

Table 9: Unweighted Median Salary By Budget Quartile - Doctoral Institutions

* 4 cases or fewer	Quartile 1	Quartile 2	Quartile 3	Quartile 4	All Doctoral Institutions	
	< \$276.4M	\$276.4M-\$508.8M	\$508.8M-\$973.7M	> \$973.7M	Median	Number
Senior Exec & Chief Functional Officers						
[1001] CEO of Syst/District	*	*	389,000	425,000	402,789	20
[1002] Ex Asst/Chief Staff for CEO Syst/Dist	*	*	*	146,215	129,782	16
[1003] CEO of Single Institution	309,000	319,590	405,000	425,950	365,190	169
[1004] Ex Asst/Chief Staff CEO Single Inst	107,057	134,676	130,629	144,993	130,000	113
[1005] Exec VP/Vice Chancellor	212,500	271,775	290,000	285,500	250,000	48
[1006] Secretary of the Institution	104,311	72,863	138,000	140,000	127,665	30
[1026] Chief Acad Affairs Officer & Provost	210,000	229,989	263,722	310,841	255,232	183
[1027] Chief Research Officer	148,825	188,582	223,843	251,650	210,850	129
[1028] Chief Technology Transfer Officer	124,692	122,438	142,275	174,425	148,923	85
[1029] Chief Business Officer	184,960	201,534	228,444	258,750	215,375	142
[1030] Chief Administration Officer	165,147	159,546	225,000	223,805	194,255	47
[1031] Chief Financial Officer	156,950	148,000	210,000	225,000	185,416	88
[1032] Chief Investment Officer	262,500	159,172	183,050	300,000	190,000	47
[1033] Chief Planning Officer	141,452	124,854	138,250	177,119	145,000	27
[1034] Chief Budget Officer	105,435	108,373	136,099	159,119	127,445	127
[1035] Chief Planning & Budget Officer	156,774	126,904	162,672	163,580	159,294	42
[1036] Chief Legal Affairs Officer	172,270	163,824	178,500	200,400	179,275	138
[1037] Chief HR Officer	110,841	129,361	137,911	180,672	136,450	183
[1038] Chief Information Officer	141,839	170,725	199,262	220,616	180,000	172
[1039] Chief Phys Plant/Facilities Officer	113,350	126,911	150,000	173,396	140,388	180
[1040] Chief Accounting Officer/Comptroller	109,679	124,536	146,000	158,817	131,200	151
[1041] Chief Health Professions Officer	*	344,778	441,228	551,250	516,250	30
[1042] Chief Admin, Hospital/Med Center	*	*	208,430	481,498	425,990	18
[1043] Chief Student Affairs/Life Officer	148,020	163,712	186,000	207,870	173,855	174
[1044] Chief Admissions Officer	84,961	105,023	112,874	132,406	110,000	151
[1045] Chief, Enrollment Mgt Officer	125,547	126,492	160,000	156,741	142,822	105
[1046] Chief External Affairs Officer	210,000	179,892	259,500	230,000	209,120	33
[1047] Chief Development Officer	180,488	201,500	218,140	251,900	215,694	151
[1048] Chief PR Officer	126,957	135,548	143,500	171,228	149,026	128
[1049] Chief Development & PR Officer	*	183,525	240,828	*	193,286	21
Academic Deans						
[1201] Dean, Agriculture	125,000	170,750	207,759	226,500	200,000	49
[1202] Dean, Architecture	*	162,555	172,000	201,750	185,016	55
[1203] Dean, Arts & Letters	137,319	147,014	180,268	*	169,278	23
[1204] Dean, Arts & Sciences	143,762	170,000	214,995	234,324	192,276	136
[1205] Dean, Biological & Life Sciences	*	*	*	216,626	212,857	12
[1206] Dean, Business	180,000	202,550	253,156	310,000	237,277	177
[1207] Dean, Computer & Info Sciences	*	*	*	*	197,857	14
[1208] Dean, Continuing Education	117,850	130,483	148,755	179,722	141,556	73
[1209] Dean, Cooperative Extension	*	139,645	187,635	196,257	170,358	20
[1210] Dean, Dentistry	*	*	271,888	287,550	281,135	29
[1211] Dean, Divinity / Theology	*	*	*	*	148,400	8
[1212] Dean, Education	137,039	159,482	182,499	213,068	171,497	148
[1213] Dean, Engineering	182,894	198,800	234,350	270,300	223,700	137
[1214] Dean, External Degree Programs	*	*	*	*	*	3
[1215] Dean, Family & Consumer Sci	*	*	174,352	*	172,948	13
[1216] Dean, Fine Arts	149,173	152,729	182,300	185,602	170,459	51
[1217] Dean, Forestry & Environ Studies	*	*	*	198,000	184,725	11
[1218] Dean, Gov/Pub Affairs/Pub Policy	181,776	*	*	230,000	203,200	21
[1219] Dean, Graduate Programs	133,923	151,571	158,067	201,500	160,742	122
[1220] Dean, Health-Related Profs	149,963	159,720	190,000	214,200	169,134	53
[1221] Dean, Honors Program	113,300	106,171	124,910	140,400	127,844	65
[1222] Dean, Humanities	128,228	*	181,371	206,524	191,071	21
[1223] Dean, Instruction	*	*	*	*	*	1
[1224] Dean, Journalism & Mass Comm	*	*	183,000	200,650	184,250	42
[1225] Dean, Law	251,834	234,735	287,500	275,400	265,632	95
[1226] Dean, Library & Info Sciences	115,825	139,942	154,202	195,026	148,400	49
[1227] Dean, Mathematics	*	*	*	*	148,800	5
[1228] Dean, Medicine	*	283,957	338,521	420,000	373,392	49
[1229] Dean, Music	*	*	163,958	164,451	164,451	23
[1230] Dean, Nursing	157,881	166,551	183,600	219,278	183,600	89
[1231] Dean, Occup Studies/Voc Ed/Techn	132,487	143,728	*	*	142,824	13
[1232] Dean, Performing Arts	*	*	*	*	198,000	7
[1233] Dean, Pharmacy	*	190,484	204,434	220,433	210,394	47
[1234] Dean, Public Administration	*	*	*	*	227,698	7
[1235] Dean, Public Health	*	*	188,000	277,862	266,893	22
[1236] Dean, Sciences	159,589	188,059	202,611	240,875	200,000	49
[1237] Dean, Social Sciences	*	*	185,952	197,056	191,527	25
[1238] Dean, Social Work	*	142,596	157,808	210,000	171,751	45
[1239] Dean, Special Programs	*	*	*	*	*	4
[1240] Dean, Undergraduate Programs	135,850	122,130	155,000	172,266	152,500	47
[1241] Dean, Veterinary Medicine	*	*	215,250	230,000	220,500	23

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	< \$276.4M	\$276.4M-\$508.8M	\$508.8M-\$973.7M	> \$973.7M	Median	Number
Associate/Assistant Academic Deans						
[1401] A/A Dean, Agriculture	*	135,828	144,757	154,604	141,200	38
[1402] A/A Dean, Architecture	*	*	108,655	104,001	104,354	35
[1403] A/A Dean, Arts & Letters	100,791	*	109,304	*	107,051	19
[1404] A/A Dean, Arts & Sciences	96,749	106,320	122,123	129,953	110,007	100
[1405] A/A Dean, Bio & Life Sci	*	*	*	118,859	128,125	11
[1406] A/A Dean, Business	117,645	142,500	143,476	186,000	141,355	141
[1407] A/A Dean, Comp & Info Sci	*	*	*	*	156,078	9
[1408] A/A Dean, Continuing Ed	97,952	89,172	102,708	116,585	100,550	39
[1409] A/A Dean, Coop Extension	*	*	137,453	*	134,234	12
[1410] A/A Dean, Dentistry	*	*	*	163,001	162,233	15
[1411] A/A Dean, Divinity / Theology	*	*	*	*	*	3
[1412] A/A Dean, Education	99,986	100,893	117,575	127,488	107,389	109
[1413] A/A Dean, Engineering	125,555	123,767	134,346	147,240	132,477	100
[1414] A/A Dean, Ext Degree Programs	*	*	*	*	*	1
[1415] A/A Dean, Family & Consum Sci	*	*	*	*	110,000	7
[1416] A/A Dean, Fine Arts	67,651	103,166	100,011	113,500	102,750	37
[1417] A/A Dean, Forest & Envir Studies	*	*	*	*	116,274	8
[1418] A/A Dean, Gov/Pub Affairs/Pub Pol	*	*	*	130,580	116,724	12
[1419] A/A Dean, Graduate Pgrms	95,193	99,507	117,300	116,144	107,438	78
[1420] A/A Dean, Health-Rel Profs	112,500	111,372	113,249	134,679	113,193	33
[1421] A/A Dean, Honors Program	81,676	70,747	94,362	96,960	82,658	32
[1422] A/A Dean, Humanities	*	*	107,519	127,250	114,504	19
[1423] A/A Dean, Instruction	*	*	*	*	*	1
[1424] A/A Dean, Journ & Mass Comm	*	*	107,984	111,072	109,260	23
[1425] A/A Dean, Law	150,780	139,870	131,668	137,985	135,463	67
[1426] A/A Dean, Library & Info Sci	82,339	88,020	106,740	98,553	90,600	35
[1427] A/A Dean, Mathematics	*	*	*	*	*	2
[1428] A/A Dean, Medicine	*	*	163,930	174,117	162,944	30
[1429] A/A Dean, Music	*	*	83,850	84,881	84,892	16
[1430] A/A Dean, Nursing	110,504	104,520	122,884	128,882	117,269	67
[1431] A/A Dean, Occ Stds/Voc Ed/Tech	*	104,866	*	*	98,000	9
[1432] A/A Dean, Performing Arts	*	*	*	*	*	4
[1433] A/A Dean, Pharmacy	*	107,773	117,132	138,554	130,000	31
[1434] A/A Dean, Public Admin	*	*	*	*	*	1
[1435] A/A Dean, Public Health	*	*	*	144,575	140,092	13
[1436] A/A Dean, Sciences	99,535	100,483	126,000	148,464	127,141	40
[1437] A/A Dean, Social Sciences	*	99,580	122,134	138,065	119,885	20
[1438] A/A Dean, Social Work	*	*	116,013	110,070	110,070	19
[1439] A/A Dean, Special Programs	*	*	*	*	90,200	5
[1440] A/A Dean, Undergrad Programs	95,400	81,400	79,705	101,244	95,700	24
[1441] A/A Dean, Veterinary Med	*	*	157,350	156,398	157,350	17
Academic Affairs						
[2001] Vice Provost	131,571	142,121	179,500	194,642	166,750	77
[2002] Assoc Provost	126,458	137,105	160,998	179,868	143,300	111
[2003] Asst Provost	84,482	99,158	109,064	131,439	100,001	49
[2004] Dir, Institutional Research	84,506	97,581	107,635	127,857	102,855	170
[2005] Assoc Dir, Institutional Research	57,788	69,000	78,893	88,451	72,450	85
[2006] Dir, Institutional Diversity	84,030	122,167	135,010	144,200	127,500	59
[2007] Dir, International Education	85,420	99,504	127,180	143,231	108,519	90
[2008] Dir, International Studies Ed	72,051	69,609	95,268	95,000	78,591	76
[2009] Dir, Sponsored Research & Programs	96,898	98,530	116,420	152,203	114,968	152
[2010] Dir, Continuing Education	76,004	97,626	98,170	112,000	98,399	66
[2011] Senior Technology Licensing Officer	*	77,500	101,100	110,100	100,659	58
[2012] Dir, Distance Learning	66,233	85,000	87,101	105,500	84,929	59
[2013] Dir, Teaching Center	84,000	100,166	106,093	99,417	100,352	52
[2026] Chief Op Officer (non-faculty), Med Sch	*	*	289,500	214,702	234,153	22
[2027] Chief Financial Officer, Med Sch	*	137,038	179,611	211,880	183,524	35
[2028] Chief Admissions Officer, Med Sch	*	*	115,741	105,112	105,112	27
[2029] Chief Financial Aid Officer, Med Sch	*	59,766	52,826	68,515	65,758	22
[2030] Chief Student Affairs Officer, Med Sch	*	*	168,714	135,854	139,422	22
[2031] Chief Development Officer, Med Sch	*	*	116,547	197,738	150,280	25
[2032] Chief IT Officer, Med Sch	*	*	111,838	137,802	124,089	26
[2033] Chief Research Officer, Med Sch	*	*	173,711	216,575	200,950	20
[2034] Chief Librarian, Med Sch	*	103,155	131,440	133,775	120,000	29
[2035] Chief HR Officer, Med Sch	*	*	88,377	97,850	93,114	22
[2050] Dir, Library Services	108,851	128,000	161,171	196,000	147,872	161
[2051] Head Librarian, Acquisitions	56,868	62,171	67,760	76,292	66,769	88
[2052] Head Librarian, Technical Services	62,238	73,290	91,234	103,266	80,302	106
[2053] Head Librarian, Pub/Access Services	66,300	72,692	96,822	107,725	82,957	105
[2054] Head Librarian, Cataloging	54,693	59,517	70,432	75,045	66,128	70
[2055] Head Librarian, Collection Devel	58,173	65,194	82,642	102,000	74,305	67
[2056] Head Librarian, Archives & Rec Mgt	60,900	63,929	71,495	76,233	65,500	75

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[2057] Dir, Educational Media Services	79,475	71,818	88,327	98,210	86,202	80	
[2058] Dir, Learning Resources Center	70,381	69,270	81,790	101,894	75,788	52	
[2076] Assoc Dir, Admissions	53,575	60,175	65,455	77,400	62,646	144	
[2077] Dir, Admissions & Registrar	89,433	*	*	*	100,287	12	
[2078] Registrar	81,009	88,038	99,829	119,657	95,065	178	
[2079] Assoc Registrar	57,845	61,771	69,754	75,837	67,629	155	
[2080] Asst Registrar	42,811	46,353	51,167	53,447	49,032	124	
[2081] Dir, Admissions & Financial Aid	*	*	*	*	103,943	12	
[2082] Dir, Student Financial Aid	84,372	90,092	100,147	119,086	95,169	179	
[2083] Assoc Dir, Student Financial Aid	56,338	61,139	68,227	76,376	64,823	163	
Business and Administrative Affairs							
[3001] Dir, Risk Mgt & Insurance	81,247	85,052	103,590	103,500	96,477	93	
[3002] Dir, Med Center PR/Ext Affairs	*	*	107,588	147,594	129,135	18	
[3003] Dir, Med Center HR	*	*	*	176,184	149,356	16	
[3004] Dir, University Research Park	*	137,500	180,000	170,079	137,500	21	
[3005] Dir, Contracts & Grants	66,064	84,011	92,936	122,784	90,335	81	
[3006] Dir, College/University Press	56,200	85,490	103,335	121,537	110,693	49	
[3026] Assoc Budget Dir	78,756	84,529	82,947	109,700	86,200	97	
[3027] Asst Comptroller	76,960	85,134	100,633	108,245	90,500	89	
[3028] Restricted Funds Accountant	54,373	59,389	65,643	82,032	62,506	56	
[3029] Dir, Accounting	78,719	88,500	93,530	100,888	93,200	99	
[3030] Bursar	66,977	86,125	83,112	107,460	84,777	128	
[3031] Assoc/Asst Bursar	51,500	55,844	57,600	76,000	58,812	73	
[3032] Dir/Mgr, Payroll	64,812	70,000	78,304	92,000	76,000	175	
[3033] Dir, Purchasing/Materials Mgt	74,100	83,312	93,700	114,567	90,778	172	
[3034] Assoc Dir, Purch/Materials Mgt	56,092	64,730	69,810	84,925	69,661	89	
[3035] Dir, Internal Audit	87,441	89,940	114,660	134,375	107,274	144	
[3050] Dir, Auxiliary Services	96,350	111,090	126,534	125,400	116,549	95	
[3051] Dir/Mgr, Printing Services	62,573	63,134	77,040	79,000	67,345	92	
[3052] Dir/Mgr, Mail Services	46,558	46,407	52,638	65,002	54,327	87	
[3053] Dir, Bookstore	65,174	78,811	89,703	98,377	83,683	64	
[3054] Assoc Dir, Bookstore	47,533	53,122	61,280	69,703	61,537	35	
[3055] Dir, Food/Dining Services	79,391	89,580	109,946	103,205	95,685	68	
[3056] Assoc Dir, Food /Dining Services	*	69,555	78,205	76,705	73,868	48	
[3076] Dir, Environmental Health & Safety	73,625	84,694	105,211	126,886	99,650	141	
[3077] Dir, Campus Security/Safety	81,072	93,600	103,697	131,500	100,158	192	
[3078] Dir, Parking & Transportation	58,916	65,032	79,365	95,563	79,549	105	
[3101] Dir, Real Estate & Space Mgt	*	86,825	104,082	115,908	109,895	52	
[3102] Architect for the Institution	80,858	89,014	107,000	122,532	105,884	77	
[3103] Assoc Dir, Phy Plant/Facil Mgt	85,877	86,808	104,165	116,674	100,163	131	
[3104] Dir, Energy & Utilities	71,465	75,000	88,904	132,100	88,904	62	
[3105] Mgr, Landscape & Grounds	53,932	58,397	73,126	75,665	66,897	142	
[3106] Mgr, Building Maintenance Trades	62,973	68,210	73,378	94,960	73,147	108	
[3107] Mgr, Technical Trades	58,702	64,866	78,785	86,225	69,107	72	
[3108] Mgr, Custodial Services	58,366	57,441	72,000	78,760	64,964	132	
[3109] Mgr, Power Plant	60,370	64,185	74,000	85,679	73,240	88	
Human Resources and Information Technology							
[4001] Assoc Dir, HR	74,850	85,064	94,770	115,000	90,160	106	
[4002] Dir/Mgr, Employee Benefits	64,722	72,397	78,500	96,642	76,538	138	
[4003] Dir/Mgr, Training & Development	60,394	70,068	74,160	86,346	77,148	105	
[4004] Dir/Mgr, Employee Relations	64,334	74,758	80,000	79,650	76,050	65	
[4005] Dir/Mgr, Labor Relations	77,000	95,370	94,569	116,223	97,338	51	
[4006] Dir/Mgr, Employment	65,000	65,478	67,000	87,066	70,000	93	
[4007] Dir/Mgr, Compens & Classification	63,000	69,397	77,367	92,069	77,664	110	
[4008] Dir/Mgr, HR Info Systems (HRIS)	69,750	79,641	84,907	94,193	83,538	94	
[4009] Dir, AA/Equal Employment	89,976	92,852	108,569	114,742	103,000	117	
[4010] Assoc Dir, AA/Equal Employment	*	66,671	72,566	83,583	71,527	50	
[4011] Dir, HR & AA	*	*	*	*	89,401	8	
[5001] Deputy Chief Info Officer	102,000	111,849	128,379	171,264	128,119	73	
[5002] Dir, Academic Computing	88,651	116,395	116,345	136,573	116,345	69	
[5003] Assoc Dir, Academic Computing	73,300	*	87,975	114,881	86,812	31	
[5004] Dir, Admin Computing	94,385	105,150	118,499	155,041	110,110	93	
[5005] Assoc Dir, Admin Computing	75,610	88,362	86,651	113,329	92,560	39	
[5006] Dir, Telecom/ Networking	84,496	93,717	105,000	130,197	105,295	134	
[5007] Dir, Enterprise Info Systems	100,554	106,500	110,783	148,000	117,910	63	
[5008] Dir, Research Computing	*	*	117,200	132,222	114,000	29	
[5009] Dir, Enterprise Data Center	85,965	95,326	91,603	110,658	94,500	35	
[5010] Dir, IT Security	82,800	85,431	99,024	113,220	97,655	95	
[5011] Dir, Instructional Technology	75,790	90,850	97,909	110,593	92,847	61	
[5012] Dir, User Services	77,268	83,555	101,058	100,344	89,627	77	
[5013] Dir, Info Mgt	*	*	*	108,351	98,750	17	
[5014] Principal Database Administrator	80,700	83,517	86,400	98,205	85,934	104	
[5015] Principal Systems Analyst	70,509	71,090	81,739	91,874	78,543	69	

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Athletics						
[6001] Dir, Athletics	120,342	166,075	236,250	312,350	185,000	183
[6002] Assoc Athletics Dir	70,000	91,141	100,750	122,657	96,628	97
[6003] A/A Athl Dir, Sports Info/Comm	45,203	52,530	61,000	81,402	56,617	151
[6004] A/A Athl Dir, Men's Athl Programs	*	*	130,821	138,621	112,241	15
[6005] A/A Athl Dir, Women's Athl Prgms	66,448	80,864	107,006	118,954	92,504	40
[6006] A/A Athl Dir for Fin & Bus	65,011	73,000	96,557	105,967	87,720	103
[6007] A/A Athl Dir for Operations	60,000	56,328	80,000	86,222	71,070	81
[6008] A/A Athl Dir for Ext Affairs	68,959	59,985	94,400	99,800	83,770	73
[6009] A/A Athl Dir for Devel	64,444	79,219	86,600	119,653	84,814	88
[6010] A/A Athl Dir for Acad Affairs	45,519	60,000	83,561	97,963	68,148	72
[6011] A/A Athl Dir for Compliance	45,450	60,000	78,797	86,467	68,000	113
Student Affairs						
[7001] Assoc VP for Student Affairs	89,196	111,926	119,327	136,102	117,631	95
[7002] Asst VP for Student Affairs	90,537	105,127	111,483	115,666	105,537	51
[7003] Dean of Students	99,800	103,237	115,345	126,101	108,172	106
[7004] Dir, Greek Life	37,788	43,692	54,333	55,329	51,706	67
[7005] Dir, Foreign Students	54,672	59,508	73,990	82,044	66,947	80
[7006] Dir, Campus Ministries	69,149	82,218	80,356	107,800	80,621	30
[7007] Dir, Minority Affairs	64,955	66,030	72,308	91,813	69,756	93
[7008] Dir, Conferences	65,790	71,220	82,276	81,183	75,652	58
[7009] Dir, Woman's Center	54,129	58,669	64,834	77,250	64,858	73
[7026] Dir, Student Activities	59,050	60,571	70,243	70,071	64,425	118
[7027] Asst Dir, Student Activities	42,563	44,052	48,773	44,515	45,004	74
[7028] Dir, Campus Rec/Intramurals	60,051	68,718	80,600	99,561	75,512	144
[7029] Asst Dir, Campus Rec/Intramurals	42,738	48,703	56,486	61,461	52,746	92
[7030] Dir, Union & Student Activities	63,372	72,278	88,620	106,910	74,575	51
[7031] Dir, Student Union	68,500	74,124	81,600	94,050	81,600	89
[7032] Assoc/Asst Dir, Student Union	48,510	54,347	58,505	71,000	57,440	74
[7050] Dir, Academic Advising	65,402	62,001	80,730	90,557	74,759	78
[7051] Dir, Career Dev & Placement	66,138	80,342	86,903	102,578	84,000	179
[7052] Dir, Student Counseling	68,500	84,146	91,755	99,134	85,710	94
[7053] Assoc Dir, Student Counseling	63,245	60,745	68,855	78,689	67,356	59
[7076] Dir, Student Housing	72,446	83,140	100,000	118,011	93,201	160
[7077] Assoc Dir, Student Housing	55,969	59,731	65,050	86,000	63,865	96
[7078] Housing Officer/Admin Operations	49,557	58,976	69,996	78,202	64,835	78
[7079] Housing Officer/Residence Life	46,600	57,213	69,459	79,106	61,215	90
[7101] Dir, Student Health Svcs (Physician)	140,000	153,259	154,023	176,909	160,460	88
[7102] Dir, Student Health Svcs (Nurse)	78,480	77,973	81,260	89,508	79,453	68
[7103] Dir, Student Health Svcs (Non Med)	73,441	92,839	108,684	114,836	100,048	88
[7104] Dir, Counseling & Psych Svcs	81,254	86,000	94,860	116,010	91,680	55
External Affairs						
[8001] Assoc/Asst VP/Chancellor for Devel	125,000	128,004	151,250	191,426	138,720	71
[8002] Dir, Annual Giving	70,000	70,000	82,123	108,000	81,460	109
[8003] Dir, Corporate/Foundation Relations	89,989	80,782	89,334	115,632	93,332	107
[8004] Dir, Planned Giving	108,094	100,445	103,838	133,142	108,150	109
[8005] Dir, Alumni Affairs	77,150	89,901	120,863	157,354	99,878	146
[8006] Dir, Development & Alumni Affairs	*	*	*	*	154,536	9
[8007] Dir, Major Gifts	91,733	100,940	98,880	135,000	106,750	80
[8008] Dir, Devel for Instit School/College	82,510	72,941	85,463	94,283	81,704	67
[8009] Dir, Donor Relations	63,000	57,500	76,164	83,004	68,000	67
[8010] Dir, Adv Research/Prospect Mgt	73,558	68,203	75,375	71,670	73,091	66
[8026] Dir, Governmental/Legislative Rel	97,655	126,099	141,284	151,101	134,550	103
[8027] Dir, Federal Relations	*	93,020	112,270	124,950	118,339	26
[8028] Dir, State Government Relations	*	103,247	91,185	107,375	101,831	32
[8029] Dir, Church Relations	*	*	*	*	93,193	5
[8030] Dir, Community Services	79,959	79,700	72,500	93,312	79,700	47
[8050] Dir, Publications	70,554	71,915	81,160	89,956	78,622	107
[8051] Assoc Dir, Publications	58,073	57,536	63,505	60,939	60,872	46
[8052] Dir, Information Office	79,655	83,468	97,800	104,820	90,773	90
[8053] Dir, News Bureau/Service	65,000	68,768	74,675	89,956	75,000	61
[8054] Dir, Marketing	83,200	88,797	87,360	113,582	91,859	63