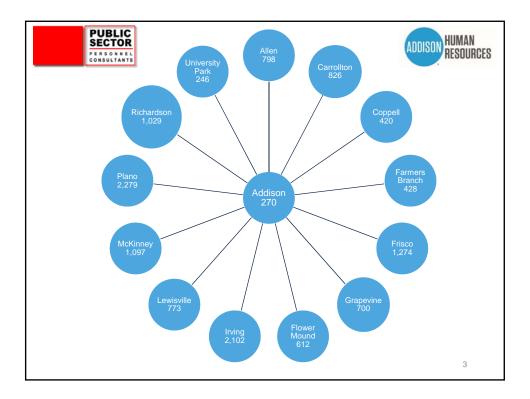






Comparison Cities & Pay Philosophy







Adopted Compensation Philosophy

- The purpose of the merit and market pay plan is threefold:
 - To encourage excellence in service by tying salary increases to job performance;
 - To reward employees for their efforts and job performance and;
 - To remain competitive with other metroplex cities in regards to the Town's compensation program by paying employees better than the average of our comparison cities.
- We support an open range system in compliance with our compensation philosophy. We will annually budget for market and merit adjustments for compensation that are fair and sustainable.





Compensation Pay Practice*

- > Allen "to maintain market average."
- ➤ Carrollton "goal of staying within 5% of market."
- ➤ Coppell "Top 3rd of comparison cities."
- ➤ Farmers Branch "...to maintain a competitive pay structure for the purpose of recruiting and retaining an effective and efficient work force."

*8 of 13 comparison cities noted pay practice

5





Compensation Pay Practice*

- ➤ Grapevine " to be within 5% of market."
- Frisco "to be in top 3 w/ Plano, Allen, McKinney."
- ➤ Plano "...to survey market median actual averages, with target position as current year's market data plus 5%."
- ➤ Richardson "Top 3rd of comparison cities."

*8 of 13 comparison cities noted pay practice





Classification & Compensation Study

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Classification, Compensation and Certification Pay

- Public Sector Personnel Consultants
 - Matt Weatherly, President
 - Compensation Work Completed For Several Comparison Cities Including:
 - Frisco, Plano, Grapevine, Carrollton, Allen
 - NTECC, Prosper, Killeen

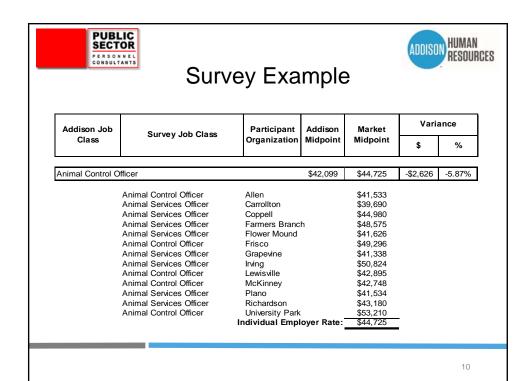


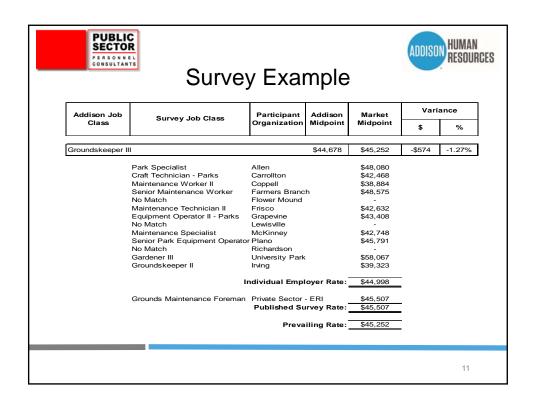


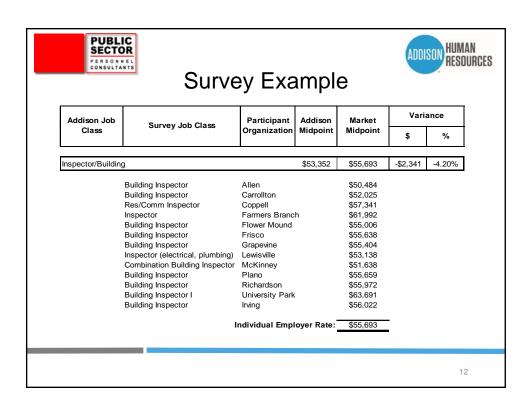
Compensation and Classification Study Process

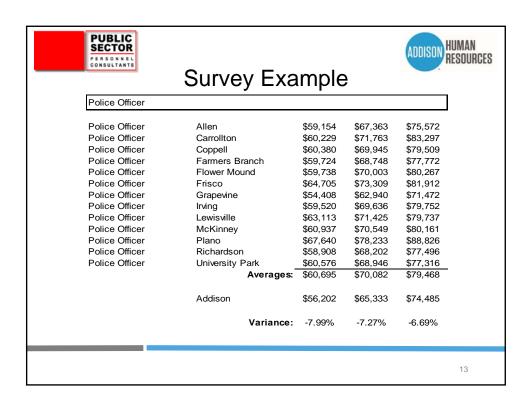
- Steps Completed
 - Job Questionnaires Completed
 - Draft Titling And Classification Recommendations
 - Salary Survey
 - Pay Plan Updating And Cost Projections
 - "Open Range" Plan with Focus On Merit
 - Implementation Strategies

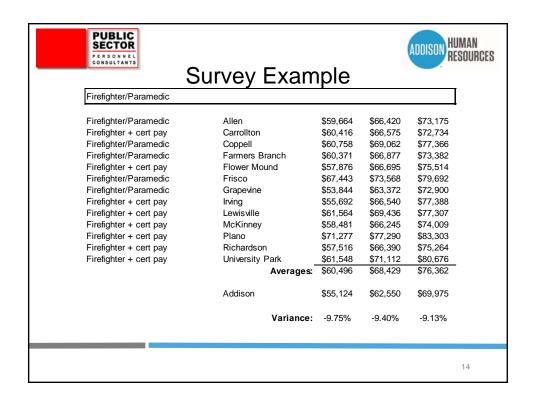
9















High Level Overview of Findings

- Market Comparison For Police And Fire
 - Firefighter/Paramedic 10% Below, Police Officers 7% Below
 - Across All Public Safety Ranks; Comparing At Both Entry And Top of Pay Range; Average 6% To 10% Below Market
- Market Comparisons Found For 94 Civilian Job Titles
 - 51 Of The 94 Titles Were Found To Be 5% Or More Below Market At Midpoint
 - On Average 13% Behind Market; 30 Titles More Than 10% Below

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Pay Planning Examples

Salary Range	Minimum	Midpoint	Maximum	Salary Range	Minimum	Midpoint	Maximur
10	\$22,030	\$27,538	\$33,045	33	\$67,666	\$84,582	\$101,49
11	\$23,132	\$28,915	\$34,697	34	\$71,049	\$88,812	\$106,57
12	\$24,288	\$30,360	\$36,432	35	\$74,602	\$93,252	\$111,90
13	\$25,503	\$31,878	\$38,254	36	\$78,332	\$97,915	\$117,49
14	\$26,778	\$33,472	\$40,167	37	\$82,248	\$102,811	\$123,37
15	\$28,117	\$35,146	\$42,175	38	\$86,361	\$107,951	\$129,54
16	\$29,522	\$38,903	\$44,284	39	\$90,679	\$113,349	\$138,01
17	\$30,999	\$38,748	\$46,498	40	\$95,213	\$119,016	\$142,81
18	\$32,548	\$40,686	\$48,823	41	\$99.973	\$124,967	\$149.96
19	\$34,176	\$42,720	\$51,264	42	\$104,972	\$131,215	\$157,45
20	\$35,885	\$44,856	\$53,827	43	\$110,221	\$137,778	\$165,33
21	\$37,679	\$47,099	\$56,518	44	\$115,732	\$144,665	\$173,59
22	\$39,563	\$49,454	\$59.344	45	\$121,518	\$151,898	\$182.27
23	\$41,541	\$51.926	\$62,312	46	\$127,594	\$159,493	\$191,39
24	\$43,618	\$54,523	\$85,427	47	\$133,974	\$167,468	\$200,96
25	\$45,799	\$57,249	\$68,698	48	\$140,673	\$175,841	\$211,00
26	\$48,089	\$80,111	\$72,133	49	\$147,706	\$184,633	\$221.56
27	\$50,493	\$63,117	\$75,740	50	\$155,092	\$193,865	\$232,63
28	\$53,018	\$66,273	\$79,527	51	\$162,846	\$203,558	\$244,26
29	\$55,689	\$69,586	\$83,503	52	\$170,989	\$213,738	\$256,48
30	\$58,452	\$73,066	\$87,679	53	\$179,538	\$224,422	\$269,30
31	\$61,375	\$76,719	\$92,063	54	\$188,515	\$235,644	\$282,77
32	\$64,444	\$80.555	\$96,686	55	\$197.941	\$247,426	\$296.91
	Midg	oint %			Range	Spread	1

- Using Market Data, Range with Midpoint Nearest Market for Animal Control Officer Example is Range 20
- Same for Groundskeeper III
- Near Range for Combination Building Inspector example is Range 24
- And so on...jobs placed using available market data and internal alignment.





Implementation Cost Options

• Pay At "Better than Average"

(Salary + Benefits)

5% - \$2.1 million

3% - \$1.7 million

1% - \$1.28 million (Recommendation)

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Costing Examples – "1% Above Market"

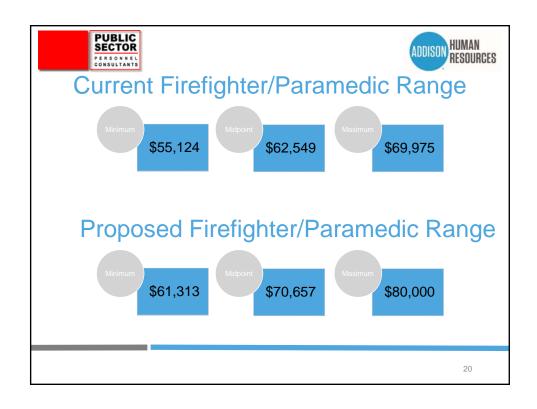
- Move salaries an additional 1% from current placement
- Civilian salary cost estimated \$421,111
- Police and Fire salary cost estimated \$721,566
- Total (with benefits) \$1.28 million
- Example Pay Range Needs Roughly 10% Adjustment
- If an employee is at the current midpoint (\$57,528), cost is \$6,220 to place them at 101% of midpoint of the new range

 MIN
 MID
 MAX

 Accountant Current Range
 \$46,023
 \$57,528
 \$69,034

 Accountant Proposed Range
 \$50,493
 \$63,117
 \$75,740









Recommendations

- Adjust Pay Ranges and Salaries for Sworn Police and Fire Positions
- Adjust Pay Ranges and Salaries for Civilian Positions
 - New Focus: Balance between Market Equity and Internal Equity
 - Managers, Assistant Directors and Department Heads

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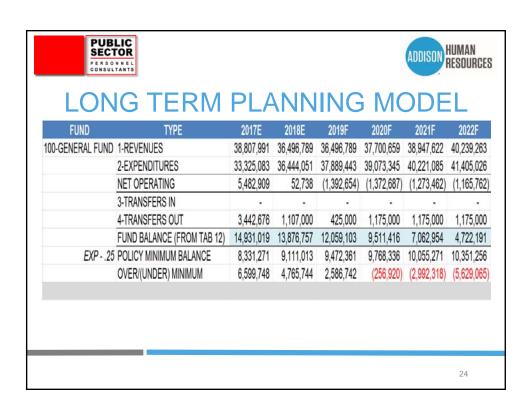


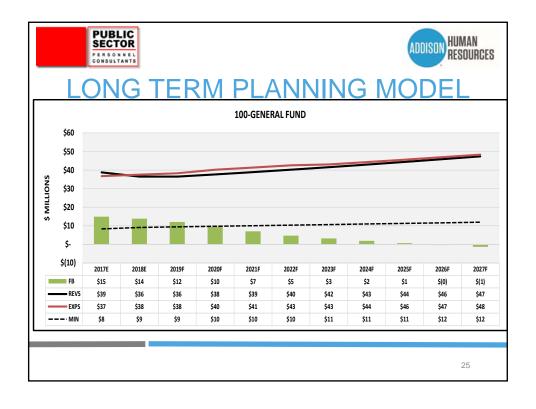
Implementation Proposal Market + Merit Adjustments

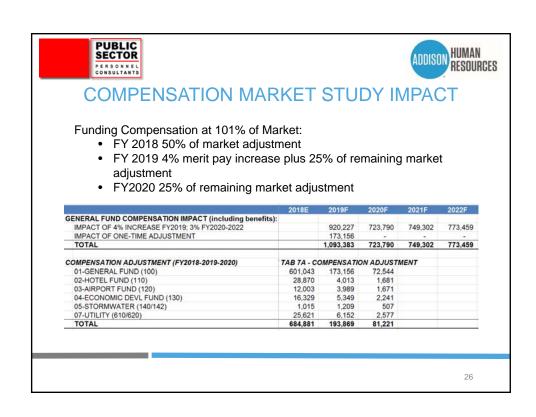
- First Phase of Implementation
 - Employees who fall below new minimum will be moved to the new minimum for the pay range
 - Employees who need market adjustments will receive 50% of their adjustment in January/February 2018 (\$684K)

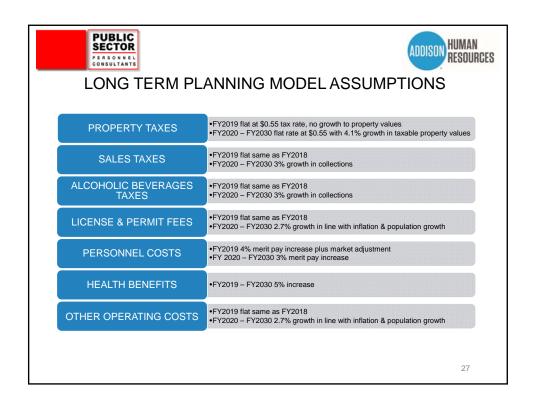


- Second Phase of Implementation
 - FY2019
 - 4% Merit Budget + 50% of Remaining Market
 - FY2020
 - 4% Merit Budget + Any Remaining Market













Certification Pay Study Findings





Certification Study Questions

1. Do our comparison cities pay for the certifications and for the employee to become certified (training and on city time)?

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Certification Pay - Who Pays?

	Who Pays for Class or		
City	Classes	Exception	City Time/ Personal Time
Allen	Employee	If in the police academy, the employee gets TCOLE basic included in training.	Personal Time
Carrollton	Employee	Fire does on the job training.	City Time
Coppell	City		City Time
Farmers Branch	City		City Time
Flower Mound	Depends on the Dept.	Generally Public Safety paid by the city	Personal Time
Frisco	City		City Time
Grapevine	Depends on the Dept.		Depends on the Departmen
Irving	Employee		Personal Time
Lewisville	City for Public Safety only		City Time for Public Safety
McKinney			
Plano	City		City Time
Richardson	City for Public Safety only		City Time for Public Safety
University Park	City		City Time
AVERAGE	City		City Time
Addison	City		City Time





Certification Study Questions

- 2. Are the certifications required as part of their job or are they preferred?
- 3. Should Addison pay for certifications that are not matched in the survey based on the added value of having certified professionals on staff?

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Certification Study Findings Police Certification Pay (Monthly)

	Intermediate	Advanced	Master	Field Training Officer	Shift Differential
Allen	\$50	\$100	\$150		
Carrollton	\$50	\$100	\$150		
Coppell	\$25	\$50	\$75		
Farmers Branch	\$60	\$80	\$100		
Flower Mound	\$25	\$50	\$75		
Frisco	\$50	\$80	\$120	\$50 per occurrence	
Grapevine	\$50	\$75	\$110		
Irving	\$30	\$60	\$90		3% to base for night shift
Lewisville	\$50	\$100	\$150		
McKinney	\$50	\$80	\$110		
Plano	\$60	\$80	\$120	\$100	
Richardson	\$50	\$75	\$100		
University Park	\$50	\$100		5% to base pay	\$50 for night shift
Average	\$46.15	\$79.23	\$112.50	\$75.00	
Addison	\$0	\$0	\$0	Additional \$8 per shift	\$0





Certification Study Findings Fire Certification Pay (Monthly)

	Intermediate	Advanced	Master	EMT	Paramedic	Investigator	Diver	Swift Water	FTO
Allen	\$50	\$100	\$150		\$200				
Carrollton	\$50	\$100	\$150						
Coppell	\$25	\$50	\$75						
Farmers Branch	\$60	\$80	\$100	\$225					
Flower Mound	\$25	\$50	\$75		\$100	\$25	\$25	\$25	
Frisco	\$50	\$80	\$120		\$350	\$150			\$50 per occurrence
Grapevine	\$50	\$75	\$110						
Irving	\$30	\$60	\$90		\$200	\$100		\$50	
Lewisville	\$50	\$100	\$150		\$150	\$50	\$50	\$50	
McKinney	\$50	\$80	\$110		\$200				
Plano	\$60	\$80	\$120						
Richardson	\$50	\$75	\$100		\$115				\$34 for 8 hr session
University Park	\$50	\$100	\$150		\$175	\$100			
Average	\$46.15	\$79.23	\$115.38	\$225.00	\$186.25	\$85.00	\$37.50	\$41.67	\$42.00
Addison	\$0	\$0	\$0			\$0	\$0	\$0	\$0





Certification Study Findings

Utilities Certification Pay (Monthly)

	Wa	ter Product	ion	1	Wastewate	r Treatmen	t	Waste	water Coll	ection
	Water C	Water B	Water A	WWT D	wwrc	WWT B	WWTA	WW Coll I	WW Coll II	ww coll III
Allen										
Carrollton										
Coppell										
Farmers Branch	\$45	\$65							\$45	\$65
Flower Mound										
Frisco										
Grapevine										
Irving	\$20	\$30	\$50		\$20	\$30	\$50		\$20	\$30
Lewisville	\$30	\$50	\$75	\$10	\$30	\$50	\$75	\$10	\$30	\$50
McKinney										
Plano										
Richardson										
University Park	\$10	\$15	\$25							
Average	\$26.25	\$40.00	\$50.00	\$10.00	\$25.00	\$40.00	\$62.50	\$10.00	\$31.67	\$48.33
Addison	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0





Certification Study Findings

Development Services Certification Pay (Monthly)

	Build	Plan Reviewer						
	Plumbing/TSBPE	Residential Inspector	Commercial Inspector	Building Plans Examiner	Residential Plans Examiner	Electrical Plans Examiner	Mechanical Plans Examiner	Plumbing Plans Examiner
Allen								
Carrollton								
Coppell								
Farmers Branch								
Flower Mound								
Frisco	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25
Grapevine	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25
Irving								
Lewisville								
McKinney								
Plano								
Richardson								
University Park								
Average	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00
Addison	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

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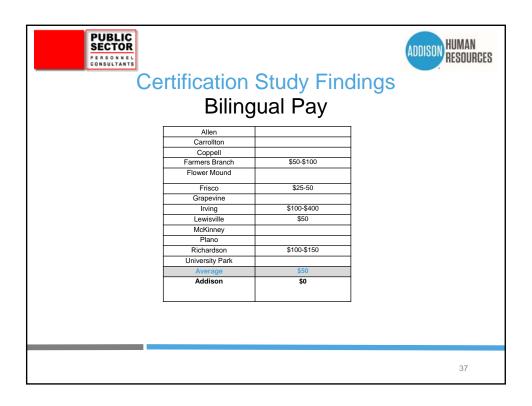




Certification Study Findings

Development Services Cert Pay Continued (Monthly)

	Cod	Facilities Tecl			
	Basic	Intermediate	International Property Maintenance	Misc.	Certified Facilities Technician
Allen					
Carrollton					
Coppell					
Farmers Branch					
Flower Mound					\$50
Frisco	\$25	\$25	\$25	\$25	
Grapevine	\$25	\$25	\$25	\$25	
Irving					
Lewisville					
McKinney					
Plano					
Richardson					
University Park					
Average	\$25.00	\$25.00	\$25.00	\$25.00	\$50.00
Addison	\$0	\$0	\$0	\$0	\$0









Certification Pay Proposed Guidelines

- Certifications required based on job description are not eligible for certification pay.
- Incumbents holding relevant certifications that exceed the minimum requirements may be eligible for certification pay at the discretion of the department director, subject to approval by the Human Resources Director and City Manager.



Certification Pay Recommendations



Police Certifications

Estimated Cost - \$74,700

TCOLE Certifications	Amount	Eligible Ranks						
Intermediate	\$50/month	Police Officer requires Basic, eligible for additional pay if hold Intermediate or above.						
Advanced	\$75/month	 Police Sergeant requires Intermediate, eligible for additional pay if hold Advanced or 						
Master	\$100/month	above Police Lieutenant through Assistant Chief require Advanced, eligible for additional pay if hold Master						
Assignment Pay								
Shift Differential	(In Development)	(In Development)						
Eligibility for Certification Pay begin	ns upon employee's succes	sful completion of their probationary period.						
Potro actions w	Potro actions will not go back pact the beginning of the fiscal year							

Retro actions will not go back past the beginning of the fiscal year



Certification Pay Recommendations



Fire Certifications

Estimated Cost - \$42,600

Certifications	Amount	Eligible Ranks
Intermediate	\$50/month	
Advanced	\$75/month	Firefighter requires Basic, eligible for
Master	\$100/month	additional pay if hold Intermediate or above Fire Equipment Officer and Lieutenant require Intermediate, eligible for additional pay if hold Advanced or above Captain and Battalion Chief require Advanced, eligible for additional pay if hold Master
Assignment Pay		
Field Training Officer	\$100/month	
Eligibility for Certification Pay begins u	ipon employee's success	sful completion of their probationary period.

Eligibility for Certification Pay begins upon employee's successful completion of their probationary period.

Retro actions will not go back past the beginning of the fiscal year.

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Certification Pay Recommendations



IDS Certifications

- If Utility Operator holds certification above requirement, \$25/month per level above minimum.
- Building Inspections licenses \$50/month over minimum requirement.



