

## **Executive Director Update – Steve Earnest**

- ***Fingerprinting:***

- thru Dec 2023 - 1,054 prints, \$20,540 margin
- thru Dec 2022 - 1,279 prints, \$23,492 margin
- thru Dec 2021 - 1,092 prints, \$19,798 margin

- ***Print Shop:***

- thru Dec 2023 - \$ (7,781) margin (revenues = \$28,405, GOAL = \$12,165). Almost 1/2 of the revenues are from GOAL Digital.
- thru Dec 2022 - \$ (2,985) margin (revenues = \$33,003, GOAL = \$8,117)
- thru Dec 2019 - \$ (2,771) margin (revenues = \$44,824, GOAL = \$2,552)

- ***Salary Schedules:***

- **School Psychologist** – to be competitive with the market, it is recommended to increase the School Psychologist to the same level as BCBA. This increase will add an additional \$1.15 per hour to our “bill rate”.
- **Teacher** – added an MA+30 column; and increased the “Step Percentage” to position Mid-Ohio’s teacher pay so that it ranks in the “middle” of our client districts. Currently, Mid-Ohio ranked “last” in teacher pay as a teachers advance on the Salary Schedule.