

Alexandria City Public Schools FY20 Compensation Study

# PARAPROFESSIONAL MARKET COMPARISONS

December 20, 2019

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*Final* December 20, 2019

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## Paraprofessional I

| FY20        | Alexandria         | Arlington                    | Fairfax                    | Falls Church      | Loudoun           | Manassas                                     | Manassas Park      | Prince William    | Market Average | ACPS as % of   | Adjustment needed to reach |
|-------------|--------------------|------------------------------|----------------------------|-------------------|-------------------|--|--------------------|-------------------|----------------|----------------|----------------------------|
| Step        | Paraprofessional I | Instructional<br>Assistant I | Instructional<br>Assistant | Instructional Aid | Teacher Assistant | Instructional<br>Assistant -<br>Kindergarten | Instructional Aide | Teacher Assistant |                | Market Average | Market Average             |
| 1           | \$16.92            | \$18.19                      | \$16.42                    | \$14.93           | \$16.50           | \$16.10                                      | \$17.34            | \$15.56           | \$16.43        | 103%           | -2.9%                      |
| 2           | \$17.42            | \$18.91                      | \$17.08                    | \$15.19           | \$16.75           | \$16.52                                      |                    | \$16.01           | \$16.74        | 104%           | -3.9%                      |
| 3           | \$17.95            | \$19.71                      | \$17.76                    | \$15.71           | \$16.94           | \$16.93                                      |                    | \$16.48           | \$17.25        | 104%           | -3.9%                      |
| 4           | \$18.48            | \$20.49                      | \$18.47                    | \$16.22           | \$17.31           | \$17.35                                      |                    | \$16.96           | \$17.80        | 104%           | -3.7%                      |
| 5           | \$19.04            | \$21.31                      | \$19.21                    | \$16.80           | \$17.54           | \$17.77                                      |                    | \$17.45           | \$18.35        | 104%           | -3.6%                      |
| 6           | \$19.61            | \$22.15                      | \$19.85                    | \$17.39           | \$17.72           | \$18.19                                      |                    | \$17.95           | \$18.88        | 104%           | -3.7%                      |
| 7           | \$20.20            | \$23.04                      | \$20.51                    | \$17.99           | \$18.08           | \$18.61                                      |                    | \$18.47           | \$19.45        | 104%           | -3.7%                      |
| 8           | \$20.81            | \$23.97                      | \$21.19                    | \$18.58           | \$18.49           | \$19.03                                      |                    | \$19.01           | \$20.05        | 104%           | -3.7%                      |
| 9           | \$21.43            | \$24.90                      | \$21.89                    | \$19.26           | \$18.93           | \$19.45                                      |                    | \$19.56           | \$20.67        | 104%           | -3.6%                      |
| 10          | \$22.08            | \$25.92                      | \$22.48                    | \$20.00           | \$19.42           | \$19.87                                      |                    | \$20.13           | \$21.30        | 104%           | -3.5%                      |
| 11          | \$22.74            | \$26.97                      | \$23.07                    | \$20.74           | \$19.86           | \$20.29                                      |                    | \$20.71           | \$21.94        | 104%           | -3.5%                      |
| 12          | \$23.41            | \$27.77                      | \$23.68                    | \$21.49           | \$20.31           | \$20.71                                      |                    | \$21.31           | \$22.55        | 104%           | -3.7%                      |
| 13          | \$24.12            | \$28.62                      | \$24.31                    | \$22.24           | \$20.80           | \$21.13                                      |                    | \$21.93           | \$23.17        | 104%           | -3.9%                      |
| 14          | \$24.84            | \$29.98                      | \$24.96                    | \$22.98           | \$21.31           | \$21.55                                      |                    | \$22.56           | \$23.89        | 104%           | -3.8%                      |
| 15          | \$25.59            | \$29.98                      | \$25.63                    | \$23.74           | \$21.82           | \$21.97                                      |                    | \$23.22           | \$24.39        | 105%           | -4.7%                      |
| 16          | \$26.35            | \$29.98                      | \$26.04                    | \$24.48           | \$22.31           | \$22.39                                      |                    | \$23.89           | \$24.85        | 106%           | -5.7%                      |
| 17          | \$26.35            | \$29.98                      | \$26.45                    | \$25.22           | \$22.95           | \$22.81                                      |                    | \$24.58           | \$25.33        | 104%           | -3.9%                      |
| 18          | \$26.88            | \$29.98                      | \$26.98                    | \$25.98           | \$23.58           | \$23.23                                      |                    | \$25.30           | \$25.84        | 104%           | -3.9%                      |
| 19          | \$26.88            | \$29.98                      | \$27.52                    | \$26.71           | \$24.26           | \$23.65                                      |                    | \$26.03           | \$26.36        | 102%           | -1.9%                      |
| 20          | \$27.42            | \$29.98                      | \$27.80                    | \$27.46           | \$24.94           | \$24.07                                      |                    | \$26.79           | \$26.84        | 102%           | -2.1%                      |
| 21          | \$27.97            | \$29.98                      | \$28.31                    | \$27.46           | \$25.59           | \$24.49                                      |                    | \$27.56           | \$27.23        | 103%           | -2.6%                      |
| 22          | \$27.97            | \$29.98                      | \$28.80                    | \$27.46           | \$26.33           | \$24.91                                      |                    | \$28.36           | \$27.64        | 101%           | -1.2%                      |
| 23          | \$27.97            | \$29.98                      | \$29.35                    | \$27.46           | \$27.08           | \$25.33                                      |                    | \$29.19           | \$28.06        | 100%           | 0.3%                       |
| 24          | \$27.97            | \$29.98                      | \$29.35                    | \$27.46           | \$27.86           | \$25.74                                      |                    | \$30.03           | \$28.40        | 98%            | 1.5%                       |
| 25          | \$27.97            | \$29.98                      | \$29.35                    | \$27.46           | \$28.66           | \$26.16                                      |                    | \$30.90           | \$28.75        | 97%            | 2.8%                       |
| 26          | \$27.97            | \$29.98                      | \$29.35                    | \$27.46           | \$29.50           | \$26.58                                      |                    | \$31.80           | \$29.11        | 96%            | 4.1%                       |
| 27          | \$27.97            | \$29.98                      | \$29.35                    | \$27.46           | \$30.23           | \$27.00                                      |                    | \$32.72           | \$29.46        | 95%            | 5.3%                       |
| 28          | \$27.97            | \$29.98                      | \$29.35                    | \$27.46           | \$30.98           | \$27.42                                      |                    | \$33.67           | \$29.81        | 94%            | 6.6%                       |
| 29          | \$27.97            | \$29.98                      | \$29.35                    | \$27.46           | \$30.98           | \$27.84                                      |                    | \$34.65           | \$30.04        | 93%            | 7.4%                       |
| 30          | \$27.97            | \$29.98                      | \$29.35                    | \$27.46           | \$30.98           | \$28.26                                      |                    | \$35.65           | \$30.28        | 92%            | 8.3%                       |
| 31          | \$27.97            | \$29.98                      | \$29.35                    | \$27.46           | \$30.98           | \$28.26                                      | \$29.48            | \$36.69           | \$30.31        | 92%            | 8.4%                       |
| Range Width | 65%                | 65%                          | 79%                        | 84%               | 88%               | 76%  | 70%                | 136%              |                |                |                            |

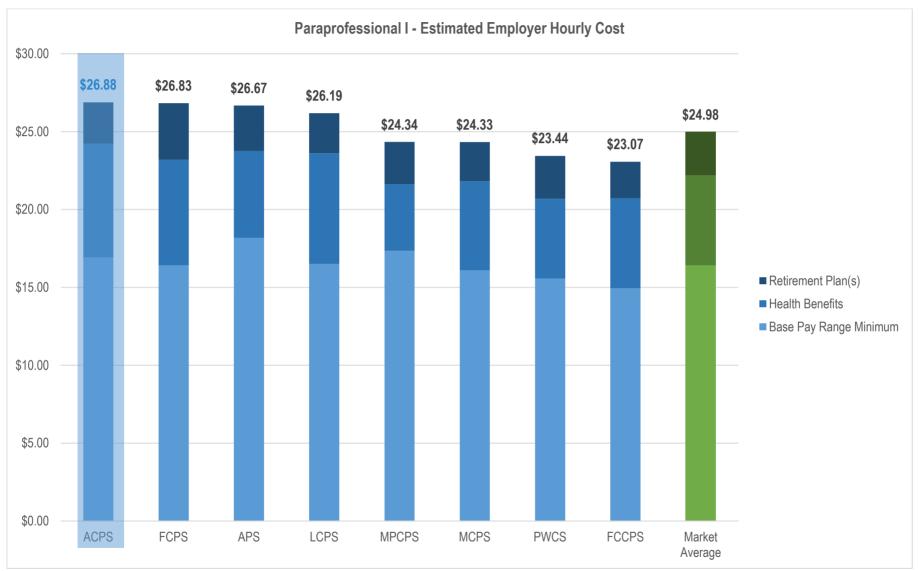
|  | PARA                     | PROFESSI | ONAL I   |         |                |
|--|--------------------------|----------|----------|---------|----------------|
| <b>Rank</b><br>(by Pay Range<br>Minimum) | School Division          | Minimum  | Midpoint | Maximum | Range<br>Width |
| 1  | Arlington                | \$18.19  | \$24.09  | \$29.98 | 65%            |
| 2  | Manassas Park            | \$17.34  | \$23.41  | \$29.48 | 70%            |
| 3  | Alexandria               | \$16.92  | \$22.45  | \$27.97 | 65%            |
| 4  | Loudoun                  | \$16.50  | \$23.74  | \$30.98 | 88%            |
| 5  | Fairfax                  | \$16.42  | \$22.88  | \$29.35 | 79%            |
| 6  | Manassas                 | \$16.10  | \$22.18  | \$28.26 | 76%            |
| 7  | Prince William           | \$15.56  | \$26.12  | \$36.69 | 136%           |
| 8  | 8 Falls Church           |          | \$21.20  | \$27.46 | 84%            |
| Market Ave<br>(excluding )               | rage<br>Alexandria)      | \$16.43  | \$23.37  | \$30.31 | 84%            |
| Alexandria                               | as a % of Market Average | 103%     | 96%      | 92%     |                |

## Paraprofessional I Hourly Pay

(sorted in descending order by minimum pay rate)



|   |                          | PARAPROF                     | ESSIONAL I      |                       |         |
|---|--------------------------|------------------------------|-----------------|-----------------------|---------|
|   |                          |                              | Estimated Emp   | oloyer Hourly Cost    |         |
| Rank<br>(by Estimated<br>Employer Hourly<br>Cost) | School Division          | Base Pay<br>Range<br>Minimum | Health Benefits | Retirement<br>Plan(s) | Total   |
| 1   | Alexandria               | \$16.92                      | \$7.31          | \$2.65                | \$26.88 |
| 2   | Fairfax                  | \$16.42                      | \$6.78          | \$3.63                | \$26.83 |
| 3   | Arlington                | \$18.19                      | \$5.56          | \$2.92                | \$26.67 |
| 4   | Loudoun                  | \$16.50                      | \$7.10          | \$2.59                | \$26.19 |
| 5   | Manassas Park            | \$17.34                      | \$4.28          | \$2.72                | \$24.34 |
| 6   | Manassas                 | \$16.10                      | \$5.70          | \$2.52                | \$24.33 |
| 7   | Prince William           | \$15.56                      | \$5.13          | \$2.75                | \$23.44 |
| 8   | Falls Church             | \$14.93                      | \$5.80          | \$2.34                | \$23.07 |
| Market Aver<br>(excluding /                       | -                        | \$16.43                      | \$5.77          | \$2.78                | \$24.98 |
| Alexandria a                                      | as a % of Market Average | 103%                         | 127%            | 95%                   | 108%    |



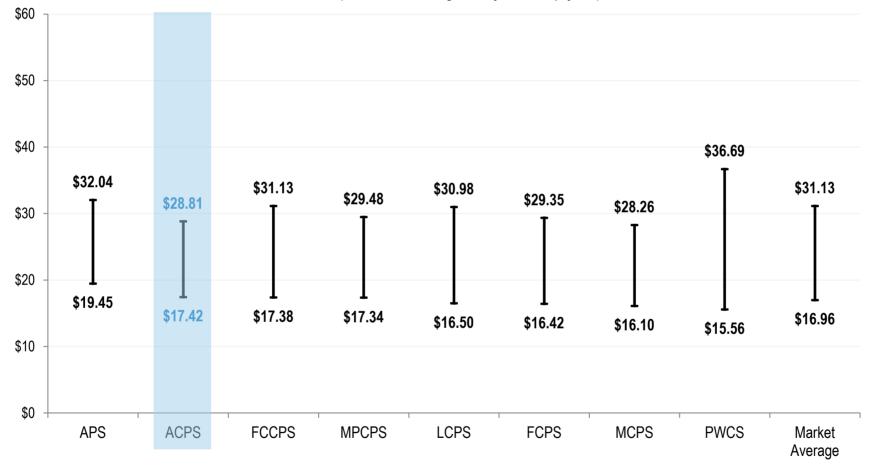
## Paraprofessional II

| FY20        | Alexandria          | Arlington                      | Fairfax                             | Falls Church                 | Loudoun           | Manassas                                   | Manassas Park                      | Prince William    | Market Average | ACPS as % of   | Adjustment needed to reach |
|-------------|---------------------|--------------------------------|-------------------------------------|------------------------------|-------------------|--|------------------------------------|-------------------|----------------|----------------|----------------------------|
| Step        | Paraprofessional II | Special Education<br>Assistant | Public Health<br>Training Assistant | Spec Ed,<br>Paraprofessional | Teacher Assistant | Instructional<br>Assistant (Special<br>Ed) | Instructional Aide -<br>Special Ed | Teacher Assistant |                | Market Average | Market Average             |
| 1           | \$17.42             | \$19.45                        | \$16.42                             | \$17.38                      | \$16.50           | \$16.10                                    | \$17.34                            | \$15.56           | \$16.96        | 103%           | -2.6%                      |
| 2           | \$17.95             | \$20.25                        | \$17.08                             | \$17.66                      | \$16.75           | \$16.52                                    |                                    | \$16.01           | \$17.38        | 103%           | -3.2%                      |
| 3           | \$18.48             | \$21.06                        | \$17.76                             | \$18.24                      | \$16.94           | \$16.93                                    |                                    | \$16.48           | \$17.90        | 103%           | -3.1%                      |
| 4           | \$19.04             | \$21.90                        | \$18.47                             | \$18.81                      | \$17.31           | \$17.35                                    |                                    | \$16.96           | \$18.47        | 103%           | -3.0%                      |
| 5           | \$19.61             | \$22.79                        | \$19.21                             | \$19.42                      | \$17.54           | \$17.77                                    |                                    | \$17.45           | \$19.03        | 103%           | -3.0%                      |
| 6           | \$20.20             | \$23.69                        | \$19.85                             | \$20.08                      | \$17.72           | \$18.19                                    |                                    | \$17.95           | \$19.58        | 103%           | -3.1%                      |
| 7           | \$20.81             | \$24.66                        | \$20.51                             | \$20.72                      | \$18.08           | \$18.61                                    |                                    | \$18.47           | \$20.18        | 103%           | -3.0%                      |
| 8           | \$21.43             | \$25.61                        | \$21.19                             | \$21.39                      | \$18.49           | \$19.03                                    |                                    | \$19.01           | \$20.79        | 103%           | -3.0%                      |
| 9           | \$22.08             | \$26.63                        | \$21.89                             | \$22.13                      | \$18.93           | \$19.45                                    |                                    | \$19.56           | \$21.43        | 103%           | -2.9%                      |
| 10          | \$22.74             | \$27.71                        | \$22.48                             | \$22.93                      | \$19.42           | \$19.87                                    |                                    | \$20.13           | \$22.09        | 103%           | -2.9%                      |
| 11          | \$23.41             | \$28.84                        | \$23.07                             | \$23.76                      | \$19.86           | \$20.29                                    |                                    | \$20.71           | \$22.76        | 103%           | -2.8%                      |
| 12          | \$24.12             | \$29.69                        | \$23.68                             | \$24.58                      | \$20.31           | \$20.71                                    |                                    | \$21.31           | \$23.38        | 103%           | -3.1%                      |
| 13          | \$24.84             | \$30.58                        | \$24.31                             | \$25.40                      | \$20.80           | \$21.13                                    |                                    | \$21.93           | \$24.02        | 103%           | -3.3%                      |
| 14          | \$25.59             | \$32.04                        | \$24.96                             | \$26.21                      | \$21.31           | \$21.55                                    |                                    | \$22.56           | \$24.77        | 103%           | -3.2%                      |
| 15          | \$26.35             | \$32.04                        | \$25.63                             | \$27.03                      | \$21.82           | \$21.97                                    |                                    | \$23.22           | \$25.28        | 104%           | -4.0%                      |
| 16          | \$27.15             | \$32.04                        | \$26.04                             | \$27.86                      | \$22.31           | \$22.39                                    |                                    | \$23.89           | \$25.76        | 105%           | -5.1%                      |
| 17          | \$27.15             | \$32.04                        | \$26.45                             | \$28.66                      | \$22.95           | \$22.81                                    |                                    | \$24.58           | \$26.25        | 103%           | -3.3%                      |
| 18          | \$27.69             | \$32.04                        | \$26.98                             | \$29.48                      | \$23.58           | \$23.23                                    |                                    | \$25.30           | \$26.77        | 103%           | -3.3%                      |
| 19          | \$27.69             | \$32.04                        | \$27.52                             | \$30.29                      | \$24.26           | \$23.65                                    |                                    | \$26.03           | \$27.30        | 101%           | -1.4%                      |
| 20          | \$28.24             | \$32.04                        | \$27.80                             | \$31.13                      | \$24.94           | \$24.07                                    |                                    | \$26.79           | \$27.79        | 102%           | -1.6%                      |
| 21          | \$28.81             | \$32.04                        | \$28.31                             | \$31.13                      | \$25.59           | \$24.49                                    |                                    | \$27.56           | \$28.19        | 102%           | -2.2%                      |
| 22          | \$28.81             | \$32.04                        | \$28.80                             | \$31.13                      | \$26.33           | \$24.91                                    |                                    | \$28.36           | \$28.60        | 101%           | -0.7%                      |
| 23          | \$28.81             | \$32.04                        | \$29.35                             | \$31.13                      | \$27.08           | \$25.33                                    |                                    | \$29.19           | \$29.02        | 99%            | 0.7%                       |
| 24          | \$28.81             | \$32.04                        | \$29.35                             | \$31.13                      | \$27.86           | \$25.74                                    |                                    | \$30.03           | \$29.36        | 98%            | 1.9%                       |
| 25          | \$28.81             | \$32.04                        | \$29.35                             | \$31.13                      | \$28.66           | \$26.16                                    |                                    | \$30.90           | \$29.71        | 97%            | 3.1%                       |
| 26          | \$28.81             | \$32.04                        | \$29.35                             | \$31.13                      | \$29.50           | \$26.58                                    |                                    | \$31.80           | \$30.07        | 96%            | 4.4%                       |
| 27          | \$28.81             | \$32.04                        | \$29.35                             | \$31.13                      | \$30.23           | \$27.00                                    |                                    | \$32.72           | \$30.41        | 95%            | 5.6%                       |
| 28          | \$28.81             | \$32.04                        | \$29.35                             | \$31.13                      | \$30.98           | \$27.42                                    |                                    | \$33.67           | \$30.76        | 94%            | 6.8%                       |
| 29          | \$28.81             | \$32.04                        | \$29.35                             | \$31.13                      | \$30.98           | \$27.84                                    |                                    | \$34.65           | \$31.00        | 93%            | 7.6%                       |
| 30          | \$28.81             | \$32.04                        | \$29.35                             | \$31.13                      | \$30.98           | \$28.26                                    |                                    | \$35.65           | \$31.23        | 92%            | 8.4%                       |
| 31          | \$28.81             | \$32.04                        | \$29.35                             | \$31.13                      | \$30.98           | \$28.26                                    | \$29.48                            | \$36.69           | \$31.13        | 93%            | 8.1%                       |
| Range Width | 65%                 | 65%                            | 79%                                 | 79%                          | 88%               | 76%  | 70%                                | 136%              |                |                |                            |

|  | PARA                     | PROFESSI | ONAL II  |         |                |
|--|--------------------------|----------|----------|---------|----------------|
| <b>Rank</b><br>(by Pay Range<br>Minimum) | School Division          | Minimum  | Midpoint | Maximum | Range<br>Width |
| 1  | Arlington                | \$19.45  | \$25.75  | \$32.04 | 65%            |
| 2  | Alexandria               | \$17.42  | \$23.12  | \$28.81 | 65%            |
| 3  | Falls Church             | \$17.38  | \$24.26  | \$31.13 | 79%            |
| 4  | Manassas Park            | \$17.34  | \$23.41  | \$29.48 | 70%            |
| 5  | Loudoun                  | \$16.50  | \$23.74  | \$30.98 | 88%            |
| 6  | Fairfax                  | \$16.42  | \$22.88  | \$29.35 | 79%            |
| 7  | Manassas                 | \$16.10  | \$22.18  | \$28.26 | 76%            |
| 8  | Prince William           | \$15.56  | \$26.12  | \$36.69 | 136%           |
| Market Ave (excluding )                  | •                        | \$16.96  | \$24.05  | \$31.13 | 84%            |
| Alexandria                               | as a % of Market Average | 103%     | 96%      | 93%     |                |

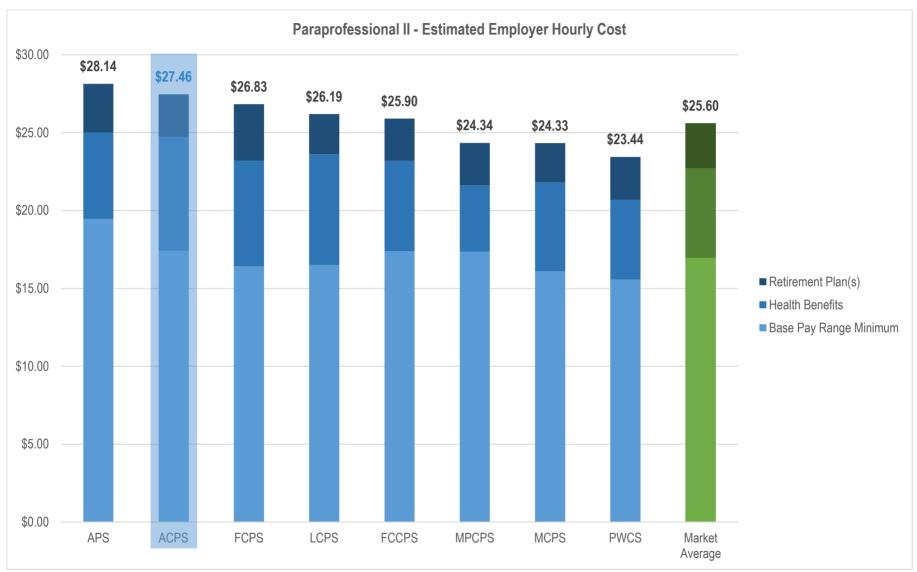
## Paraprofessional II Hourly Pay

(sorted in descending order by minimum pay rate)



8

|   |                          | PARAPROF                     | ESSIONAL II     |                       |         |
|---|--------------------------|------------------------------|-----------------|-----------------------|---------|
|   |                          |                              | Estimated Emp   | oloyer Annual Cos     | t       |
| Rank<br>(by Estimated<br>Employer Hourly<br>Cost) | School Division          | Base Pay<br>Range<br>Minimum | Health Benefits | Retirement<br>Plan(s) | Total   |
| 1   | Arlington                | \$19.45                      | \$5.56          | \$3.13                | \$28.14 |
| 2   | Alexandria               | \$17.42                      | \$7.31          | \$2.73                | \$27.46 |
| 3   | Fairfax                  | \$16.42                      | \$6.78          | \$3.63                | \$26.83 |
| 4   | Loudoun                  | \$16.50                      | \$7.10          | \$2.59                | \$26.19 |
| 5   | Falls Church             | \$17.38                      | \$5.80          | \$2.73                | \$25.90 |
| 6   | Manassas Park            | \$17.34                      | \$4.28          | \$2.72                | \$24.34 |
| 7   | Manassas                 | \$16.10                      | \$5.70          | \$2.52                | \$24.33 |
| 8   | Prince William           | \$15.56                      | \$5.13          | \$2.75                | \$23.44 |
| Market Aver<br>(excluding /                       | -                        | \$16.96                      | \$5.77          | \$2.87                | \$25.60 |
| Alexandria  | as a % of Market Average | 103%                         | 127%            | 95%                   | 107%    |



## Paraprofessional IV

| FY20        | Alexandria          | Arlington | Fairfax          | Falls Church | Loudoun  | Manassas | Manassas Park | Prince William                        | Market Average | ACPS as % of<br>Market Average | Adjustment needed to reach |
|-------------|---------------------|-----------|------------------|--------------|----------|----------|---------------|---------------------------------------|----------------|--------------------------------|----------------------------|
| Step        | Paraprofessional IV | No Match  | LPN (County Job) | No Match     | No Match | No Match | No Match      | Behavioral Health<br>LPN (County Job) |                | Market Average                 | Market Average             |
| 1           | \$19.04             |           | \$23.74          |              |          |          |               | \$23.50                               | \$23.62        | 81%                            | 24.1%                      |
| 2           | \$19.61             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 3           | \$20.20             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 4           | \$20.81             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 5           | \$21.43             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 6           | \$22.08             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 7           | \$22.74             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 8           | \$23.41             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 9           | \$24.12             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 10          | \$24.84             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 11          | \$25.59             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 12          | \$26.35             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 13          | \$27.15             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 14          | \$27.96             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 15          | \$28.80             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 16          | \$29.66             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 17          | \$29.66             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 18          | \$30.26             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 19          | \$30.26             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 20          | \$30.87             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 21          | \$31.48             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 22          | \$31.48             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 23          | \$31.48             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 24          | \$31.48             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 25          | \$31.48             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 26          | \$31.48             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 27          | \$31.48             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 28          | \$31.48             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 29          | \$31.48             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 30          | \$31.48             |           |                  |              |          |          |               |                                       | NA             | NA                             | NA                         |
| 31          | \$31.48             |           | \$39.57          |              |          |          |               | \$39.88                               | \$39.72        | 79%                            | 26.2%                      |
| Range Width | 65%                 | NA        | 67%              | NA           | NA       | NA       | NA            | 70%                                   |                |                                |                            |

#### Alexandria City Public Schools FY20 Paraprofessionals - Additional Paraprofessional IV (LPN) Data

| Data Source                 | Geographic Scope                                       | Matching Title                      | Market<br>Minimum | Market<br>Median | Market<br>Maximum |
|-----------------------------|--|-------------------------------------|-------------------|------------------|-------------------|
| Economic Research Institute | Northern Virginia                                      | LPN                                 | \$22.14           | \$25.42          | \$29.63           |
| PayFactors                  | Alexandria, VA   | Nurse (LPN)                         | \$22.98           | \$25.14          | \$27.36           |
| CompAnalyst                 | Washington, DC (Metro)                                 | Licensed Practical Nurse            | \$21.78           | \$26.35          | \$32.31           |
| Willis Towers Watson        | Washington-Baltimore-Northern<br>Virginia, DC-MD-VA-WV | Licensed Practical/Vocational Nurse | \$23.32           | \$26.15          | \$27.21           |

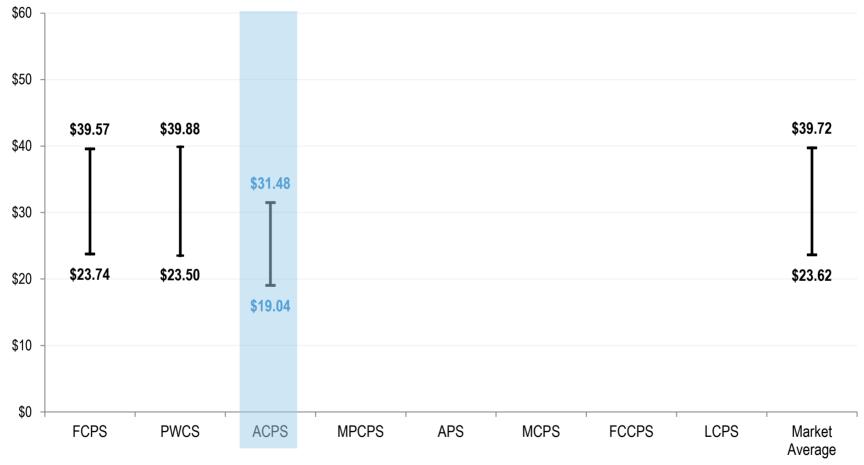
\* The market minimum, median, and maximum data points represent the 10th, 50th, and 90th percentile data from each survey source for each match, except for PayFactors which represents the 25th, 50th, and 75th percentile data.



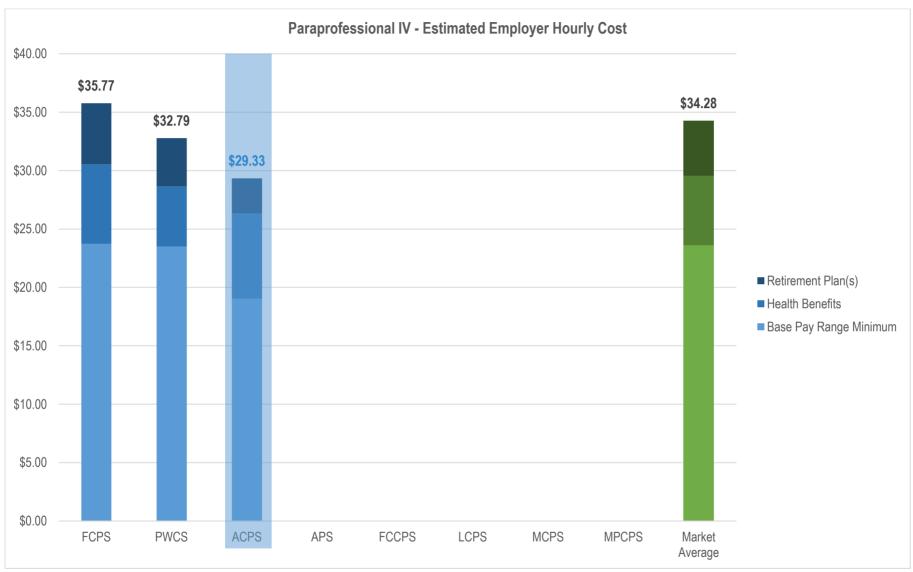
|  | PARAF                    | PROFESSIO | ONAL IV  |         |                |
|--|--------------------------|-----------|----------|---------|----------------|
| <b>Rank</b><br>(by Pay Range<br>Minimum) | School Division          | Minimum   | Midpoint | Maximum | Range<br>Width |
| 1  | Fairfax                  | \$23.74   | \$31.65  | \$39.57 | 67%            |
| 2  | Prince William           | \$23.50   | \$31.69  | \$39.88 | 70%            |
| 3  | Alexandria               | \$19.04   | \$25.26  | \$31.48 | 65%            |
| NA                                       | Manassas Park            | NA        | NA       | NA      | NA             |
| NA                                       | Arlington                | NA        | NA       | NA      | NA             |
| NA                                       | Manassas                 | NA        | NA       | NA      | NA             |
| NA                                       | Falls Church             | NA        | NA       | NA      | NA             |
| NA                                       | Loudoun                  | NA        | NA       | NA      | NA             |
| Market Ave (excluding                    | rage<br>Alexandria)      | \$23.62   | \$31.67  | \$39.72 | 68%            |
| Alexandria                               | as a % of Market Average | 81%       | 80%      | 79%     |                |

## Paraprofessional IV Hourly Pay

(sorted in descending order by minimum pay rate)



|   |  | PARAPROF                       | ESSIONAL IV     |                       |         |  |  |  |  |  |
|---|--|--------------------------------|-----------------|-----------------------|---------|--|--|--|--|--|
|   |  | Estimated Employer Annual Cost |                 |                       |         |  |  |  |  |  |
| Rank<br>(by Estimated<br>Employer Hourly<br>Cost) | School Division                          | Base Pay<br>Range<br>Minimum   | Health Benefits | Retirement<br>Plan(s) | Total   |  |  |  |  |  |
| 1   | Fairfax                                  | \$23.74                        | \$6.78          | \$5.25                | \$35.77 |  |  |  |  |  |
| 2   | Prince William                           | \$23.50                        | \$5.13          | \$4.15                | \$32.79 |  |  |  |  |  |
| 3   | Alexandria                               | \$19.04                        | \$7.31          | \$2.99                | \$29.33 |  |  |  |  |  |
| NA  | Arlington                                | NA                             | NA              | NA                    | NA      |  |  |  |  |  |
| NA  | Falls Church                             | NA                             | NA              | NA                    | NA      |  |  |  |  |  |
| NA  | Loudoun                                  | NA                             | NA              | NA                    | NA      |  |  |  |  |  |
| NA  | Manassas                                 | NA                             | NA              | NA                    | NA      |  |  |  |  |  |
| NA  | Manassas Park                            | NA                             | NA              | NA                    | NA      |  |  |  |  |  |
|   | Market Average<br>(excluding Alexandria) |                                | \$5.95          | \$4.70                | \$34.28 |  |  |  |  |  |
| Alexandria  | as a % of Market Average                 | 81%                            | 123%            | 63%                   | 86%     |  |  |  |  |  |



|                 |  |             | MEDICAL     |          | NCE PRE    | MIUMS -    | PPO/POS    | 5       |     |             |            |     |      |
|-----------------|--|-------------|-------------|----------|------------|------------|------------|---------|-----|-------------|------------|-----|------|
|                 | Monthly F                                    | Premium Cor | ntributions |          |            |            |            |         | Мо  | onthly Cost | Sharing (% | 6)  |      |
|                 |  | EE          | Only        | EE       | + 1        | Far        | mily       | EE Only |     | EE + 1      |            | Fai | mily |
| School Division | Plan Name                                    | EE          | ER          | EE       | ER         | EE         | ER         | EE      | ER  | EE          | ER         | EE  | ER   |
| Arlington       | CIGNA Healthcare Open<br>Access, HIGH Option | \$253.82    | \$539.40    | \$599.66 | \$1,066.08 | \$1,023.24 | \$1,356.41 | 32%     | 68% | 36%         | 64%        | 43% | 57%  |
| Fairfax         | Aetna/Innovation Health                      | \$123.20    | \$698.14    | \$410.68 | \$1,232.02 | \$513.25   | \$1,540.10 | 15%     | 85% | 25%         | 75%        | 25% | 75%  |
| Falls Church    | Key Advantage 250<br>COMPREHENSIVE           | \$149.20    | \$596.80    | \$345.00 | \$1,035.00 | \$503.50   | \$1,510.50 | 20%     | 80% | 25%         | 75%        | 25% | 75%  |
| Loudoun         | POS Plan                                     | \$132.90    | \$738.38    | \$458.49 | \$1,286.44 | \$628.44   | \$1,548.17 | 15%     | 85% | 26%         | 74%        | 29% | 71%  |
| Manassas        | Key Advantage 250<br>COMPREHENSIVE           | \$202.00    | \$579.00    | \$510.00 | \$935.00   | \$744.00   | \$1,365.00 | 26%     | 74% | 35%         | 65%        | 35% | 65%  |
| Manassas Park   | Key Advantage 250<br>COMPREHENSIVE           | \$149.00    | \$543.00    | \$549.00 | \$731.00   | \$862.00   | \$1,006.00 | 22%     | 78% | 43%         | 57%        | 46% | 54%  |
| Prince William  | KeyCare Enhanced<br>PPO/Blue View Vision     | \$122.36    | \$548.16    | \$558.84 | \$843.72   | \$791.12   | \$1,218.06 | 18%     | 82% | 40%         | 60%        | 39% | 61%  |
| Market Average  |  | \$161.78    | \$606.13    | \$490.24 | \$1,018.46 | \$723.65   | \$1,363.46 | 21%     | 79% | 32%         | 68%        | 35% | 65%  |
| Alexandria      | United Healthcare POS                        | \$76.88     | \$691.93    | \$147.66 | \$1,328.86 | \$205.14   | \$1,846.30 | 10%     | 90% | 10%         | 90%        | 10% | 90%  |

|                 |                                      |          | MEDIC    | AL INSU  | RANCE P    | REMIUM   | S - HMO    |         |     |                          |     |     |      |  |  |  |
|-----------------|--------------------------------------|----------|----------|----------|------------|----------|------------|---------|-----|--------------------------|-----|-----|------|--|--|--|
|                 | Monthly Premium Contributions        |          |          |          |            |          |            |         |     | Monthly Cost Sharing (%) |     |     |      |  |  |  |
|                 |                                      | EE       | Only     | EE + 1   |            | Family   |            | EE Only |     | EE + 1                   |     | Far | mily |  |  |  |
| School Division | Plan Name                            | EE       | ER       | EE       | ER         | EE       | ER         | EE      | ER  | EE                       | ER  | EE  | ER   |  |  |  |
| Arlington       | Kaiser Permanente HMO                | \$120.40 | \$426.89 | \$291.70 | \$830.23   | \$508.98 | \$1,132.88 | 22%     | 78% | 26%                      | 74% | 31% | 69%  |  |  |  |
| Fairfax         | Kaiser Permanente<br>Signature HMO   | \$100.33 | \$568.52 | \$334.43 | \$1,003.28 | \$418.03 | \$1,254.09 | 15%     | 85% | 25%                      | 75% | 25% | 75%  |  |  |  |
| Falls Church    | Kaiser Permanente HMO                | \$142.40 | \$569.60 | \$327.50 | \$982.50   | \$477.25 | \$1,431.75 | 20%     | 80% | 25%                      | 75% | 25% | 75%  |  |  |  |
| Loudoun         | NA                                   | NA       | NA       | NA       | NA         | NA       | NA         | NA      | NA  | NA                       | NA  | NA  | NA   |  |  |  |
| Manassas        | Kaiser Permanente                    | \$133.00 | \$579.00 | \$375.00 | \$935.00   | \$544.00 | \$1,365.00 | 19%     | 81% | 29%                      | 71% | 28% | 72%  |  |  |  |
| Manassas Park   | HMO/DMO with<br>Comprehensive Dental | \$169.00 | \$543.00 | \$579.00 | \$731.00   | \$903.00 | \$1,006.00 | 24%     | 76% | 44%                      | 56% | 47% | 53%  |  |  |  |
| Prince William  | Kaiser Permanente                    | \$24.51  | \$465.96 | \$307.36 | \$717.18   | \$443.71 | \$1,035.36 | 5%      | 95% | 30%                      | 70% | 30% | 70%  |  |  |  |
| Market Average  |                                      | \$114.94 | \$525.49 | \$369.16 | \$866.53   | \$549.16 | \$1,204.18 | 18%     | 82% | 30%                      | 70% | 31% | 69%  |  |  |  |
| Alexandria      | Kaiser HMO                           | \$55.76  | \$501.87 | \$106.94 | \$962.43   | \$148.52 | \$1,336.68 | 10%     | 90% | 10%                      | 90% | 10% | 90%  |  |  |  |

|                 |                               |         | DE      | NTAL INS | SURANCE | <b>PREMIL</b> | JMS      |      |      |                          |      |        |      |  |  |  |
|-----------------|-------------------------------|---------|---------|----------|---------|---------------|----------|------|------|--------------------------|------|--------|------|--|--|--|
|                 | Monthly Premium Contributions |         |         |          |         |               |          |      |      | Monthly Cost Sharing (%) |      |        |      |  |  |  |
|                 |                               |         | Only    | EE + 1   |         | Family        |          | EE C | Only | EE + 1                   |      | Family |      |  |  |  |
| School Division | Plan Name                     | EE      | ER      | EE       | ER      | EE            | ER       | EE   | ER   | EE                       | ER   | EE     | ER   |  |  |  |
| Arlington       | Delta Dental of Virginia      | \$29.20 | \$15.72 | \$57.10  | \$30.76 | \$85.02       | \$45.78  | 65%  | 35%  | 65%                      | 35%  | 65%    | 35%  |  |  |  |
| Fairfax         | Aetna PPO Dental              | \$18.66 | \$43.56 | \$31.73  | \$74.04 | \$45.00       | \$104.98 | 30%  | 70%  | 30%                      | 70%  | 30%    | 70%  |  |  |  |
| Falls Church    | NA (included in health)       | NA      | NA      | NA       | NA      | NA            | NA       | NA   | NA   | NA                       | NA   | NA     | NA   |  |  |  |
| Loudoun         | Delta Dental                  | \$1.34  | \$57.37 | \$17.27  | \$98.97 | \$26.46       | \$120.42 | 2%   | 98%  | 15%                      | 85%  | 18%    | 82%  |  |  |  |
| Manassas        | Delta Dental                  | \$20.44 | \$30.66 | \$40.90  | \$61.34 | \$70.36       | \$105.54 | 40%  | 60%  | 40%                      | 60%  | 40%    | 60%  |  |  |  |
| Manassas Park   | NA (included in health)       | NA      | NA      | NA       | NA      | NA            | NA       | NA   | NA   | NA                       | NA   | NA     | NA   |  |  |  |
| Prince William  | Delta Dental Standard         | \$0.00  | \$32.06 | \$0.00   | \$45.12 | \$0.00        | \$69.54  | 0%   | 100% | 0%                       | 100% | 0%     | 100% |  |  |  |
| Market Average  |                               | \$13.93 | \$35.87 | \$29.40  | \$62.05 | \$45.37       | \$89.25  | 28%  | 72%  | 32%                      | 68%  | 34%    | 66%  |  |  |  |
| Alexandria      | CareFirst                     | \$17.98 | \$23.83 | \$29.30  | \$38.82 | \$47.14       | \$62.50  | 43%  | 57%  | 43%                      | 57%  | 43%    | 57%  |  |  |  |

|                 |   |         | VI     | SION INS | URANCE | PREMIU  | MS      |      |     |                          |     |        |     |  |  |  |
|-----------------|---|---------|--------|----------|--------|---------|---------|------|-----|--------------------------|-----|--------|-----|--|--|--|
|                 | Monthly Premium Contributions               |         |        |          |        |         |         |      |     | Monthly Cost Sharing (%) |     |        |     |  |  |  |
|                 |   |         | Only   | EE + 1   |        | Family  |         | EE O | nly | EE + 1                   |     | Family |     |  |  |  |
| School Division | Plan Name                                   | EE      | ER     | EE       | ER     | EE      | ER      | EE   | ER  | EE                       | ER  | EE     | ER  |  |  |  |
| Arlington       | Vision Service Plan (VSP)                   | \$9.08  | \$0.00 | \$14.54  | \$0.00 | \$23.40 | \$0.00  | 100% | 0%  | 100%                     | 0%  | 100%   | 0%  |  |  |  |
| Fairfax         | NA  | NA      | NA     | NA       | NA     | NA      | NA      | NA   | NA  | NA                       | NA  | NA     | NA  |  |  |  |
| Falls Church    | NA  | NA      | NA     | NA       | NA     | NA      | NA      | NA   | NA  | NA                       | NA  | NA     | NA  |  |  |  |
| Loudoun         | Davis Vision                                | \$0.13  | \$4.77 | \$1.08   | \$7.39 | \$2.69  | \$11.14 | 3%   | 97% | 13%                      | 87% | 19%    | 81% |  |  |  |
| Manassas        | Vision Service Plan (VSP)                   | \$10.07 | \$0.00 | \$17.31  | \$0.00 | \$27.90 | \$0.00  | 100% | 0%  | 100%                     | 0%  | 100%   | 0%  |  |  |  |
| Manassas Park   | NA  | NA      | NA     | NA       | NA     | NA      | NA      | NA   | NA  | NA                       | NA  | NA     | NA  |  |  |  |
| Prince William  | Vision Service Plan (VSP)<br>(Supplemental) | \$9.32  | \$0.00 | \$11.56  | \$0.00 | \$18.96 | \$0.00  | 100% | 0%  | 100%                     | 0%  | 100%   | 0%  |  |  |  |
| Market Average  |   | \$7.15  | \$1.19 | \$11.12  | \$1.85 | \$18.24 | \$2.78  | 86%  | 14% | 86%                      | 14% | 87%    | 13% |  |  |  |
| Alexandria      | EyeMed                                      | \$6.34  | \$0.00 | \$12.06  | \$0.00 | \$17.70 | \$0.00  | 100% | 0%  | 100%                     | 0%  | 100%   | 0%  |  |  |  |

| ACPS PPO/POS Er | rollment |
|-----------------|----------|
| EE Only         | 44%      |
| EE + 1          | 22%      |
| Family          | 34%      |

| TOTAL HEALTH CONTRIBUTION (PPO/POS Medical, Dental, & Vision) |          |           |            |            |            |            |         |     |            |              | Weighted Average |     |                |
|---|----------|-----------|------------|------------|------------|------------|---------|-----|------------|--------------|------------------|-----|----------------|
|   | Monthly  | / Premium | Contributi | ons        |            |            |         | M   | onthly Cos | t Sharing (' | %)               |     | Employer Total |
|   |          | Only      |            | +1         | Family     |            | EE Only |     | EE + 1     |              | Family           |     | Monthly Health |
| School Division   | EE       | ER        | EE         | ER         | EE         | ER         | EE      | ER  | EE         | ER           | EE               | ER  | Contribution   |
| Arlington   | \$292.10 | \$555.12  | \$671.30   | \$1,096.84 | \$1,131.66 | \$1,402.19 | 34%     | 66% | 38%        | 62%          | 45%              | 55% | \$963.73       |
| Fairfax   | \$141.86 | \$741.70  | \$442.41   | \$1,306.06 | \$558.25   | \$1,645.08 | 16%     | 84% | 25%        | 75%          | 25%              | 75% | \$1,174.51     |
| Falls Church  | \$149.20 | \$596.80  | \$345.00   | \$1,035.00 | \$503.50   | \$1,510.50 | 20%     | 80% | 25%        | 75%          | 25%              | 75% | \$1,005.20     |
| Loudoun   | \$134.38 | \$800.52  | \$476.84   | \$1,392.80 | \$657.58   | \$1,679.73 | 14%     | 86% | 26%        | 74%          | 28%              | 72% | \$1,231.28     |
| Manassas  | \$232.51 | \$609.66  | \$568.21   | \$996.34   | \$842.26   | \$1,470.54 | 28%     | 72% | 36%        | 64%          | 36%              | 64% | \$988.65       |
| Manassas Park   | \$149.00 | \$543.00  | \$549.00   | \$731.00   | \$862.00   | \$1,006.00 | 22%     | 78% | 43%        | 57%          | 46%              | 54% | \$742.41       |
| Prince William  | \$131.68 | \$580.22  | \$570.40   | \$888.84   | \$810.08   | \$1,287.60 | 18%     | 82% | 39%        | 61%          | 39%              | 61% | \$889.62       |
| Market Average  | \$175.82 | \$632.43  | \$517.59   | \$1,063.84 | \$766.48   | \$1,428.81 | 22%     | 78% | 33%        | 67%          | 35%              | 65% | \$999.34       |
| Alexandria  | \$101.20 | \$715.76  | \$189.02   | \$1,367.68 | \$269.98   | \$1,908.80 | 12%     | 88% | 12%        | 88%          | 12%              | 88% | \$1,266.67     |

| ACPS HMO Enro | ollment |
|---------------|---------|
| EE Only       | 45%     |
| EE + 1        | 21%     |
| Family        | 34%     |

| TOTAL HEALTH CONTRIBUTION (HMO Medical, Dental, & Vision) |          |           |            |            |          |            |     |         |     |              | Weighted Average |      |                |
|---|----------|-----------|------------|------------|----------|------------|-----|---------|-----|--------------|------------------|------|----------------|
|   | Monthly  | / Premium | Contributi | ons        |          |            |     |         |     | t Sharing (' |                  |      | Employer Total |
|   |          | Only      | EE + 1     |            |          | Family     |     | EE Only |     | EE + 1       |                  | nily | Monthly Health |
| School Division   | EE       | ER        | EE         | ER         | EE       | ER         | EE  | ER      | EE  | ER           | EE               | ER   | Contribution   |
| Arlington   | \$158.68 | \$442.61  | \$363.34   | \$860.99   | \$617.40 | \$1,178.66 | 26% | 74%     | 30% | 70%          | 34%              | 66%  | \$780.47       |
| Fairfax   | \$118.99 | \$612.08  | \$366.16   | \$1,077.32 | \$463.03 | \$1,359.07 | 16% | 84%     | 25% | 75%          | 25%              | 75%  | \$963.61       |
| Falls Church  | \$142.40 | \$569.60  | \$327.50   | \$982.50   | \$477.25 | \$1,431.75 | 20% | 80%     | 25% | 75%          | 25%              | 75%  | \$948.91       |
| Loudoun   | NA       | NA        | NA         | NA         | NA       | NA         | NA  | NA      | NA  | NA           | NA               | NA   | NA             |
| Manassas  | \$163.51 | \$609.66  | \$433.21   | \$996.34   | \$642.26 | \$1,470.54 | 21% | 79%     | 30% | 70%          | 30%              | 70%  | \$982.95       |
| Manassas Park   | \$169.00 | \$543.00  | \$579.00   | \$731.00   | \$903.00 | \$1,006.00 | 24% | 76%     | 44% | 56%          | 47%              | 53%  | \$739.51       |
| Prince William  | \$33.83  | \$498.02  | \$318.92   | \$762.30   | \$462.67 | \$1,104.90 | 6%  | 94%     | 29% | 71%          | 30%              | 70%  | \$759.40       |
| Market Average  | \$131.07 | \$545.83  | \$398.02   | \$901.74   | \$594.27 | \$1,258.49 | 19% | 81%     | 31% | 69%          | 32%              | 68%  | \$862.48       |
| Alexandria  | \$80.08  | \$525.70  | \$148.30   | \$1,001.25 | \$213.36 | \$1,399.18 | 13% | 87%     | 13% | 87%          | 13%              | 87%  | \$922.18       |

#### Alexandria City Public Schools Total Retirement Contributions

|                 |                   |                        | Employer Contribution to Retirement Plans |                      |        |  |  |  |
|-----------------|-------------------|------------------------|---|----------------------|--------|--|--|--|
| School Division | Plan Name         | Supplemental Plan Name | Primary Plan                              | Supplemental<br>Plan | Total  |  |  |  |
| Arlington       | VRS Hybrid Plan   | 403b and 403b Roth     | 15.68%                                    | 0.40%                | 16.08% |  |  |  |
| Fairfax         | VRS Hybrid Plan   | ERFC (Supplemental)*   | 15.68%                                    | 6.44%                | 22.12% |  |  |  |
| Falls Church    | VRS Hybrid Plan** |                        | 15.68%                                    |                      | 15.68% |  |  |  |
| Loudoun         | VRS Hybrid Plan   |                        | 15.68%                                    |                      | 15.68% |  |  |  |
| Manassas        | VRS Hybrid Plan   |                        | 15.68%                                    |                      | 15.68% |  |  |  |
| Manassas Park   | VRS Hybrid Plan   |                        | 15.68%                                    |                      | 15.68% |  |  |  |
| Prince William  | VRS Hybrid Plan   | 403b and 403b Roth     | 15.68%                                    | 2.00%                | 17.68% |  |  |  |
| Market Average  |                   |                        | 15.68%                                    | 2.95%                | 16.94% |  |  |  |
| Alexandria      | VRS Hybrid Plan   | 403b and 403b Roth     | 15.68%                                    | 0.00%                | 15.68% |  |  |  |

\* FCPS normal cost rate is 3.09% for the Education Employees' Supplementary Retirement System of Fairfax County (ERFC)

\*\* Segal assumed that Falls Church uses the same contribution rate as the City of Falls Church.

