

**PALO ALTO UNIFIED SCHOOL DISTRICT  
MANAGEMENT PERSONNEL  
2011-2012 SALARY SCHEDULE**

*Approved September 13, 2011*

Position	Contract Days/ Work/Vacation/ Holidays	Non-Work	Step 1	Step 2	Step 3	Step 4	Step 5	Step 6	Step 7	Step 8	Step 9	Step 10
<b>CERTIFICATED</b>												
HS Principal	220	41	120,151	123,954	127,759	131,565	135,368	139,173	142,978	146,783	150,586	154,393
MS Principal	220	41	114,286	117,970	121,652	125,332	129,014	132,697	136,375	140,058	143,740	147,420
Elementary Principal	212	49	104,601	108,179	111,754	115,331	118,910	122,485	126,063	129,638	133,218	136,794
Pre-K Principal	213	48	94,356	97,671	100,986	104,300	107,616	110,932	114,243	117,558	120,874	124,190
Academy & Adult Ed. Principal	220	41	109,981	113,761	117,540	121,320	125,099	128,876	132,657	136,437	140,215	143,995
HS Assistant Principal	216	45	104,689	108,172	111,657	115,142	118,625	122,108	125,592	129,075	132,558	136,043
MS Assistant Principal	210	51	94,859	98,193	101,526	104,862	108,195	111,529	114,864	118,199	121,533	124,868
Dean	206	55	90,233	93,468	96,702	99,938	103,171	106,405	109,639	112,873	116,109	119,343
Director II	220	41	115,759	119,503	123,246	126,991	130,734	134,478	138,220	141,963	145,707	149,451
Director I	220	41	109,981	113,761	117,540	121,320	125,099	128,876	132,657	136,437	140,215	143,995
Classified Director II	(240) 220/10/10	21	115,759	119,503	123,246	126,991	130,734	134,478	138,220	141,963	145,707	149,451
Classified Director I	(240) 220/10/10	21	109,981	113,761	117,540	121,320	125,099	128,876	132,657	136,437	140,215	143,995
Coordinator III	219	42	100,370	103,825	107,280	110,737	114,192	117,647	121,102	124,560	128,014	131,470
Coordinator II	213	48	94,356	97,671	100,986	104,300	107,616	110,932	114,243	117,558	120,874	124,190
Coordinator I	200	61	83,857	86,964	90,073	93,182	96,292	99,399	102,510	105,621	108,729	111,838
Psychologist	195	66	89,317	92,532	95,748	98,968	102,181	105,399	108,615	111,832	115,050	118,262
<b>CLASSIFIED</b>												
Classified Manager IV	(244) 224/10/10	17	109,983	113,663	117,345	121,025	124,707	128,388	132,070	135,751	139,433	143,115
Classified Manager III	(244) 224/10/10	17	96,326	99,681	103,033	106,387	109,739	113,093	116,446	119,800	123,155	126,508
Classified Manager II	(244) 224/10/10	17	93,003	96,318	99,630	102,943	106,254	109,567	112,878	116,192	119,503	122,817
Classified Manager I	(244) 224/10/10	17	86,731	89,921	93,110	96,301	99,488	102,677	105,865	109,056	112,248	115,436

*Classified Management salaries include 10 days vacation pay and 10 days holiday pay.*

**Masters Degree:** Add \$1,982

**2nd Masters Degree:** Add \$1,982

**Doctorate:** Add \$1,982

**Career Increment after 3 years at Step 10, 6 years after Step 10, 10 Years, 15 Years, 20 Years:** \$2,627