Fresno Unified School District  
Effective July 1, 2014  
Management 225 Designated Duty Days (12 Month/July to June Work Schedule)

<table>
<thead>
<tr>
<th>Grade</th>
<th>Job Title</th>
<th>Job Code</th>
<th>Step 1</th>
<th>Step 2</th>
<th>Step 3</th>
<th>Step 4</th>
<th>Step 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>E28</td>
<td>Principal III</td>
<td>E147</td>
<td>$7,802.22</td>
<td>$8,192.42</td>
<td>$8,602.13</td>
<td>$9,032.21</td>
<td>$9,483.80</td>
</tr>
</tbody>
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A. BONUS ADDITIONS TO PLACEMENT OF BASIC SCHEDULE (ADDITIVE)
Annual $100 for M.A. on all classes
Annual $200 for B.A. + 90
Annual $200 for Earned Doctorate
Career Increment of 0.75% each year from the 11th to the 20th year to a total of 7.5% at the 20th year and thereafter.

B. MENTOR/LEADERSHIP COACH INCREMENT
An increment of 5% to 10% added to step and grade as part of base salary upon approval by Superintendent or Chief of HR/LR.

C. CHALLENGING ASSIGNMENT INCENTIVE
Up to 10% increase to base salary upon hire, promotion or reassignment to a position among the most challenging assignments upon approval by Superintendent or Chief of HR/LR.

The intent with respect to the Mentor/Leadership Coach Increment and the Challenging Assignment Incentive is that these two opportunities are mutually exclusive such that no manager/supervisor may receive both the Increment and the Incentive at the same time.