## General Overview of this document

1. Each step generally represents one year of work. A teacher with no previous experience who has worked at Monarch for 3 years will start their 4 th year on Step 4. The board will make all effort to maintain at least these increases each year, but the board has the right to freeze step increases on a given year if there is a need for the financial health of the school.
2. The highest number of years a teacher may be hired to START at Monarch is the highligted step, if the teacher has over 10 years of teaching experience. For example, an Elementary teacher with 10 years of previous experience in a similar position would start at Monarch Montessori on Step 11.The board may waive this requirement.
3. Previous years' teaching experience is counted at $100 \%$ for full time teaching experience in a similar position (Montessori lead experience for a person in a Montessori lead position; Music teacher experience for a person in a Music teaching position).
4. Previous years' teaching experience is counted at $50 \%$ for full time teaching experience in a position that is not similar (for example, 10 years of experience as a teacher in a traditional classroom would count as 5 years' experience if the teacher is moving into their first year as a Lead Lower El teacher)

The exception for this is any experience in an instructional role at Monarch Montessori. In other words, the years of experience of a Monarch assistant who becomes a lead at Monarch remain part of that teacher's step. A teacher who was an assistant for two years and becomes a lead in year three will start the Lead role on step 3. Teachers who move between First Steps and Charter will retain their steps when changing schools.
5. Substitute teaching, before/after care, and student teaching experience are considered when making hiring decisions, but do not impact the salary scale. A person with 3 years of substitute teaching experience, but no experience as a regular classroom teacher, will start at Monarch on step 1.
6. For mid-year hires: Teachers who start to work at Monarch mid-year, but before January 1st of that school year, will move up one step that August with all other teachers. Teachers who start to work at Monarch mid-year, but after Jan 1st, will remain on the same step until August of the following school year. For example, a teacher who is hired and begins work in November 2019 will move to the next step in August of 2020, but a teacher who is hired and begins work in February 2020 will not move to the next step until August of 2021.
7. Lanes correspond with specific qualifications. It is at the discretion of the Executive Director to determine equivalents where applicable.
8. At any time Monarch leadership may (but is not obligated to) offer bonuses or incentives to recognize excellence, or offer stipends for additional work that is needed beyond roles listed in this document, if there is sufficient funding in a given year.

| First Steps Payscale (Infants-Preschool) |  |  |  |  |  |  |  | Additional pay incentives and stipends |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Steps | Assistant/Floater | Assistant/Floater +1 of the following: <br> ECT qualified <br> Montessori <br> Certification <br> College Degree <br> Front office Receptionist | Assistant/Floater +2 of the following: ECT qualified Montessori Certification College Degree <br> Or Chef | Lead / Front office Coordinator OR <br> Assistant/Floater + 3 <br> of the following: <br> ECT qualified <br> Montessori <br> Certification <br> College Degree | Lead +1 of the following: <br> ECT qualified Montessori certification College Degree | Lead +2 of the following: ECT qualified Montessori certification College Degree | Lead +3 of the following: ECT qualified Montessori certification College Degree | Teacher Leadership Stipends: Each teacher leadership opportunity stipend will be offered first to high-performing teachers who have previously demonstrated success and fully met expectations doing similar work, espcially when such work was unpaid previously. If not filled then, the teacher leadership opportunity stipend opportunity will be opened up to all teachers to apply for the work associated wtih the stipend. Performance will be a top consideration in offering the postion. <br> This is not an exhaustive list of all possible stipends. |  |  |
| 1 | \$15.87 | \$16.50 | \$16.80 | \$17.00 | \$17.50 | \$20.00 | \$21.00 | Stipends for Teacher Leadership Opportunities | Infant Lead Supervisor | \$1,000 |
| 2 | \$16.20 | \$16.90 | \$17.20 | \$17.40 | \$17.90 | \$20.40 | \$21.50 |  | Closer | \$1,000 |
| 3 | \$16.60 | \$17.30 | \$17.60 | \$17.80 | \$18.30 | \$20.90 | \$22.00 | Longevity Bonus pay: We recognize and want to reward the loyalty of staff who make Monarch who we are today through incentive pay for all staff who meet the conditions below. |  |  |
| 4 | \$17.00 | \$17.70 | \$18.00 | \$18.20 | \$18.70 | \$21.40 | \$22.50 |  |  |  |
| 5 | \$17.40 | \$18.10 | \$18.40 | \$18.60 | \$19.10 | \$21.90 | \$23.00 |  |  |  |
| 6 | \$17.80 | \$18.50 | \$18.80 | \$19.00 | \$19.50 | \$22.40 | \$23.50 |  |  |  |
| 7 | \$18.20 | \$18.90 | \$19.20 | \$19.40 | \$19.90 | \$22.90 | \$24.00 |  | $\begin{aligned} & 5-9 \text { years of service to } \\ & \text { children at Monarch } \\ & \text { Montessori. } \\ & \hline \end{aligned}$ | \$2,500 |
| 8 | \$18.60 | \$19.30 | \$19.60 | \$19.80 | \$20.30 | \$23.40 | \$24.50 | Longevity bonus pay | 10 or more total years of service to children at Monarch Montessori. | $\begin{aligned} & \$ 3000+3 \text { additional } \\ & \text { PTO days } \\ & \hline \end{aligned}$ |
| 9 | \$19.00 | \$19.70 | \$20.00 | \$20.20 | \$20.80 | \$23.90 | \$25.00 | Incentive Pay for hard-to-staff positions: Incentive pay can be earned as noted below:* |  |  |
| 10 | \$19.40 | \$20.10 | \$20.40 | \$20.70 | \$21.30 | \$24.40 | \$25.50 |  |  |  |
| 11 | \$19.80 | \$20.60 | \$20.90 | \$21.20 | \$21.80 | \$24.90 | \$26.10 |  |  |  |
| 12 | \$20.20 | \$21.10 | \$21.40 | \$21.70 | \$22.30 | \$25.40 | \$26.70 | A note about incentive pay: The purpose of incentive pay is to ensure the school is able to recruit high-quality candidates to its hardest to staff positions. That said, not all opportunities are available to all teachers. Opportunities for additional incentive pay (for example, to move from serving as a an English Primary Teacher to a Dual Teacher) are based on teacher performance, skill, and school needs. |  |  |
| 13 | \$20.70 | \$21.60 | \$21.90 | \$22.20 | \$22.80 | \$26.00 | \$27.30 |  |  |  |
| 14 | \$21.20 | \$22.10 | \$22.40 | \$22.70 | \$23.30 | \$26.60 | \$27.90 |  |  |  |
| 15 | \$21.70 | \$22.60 | \$22.90 | \$23.20 | \$23.80 | \$27.20 | \$28.50 |  |  |  |
| 16 | \$22.20 | \$23.10 | \$23.40 | \$23.70 | \$24.30 | \$27.80 | \$29.10 |  |  |  |
| 17 | \$22.70 | \$23.60 | \$23.90 | \$24.20 | \$24.80 | \$28.40 | \$29.70 |  |  |  |
| 18 | \$23.20 | \$24.10 | \$24.40 | \$24.70 | \$25.30 | \$29.00 | \$30.30 | Dual Lead | \$2.50 | per hour additional |
| 19 | \$23.70 | \$24.60 | \$24.90 | \$25.20 | \$25.90 | \$29.60 | \$31.00 | Dual Assistant / Bilingual front office | \$1.00 | per hour additional |
| 20 | \$24.20 | \$25.10 | \$25.40 | \$25.80 | \$26.50 | \$30.20 | \$31.70 |  |  |  |
| 21 | \$24.70 | \$25.70 | \$26.00 | \$26.40 | \$27.10 | \$30.90 | \$32.40 |  |  |  |


| Monarch Montessori Elementary Payscale (grades K-5) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
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| All tascores in thases Imases must have a High School Diploma |  |  |  |  |  |  |  |  |  |  |  | [ Additional pay incontives and stipends |  |  |  |
|  | B |  |  | BA+Highty Oualifed teacher | BA + Highly qualified +1 of Masters degree or higher Montessori training Montessori Lead Teacher Montessori Lead w/o CoTeam Special Education |  |  | BA + Highly qualified +4 of: Masters degree or Montessori training Montessori Lead Tanguages Montessori Lead w/o CoLead Special Education | $\mathrm{BA}+$ Highly qualified +5 of Masters degree or hig Montessori training Bilingual using 2 languages Montessori Lead w/o CoLead Lead Special Education |  | <--Lanes <br> Steps 1 1 V |  |  |  |  |
| Full Tme K-5 Assistant |  | Assitan seningas Co-lead | Assistant serving as Co-lead in Dual |  |  |  |  |  |  |  |  | Teacher Leadership Stipends: Each teacher leadership opportunity stipend will be offered first to high-performing teachers who have previously demonstrated success and fully met expectations doing similar work, espcially when such work was unpaid previously. If not filled then, the teacher leadership opportunity stipend opportunity will previously. If not filled then, the teacher leadership opportunity stipend opport be opened up to all teachers to apply for the work associated wtih the stipend. Performance will be a top consideration in offering the postion. <br> This is not an exhaustive list of all possible stipends. |  |  |  |
| 32000 | 33.000 | s 40.000 | s 41,000 | s 43000 | 46.00 | S 48,000 | S 50,000 | S 52,00 | S 55000 | 57.000 |  | Stipens ion eoperece leade |  | S1,000 |  |
| 32480 | 33.500 | s 41.00 | S 42025 | s 440,75 | 47.50 | S ${ }^{49200}$ | s 51.250 | $5 \quad 53300$ | s ${ }^{56,375}$ | 58.45 |  |  | Proond Vounteer Coostanater | 5500 |  |
| 32970 | 34.000 | s ${ }_{4} 2^{2025}$ | s ${ }^{4} 8076$ | $5 \quad 45.17$ | 48329 | S ${ }^{5}$ | $5 \quad 585$ | S ${ }_{5}$ |  | 59886 |  |  |  | S1,000 |  |
| 33.40 | 34.510 | s 43.76 | s 44,153 | s 46.36 | 49.537 | s 51,691 | s 53.84 | s 5 5.999 | s 59229 | $6_{61,383}$ |  |  |  |  |  |
| 33.960 | ${ }^{35} 503$ | ${ }^{\text {s }}$ | ${ }^{5} \quad 45$ | S 47464 | 50.75 | ${ }^{\text {s }} \quad 52.983$ | s ${ }^{55,190}$ | s 5 5739 | s 60.70 | 62.918 |  | incentive Pay for hard-to | --staff positions: Incentive | e pay can be earred as |  |
| 34.47 | s 35.50 | s ${ }^{45257}$ | s 46.388 | 48.651 | 52044 | $5 \quad{ }^{54.308}$ | s $\quad 56.50$ | s ${ }_{58,834}$ | s 62228 | 64.91 |  | noted below:* | -stafposhons. Incenive | e pay can be earmas |  |
|  |  |  |  |  |  |  |  |  |  |  |  | A note about incentive pay: to recruit high-quality cand | The purpose of incentive pay is dates to its hardest to staff positio | iste ensure the shonolis soble |  |
| 34.990 | 36,900 | 46.388 | s ${ }^{47.548}$ | s 49.887 | 53.45 | ${ }_{5} 5.666$ | 57.84 | 60.005 | ${ }^{63,84}$ | 66,103 |  |  |  | So additional incentive p $p$ |  |
| 33.510 | ${ }^{36,630}$ | s 47,588 | s ${ }^{48,737}$ | s 51.14 | 54679 | 57.058 | 59.43 | $5 \quad 61.813$ | 65.37 | 67,76 |  | working with on | working without one ale bsese | sed on teacher performa |  |
| 36.040 | 37,180 | s 48.73 | S ${ }_{4} 9.955$ | 5 523.32 | s 56,046 | S ${ }^{58,844}$ | s 60.20 | s ${ }^{63,358}$ | s 67,013 | 69.40 |  | skilland school needs. The ses | school values sassistants ond will | milt |  |
| 36.580 | ${ }^{37740}$ | s 49.95 | s ${ }^{51,204}$ | s 53,72 | 57.47 | s 59996 | s 62443 | s 64,94 | s 68.688 | ${ }^{71,186}$ |  | additionol work ivvoved whe | natecher worts in sich s situ | Stuation as well os the |  |
| $\begin{array}{r}37730 \\ 37800 \\ \hline\end{array}$ | 38.490 | s 51204 | s $\quad 52484$ | S $\quad 65045$ | 58883 | s 61.445 | s 64004 | s 66.56 | s ${ }_{\text {s }}$ | ${ }^{72966}$ |  | Of having this as a o opportum | unity for moster teachers whosee | seek additional opportunities |  |
| 37.50 | ${ }^{39,260}$ | s ${ }^{52484}$ | s ${ }^{53,796}$ | 56.42 | 60.35 | ${ }^{62981}$ |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  | Nonesosor lied $n$ ossistam |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  | $\stackrel{\text { S2,50 }}{5250}$ |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  | dual language leads/assistants) who sometimes translate or substitute, using Spanish-speaking skills. |  |  |
| 38.30 | 40.55 | 55.14 | 56.52 | 59278 | 63.41 | 66.170 | 68.925 | 71.684 | 75.818 | 78.57 | ${ }^{14}$ |  |  |  |  |
| 39410 | 41.670 | $5 \quad 56.50$ | s 57,933 | s 60,70 | 64.96 | 67.824 | s 70.648 | s ${ }^{73,46}$ | 77.713 | 80.541 | ${ }_{15}$ |  | \|l|l| | 53,000 |  |
| $5 \quad 40000$ | 42.50 | 57.9 | s ${ }^{59,381}$ | 6279 | 66621 | 69.52 | ${ }^{12.44}$ | 75.313 | 9.65 | ${ }^{82555}$ |  |  |  |  |  |
| 40.60 | 43350 | 59.381 | 60866 | 68336 | 68887 | 71.258 | ${ }^{7} 4.24$ | 77.196 | ${ }^{81,647}$ | ${ }^{84619}$ |  | Monarch who we are today below. | through incentive eay for all stof | toff who meet the conditions |  |
| 41.210 | 44.220 | 60.866 | s 62388 | s 65,432 | 69994 | ${ }_{7} 7.039$ | 76.000 | 79.126 | ${ }^{83} 888$ | 86,734 | ${ }_{18}$ |  |  |  |  |
| 41.330 | 45.100 | s 62388 | 63.948 | s 67.088 | 71.74 | ${ }^{\text {s }}$ | ${ }^{77,982}$ | S 81,04 | 85780 | ${ }^{88902}$ |  | Longevir bonus ary |  |  | Sis |
| 42460 | s 46.00 | s 63,988 | \% ${ }_{6}^{6.547}$ | s 68,75 | s $\quad 173.58$ | s 76.37 | s $\quad$ 79.932 | s ${ }^{\text {83,132 }}$ | S ${ }^{87,925}$ |  |  | conay |  |  |  |


| Admin working Elementary Calendar + 10 days Payscale |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | --Lanes | Each stipend will be offered fir success and fully met expecta previously. If not filled then, the opened up to all teachers to ap top consideration in offering th This is not an exhaustive list of | Additional pay incentives and stipends tions doing similar work, espcially w <br>  pply for the work associated wtih the he postion. <br> f all possible stipends. | have previously demonstrated <br> when such work was unpaid stipend. Performance will be a |
| 43.000 | 46,000 | 49,000 | 52.000 | 55,000 | 58.000 | 61.000 | 64,000 | 67,00 |  | $\mathrm{St}^{\text {Stipends Sors sucress }}$ to al available | Write 5 grants during this fiscal year (with prior approval from finance committee), maximum of twice | 51,000 |
| 44.075 | 47,150 | 50,225 | 53,300 | s 56,375 | \$ 59,450 | s 62.525 | \$ 65,600 | s 68,675 |  |  | Write grants resulting in more than $\$ 500,000$ received in this fiscal year for use by either or both schools (with prior approval from finance | 5.000 |
| ${ }_{45,177}$ | 48,329 | 51.81 |  |  | s  <br>   <br> S  | $\begin{array}{ll} \\ s & 62,25 \\ \text { s }\end{array}$ |  | s  <br>   <br>   <br> 00,392  |  | For First Steps Marketing/enrollment specialists only | Marketing/Enrollment work leads school to CLEAR balanced budget in FS by June without layoffs needed (if uncertain, this can't paid) | \$1,000 |
| 46,306 | 49,537 | 52,768 | \$ 55,999 | s 59.229 | 62.459 | 65.690 | 68,921 | 72,152 |  | $\underset{\text { Markeringerenolommentary specialists }}{\text { ondy }}$ |  | 51,000 |
| 47,464 | 50,775 | \$ 54.087 | \$ 57,39 | s 60,70 | \$ 64,20 | 67,32 | 70.644 | 73,956 | 5 |  |  |  |
| 48,651 | 52,044 | 55.439 | \$ 58,84 | 62,228 | 65.621 | 69.015 | 72.410 | 75,805 |  |  |  |  |
| 49.867 | 53.345 | 56,825 | \$ 60,305 | s 63,784 | 67,262 | 70,740 | 74,220 | 77,700 |  | Longevity Bous pay: We recog who we are today through incen |  | y of staff who make Monarch conditions below |
| 51,114 | 54.679 | \$ ${ }^{58,246}$ | 61.813 | 65.379 | 68.944 | S $\quad 72.509$ | 76,076 | ${ }_{79,643}$ |  |  |  | \$2,500 |
| 52,392 | \$ 56,046 | \$ 59,702 | \$ 63,38 | s 67,003 | \$ 70,668 | s 74,322 | \$ 77,978 | s | $\bigcirc$ | Longevity bonus pay |  | S3000 +3 additional PTO days |
| 53.702 | 57.447 | \$ 61.195 | \$ 64.942 | s 68,688 | 72.435 | s 76,180 | \$ 79.927 | s 83,675 | 10 |  |  |  |
| 55,045 | 58.883 | ${ }_{\text {S }}$ | \$ 66.566 | s 70,405 | 744.246 | S $\quad 78.085$ | \$ 81,925 | 85,767 | 11 |  |  |  |
| 56.421 | 60.355 | \$ 64,293 | \$ 68,230 | 72, 165 | 76,102 | 80.037 | 83,973 | 87.911 | 12 |  |  |  |
| 57.832 | s 61.864 | \$ 65.900 | \$ 69,936 | s 73.969 | 78,005 | ${ }^{82} 2038$ | \$ 86.072 | 90.109 | ${ }^{13}$ |  |  |  |
| 59.278 | s 63,411 | \$ 67,548 | \$ 71.684 | s 75.818 | \$ 79.955 | 84.089 | 88.224 | ${ }_{92,362}$ | 14 |  |  |  |
| 60,760 | s 64,996 | \$ 69,237 | \$ 73.476 | s ${ }^{\text {77,713 }}$ | 81.954 | 86,191 | 90,430 | 94,671 | 15 |  |  |  |
| 62.279 | s 66.621 | \$ 70,968 | \$ 75.313 | s $\quad 79.656$ | 84,003 | s 88,34 | 92.691 | 97,038 | 16 |  |  |  |
| 63,836 | s 66,287 | \$ 72,74 | ¢ 77,196 | 81.647 | \$ 86,03 | s 90.55 | \$ 95,008 | s 99,464 | 17 |  |  |  |
| 65.432 | s 69,994 | 74,561 | s ${ }^{\text {s }}$ | 83,688 | 88,256 | s 928 | \$ 97,383 | s $\quad 101,951$ | , |  |  |  |
| 67.068 | S $\quad 71,744$ | \$ 76,425 | s 81,104 | S ${ }^{85,780}$ | 90,462 | s 95,139 | 99,818 | 104,500 | 19 |  |  |  |
| 68.745 | s $\quad 73.538$ | \$ 78.336 | s | S 87 | 92.724 | 97.517 | 102,313 | 107,13 | 20 |  |  |  |


| Admin working First Steps Calendar payscale |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| A <br> Aoministraive Leadership tha reports directy to Executive workstreams. |  |  |  |  |  |  |  |  | <-Lanes | Additional pay incentives and stipend <br> Each stipend will be offered first to high-performing teachers who have previously demonstrated success and fully met expectations doing similar work, espcially when such work was unpaid previously. If not filled then, the teacher leadership opportunity stipend opportunity will be opened up to all teachers to apply for the work associated wtih the stipend. Performance will be a top consideration in offering the apply for postion. <br> This is not an exhaustive list of all possible stipends. |  |  |
| 53.00 | 55.000 | 57,000 | 59.000 | s 62000 | 64,000 | 66,000 | 68,000 | 70.000 |  | Stiensis tor sucucass avalable to to | $\begin{aligned} & \text { Write } 5 \text { grants during this fiscal year } \\ & \text { (with prior approval from finance } \\ & \text { committee), maximum of twice } \end{aligned}$ | \$1,000 |
| 54.325 | 56.375 | 58.425 | 50,000 60.455 | s ${ }^{\text {s }}$ | 64,000 65.600 | 60.000 67,650 | 68.000 69.700 | 70.000 71.550 |  | Stipends for success (available to <br> all admin | Committee), maximum of twice $\$ 500,000$ received in this fiscal year for pproval from finance committee) | 55,00 |
| 55.683 | 57,784 | ${ }_{59,886}$ | ${ }^{61,987}$ | s 65,139 | 67.240 | 69,341 | 71.43 | ${ }^{73,544}$ |  | For First StepsMarketing/enrollment specialists <br> only | Marketing/Enrollment work leads school to CLEAR balanced budget in uncertain, this can't be paid |  |
| 55.63 | 57,84 59.29 | 69.860 | 61,987 <br> 6.537 | s ${ }_{\text {s }} \begin{aligned} & \text { 66,767 }\end{aligned}$ | 68,240 <br> 689 | 71.075 | 7,485 73,299 | 75.544 75.383 |  |  | $\begin{aligned} & \text { Marketing/Enrollment work leads } \\ & \text { school to exceed enrollment goal by at } \\ & \text { least } 5 \text { students in Elementary by } \\ & \text { October count } \end{aligned}$ | 51,00 |
| 58.502 | 60,710 | 62.918 | 65.125 | 68,436 | 70.64 | 72,852 | 75.060 | 77,288 |  |  |  |  |
| 59.965 | 62.28 | 64.491 | s 66,753 | ¢ $\quad 70,147$ | 72.410 | s 74.673 | 76.937 | 79,200 |  |  |  |  |
| 61.464 | 63.784 | 66.103 | 68.42 | s $\quad 71.901$ | 74.22 | 76.540 | 78.860 | 81,180 |  | Lengeyty bonus pay We ereor | In |  |
| 63.01 | 65.379 | 67,756 | s 70,133 | S $\quad 73.699$ | 76.076 | 78.454 | 80.832 | 83,210 |  |  |  | \$2.500 |
| 64.576 | 67.013 | 69.450 | s 71,886 | s ${ }^{\text {s5,541 }}$ | 77.978 | 80.415 | 82.853 | 85.290 |  | Longevity bonus pay |  | $15300+3$ additional PTo days |
| 66,190 | 68.688 | 71,186 | 73.683 | s $\quad 17,430$ | 79.927 | 82425 | 84.924 | 87,422 | ${ }^{10}$ |  |  |  |
| 67.845 | 70.405 | ${ }^{2} 2.966$ | 75.25 | s $\quad 79,366$ | 81.925 | 84.486 | 87,047 | 89,608 | -11 |  |  |  |
| 69.54 | 72.165 | 74,790 | s 77,413 | ¢ ${ }^{\text {s }}$ | 83.973 | 86.598 | 89.223 | 91,448 | $1^{12}$ |  |  |  |
| 71.280 | $\mathrm{s}^{\text {S }}$ | 76.660 | 79.348 | 83.34 | 86,072 | 88.763 | ${ }^{91,454}$ | 94.14 | ${ }^{13}$ |  |  |  |
| 73.062 | 75.9818 | 78.577 | 81,332 | s $\quad 85.49$ | 88,24 | 90,982 | 93,70 | 96,988 | 14 |  |  |  |
| 74.889 | 77,713 | 80.541 | 83.365 | 87,006 | 90,430 | 93, 257 | 96,084 | 98,910 | ${ }^{15}$ |  |  |  |
| 76.761 | 79.656 | 82.555 | 85.49 | S ${ }^{\text {s }}$ | 92.691 | 95.588 | 98,486 | 101,383 | , |  |  |  |
| 78.680 | 81.647 | 84.619 | 87.585 | s 92.041 | 95.008 | 97,978 | 100.948 | 103,918 | 17 |  |  |  |
| 80.647 | 83.688 | 86,734 | 89.775 | s 94,342 | 97.383 | 100.427 | 103.472 | 106.516 | ${ }^{18}$ |  |  |  |
| s 82.663 | 85.780 | 88.902 | s 92019 | s 96,701 | ${ }^{99,818}$ | 102.938 | 106.059 | 109,179 | - |  |  |  |
| s | 87,925 | 91.125 | 94.319 | s 99,119 | 1023313 | 100.511 | 108,710 | 111.98 | 20 |  |  |  |

