

**Cabrillo College**  
**ADMINISTRATIVE/MANAGEMENT 225-DAY SALARY SCHEDULE**  
2018-2019  
(Annual/Monthly/Daily/Hourly Rate)  
Effective July 1, 2018

Salary schedule increased by 2.71% over the 2017-2018 on-going salary schedule

Range	Position	Step 1	Step 2	Step 3	Step 4	Step 5	Step 6	Step 7	Step 8
A	Vice President, Instruction/Administrative/Student Services	\$128,965.00 10,747.08 573.18 71.65	\$135,085.00 11,257.08 600.38 75.05	\$141,524.00 11,793.67 629.00 78.62	\$148,284.00 12,357.00 659.04 82.38	\$155,367.00 12,947.25 690.52 86.32	\$162,820.00 13,568.33 723.64 90.46	\$170,656.00 14,221.33 758.47 94.81	\$179,188.00 14,932.33 796.39 99.55
B		\$116,697.00 9,724.75 518.65 64.83	\$122,532.00 10,211.00 544.59 68.07	\$128,658.00 10,721.50 571.81 71.48	\$135,091.00 11,257.58 600.40 75.05	\$141,846.00 11,820.50 630.43 78.80	\$148,938.00 12,411.50 661.95 82.74	\$156,385.00 13,032.08 695.04 86.88	\$164,204.00 13,683.67 729.80 91.22
C		\$111,140.00 9,261.67 493.96 61.74	\$116,697.00 9,724.75 518.65 64.83	\$122,532.00 10,211.00 544.59 68.07	\$128,658.00 10,721.50 571.81 71.48	\$135,091.00 11,257.58 600.40 75.05	\$141,846.00 11,820.50 630.43 78.80	\$148,938.00 12,411.50 661.95 82.74	\$156,385.00 13,032.08 695.04 86.88
D	Dean of Career Technical Education & Workforce Development Dean of Education and Online and Innovative Learning Dean of Counseling & Educational Support Services Dean of Regional & Statewide Workforce Development Partnerships Dean of Research, Planning and Institutional Effectiveness Dean of Student Services Division Dean	\$105,847.00 8,820.58 470.43 58.80	\$111,140.00 9,261.67 493.96 61.74	\$116,697.00 9,724.75 518.65 64.83	\$122,532.00 10,211.00 544.59 68.07	\$128,658.00 10,721.50 571.81 71.48	\$135,091.00 11,257.58 600.40 75.05	\$141,846.00 11,820.50 630.43 78.80	\$148,938.00 12,411.50 661.95 82.74
E	Associate Dean	\$100,807.00 8,400.58 448.03 56.00	\$105,847.00 8,820.58 470.43 58.80	\$111,140.00 9,261.67 493.96 61.74	\$116,697.00 9,724.75 518.65 64.83	\$122,532.00 10,211.00 544.59 68.07	\$128,658.00 10,721.50 571.81 71.48	\$135,091.00 11,257.58 600.40 75.05	\$141,846.00 11,820.50 630.43 78.80
F	Director, Business Services Director, Enrollment Services Director, Facilities, Planning and Purchasing Director, Human Resources and Labor Relations Director, Information Technology Director, Planning and Facilities	\$96,007.00 8,000.58 426.70 53.34	\$100,807.00 8,400.58 448.03 56.00	\$105,847.00 8,820.58 470.43 58.80	\$111,140.00 9,261.67 493.96 61.74	\$116,697.00 9,724.75 518.65 64.83	\$122,532.00 10,211.00 544.59 68.07	\$128,658.00 10,721.50 571.81 71.48	\$135,091.00 11,257.58 600.40 75.05
G		\$91,435.00 7,619.58 406.38 50.80	\$96,007.00 8,000.58 426.70 53.34	\$100,807.00 8,400.58 448.03 56.00	\$105,847.00 8,820.58 470.43 58.80	\$111,140.00 9,261.67 493.96 61.74	\$116,697.00 9,724.75 518.65 64.83	\$122,532.00 10,211.00 544.59 68.07	\$128,658.00 10,721.50 571.81 71.48
H		\$87,081.00 7,256.75 387.03 48.38	\$91,435.00 7,619.58 406.38 50.80	\$96,007.00 8,000.58 426.70 53.34	\$100,807.00 8,400.58 448.03 56.00	\$105,847.00 8,820.58 470.43 58.80	\$111,140.00 9,261.67 493.96 61.74	\$116,697.00 9,724.75 518.65 64.83	\$122,532.00 10,211.00 544.59 68.07
I	Director, Admissions and Records Director, Adult & Workforce Education Director, Allied Health Director, Community and Contract Education Director, Financial Aid Director, Kinesiology and Athletics Director, Library/Learning Resources Director, Marketing & Communications Director, Purchasing, Contracts, Risk Mgmt & Auxiliary Svcs Director, Student Equity & Success Grants Development Director	\$82,934.00 6,911.17 368.60 46.07	\$87,081.00 7,256.75 387.03 48.38	\$91,435.00 7,619.58 406.38 50.80	\$96,007.00 8,000.58 426.70 53.34	\$100,807.00 8,400.58 448.03 56.00	\$105,847.00 8,820.58 470.43 58.80	\$111,140.00 9,261.67 493.96 61.74	\$116,697.00 9,724.75 518.65 64.83
J	Accounting Manager Asst Director, Facilities Planning and Plant Operations Asst Director, Human Resources - Operations Asst Director, Human Resources - Recruitment/Diversity Information Technology Service Manager Manager Fiscal Services Manager Technology Applications Payroll Services Manager	\$78,985.00 6,582.08 351.04 43.88	\$82,934.00 6,911.17 368.60 46.07	\$87,081.00 7,256.75 387.03 48.38	\$91,435.00 7,619.58 406.38 50.80	\$96,007.00 8,000.58 426.70 53.34	\$100,807.00 8,400.58 448.03 56.00	\$105,847.00 8,820.58 470.43 58.80	\$111,140.00 9,261.67 493.96 61.74

Range	Position	Step 1	Step 2	Step 3	Step 4	Step 5	Step 6	Step 7	Step 8
K	Director, Small Business Development Center	\$75,224.00	\$78,985.00	\$82,934.00	\$87,081.00	\$91,435.00	\$96,007.00	\$100,807.00	\$105,847.00
		6,268.67	6,582.08	6,911.17	7,256.75	7,619.58	8,000.58	8,400.58	8,820.58
		334.33	351.04	368.60	387.03	406.38	426.70	448.03	470.43
		41.79	43.88	46.07	48.38	50.80	53.34	56.00	58.80
L	Fast Track To Work Program Director	\$71,642.00	\$75,224.00	\$78,985.00	\$82,934.00	\$87,081.00	\$91,435.00	\$96,007.00	\$100,807.00
		5,970.17	6,268.67	6,582.08	6,911.17	7,256.75	7,619.58	8,000.58	8,400.58
		318.41	334.33	351.04	368.60	387.03	406.38	426.70	448.03
		39.80	41.79	43.88	46.07	48.38	50.80	53.34	56.00
M	Auxiliary Services Manager Cabrillo Stage Managing Director	\$68,230.00	\$71,642.00	\$75,224.00	\$78,985.00	\$82,934.00	\$87,081.00	\$91,435.00	\$96,007.00
		5,685.83	5,970.17	6,268.67	6,582.08	6,911.17	7,256.75	7,619.58	8,000.58
		303.24	318.41	334.33	351.04	368.60	387.03	406.38	426.70
		37.91	39.80	41.79	43.88	46.07	48.38	50.80	53.34
N		\$64,981.00	\$68,230.00	\$71,642.00	\$75,224.00	\$78,985.00	\$82,934.00	\$87,081.00	\$91,435.00
		5,415.08	5,685.83	5,970.17	6,268.67	6,582.08	6,911.17	7,256.75	7,619.58
		288.80	303.24	318.41	334.33	351.04	368.60	387.03	406.38
		36.10	37.91	39.80	41.79	43.88	46.07	48.38	50.80
O	Asst. Director of Admissions and Records Asst. Director of Community & Contract Education Asst. Director of Financial Aid	\$61,887.00	\$64,981.00	\$68,230.00	\$71,642.00	\$75,224.00	\$78,985.00	\$82,934.00	\$87,081.00
		5,157.25	5,415.08	5,685.83	5,970.17	6,268.67	6,582.08	6,911.17	7,256.75
		275.05	288.80	303.24	318.41	334.33	351.04	368.60	387.03
		34.38	36.10	37.91	39.80	41.79	43.88	46.07	48.38
P		\$58,940.00	\$61,887.00	\$64,981.00	\$68,230.00	\$71,642.00	\$75,224.00	\$78,985.00	\$82,934.00
		4,911.67	5,157.25	5,415.08	5,685.83	5,970.17	6,268.67	6,582.08	6,911.17
		261.96	275.05	288.80	303.24	318.41	334.33	351.04	368.60
		32.74	34.38	36.10	37.91	39.80	41.79	43.88	46.07
Q		\$56,133.00	\$58,940.00	\$61,887.00	\$64,981.00	\$68,230.00	\$71,642.00	\$75,224.00	\$78,985.00
		4,677.75	4,911.67	5,157.25	5,415.08	5,685.83	5,970.17	6,268.67	6,582.08
		249.48	261.96	275.05	288.80	303.24	318.41	334.33	351.04
		31.19	32.74	34.38	36.10	37.91	39.80	41.79	43.88
R	Custodial Supervisor	\$53,460.00	\$56,133.00	\$58,940.00	\$61,887.00	\$64,981.00	\$68,230.00	\$71,642.00	\$75,224.00
		4,455.00	4,677.75	4,911.67	5,157.25	5,415.08	5,685.83	5,970.17	6,268.67
		237.60	249.48	261.96	275.05	288.80	303.24	318.41	334.33
		29.70	31.19	32.74	34.38	36.10	37.91	39.80	41.79

Doctoral Stipend = \$3,846