	De	Department												,	,				<u>'</u>	·			'																		
	All	All Departments	Executive M															Executive Management	Finance	Human Re	Resource	Marketing & Communication Product Development		Professional Services Sales		Ave	erage Minimum														
	Ро	Positions	Positions Positions Posit															Positions	Positions	Positions	Positions	Positions	Positions	Positions	Positions		/														
sures	egion All	All Positions Account Executive	Administration	Administrative Analyst Relations	CEO CFO	СМО	сто	Controller	Corporate D Compliance M	istrict EOE lanager	Engineer	Graphics	HR Generalists	Training IS	Payroll	Pre-Sales	Press Proc Relations Mari Mgr	luct QA keting	Engineer QA Ma	nager SVP HR	SVP Partnerships	SVP Services SV St De	/P SVP WW Operations evelopment	Sales Rep	Senior Sen Consultant Eng	or Senior Sale neer Rep	Services Mgr	Staff Train	ner VP Enginee	Writer	Average	All Positions Average	All Positions Av	erage All Position	ons Average	All Positions Avera	ge All Positions Averag	e All Positions	Average All Positions A	erage	
A	II Regions 14	43,639,982.00 1,279,975	.00 2,049,625.00	3,583,061.00 1,133,375.0	0 2,049,625.00 3,265	,672.00 3,583	,061.00 1,257,985.0	0 2,163,973.00	1,944,073.00	2,782,625.00 1,942,6	607.00 2,855,925.0	0 3,332,375.00	3,739,190.00 1,2	211,073.00 2,166,099	00 1,045,415.00	2,599,375.00	1,761,226.00 2,8	42,731.00 1,0	,045,415.00 1,086	,463.00 2,188,895.	1,962,755.00	15,421,220.00 1	,061,242.00 1,225,400.	00 2,745,975.00	15,160,199.00 3,2	65,672.00 1,760,823	00 17,401,786.00	0 14,220,896.00 14,1	13,548.00 1,132,6	,642.00 1,257,985.0	00 3,882,161.68	6,299,022.00 6,299,022.	00 12,224,220.00 12,	,224,220.00 13,075,46	63.00 13,075,463.00	J 13,910,753.00 13,9 ⁴	.0,753.00 10,644,102.00 10,644	,102.00 76,317,649.00	76,317,649.00 11,168,773.00 1	1,168,773.00 20,F	519,997.43 6,299,022
C	entral 37	37,893,162.00 409,975	.00 549,625.00	827,861.00 383,375.0	0 549,625.00 770	,272.00 827	,861.00 405,985.0	570,373.00	530,473.00	682,625.00 530,2	207.00 695,925.0	0 782,375.00	856,190.00	397,473.00 570,759	00 367,415.00	649,375.00	497,296.00 6	93,531.00	367,415.00 374	,863.00 574,895.	367,415.00	4,042,220.00	383,242.00 476,000.	00 675,975.00	3,994,859.00 7	70,272.00 497,223	00 4,401,586.00	0 3,824,426.00 3,8	04,948.00 383,2	,242.00 405,985.0	00 1,024,139.51	1,776,282.00 1,776,282.	00 3,106,680.00 3,	,106,680.00 3,438,86	63.00 3,438,863.00	3,590,423.00 3,59	0,423.00 2,997,702.00 2,997	,702.00 20,068,039.00	20,068,039.00 2,915,173.00	2,915,173.00 5,4	413,308.86 1,776,282
E	astern 35	35,248,940.00 290,000	.00 500,000.00	918,400.00 250,000.0	0 500,000.00 831	,800.00 918	,400.00 284,000.0	531,200.00	471,200.00	700,000.00 470,	800.00 720,000.0	0 850,000.00	961,000.00 2	271,200.00 531,780	00 226,000.00	650,000.00	421,310.00 7	16,400.00	226,000.00 237	,200.00 538,000.	.00 531,780.00	3,793,000.00	226,000.00 249,800.	00 690,000.00	3,721,780.00	31,800.00 421,200	00 4,333,400.00	3,465,490.00 3,4	36,200.00 249,8	,800.00 284,000.0	00 952,674.05	1,507,580.00 1,507,580.	00 3,039,180.00 3,	,039,180.00 3,212,200	.00.00 3,212,200.00	3,440,110.00 3,44	٠0,110.00 2,548,800.00 2,548	,800.00 18,749,870.00	18,749,870.00 2,751,200.00	2,751,200.00 5,C	ე35,562.86 1,507,580
s	outhern 35	35,248,940.00 290,000	.00 500,000.00	918,400.00 250,000.0	0 500,000.00 831	,800.00 918	,400.00 284,000.0	531,200.00	471,200.00	700,000.00 470,8	800.00 720,000.0	0 850,000.00	961,000.00 2	271,200.00 531,780	00 226,000.00	650,000.00	421,310.00 7	16,400.00	226,000.00 237	,200.00 538,000.	531,780.00	3,793,000.00	226,000.00 249,800.	00 690,000.00	3,721,780.00	31,800.00 421,200.	00 4,333,400.00	3,465,490.00 3,4	36,200.00 249,8	,800.00 284,000.0	00 952,674.05	1,507,580.00 1,507,580.	00 3,039,180.00 3,	,039,180.00 3,212,200	.00.00 3,212,200.00	3,440,110.00 3,44	40,110.00 2,548,800.00 2,548	,800.00 18,749,870.00	18,749,870.00 2,751,200.00	2,751,200.00 5,C	ე35,562.86 1,507,580
v	estern 35	35,248,940.00 290,000	.00 500,000.00	918,400.00 250,000.0	0 500,000.00 831	,800.00 918	,400.00 284,000.0	531,200.00	471,200.00	700,000.00 470,8	800.00 720,000.0	0 850,000.00	961,000.00 2	271,200.00 531,780	00 226,000.00	650,000.00	421,310.00 7	16,400.00	226,000.00 237	,200.00 538,000.	.00 531,780.00	3,793,000.00	226,000.00 249,800.	00 690,000.00	3,721,780.00	31,800.00 421,200.	00 4,333,400.00	3,465,490.00 3,4	36,200.00 249,8	,800.00 284,000.0	00 952,674.05	1,507,580.00 1,507,580.	00 3,039,180.00 3,	,039,180.00 3,212,20	.00.00 3,212,200.00	3,440,110.00 3,44	40,110.00 2,548,800.00 2,548,	,800.00 18,749,870.00	18,749,870.00 2,751,200.00 2	2,751,200.00 5,C	J35,562.86 1,507,580
4	II Regions 14	43,199,389.00 1,323,525	.00 2,046,500.00	3,457,094.00 1,212,625.0	0 1,988,500.00 3,167	,202.00 3,450	,094.00 1,326,440.0	0 2,160,942.00	1,950,092.00	2,696,000.00 1,948,	753.00 2,785,950.0	0 3,221,125.00	3,589,699.00 1,2	280,592.00 2,162,883	00 1,139,285.00	2,528,625.00	1,786,084.00 2,7	73,899.00 1,	,132,285.00 1,169	,777.00 2,173,705.	1,949,637.00	15,716,000.00 1	,082,590.00 1,473,439.	00 2,662,525.00	15,316,000.00 3,1	60,202.00 1,762,717.	00 17,916,000.00	0 14,634,206.00 12,5	16,000.00 1,211,9	,957.00 1,326,440.0	00 3,870,253.76	6,494,166.00 6,494,166.	00 12,087,406.00 12,	,087,406.00 12,989,34	41.00 12,989,341.00	J 13,770,267.00 13,77	70,267.00 10,786,611.00 10,786,	,611.00 76,098,206.00	76,098,206.00 10,973,392.00 1	J,973,392.00 20,4	457,055.57 6,494,166
C	entral 38	38,397,600.00 422,500	.00 552,250.00	760,990.00 443,500.0	0 522,250.00 719	,855.00 760	,990.00 459,650.0	577,070.00	538,570.00	617,250.00 538,3	380.00 666,750.0	0 728,500.00	771,225.00	143,570.00 577,346	00 432,100.00	593,500.00	524,872.00 6	65,040.00	432,100.00 437	,420.00 570,300.	.00 392,100.00	4,180,000.00	403,405.00 725,887.	00 612,500.00	3,980,000.00 7	19,855.00 484,820	00 4,680,000.00	0 4,180,000.00 3,3	80,000.00 443,4	,405.00 459,650.0	00 1,037,772.97	2,043,642.00 2,043,642.	00 3,067,361.00 3,	,067,361.00 3,414,29	.95.00 3,414,295.00	J 3,582,552.00 3,58	3,159,180.00 3,159	,180.00 20,400,000.00	20,400,000.00 2,730,570.00	2,730,570.00 5,2	485,371.43 2,043,642
E	astern 35	35,487,861.00 307,675	.00 498,750.00	899,368.00 254,375.0	0 488,750.00 816	,449.00 894	,368.00 286,930.0	528,624.00	471,174.00	700,250.00 470,	791.00 704,400.0	0 828,875.00	940,158.00 2	279,674.00 529,179	00 236,395.00	652,375.00	418,404.00 7	00,953.00	231,395.00 242	,119.00 535,135.	5.00 519,179.00	3,900,000.00	226,395.00 249,184.	00 690,675.00	3,900,000.00	11,449.00 433,299	00 4,500,000.00	3,500,000.00 3,3	00,000.00 254,	,184.00 286,930.0	00 959,131.38	1,483,508.00 1,483,508.	00 3,010,015.00 3,	,010,015.00 3,195,683	82.00 3,195,682.00	3,383,905.00 3,38	3,905.00 2,530,477.00 2,530	,477.00 19,100,000.00	19,100,000.00 2,784,274.00	2,784,274.00 5,0	069,694.43 1,483,508
S	outhern 34	34,803,861.00 297,675	.00 498,750.00	899,368.00 257,375.0	0 498,750.00 816	,449.00 897	,368.00 289,930.0	528,624.00	471,174.00	690,250.00 470,	791.00 707,400.0	0 831,875.00	940,158.00 2	279,674.00 529,179	00 236,395.00	642,375.00	421,404.00 7	03,953.00	234,395.00 245	,119.00 535,135.	5.00 529,179.00	3,818,000.00	236,395.00 259,184.	00 680,675.00	3,718,000.00	14,449.00 423,299	00 4,318,000.00	3,618,000.00 2,9	18,000.00 257,	,184.00 289,930.0	00 940,644.89	1,523,508.00 1,523,508.	00 3,010,015.00 3,	,010,015.00 3,195,68	82.00 3,195,682.00	J 3,401,905.00 3,4r	1,905.00 2,548,477.00 2,548	,477.00 18,390,000.00	18,390,000.00 2,734,274.00	2,734,274.00 4,5	971,980.14 1,523,508
V	estern 34	34,510,067.00 295,675	.00 496,750.00	897,368.00 257,375.0	0 478,750.00 814	449.00 897	,368.00 289,930.0	0 526,624.00	469,174.00	688,250.00 468,	791.00 707,400.0	0 831,875.00	938,158.00 2	277,674.00 527,179	00 234,395.00	640,375.00	421,404.00 7	03,953.00	234,395.00 245	,119.00 533,135.	.00 509,179.00	3,818,000.00	216,395.00 239,184.	00 678,675.00	3,718,000.00	14,449.00 421,299.	00 4,418,000.00	3,336,206.00 2,9	18,000.00 257,	,184.00 289,930.0	00 932,704.51	1,443,508.00 1,443,508.	00 3,000,015.00 3,	,000,015.00 3,183,683	3,183,682.0r	0 3,401,905.00 3,40	J _{1,905.00} 2,548,477.00 2,548	,477.00 18,208,206.00	18,208,206.00 2,724,274.00	2,724,274.00 4,5	,930,009.57 1,443,508