.00	0.00
Director of Cultural Affairs	1.00	E 06	1.00	0.00
Policy Analyst	1.00	E 06	1.00	0.00
Best Practices/Innovation Specialist	1.00	E 05	1.00	0.00
Director of Constituent Services	1.00	E 05	1.00	0.00
Arts & Cultural Outreach Specialist	1.00	E 04	1.00	0.00
Digital and Social Media Manager	1.00	E 04	1.00	0.00
Economic Development Project Manager I	1.00	E 04	1.00	0.00
Office Manager/Administrative Assistant	1.00	E 04	1.00	0.00
Marketing and Special Projects Coordinator	1.00	E 04	1.00	0.00
Special Assistant	1.00	E 04	1.00	0.00
Special Assistant for Community Engagement	1.00	E 04	1.00	0.00
Communications Specialist	1.00	E 03	1.00	0.00
Community Referral Specialist	1.00	E 03	1.00	0.00
Administrative Assistant II	1.00	E 02	1.00	0.00
Constituent Services Officer	2.00	E 02	2.00	0.00
Mayor's Office Receptionist	1.00	E 01	1.00	0.00
Budget Director	1.00	M 08	1.00	0.00
Assistant Budget Director	1.00	M 06	1.00	0.00
Small and Minority Business Development Manager	1.00	M 05	1.00	0.00
Fiscal & Operations Analyst	3.00	S	3.00	0.00
Civil Appeals Administrator	1.00	N	1.00	0.00
Constituent Services Project Specialist	1.00	N	1.00	0.00
Constituent Services Representative	1.00	G	1.00	0.00
DEPARTMENT TOTAL	34.00		33.50	0.50

Department: Information Technologies Fiscal Year 2021

			Revenues	
Job Title	No.	<u>Grade</u>	<u>City</u>	Special
	1.00	14.07	1.00	0.00
Director of Information Technologies	1.00	M 07	1.00	0.00
Application Support Specialist II	2.00	T	2.00	0.00
Senior Information Desktop Engineer	1.00	S	1.00	0.00
Mapping & Graphics Manager	1.00	S	1.00	0.00
Information Systems Administrator	1.00	S	1.00	0.00
Network Technician	1.00	R	1.00	0.00
Information Help Desk Coordinator	1.00	Q	1.00	0.00
Information Desktop Engineer	1.00	P	1.00	0.00
Information Help Desk Engineer	3.00	P	3.00	0.00
Application Support Specialist I	1.00	P	1.00	0.00
Telephony Analyst	1.00	O	1.00	0.00
Webmaster	1.00	O	1.00	0.00
Information Analyst I	1.00	N	1.00	0.00
IT Office Coordinator	1.00	M	1.00	0.00
Mapping Technician II	1.00	L	1.00	0.00
Communications Assistant	1.00	G	1.00	0.00
Document Management Technician	2.00	G	2.00	0.00
IT Support Services Technician	1.00	D	1.00	0.00
DEPARTMENT TOTAL	22.00		22.00	0.00

Department: Planning Fiscal Year 2021

		Revenues		enues
Job Title	<u>No.</u>	<u>Grade</u>	<u>City</u>	Special
Director of Discoving and Development	1.00	E 00	1.00	0.00
Director of Planning and Development	1.00	E 08	1.00	0.00
Administrative Assistant II	1.00	E 02	1.00	0.00
Planning Manager	1.00	M 07	1.00	0.00
Planning Grants Coordinator	1.00	M 05	1.00	0.00
Senior Planner Design & Review	1.00	T	1.00	0.00
Senior Planner III	1.00	S	1.00	0.00
Senior Planner II	1.00	R	1.00	0.00
Planner II	2.00	Q	1.55	0.45
Planner I	1.00	N	1.00	0.00
DEPARTMENT TOTAL	10.00		9.55	0.45

Department: City Council Fiscal Year 2021

		Revenues		
Job Title	<u>No.</u>	<u>Grade</u>	<u>City</u>	Special
President of City Council	1.00	Ext	1.00	0.00
Finance Chairman	1.00	Ext	1.00	0.00
President Pro Tempore	1.00	Ext	1.00	0.00
Council Members	10.00	Ext	10.00	0.00
Legislative Counsel	1.00	Ext	1.00	0.00
Chief of Staff	1.00	Ext	0.75	0.25
Legislative & Community Director	1.00	Ext	1.00	0.00
City Clerk	1.00	Ext	1.00	0.00
Deputy Station Manager	1.00	Ext	0.00	1.00
Digital & Media Content Producer	1.00	Ext	0.00	1.00
Digital Media & Web Content Creator	1.00	Ext	0.00	1.00
Executive Administrative Assistant	1.00	Ext	1.00	0.00
Strategy & Policy Director	1.00	Ext	1.00	0.00
Legislative Administrative Assistant	1.00	Ext	0.50	0.50
Legislative Administrative Assistant/Deputy City Clerk	1.00	Ext	1.00	0.00
Producer	2.00	Ext	0.00	2.00
Senior Producer/On-Air Talent	1.00	Ext	0.00	1.00
Senior Producer	1.00	Ext	0.00	1.00
Station Manager-WITN	1.00	Ext	0.00	1.00
DEPARTMENT TOTAL	29.00		20.25	8.75

Department: City Treasurer Fiscal Year 2021

		Revenue		
Job Title	No.	<u>Grade</u>	<u>City</u>	Special
C'. T	1.00	T	0.50	0.50
City Treasurer	1.00	Ext	0.50	0.50
Deputy Treasurer	1.00	Ext	0.50	0.50
Administrative Assistant to the City Treasurer	1.00	Ext	0.50	0.50
Pension Manager	1.00	Ext	0.00	1.00
Debt Manager/System Coordinator	1.00	Ext	0.50	0.50
Senior Treasury Analyst	2.00	Q	1.00	1.00
DEPARTMENT TOTAL	7.00		3.00	4.00

Department: City Auditor Fiscal Year 2021

			Revenues	
Job Title	No.	Grade	<u>City</u>	Special
City Auditor	1.00	E 08	1.00	0.00
Auditing Manager	1.00	M 06	1.00	0.00
Senior Auditor	3.00	S	3.00	0.00
DEPARTMENT TOTAL	5.00		5.00	0.00

Fund: General Department: Law Fiscal Year 2021

				Revenues		
Job Title	<u>No.</u>	<u>Grade</u>	<u>City</u>	Special		
City Solicitor	1.00	E 10	1.00	0.00		
Deputy City Solicitor	1.00	E 09	1.00	0.00		
Senior Assistant City Solicitor	3.00	E 08	3.00	0.00		
Assistant City Solicitor	5.00	E 07	5.00	0.00		
Legal Office Administrator	1.00	M 04	1.00	0.00		
Litigation Assistant	1.00	P	1.00	0.00		
Real Estate Legal Coordinator	1.00	P	1.00	0.00		
Legal Assistant II	1.00	O	1.00	0.00		
Nuisance Property Administrator	1.00	O	1.00	0.00		
Legal Assistant I	2.00	M	2.00	0.00		
DEPARTMENT TOTAL	17.00		17.00	0.00		

Fund: General Department: Finance Fiscal Year 2021

			Rev	enues
Job Title	<u>No.</u>	Grade	<u>City</u>	Special
D' (CF'	0.50	Е 10	0.50	0.00
Director of Finance	0.50	E 10	0.50	0.00
Deputy Director of Finance	0.60	E 08	0.60	0.00
Administrative Assistant II	0.75	E 02	0.75	0.00
Principal Analyst	0.50	M 06	0.50	0.00
Procurement Manager	1.00	M 06	1.00	0.00
Accounting Manager	0.65	M 06	0.65	0.00
Customer Service Manager	0.50	M 06	0.50	0.00
Revenue Manager	0.35	M 06	0.35	0.00
Tax Manager	1.00	M 06	1.00	0.00
Senior Financial Analyst	0.80	M 05	0.80	0.00
Billing Manager	0.20	T	0.20	0.00
Revenue Supervisor	0.50	T	0.50	0.00
Tax Supervisor	1.00	T	1.00	0.00
Delinquent Accounts Supervisor	0.50	S	0.50	0.00
Grant Accountant	0.75	S	0.75	0.00
Grant Coordinator	0.75	S	0.75	0.00
Parking Services Supervisor	1.00	S	1.00	0.00
Senior Accountant	2.00	S	2.00	0.00
Assistant Tax Supervisor	1.00	R	1.00	0.00
Revenue Audit Agent	2.00	R	2.00	0.00
Sheriff Sale Administrator	0.10	R	0.10	0.00
Real Estate Coordinator	1.00	Q	1.00	0.00
Senior Procurement Specialist	1.00	Q	1.00	0.00
Purchasing Agent II	1.00	P	1.00	0.00
Customer Service Consultant	0.20	O	0.20	0.00
Staff Accountant	0.50	O	0.50	0.00
Accounts Payable Supervisor	0.50	N	0.50	0.00
Assistant Central Cashiering Supervisor	0.50	N	0.50	0.00
Assistant Revenue Audit Agent	1.00	M	1.00	0.00
Senior EIT Agent	2.00	M	2.00	0.00
Settlement Clerk	0.20	M	0.20	0.00
Delinquent Accounts Agent	1.50	L	1.50	0.00
EIT Agent	4.00	L	4.00	0.00
Purchasing Technician	1.00	J	1.00	0.00
Senior Parking Regulations Enforcement Officer	1.00	J	1.00	0.00
Assistant EIT Agent	1.00	I	1.00	0.00
Customer Service Representative II	3.50	Ī	3.50	0.00
Account Entry Clerk	3.50	G	3.50	0.00
Administrative Clerk I	3.50	G	3.50	0.00
Scofflaw Enforcer	2.00	G	2.00	0.00
Account Clerk III	0.50	F	0.50	0.00
Parking Regulations Enforcement Officer	13.00	F	13.00	0.00
DEPARTMENT TOTAL	58.85		58.85	0.00

Fund: Water and Sewer Department: Finance Fiscal Year 2021

			Rev	enues
Job Title	No.	<u>Grade</u>	<u>City</u>	Special
D' (F	0.50	Г 10	0.50	0.00
Director of Finance	0.50	E 10	0.50	0.00
Deputy Director of Finance	0.40	E 08	0.40	0.00
Administrative Assistant II	0.25	E 02	0.25	0.00
Accounting Manager	0.35	M 06	0.35	0.00
Customer Service Manager	0.50	M 06	0.50	0.00
Principal Analyst	0.50	M 06	0.50	0.00
Revenue Manager	0.65	M 06	0.65	0.00
Senior Financial Analyst	0.20	M 05	0.20	0.00
Billing Manager	0.80	T	0.80	0.00
Revenue Supervisor	0.50	T	0.50	0.00
Delinquent Accounts Supervisor	0.50	S	0.50	0.00
Grant Accountant	0.25	S	0.25	0.00
Grant Coordinator	0.25	S	0.25	0.00
Senior Accountant	1.00	S	1.00	0.00
Sheriff Sale Administrator	0.90	R	0.90	0.00
Billing Analyst	3.00	Q	3.00	0.00
Customer Service Consultant	2.80	O	2.80	0.00
Staff Accountant	1.50	O	1.50	0.00
Accounts Payable Supervisor	0.50	N	0.50	0.00
Assistant Central Cashiering Supervisor	0.50	N	0.50	0.00
Settlement Clerk	0.80	M	0.80	0.00
Delinquent Accounts Agent	1.50	L	1.50	0.00
Meter Reader Service Coordinator	1.00	K	1.00	0.00
Customer Service Representative II	3.50	I	3.50	0.00
Delinquent Accounts Officer	1.00	Н	1.00	0.00
Account Entry Clerk	0.50	G	0.50	0.00
Administrative Clerk I	0.50	G	0.50	0.00
Account Clerk III	0.50	F	0.50	0.00
DEPARTMENT TOTAL	25.15	-	25.15	0.00

Department: Human Resources

Fiscal Year 2021

			Rev	enues
Job Title	No.	Grade	<u>City</u>	Special
Director of Human Resources	0.55	E 09	0.55	0.00
Deputy Director of Human Resources	0.55	E 08	0.55	0.00
Administrative Assistant II	1.00	E 02	1.00	0.00
Director of Employment Services	1.00	M 07	1.00	0.00
Director of Classification & Compensation	1.00	M 06	1.00	0.00
Human Resources Administrator	3.00	M 04	3.00	0.00
Human Resources Information Systems Administrator	1.00	T	1.00	0.00
Labor Relations Specialist	1.00	R	1.00	0.00
Compensation Specialist	1.00	Q	1.00	0.00
Compliance Specialist	1.00	P	1.00	0.00
Human Resources Information and Systems Analyst	1.00	P	1.00	0.00
HRIS Coordinator	1.00	N	1.00	0.00
Human Resources Specialist	1.00	N	1.00	0.00
Retirement Specialist	0.50	N	0.50	0.00
Human Resources Leave Administrator	1.00	L	1.00	0.00
Human Resources Office Assistant	1.00	G	1.00	0.00
DEPARTMENT TOTAL	16.60		16.60	0.00

Fund: Internal Service

Department: Human Resources Fiscal Year 2021

			Rev	enues
Job Title	<u>No.</u>	<u>Grade</u>	<u>City</u>	Special
Director of Human Resources	0.45	E 09	0.45	0.00
Deputy Director of Human Resources	0.45	E 08	0.45	0.00
Employee Benefits Manager	1.00	M 06	1.00	0.00
Occupational Health, Safety & Loss Prevention Programs Manager	1.00	M 05	1.00	0.00
Occupational Health Nurse	1.00	R	1.00	0.00
Senior Employee Benefits Administrator	1.00	Q	1.00	0.00
Claims Supervisor	1.00	P	1.00	0.00
Employee Benefits Administrator	1.00	P	1.00	0.00
Risk Management Analyst	1.00	O	1.00	0.00
Retirement Specialist	0.50	N	0.50	0.00
Medical Dispensary Coordinator	1.00	K	1.00	0.00
DEPARTMENT TOTAL	9.40	·	9.40	0.00

Fund: General Department: Licenses and Inspections Fiscal Year 2021

			Rev	enues
Job Title	<u>No.</u>	Grade	<u>City</u>	Special
Commissioner of Licenses and Inspections	1.00	E 09	1.00	0.00
Deputy Commissioner of Licenses and Inspections	1.00	E 07	1.00	0.00
Administrative Assistant I	1.00	E 01	1.00	0.00
Code Enforcement Supervisor	1.00	T	1.00	0.00
Zoning Manager	1.00	T	1.00	0.00
Building Code Enforcement Inspector	5.00	Q	5.00	0.00
Plans Examiner	2.00	Q	2.00	0.00
Mechanical Code Enforcement Inspector	1.00	Q	1.00	0.00
Code Enforcement Inspector	18.00	P	18.00	0.00
Code Enforcement Administrator	1.00	O	1.00	0.00
Zoning Enforcement Officer	1.00	N	1.00	0.00
Building Permit Director	1.00	M	1.00	0.00
Business Compliance Officer	1.00	M	1.00	0.00
Administrative Supervisor	1.00	L	1.00	0.00
Administrative Clerk III	1.00	I	1.00	0.00
Administrative Clerk I	5.00	G	5.00	0.00
Records Clerk	1.00	C	1.00	0.00
DEPARTMENT TOTAL	43.00		43.00	0.00

Department: Parks and Recreation

Fiscal Year 2021

			Rev	enues
Job Title	<u>No.</u>	<u>Grade</u>	<u>City</u>	Special
Director of Parks and Recreation	1.00	E 08	1.00	0.00
Deputy Director of Parks and Recreation	1.00	E 06	1.00	0.00
Administrative Assistant I	1.00	E 01	1.00	0.00
Superintendent of Maintenance, Parks & Recreation	1.00	M 05	1.00	0.00
Superintendent of Recreation	1.00	M 05	1.00	0.00
Youth & Families Manager	1.00	M 05	1.00	0.00
Parks Maintenance Supervisor	2.00	M 04	2.00	0.00
Parks Financial Administrator	1.00	P	1.00	0.00
Nutrition Program Coordinator	1.00	N	0.60	0.40
Program and Grants Coordinator	1.00	N	1.00	0.00
Youth & Families Program Administrator	1.00	N	1.00	0.00
Activities Coordinator	1.00	M	1.00	0.00
Physical Activities Coordinator	1.00	M	1.00	0.00
Recreation Program Coordinator	2.00	M	2.00	0.00
Equipment and Transportation Assistant	1.00	K	1.00	0.00
Accounts & Program Support Coordinator	1.00	Н	1.00	0.00
Labor Foreman II	5.00	Н	5.00	0.00
Small Engine Mechanic	1.00	Н	1.00	0.00
Maintenance Mechanic III	1.00	G	1.00	0.00
Equipment Operator IV	3.00	F	3.00	0.00
Pool Mechanic	1.00	F	1.00	0.00
Labor Foreman I	3.00	E	3.00	0.00
Clerk II	1.00	D	1.00	0.00
Equipment Operator II	3.00	D	3.00	0.00
Nursery Technician	1.00	D	1.00	0.00
General Laborer I	4.00	В	4.00	0.00
DEPARTMENT TOTAL	41.00		40.60	0.40

Fund: General Department: Fire Fiscal Year 2021

			Rev	enues
Job Title	<u>No.</u>	<u>Grade</u>	<u>City</u>	Special
Chief of Fire	1.00	E 09	1.00	0.00
Deputy Chief	2.00	E 07	2.00	0.00
Administrative Assistant II	1.00	E 02	1.00	0.00
Battalion Chief	10.00		10.00	0.00
Captain	11.00		11.00	0.00
Lieutenant	29.00		29.00	0.00
Firefighter	103.00		103.00	0.00
Fire Plans Reviewer	1.00	P	1.00	0.00
Executive Assistant to the Chief	1.00	N	1.00	0.00
Fiscal Administrator	1.00	K	1.00	0.00
Administrative Clerk II	1.00	Н	1.00	0.00
DEPARTMENT TOTAL	161.00		161.00	0.00

Fund: General Department: Police Fiscal Year 2021

			Rev	enues
Job Title	<u>No.</u>	Grade	<u>City</u>	Special
Chief of Police	1.00	E 09	1.00	0.00
Police Policy and Communications Director	1.00	E 09	1.00	0.00
Inspector	2.00	E 00	2.00	0.00
Captain	7.00		7.00	0.00
Lieutenant	11.00		11.00	0.00
	37.00		37.00	0.00
Sergeant Patrol Officer	259.00		252.13	6.87
	1.00	C	1.00	0.00
Victim Services Supervisor		S	1.00	0.00
Bilingual Victims Case Coordinator	1.00	Q		
Cold Case Investigator	1.00	Q	1.00	0.00
Crime Analyst	2.00	Q	2.00	0.00
Domestic Violence Coordinator	1.00	P	1.00	0.00
Communications Supervisor	5.00	0	5.00	0.00
Financial Administrator	1.00	0	1.00	0.00
Youth Intervention Specialist	1.00	N	1.00	0.00
Records Supervisor	1.00	M	1.00	0.00
Information Input Specialist	1.00	K	1.00	0.00
Senior Emergency Communications Specialist	1.00	K	1.00	0.00
Criminal Records Coordinator	1.00	I	1.00	0.00
Emergency Communications Specialist	12.00	I	12.00	0.00
Administrative Clerk II	1.00	Н	1.00	0.00
Emergency Call Operator	16.00	Н	16.00	0.00
Administrative Clerk I	1.00	G	1.00	0.00
Communications and Data Specialist	7.00	G	7.00	0.00
Document Management Technician	1.00	G	1.00	0.00
Police Records Specialist	1.00	G	1.00	0.00
Police Reports Specialist	1.00	G	1.00	0.00
Property Technician	1.00	G	1.00	0.00
Senior Clerk	1.00	G	1.00	0.00
Vehicle Maintenance Technician	1.00	G	1.00	0.00
Teleserve Operator	4.00	F	4.00	0.00
DEPARTMENT TOTAL	382.00		375.13	6.87

Department: Public Works Fiscal Year 2021

			Rev	enues
Job Title	<u>No.</u>	<u>Grade</u>	<u>City</u>	Special
Commissioner of Public Works	0.25	E 09	0.25	0.00
Deputy Commissioner of Public Works	0.50	E 08	0.50	0.00
Administrative Assistant I	0.25	E 01	0.25	0.00
Director of Transportation	1.00	M 07	1.00	0.00
Administrative Services Director	0.35	M 06	0.35	0.00
City Engineer	0.45	M 06	0.45	0.00
Operations Director	1.00	M 06	1.00	0.00
Transportation Engineer	1.00	T	1.00	0.00
Building Services Manager	1.00	R	1.00	0.00
Contracts & Fleet Administrator	1.00	R	1.00	0.00
Sanitation Manager	1.00	R	1.00	0.00
Construction Supervisor/RCMS MGR	0.50	Q	0.50	0.00
CADD/GIS Engineering Coordinator	1.00	Q	1.00	0.00
Transportation Administrative Supervisor	1.00	P	1.00	0.00
Engineering Records Coordinator	0.25	O	0.25	0.00
Street Cleaning Supervisor	1.00	O	1.00	0.00
Assistant Sanitation Supervisor	2.00	N	2.00	0.00
Assistant Building Services Manager	1.00	N	1.00	0.00
Constituent Services Supervisor	0.30	M	0.30	0.00
ITMS Senior Technician	1.00	M	1.00	0.00
Traffic Maintenance Foreman	1.00	M	1.00	0.00
Administrative Coordinator	0.50	M	0.50	0.00
Assistant Street Cleaning Supervisor	2.00	L	2.00	0.00
Assistant Street and Sewer Maintenance Supervisor	0.20 0.30	L K	0.20 0.30	0.00 0.00
Assistant Constituent Services Supervisor Purchasing Coordinator I	0.30	K J	0.30	0.00
Administrative Clerk III	0.70	I	0.70	0.00
Building Services Foreman	1.00	I	1.00	0.00
Constituent Services Assistant	0.90	I	0.90	0.00
Construction Inspector	1.00	I	1.00	0.00
Account Technician	0.50	H	0.50	0.00
Equipment Operator V	1.40	Н	1.40	0.00
Labor Foreman II	0.20	Н	0.20	0.00
Signal Electrician	4.00	Н	4.00	0.00
Building Technician I	1.00	G	1.00	0.00
Traffic Maintenance Technician II	4.00	G	4.00	0.00
Traffic Technician II	2.00	G	2.00	0.00
Equipment Operator IV	13.00	F	13.00	0.00
Sanitation Driver	15.00	E	15.00	0.00
Sanitation Worker	25.00	E	25.00	0.00
Equipment Operator II	10.00	D	10.00	0.00
General Laborer II	3.00	C	3.00	0.00
General Laborer I	17.00	В	17.00	0.00
DEPARTMENT TOTAL	120.05		120.05	0.00

Fund: Water and Sewer Department: Public Works Fiscal Year 2021

			Rev	enues
<u>Job Title</u>	<u>No.</u>	Grade	<u>City</u>	Special
Commissioner of Public Works	0.75	E 09	0.75	0.00
Deputy Commissioner of Public Works	0.73	E 09 E 08	0.73	0.00
Administrative Assistant I	0.30	E 08	0.30	0.00
Water Division Director	1.00	M 07	1.00	0.00
Administrative Services Director	0.65	M 06	0.65	0.00
Assistant Water Division Director	2.00	M 06	2.00	0.00
City Engineer	0.55	M 06	0.55	0.00
Water Quality Manager	1.00	M 05	1.00	0.00
Manager of Sustainability & Environmental Compliance	1.00	S	1.00	0.00
Civil Engineer	2.00	R	2.00	0.00
Contracts & Maintenance Supervisor	1.00	R	1.00	0.00
Forestry Programs & Operation Supervisor	1.00	R	1.00	0.00
Water Utility Project Manager	1.00	R	1.00	0.00
Construction Supervisor/RCMS MGR	0.50	Q	0.50	0.00
Water Distribution Supervisor	2.00	Q	2.00	0.00
Water Meter Supervisor	1.00	Q	1.00	0.00
Water Production Supervisor	1.00	Q	1.00	0.00
Assistant Water Distribution Supervisor	1.00	P	1.00	0.00
Assistant Water Production Supervisor	1.00	P	1.00	0.00
Water Quality Assistant	1.00	P	1.00	0.00
Wet Weather Administrator	1.00	P	1.00	0.00
Engineering Records Coordinator	0.75	O	0.75	0.00
Sewer Maintenance Supervisor	1.00	O	1.00	0.00
City Forester	1.00	N	1.00	0.00
Constituent Services Supervisor	0.70	M	0.70	0.00
GIS Technician II	1.00	M	1.00	0.00
Water Production Maintenance Foreman	2.00	M	2.00	0.00
Administrative Coordinator	0.50	M	0.50	0.00
Assistant Street and Sewer Maintenance Supervisor	0.80	L	0.80	0.00
Assistant Water Meter Supervisor	1.00	L	1.00	0.00
Water Quality Specialist	3.00	L	3.00	0.00
Chief Construction Inspector	1.00	K	1.00	0.00
Assistant Constituent Services Supervisor	0.70	K	0.70	0.00
GIS Technician I	1.00	J	1.00	0.00
Purchasing Coordinator I	1.30	J	1.30	0.00
Tree Climber II/Tree Crew Foreman	1.00	J J	1.00	0.00
Water Systems Valve Technician Administrative Clerk III	1.00 0.50	J I	1.00 0.50	0.00 0.00
Constituent Services Assistant	2.10	I	2.10	0.00
Construction Inspector	4.00	I	4.00	0.00
Labor Foreman III	3.00	I	3.00	0.00
Account Technician	0.50	H	0.50	0.00
Equipment Operator V	4.60	Н	4.60	0.00
Labor Foreman II	0.80	Н	0.80	0.00
Lucoi i otoliidii ii	0.00	11	0.00	0.00

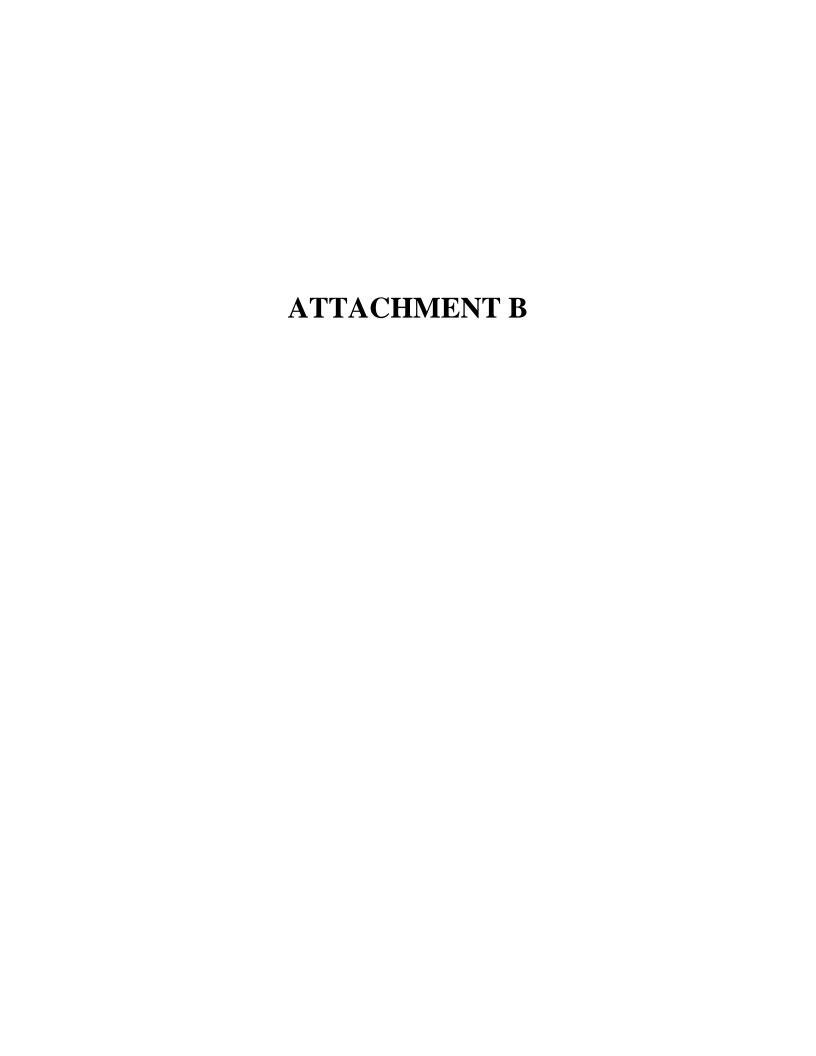
Fund: Water and Sewer (Continued)

Department: Public Works Fiscal Year 2021

			Rev	enues
Job Title	<u>No.</u>	Grade	<u>City</u>	Special
Plant Mechanic II	5.00	Н	5.00	0.00
Plant Operator III	8.00	Н	8.00	0.00
Welder	1.00	Н	1.00	0.00
Maintenance Mechanic III	9.00	G	9.00	0.00
Equipment Operator IV	1.00	F	1.00	0.00
Maintenance Mechanic II	3.00	F	3.00	0.00
Tree Climber I	1.00	F	1.00	0.00
Equipment Operator III	1.00	E	1.00	0.00
Maintenance Mechanic I	1.00	E	1.00	0.00
Technical Maintenance Mechanic I	1.00	E	1.00	0.00
Equipment Operator II	2.00	D	2.00	0.00
General Laborer III	9.00	D	9.00	0.00
Equipment Operator I	1.00	C	1.00	0.00
General Laborer II	7.00	C	7.00	0.00
DEPARTMENT TOTAL	104.95		104.95	0.00

Department: Real Estate and Housing Fiscal Year 2021

			Rev	venues
Job Title	<u>No.</u>	Grade	<u>City</u>	Special
Director of Real Estate and Housing	1.00	E 08	0.60	0.40
Director of Real Estate and Housing				
Director of Rehabilitation	1.00	M 05	0.00	1.00
Senior Program Director	1.00	M 05	0.35	0.65
Acquisition & Disposition Manager	1.00	Q	0.50	0.50
Development Specialist	1.00	Q	0.46	0.54
Program Administrator	1.00	P	0.21	0.79
Financial Administrator	1.00	O	0.00	1.00
Senior Rehabilitation Specialist II	2.00	N	0.13	1.87
GIS Technician I	1.00	J	0.50	0.50
Administrative Clerk II	1.00	Н	0.00	1.00
DEPARTMENT TOTAL	11.00		2.75	8.25



City of Wilmington Executive and Managerial Position Level Salary Structure Matrix FY 2021

F1 2021		y Range - 06/30/21
Level 1 Administrative Assistant I Mayor's Office Receptionist	\$41,098	\$62,468
Level 2 Administrative Assistant II Constituent Services Officer	\$45,429	\$69,960
Level 3 Communications Assistant Community Referral Specialist	\$50,078	\$78,123
Arts & Cultural Outreach Specialist Digital & Social Media Manager Economic Development Project Manager I Human Resources Administrator Legal Office Administrator Marketing & Special Projects Coordinator Office Manager/Administrative Assistant Parks Maintenance Supervisor Special Assistant Special Assistant for Community Engagement	\$55,422	\$87,566
Evel 5 Best Practices/Innovation Specialist Director of Constituent Services Division Director of Rehabilitation Occupational Health, Safety & Loss Prevention Program Manager Planning Grants Coordinator Senior Financial Analyst Senior Program Director Small & Minority Business Development Manager Superintendent of Maintenance, Parks & Recreation Superintendent of Recreation Youth & Families Manager Water Quality Manager	\$61,313	\$97,863

Attachment B Page 1 of 3

Salary Range 07/01/20 - 06/30/21

Level 6 \$68,388 \$109,419

Accounting Manager

Administrative Services Director

Assistant Budget Director

Assistant Water Division Director

Auditing Manager

City Engineer

Customer Service Manager

Deputy Director of Parks & Recreation

Director of Classification & Compensation

Director of Cultural Affairs

Employee Benefits Manager

Operations Director

Police Policy & Communications Director

Policy Analyst

Principal Analyst

Procurement Manager

Revenue Manager

Tax Manager

Level 7 \$73,789 \$118,799

Assistant City Solicitor

Deputy Chief of Fire

Deputy Commissioner of Licenses & Inspections

Deputy Director of Economic Development

Director of Employment Services

Director of Integrated Technologies

Director of Transportation

Emergency Management Director

Planning Manager

Special Assistant to the Mayor for Employment Initiatives

Water Division Director

<u>Level 8</u> \$79,534 \$127,939

Budget Director

City Auditor

Deputy Commissioner of Public Works

Deputy Director of Human Resources

Deputy Finance Director

Director of Parks & Recreation

Director of Planning and Development

Director of Real Estate & Housing

Senior Assistant City Solicitor

Attachment B Page 2 of 3

Salary Range <u>07/01/20 - 06/30/21</u>

Level 9 \$85,765 \$138,081

Chief of Fire

Chief of Police*

Commissioner of Licenses & Inspections

Commissioner of Public Works

Deputy City Solicitor

Director of Economic Development

Director of Human Resources

<u>Level 10</u> \$92,363 \$148,704

City Solicitor

Deputy Chief of Staff for Fiscal and Management Operations

Deputy Chief of Staff for Policy and Communications

Director of Finance

<u>Level 11</u> \$99,696 \$160,512

Chief of Staff

Effective: 07/01/20 Revised: 03/26/20

^{*}Declared Rate for Chief of Police increased beyond salary range per Ord #17-013

City of Wilmington Salary Review Matrix FY '21

	First Third	Middle Third	Top Third
Far Above Expectations	Up to 5%	Up to 5%	Up to 5%
Above Expectations	Up to 4%	Up to 4%	Up to 4%
Meets Expectations	Up to 3%	Up to 3%	Up to 3%
Below Expectations	Up to 1%	Up to 1%	Up to 1%
Far Below Expectations	0%	0%	0%

Revised: 03/24/20

DECLARED RATES

Department Heads

FY 2021

Title	Salary
Mayor	\$150,293
Chief of Staff	\$148,050
City Treasurer	\$147,006
City Solicitor	\$147,912
Commissioner of Public Works	\$138,081
Chief of Police*	\$200,346
Director of Finance	\$148,704
Director of Human Resources	\$138,081
Chief of Fire	\$138,081
Director of Economic Development	\$138,081
Commissioner of Licenses and Inspections	\$138,081
City Auditor	\$127,939
Director of Parks and Recreation	\$127,939
Director of Planning and Development	\$127,939
Director of Real Estate and Housing	\$127,939

The Declared Rate Listing states the maximum salary for each position for each fiscal year. The actual salaries may be less than the declared rates.

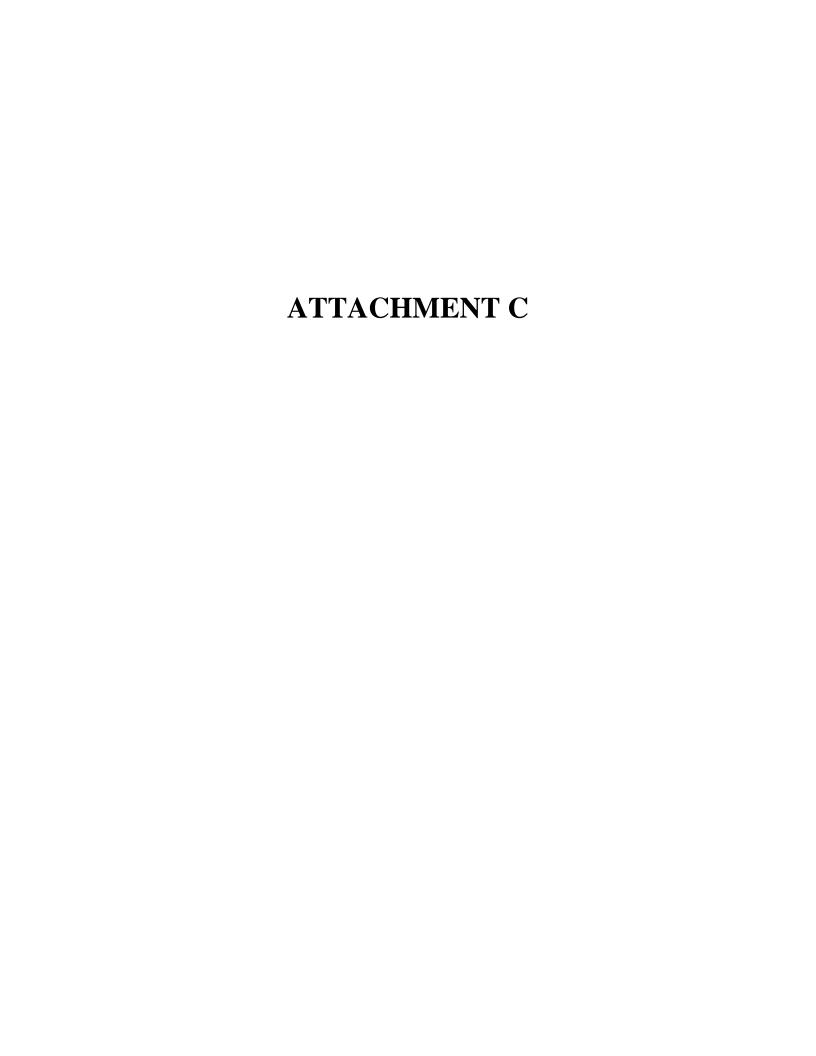
Revised: 03/24/20

^{*}Declared Rate for Chief of Police increased beyond salary range per Ord #17-013

City of Wilmington Fiscal Year 2021 Executive and Managerial Pay Plan

	First Third	Second Third	Top Third	
Level 1	\$41,098 - \$46,441	\$46,442 - \$57,125	\$57,126 - \$62,468	
Level 2	\$45,429 - \$51,562	\$51,563 - \$63,826	\$63,827 - \$69,960	
Level 3	\$50,078 - \$57,089	\$57,090 - \$71,111	\$71,112 - \$78,123	
Level 4	\$55,422 - \$63,458	\$63,459 - \$79,529	\$79,530 - \$87,566	
Level 5	\$61,313 - \$70,451	\$70,452 - \$88,725	\$88,726 - \$97,863	
Level 6	\$68,388 - \$78,646	\$78,645 - \$99,160	\$99,161 - \$109,419	
Level 7	\$73,789 - \$85,042	\$85,043 - \$107,546	\$107,547 - \$118,799	
Level 8	\$79,534 - \$91,635	\$91,636 - \$115,837	\$115,838 - \$127,939	
Level 9	\$85,765 - \$98,844	\$98,845 - \$125,001	\$125,002 - \$138,081	
Level 10	\$92,363 - \$106,448	\$106,449 - \$134,618	\$134,619 - \$148,704	
Level 11	\$99,696 - \$114,900	\$114,901 - \$145,307	\$145,308 - \$160,512	

Revised: 03/24/20



Non-Union Pay Scale 07/01/20 - 06/30/21

2%

	Step I	Step II	Step III	Step IV	Step V	Step VI	Step VII
A	\$25,504.71	\$26,780.59	\$28,120.97	\$28,683.91	\$29,258.81	\$29,845.23	\$30,444.18
В	\$26,801.40	\$28,707.81	\$30,746.81	\$31,676.68	\$32,311.57	\$32,959.19	\$33,619.77
C	\$28,164.01	\$29,868.67	\$31,519.68	\$32,151.41	\$32,795.80	\$33,620.39	\$34,637.17
D	\$29,595.92	\$31,076.46	\$32,631.07	\$33,285.09	\$33,952.22	\$34,805.86	\$35,858.50
E	\$31,100.60	\$32,656.43	\$34,290.08	\$34,977.34	\$35,678.37	\$36,575.44	\$37,681.59
F	\$32,681.80	\$34,316.73	\$36,033.43	\$36,755.65	\$37,492.32	\$38,243.76	\$39,498.87
G	\$33,999.95	\$35,522.31	\$37,112.84	\$37,856.67	\$38,615.41	\$39,586.31	\$40,783.53
Н	\$36,085.84	\$38,269.96	\$40,586.27	\$41,399.73	\$42,651.79	\$43,941.71	\$45,270.64
I	\$38,299.69	\$40,215.65	\$42,649.74	\$43,504.54	\$44,376.49	\$45,265.91	\$46,173.17
J	\$40,246.90	\$42,260.27	\$44,374.36	\$45,603.21	\$46,517.22	\$47,449.54	\$48,400.57
K	\$42,716.04	\$44,852.92	\$47,096.71	\$48,040.66	\$49,003.52	\$49,985.67	\$50,987.52
L	\$44,438.89	\$46,661.97	\$48,996.25	\$49,978.28	\$50,979.96	\$52,391.76	\$53,441.82
M	\$46,698.22	\$49,034.33	\$51,487.29	\$52,781.83	\$53,839.72	\$55,330.70	\$56,862.97
N	\$49,047.89	\$51,501.54	\$54,077.91	\$55,161.79	\$56,267.37	\$57,969.07	\$59,722.24
0	\$51,283.83	\$54,253.21	\$57,536.92	\$58,690.12	\$59,866.42	\$61,066.30	\$62,290.24
P	\$53,487.00	\$56,443.52	\$59,711.64	\$60,908.42	\$62,129.17	\$63,374.41	\$64,644.60
Q	\$56,065.82	\$58,870.53	\$61,815.56	\$63,054.51	\$64,639.89	\$65,935.44	\$67,256.96
R	\$58,768.99	\$61,708.93	\$64,795.96	\$66,094.64	\$67,419.36	\$68,770.63	\$70,148.95
S	\$61,448.09	\$64,522.07	\$67,749.81	\$69,107.71	\$70,492.80	\$71,905.66	\$73,346.85
T	\$67,316.52	\$72,451.16	\$77,977.45	\$79,540.33	\$81,134.52	\$82,760.67	\$84,419.42