| Board Agenda Item \# | III D |
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| Date: | 09.10 .2015 |
| To: | Board of Directors |
| From: | Terri Boatman. Director of Human Resource |
| Staff Lead: | Terri Boatman. Director of Human Resource |
| RE: | Home Office Compensation |

## Proposed Board Recommendation

I move that the board approve the new compensation model for Home Office Positions.

## Background

One of the most basic functions of management is to establish a compensation scheme that is competitive and equitable and that promotes employee engagement and high performance. A well-designed compensation philosophy supports the organization's strategic plan and initiatives, business goals, competitive outlook, operating objectives, and compensation and total reward strategies.

For recruiting and retention purposes, we recommend establishing salary ranges and pay bands to CMO positions versus applying compensation per the pay sheets.

Salary range is the range of pay that has been established to be paid to employees performing a particular job or function. Salary range generally has a minimum pay rate, a maximum pay rate, and a series of mid-range opportunities for pay increases. The salary range was determined by market pay rates, established through market pay studies, for people doing similar work in similar industries in the same region of the country.

Pay rates and salary ranges are also set up by individual employers and recognize the level of education, knowledge, skill, and experience needed to perform each job. The salary range demonstrates the interrelationships of the jobs utilized by an employer. The salary range reflects our needs such as the overlap in salary ranges that will allow career development and pay increases without promotion at each level and the percentage of increase the organization will offer an employee for a promotion.

Currently our home office salaries are based on the components of the pay sheet. The pay sheet identifies compensation components based on a variety of variables including degree, credential, years of experience, time with Magnolia and extra duty. In theory, a member of the finance team will not have a credential, and the degree should be a consideration in the offer process, but not necessarily be a variable in compensation decisions, as years of experience may off set formal learning.

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In addition, we face recruiting competition from other non-profits, CMO's and for profit businesses. An analysis of financial and technical roles shows that Magnolia's current compensation scale lags in comparison to other industries and non profits in Southern CA. The new salaries of the home office employees will be implemented retroactively starting July 1, 2015.

## Budget Implications

Several of the employees in accounting and technology positions have current salaries that fall below the minimum levels of the proposed ranges. After adoption of the new scale, those employees will be moved to the minimum end of the range. This is an increase of $\$ 58,000$ to the salaries of those eleven positions; however that amount has been more than offset by the $\$ 176,000$ saved by not filling other home office positions.

Name of Staff Originator:
Terri Boatman, Director of Human Resource

## Attachments

Compensation Overview
New Salary Scale for Home Office Positions


