

**Engineers Geoscientists Manitoba May 2021** 





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#### Probe Research Inc.

603 – 191 Lombard Ave. Winnipeg, MB R3B 0X1 (204) 926-6565

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### **Key Findings**

- Industries and Job Functions with Highest and Lowest Mean Base Salary:
  - The industry sectors with the <u>highest</u> mean base salaries are Regulatory Agencies (\$132,292), Petroleum (\$129,117), and Education (\$121,717).
  - The sectors with the <u>lowest</u> mean base salaries include Mechanical Equipment (\$78,845) and Agricultural/Equipment (\$78,159).
  - The job functions with mean base salaries greater than \$100,000 include Management (\$126,883), Administrative Services (\$118,502), Teaching (\$118,492), Mineral Exploration (\$105,600), Marketing/Sales (\$103,904), Mining (\$102,125) and Planning (\$100,374).
  - The lowest paid job functions include Software Development (\$86,397), Production (\$86,080), Quality Assurance (\$84,316) and Design (\$83,329).

#### Employment Dimensions:

- Around seven-in-ten are employed by private companies, particularly Entry Level engineers.
- More than one-in-ten are employed in Consulting (22%), Utilities (17%) or Manufacturing (11%) with the rest being employed in a wide variety of industries.
- Design (29%), Project Management (20%) and Management (18%) are the principal job functions mentioned most often by respondents.
- More than four-in-ten work for firms with greater than 500 employees, while around onequarter work in mid-size firms (21-500 employees).
- Overall, members' official work week is 38.50 hours with most working slightly more on average (41.80).



### **Key Findings**

#### Remuneration:

- Overall, seven-in-ten are satisfied with their level of remuneration although high levels of satisfaction do not reach 50%. Intermediate (82%) and Advanced Level engineers (78%) are most satisfied as are those working in the public sector (80%).
- Average salaries plus bonuses for full-time engineers/geoscientists range from \$69,286 (Entry Level) to \$87,848 for Junior Level, \$113,337 for Intermediate Level up to \$141,319 for Advanced Level.
- By sector, those working in the private sector earn an average of \$104,992 including salary and bonuses, while their public sector counterparts earn \$114,052 on average and those working in non-profit/education sectors earn \$110,625.
- Overall, the average salary and bonus paid to part-time engineers/geoscientists is \$43,541.
   Note this data is based on a very small sample of 30 respondents.
- Majorities have received at least one salary adjustment in 2020 that includes a net salary percentage increase of 4.2% overall (rising to 6.1% among Entry Level). Very few received a *decrease* in their salary in 2020 although the average was a 6.6% decrease.
- Four-in-ten do not receive any compensation for working overtime, particularly Advanced Level engineers (57% do not receive compensation for overtime). One-third overall receive a combination of money and time-off for working overtime.

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### **Key Findings**

#### Paid Benefits:

- All receive paid vacation time although slightly fewer receive paid sick days. Entry Level (77%) and those who work in the non-profit or education sectors (78%) were least likely to receive paid sick days.
- Overall, engineers/geoscientists average 19 days of vacation a year (rising to 24 for Advanced Level).
- Around one-half of respondents share the costs of their dental, drug and extended health plans, although those working in the public sector were more likely to have these paid by their employer.
- More than one-half share the costs of a pension plan and four-in-ten share the costs of RRSPs, while a majority of 70% do not have any stock purchase options through their employer.
- Life insurance and long-term disability were most likely to be a shared expense between employer/employee.
- One-quarter of respondents had parental leave (top up of employment insurance) paid by their employer while three-in-ten did not have this benefit or were unsure.
- A majority of employers pay for professional development courses including continuing education (50%) and job training (79%).
- In terms of professional dues, 81% had their professional dues paid by their employer and 56% had technical society dues paid by their employers.



## **Key Findings**

#### Benefits Offered by Employers:

- Around two-in-five members are offered additional financial benefits including a profit sharing (25%), a savings plan (20%) and a productivity incentive (17%).
- Flexible work hours (81%) and leaves of absence (59%) are offered by a majority of employers although job sharing much less so (13%).
- Vehicles (9%) and vehicle allowances (21%) are provided by far fewer employers.
- For engineers/geoscientists who are parents, parental leave is offered by around one-half of employers while daycare is offered by only 1% of employers.
- Liability insurance is a benefit that most Advanced Level engineers have (49%), while far fewer Entry Level have this benefit (20%).

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## **Key Findings**

	SUMMARY OF LEVELS OF ENGINEERS/GEOSCIENTISTS - As of December 31, 2020 -			
	Entry	Junior	Inter- mediate	Advanced
% employed in MB companies	22%	17%	32%	29%
EMPLOYMENT STATUS: Full-time Part-time	97% 1%	97% 0%	96% 1%	96% 2%
EDUCATION LEVEL: Bachelor Masters Doctorate Other	76% 14% 3% 7%	71% 19% 2% 8%	56% 28% 6% 10%	52% 30% 6% 12%
AVERAGE SALARY & BONUS: Salary Bonus	\$64,572 \$4,714	\$81,014 \$6,834	\$103,273 \$10,064	\$127,322 \$13,997
VACATION: # of days (average)	14	16	20	24
OTHER COMPENSATION: Overtime Profit Sharing Productivity Incentive	66% 26% 20%	71% 23% 16%	64% 25% 16%	43% 24% 16%

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### Methodology

#### **Research Objectives**

Engineers Geoscientists Manitoba conducted an online survey among its engineer and geoscience members. The purpose of the research was to collect information on the salary and compensation packages provided by employers. Probe Research Inc. was retained to analyze the data and report on the findings.

#### Methodology

An online survey was administered and made available by Engineers Geoscientists Manitoba to its members via their database portal. The survey was available for completion from March 1<sub>st</sub> to March 31<sub>st</sub>, 2021. Self-employed engineers/geoscientists are not included in these results.

A total of 1,209 members completed the survey for a response rate of 22%.

#### Sample

The sample consisted of a potential of 5,503 eligible members (both active interns or members as of February 25, 2021) with a home and work address in Manitoba.

As an online survey is a sample of convenience, no margin-of-error can be ascribed. However, a random and representative non-convenience sample of 1,209 eligible engineers/geoscientists would have a margin of error of  $\pm$  2.48 percentage points, 19 times out of 20 (finite population correction).



### **Experience Level Definitions**

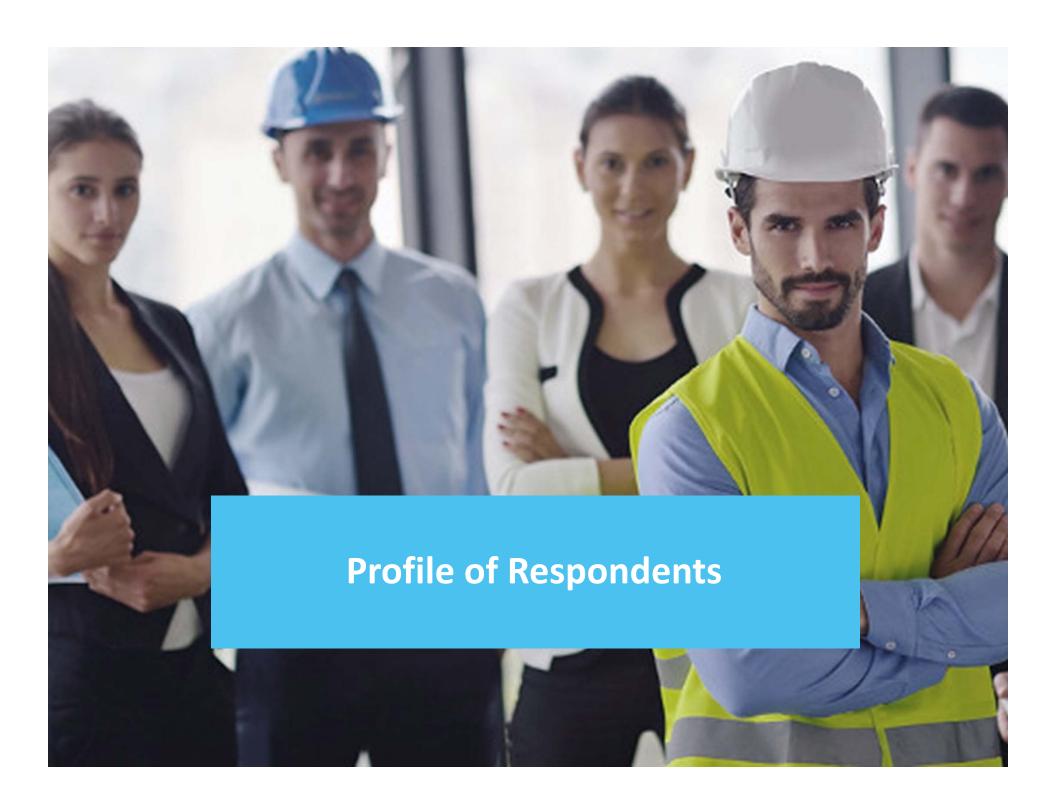
Below are the definitions used to describe the four levels of engineers/geoscientists as of December 31, 2020 who participated in this research:

**Entry Level**: This includes engineering/geoscience interns (EIT/GIT) who have not yet received a professional designation and/or who have 1-4 years experience after graduation.

<u>Junior Level</u>: This includes engineers/geoscientists with a professional designation (P.Eng./P.Geo.) and who have 5-9 years of experience after graduation.

<u>Intermediate Level:</u> This includes engineers/geoscientists with a professional designation (P.Eng./P.Geo.) and have 10-19 years experience after graduation.

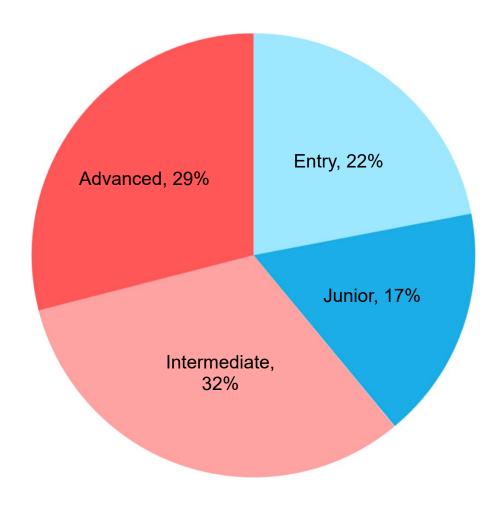
<u>Advanced Level:</u> This includes engineers/geoscientists with a professional designation (P.Eng./P.Geo.) and 20+ years experience after graduation.



# **Profile of Respondents**

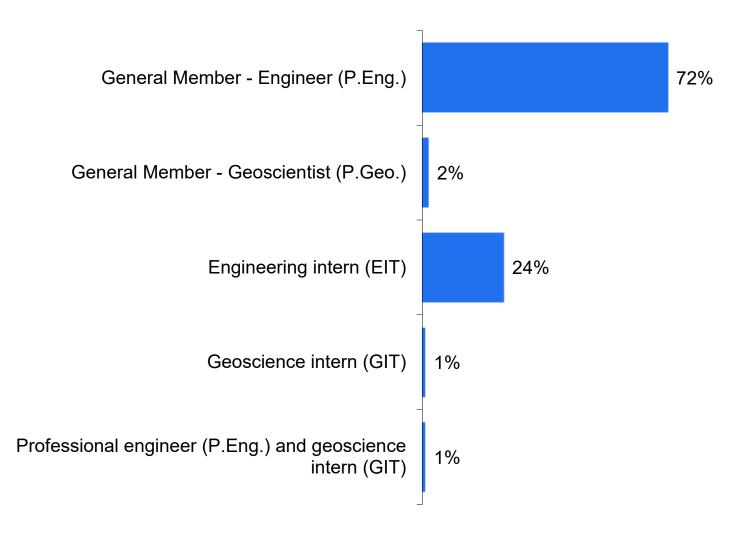
	Total (N=1,209) (%)	Entry (n=271) (%)	Junior (n=209) (%)	Intermediate (n=384) (%)	Advanced (n=345) (%)
	(70)	( /0)	( 70)	(70)	( 70)
Gender					
Male	81	76	74	81	88
Female	19	24	25	18	12
Indigenous Identity					
Métis	3	3	5	1	4
First Nations	1	1	1	1	0
Non-Indigenous	96	96	95	97	96
Principal Location					
Winnipeg	83	83	83	85	80
Southern Manitoba	13	15	14	10	15
Northern Manitoba	3	2	2	4	4
Outside Manitoba	0	0	1	1	0
Degree from Canadian University					
Yes	86	84	89	84	87
Changed Employers in 2020					
Yes	8	16	8	6	4
Average Year of Bachelor Degree	2005	2015	2013	2006	1991

# Level of Experience



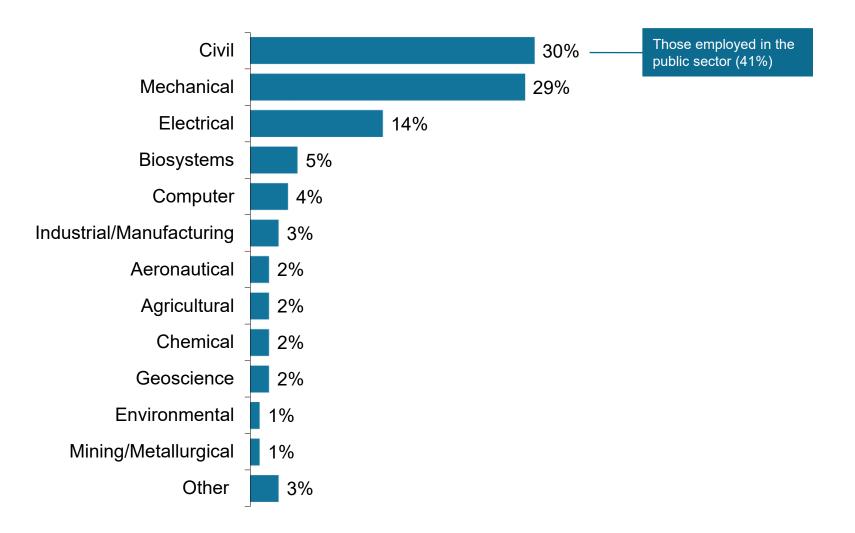
Which of the following best describes your level of experience as of December 31, 2020?

# **Registration Status**

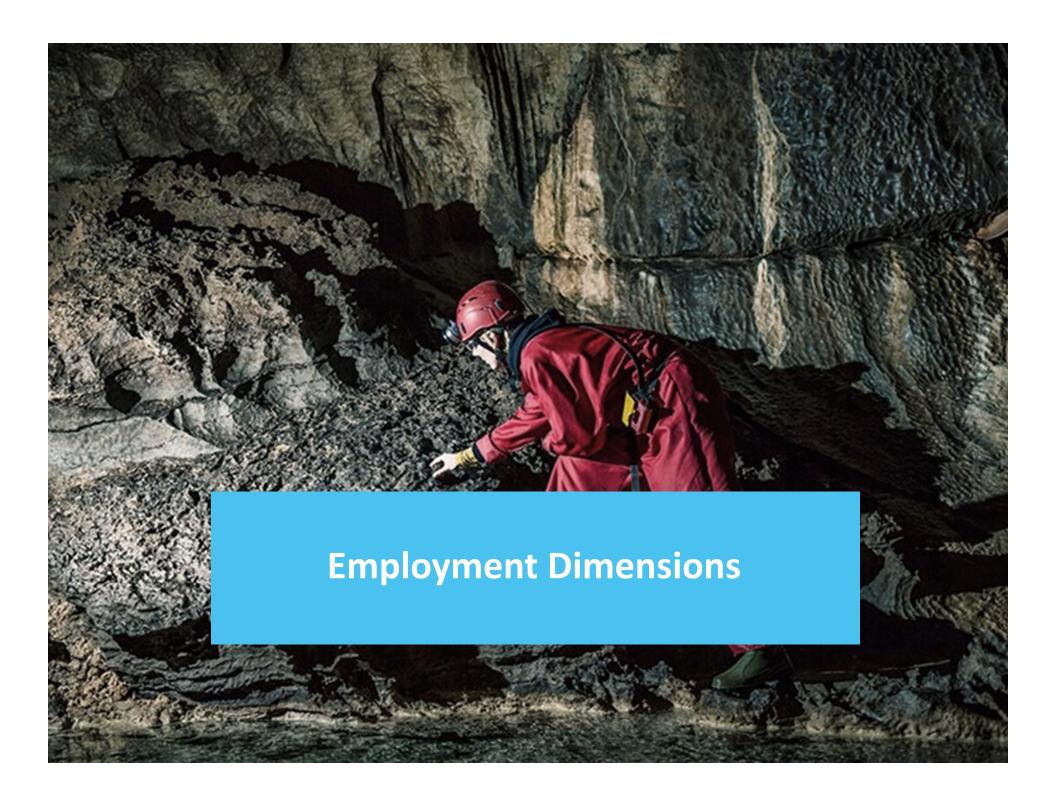


What is your registration status as of December 31, 2020?

# Discipline of First Degree



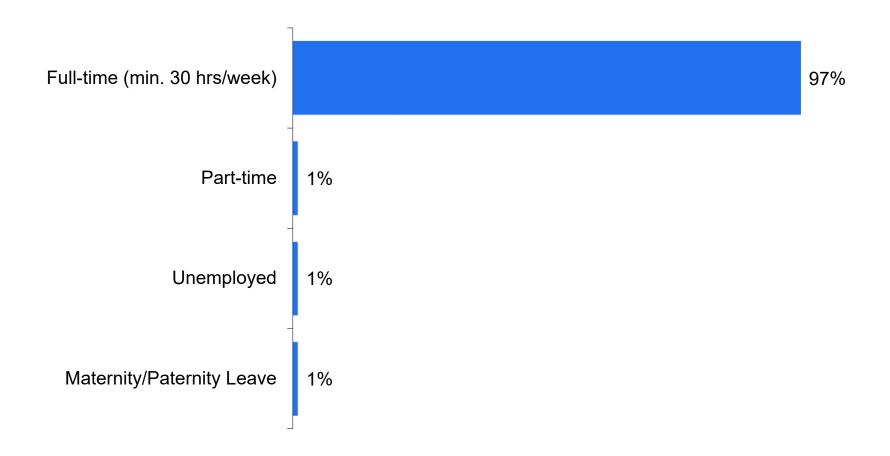
What is your discipline of first degree (in engineering or geoscience)?





# **Employment Status**

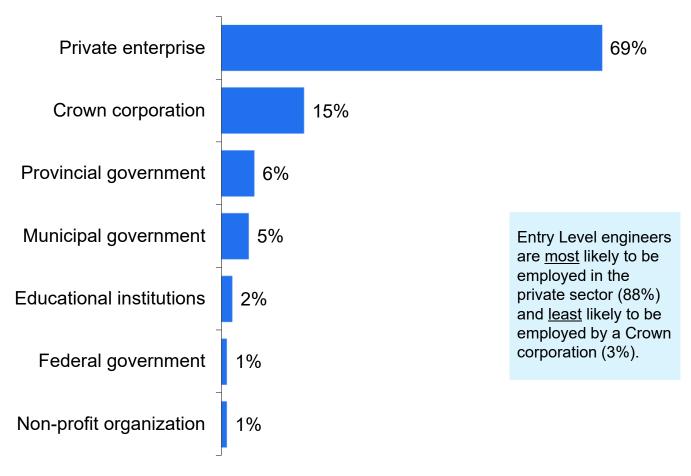
### Virtually all are employed on a full-time basis



What is your employment status as of December 31, 2020?

# **Primary Employment Sector**

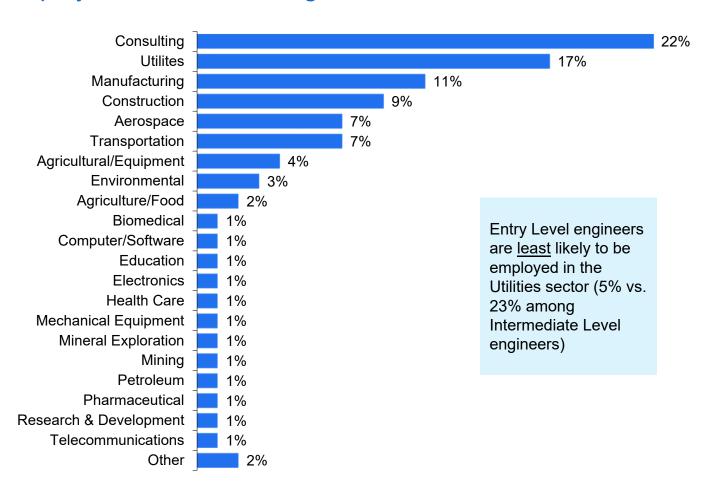
### Most employed by private companies



Which is your primary employment sector?

## **Primary Industry Sector**

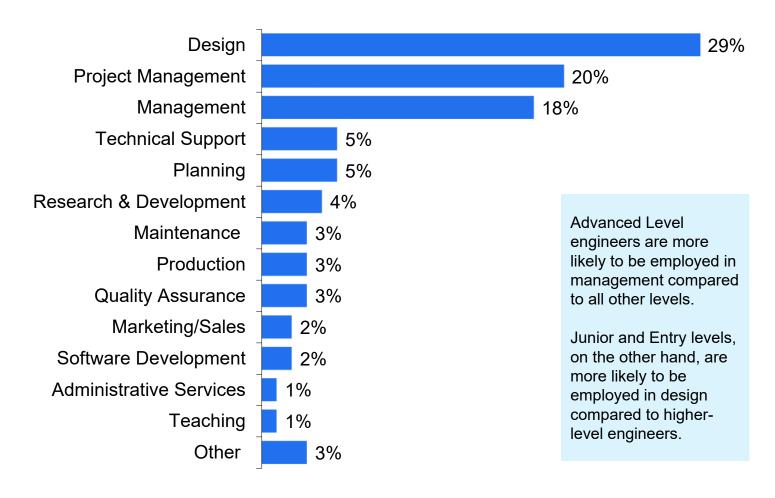
### Two-in-ten employed in the consulting or utilities sector



Which is your primary employment sector?

# **Principal Job Function**

### Design is the principal job function for three-in-ten engineers

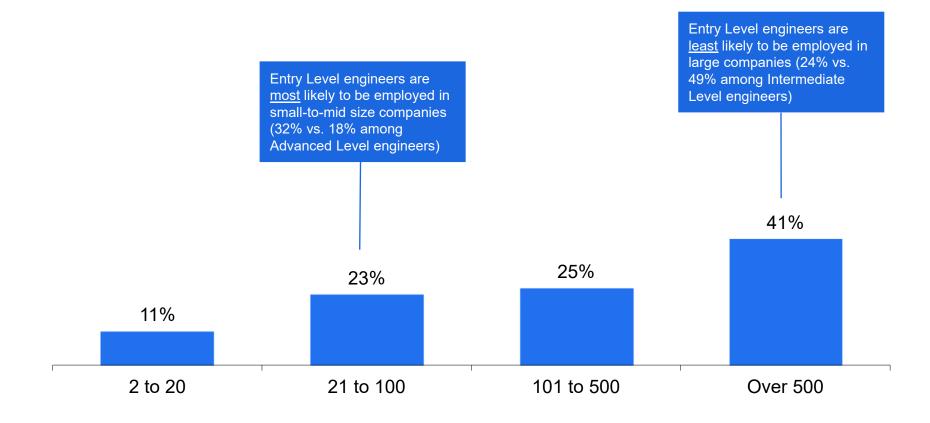


What is your principal job function (check one only)?

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# Size of Manitoba Employer

### A plurality work for large companies



What is the size of your employer organization in Manitoba?

# Length of Official/Typical Work Week

### Typical work week slightly longer than the official one

### Those who report an "official" work week

Average work hours/week: Official: 38.50

Official: 38.50 Typical: 41.80 Average work hours/week: Official: 39.35

Typical: 41.65

Average work hours/week: Official: 38.60

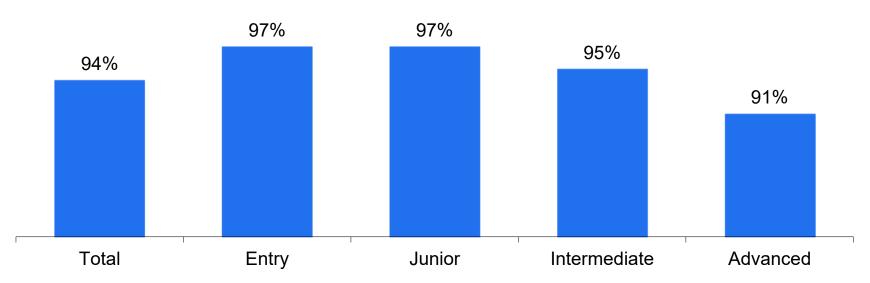
Typical: 41.26

Average work hours/week: Official: 38.15

Typical: 41.48

Average work hours/week:

Official: 38.14 Typical: 42.58

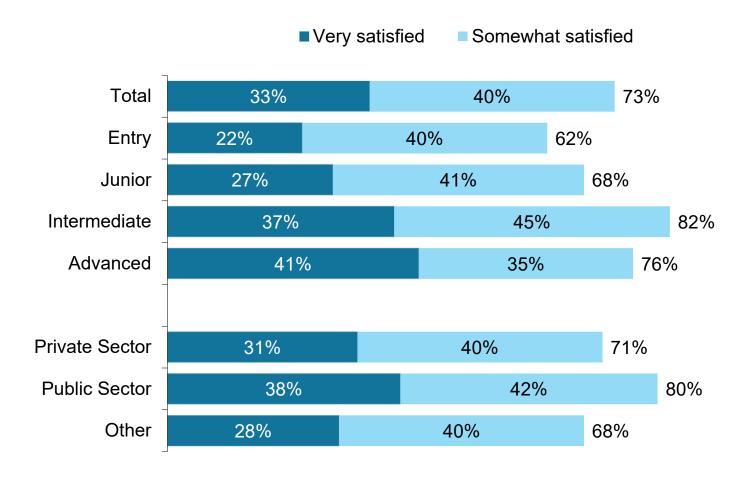


Do you have an official work week?



### Overall Satisfaction with Remuneration

Though muted, most are satisfied, particularly higher-level engineers



Overall, how satisfied are you with the level of remuneration for your current job?

# Salary and Bonus by Experience Level

### Full-Time Engineers/Geoscientists

	Entry (n=244)	Junior (n=201)	Intermediate (n=371)	Advanced (n=336)
Average Salary	\$64,572	\$81,014	\$103,273	\$127,322
Average Bonus	\$4,714	\$6,834	\$10,064	\$13,997
AVERAGE SALARY PLUS BONUS:	\$69,286	\$87,848	\$113,337	\$141,319
Minimum Average Salary Plus Bonus	\$24,000	\$51,600	\$32,190	\$50,000
Maximum Average Salary Plus Bonus	\$160,000	\$156,500	\$308,000	\$526,000

Please report your 2020 pre-tax earnings and bonuses:

Base: All those working full-time responding (n=1,152)

# Salary and Bonus by Sector

### Full-Time Engineers/Geoscientists

	Private (n=791)	Public (n=324)	Other (n=37*)
Average Salary	\$93,721	\$108,018	\$108,195
Average Bonus	\$11,271	\$6,034	\$2,430
AVERAGE SALARY PLUS BONUS:	\$104,992	\$114,052	\$110,625
Minimum Average Salary Plus Bonus	\$40,000	\$32,190	\$24,000
Maximum Average Salary Plus Bonus	\$526,000	\$308,000	\$180,000

Please report your 2020 pre-tax earnings and bonuses:

Base: All those working full-time responding (n=1,152) \*Caution: Small base – includes non-profit and educational

# Salary and Bonus

### Part-Time Engineers/Geoscientists\*

	Entry (n=17)	Junior (n=4)	Intermediate (n=3)	Advanced (n=6)
Average Salary	\$34,687	\$28,644	\$33,556	\$79,833
Average Bonus	\$1,174	\$338	\$333	\$0
AVERAGE SALARY PLUS BONUS:	\$35,861	\$29,981	\$33,889	\$79,833
Minimum Average Salary Plus Bonus	\$4,935	\$8,850	\$24,438	\$30,000
Maximum Average Salary Plus Bonus	\$73,000	\$50,000	\$51,000	\$137,000
Average weeks worked per year	25	22	20	36

Please report your 2020 pre-tax earnings and bonuses:

Base: All those working part-time responding (n=30)

\*Caution: Small Bases

# Salary and Bonus by Sector

### Part-Time Engineers/Geoscientists\*

	Private (n=22)	Public (n=4)	Other (n=4)
Average Salary	\$46,994	\$32,293	\$30,221
Average Bonus	\$1,014	\$0	\$0
AVERAGE SALARY PLUS BONUS:	\$48,008	\$32,293	\$30,221
Minimum Average Salary Plus Bonus	\$4,935	\$6,600	\$11,500
Maximum Average Salary Plus Bonus	\$137,000	\$49,999	\$50,000
Average weeks worked per year	26	25	28

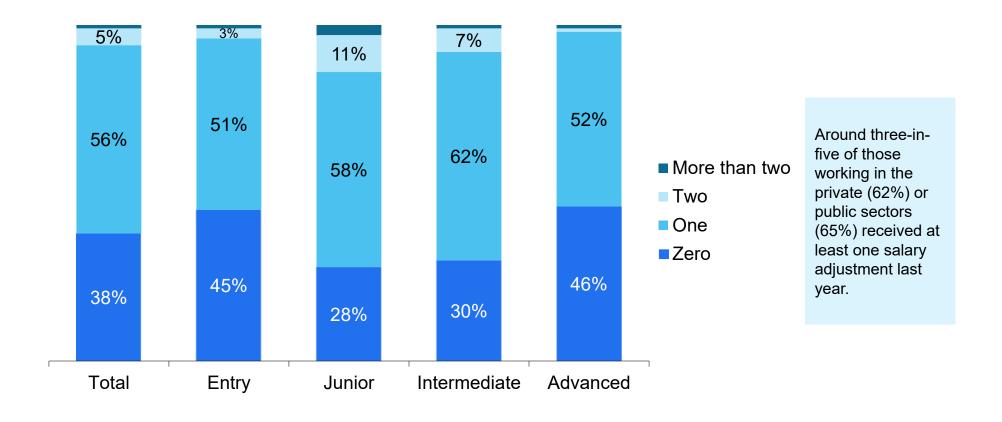
Please report your 2020 pre-tax earnings and bonuses:

Base: All those working part-time responding (n=30)

\*Caution: Small base – includes non-profit and educational

# Base Salary Adjustments

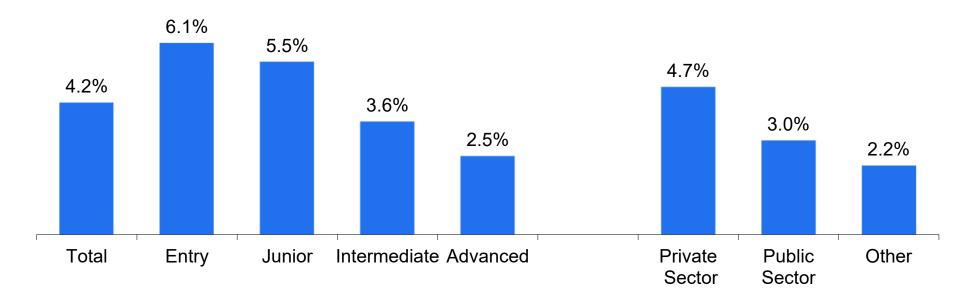
### Majorities have received at least one salary adjustment in 2020



How many base salary adjustments did you receive during 2020?

## Net Salary Percentage Increase

Lower-level engineers/geoscientists received the greatest salary increase



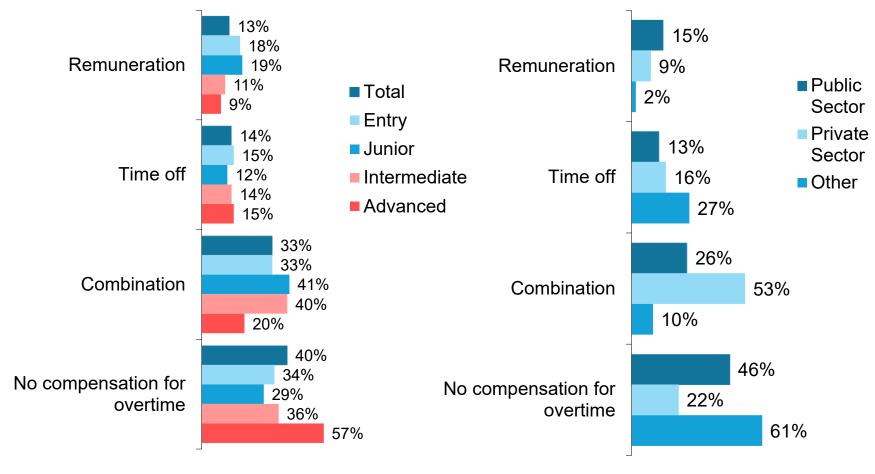
A total of 32 respondents indicated they received a <u>decrease</u> in their base salary in 2020, with an average decrease of 6.6%.

What is your net percentage change in 2020 base pay from 2019 (i.e. 3.5%)

Base: All those with base adjustments responding (n=736)

## Type of Overtime Compensation

Higher-level engineers and those working outside of the public and private sectors are less likely to receive compensation for overtime



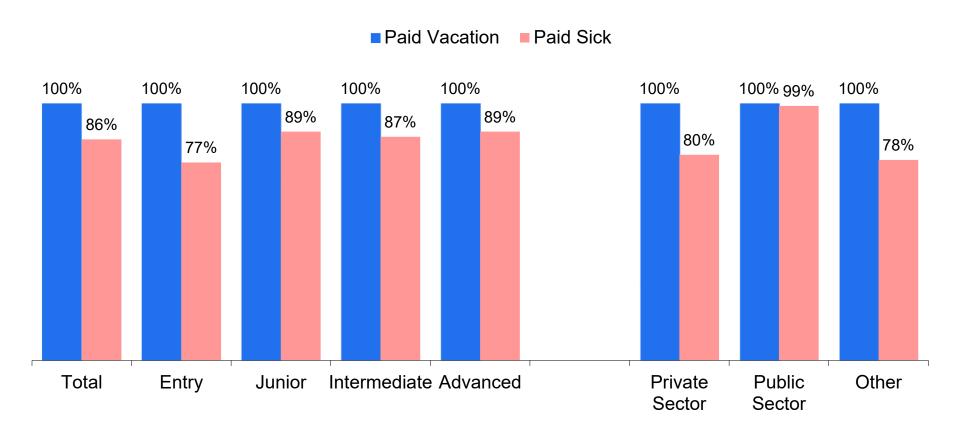
Do you receive overtime compensation?



### Paid Vacation and Sick Time

While all receive paid vacation time, slightly fewer receive paid sick days

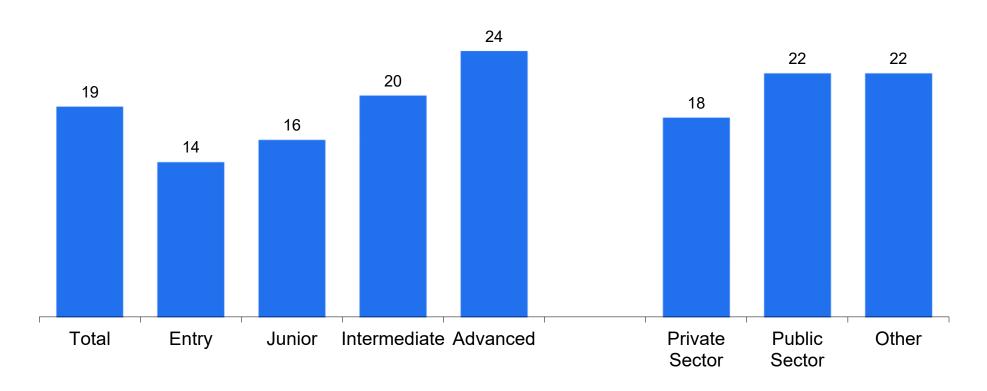
Those indicating "Yes"



Do you receive paid vacation? Does your employer provide paid sick time?

## **Average Number of Vacation Days**

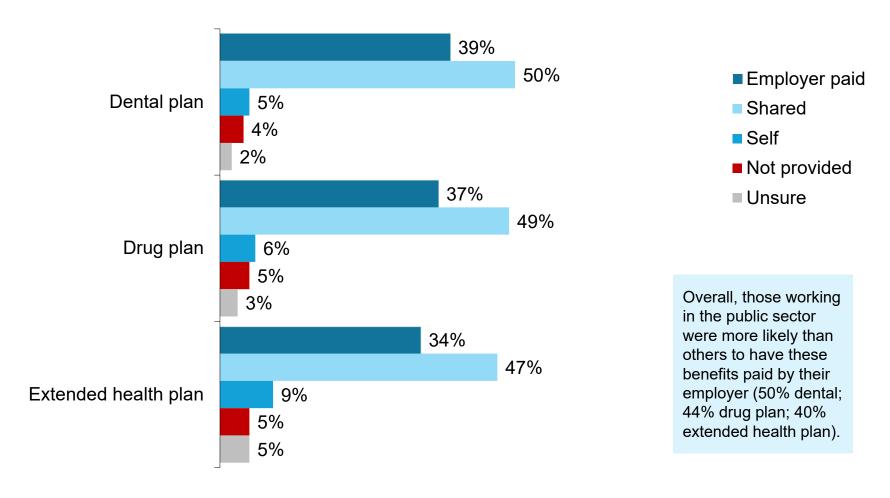
Advanced Level engineers receive an average of 6 weeks paid vacation



How many days paid vacation did you earn in the 2020 calendar year?

### **Paid Benefits**

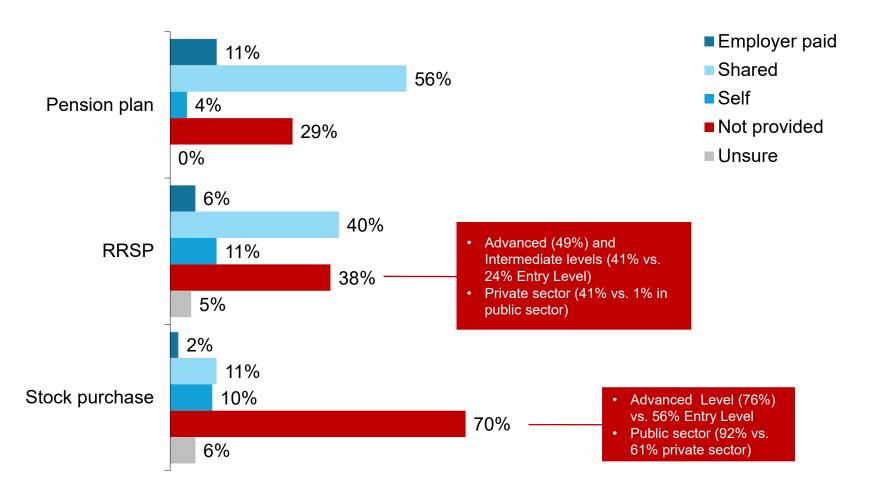
### Nearly one-half of all types of engineers share the cost of health benefits



Does your employer provide the following benefits?

### **Paid Retirement Benefits**

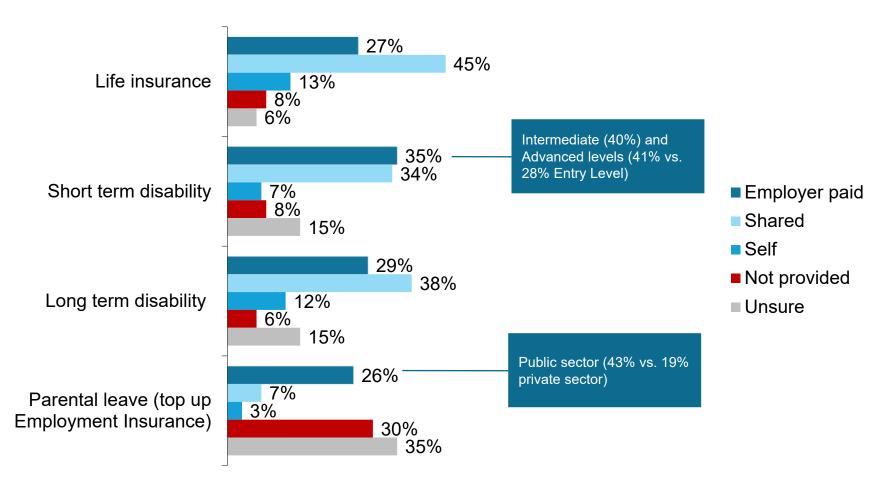
### More than one-half share the costs of a pension plan



Does your employer provide the following benefits?

## Paid Leave and Disability Benefits

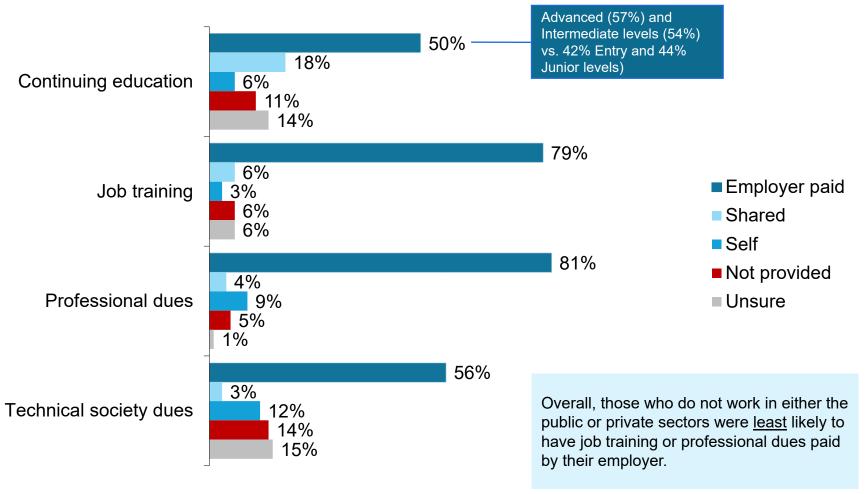
A plurality share the cost of life insurance premiums with their employer



Does your employer provide the following benefits?

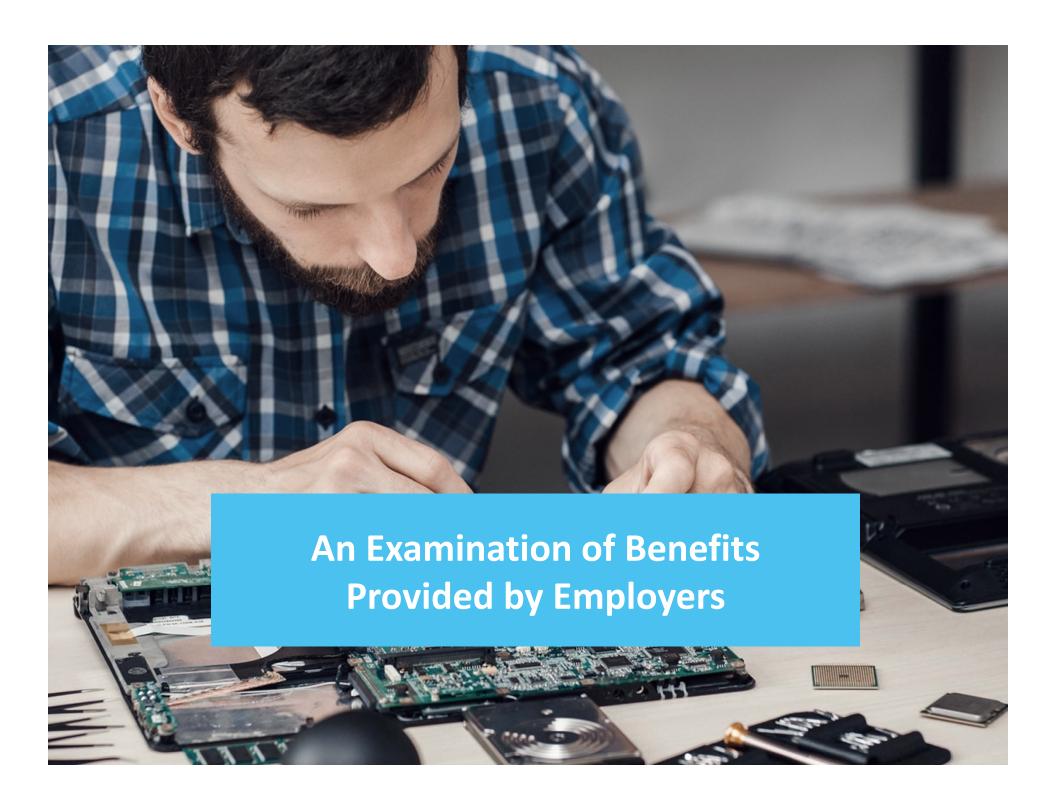
## **Professional Development**

### Majority of employers pay for PD courses/dues



Does your employer provide the following benefits?

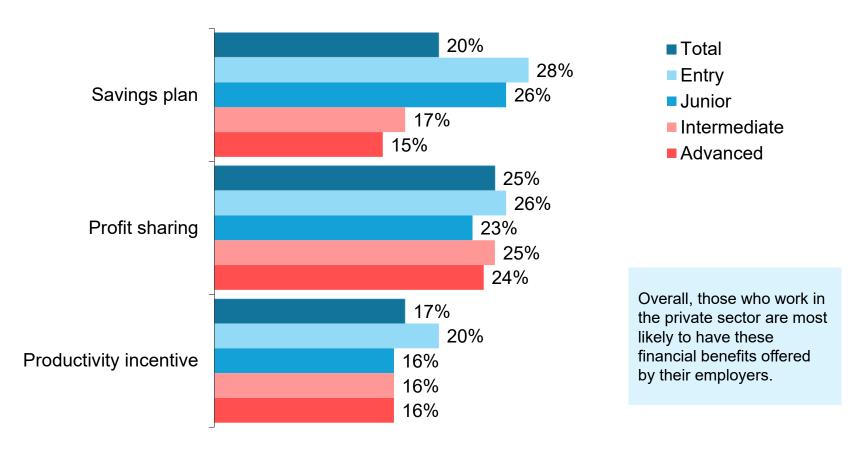
Base: All respondents (N=1,209)



## **Employment Benefits – Financial**

Around two-in-five engineers in all levels are offered additional financial benefits



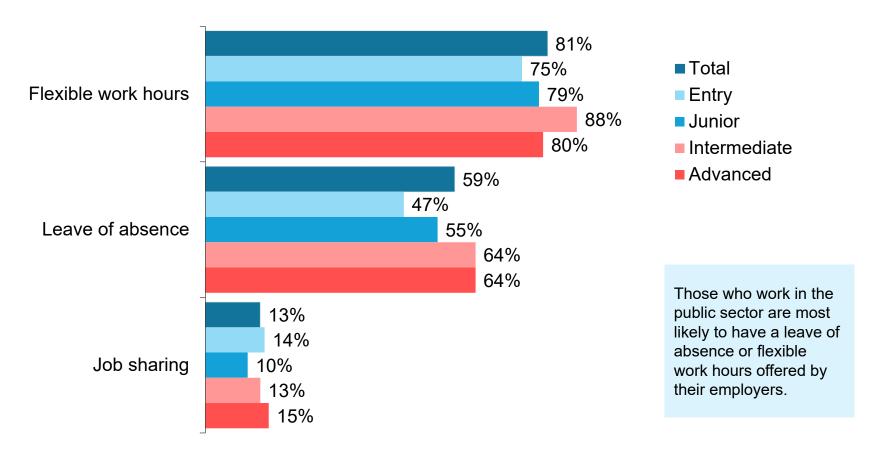


Does your employer provide the following benefits to you?

## Employment Benefits – Work life

Flexible work hours and leave of absence benefits for majorities of engineers

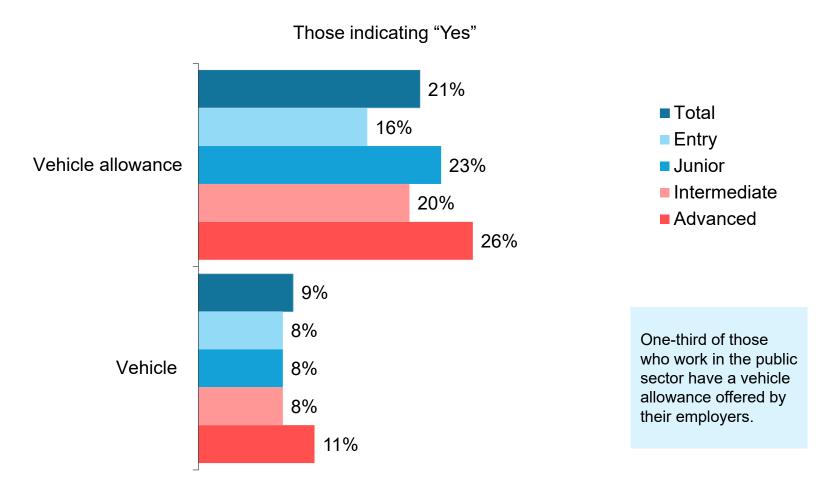
Those indicating "Yes"



Does your employer provide the following benefits to you?

## Employment Benefits – Vehicle Options

### Vehicles or allowances offered by few employers

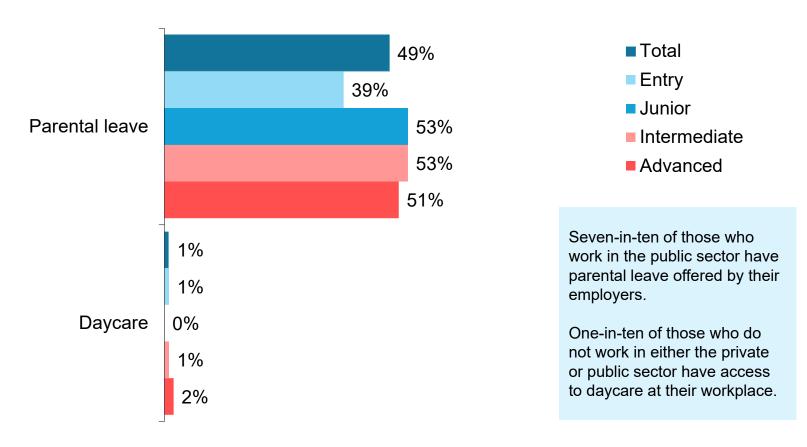


Does your employer provide the following benefits to you?

## **Employment Benefits - Parental**

### Parental leave provided for many, while daycare rarely provided



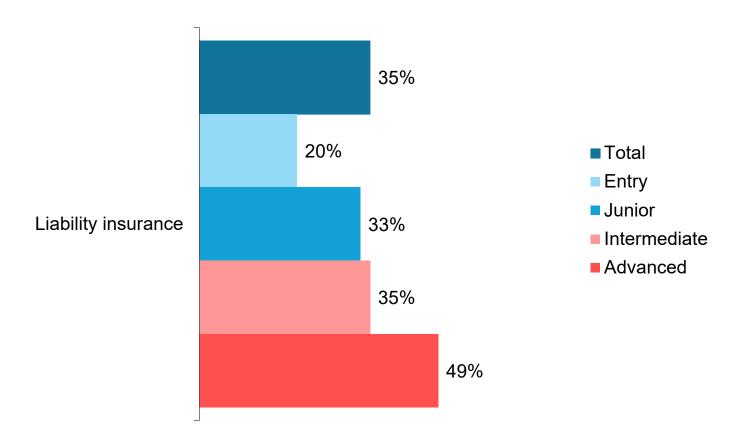


Does your employer provide the following benefits to you?

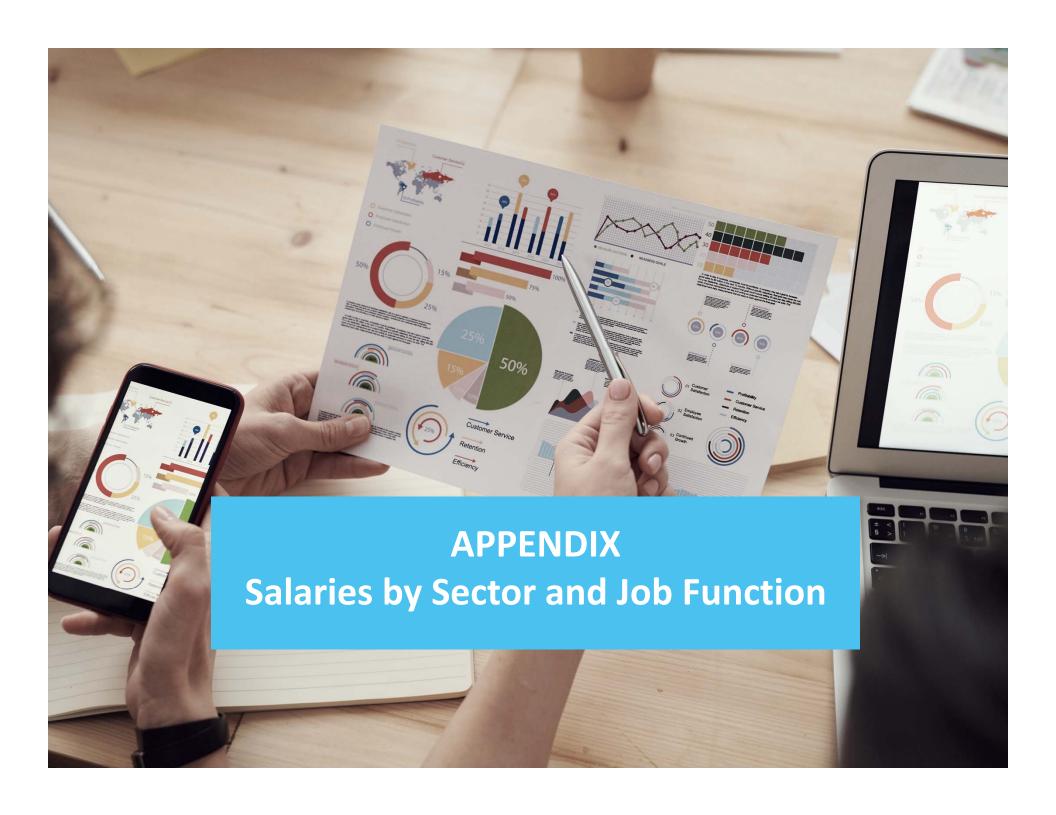
## **Employment Benefits - Insurance**

Advanced Level engineers most likely to have liability insurance provided by employer





Does your employer provide the following benefits to you?



# Industry Sector Salaries Total

#### **Industry Sector Statistics**

		# Reported	% Reported	Mean Base Salary	Minimum	Median	Maximum
Industry sector	Total	1203	100%	\$98,206	\$0	\$95,000	\$260,250
	Aerospace	79	7%	\$97,731	\$24,000	\$95,251	\$198,000
	Agricultural/Equipment	49	4%	\$78,159	\$45,760	\$68,490	\$195,000
	Agriculture/Food	27	2%	\$104,988	\$55,000	\$106,000	\$195,000
	Biomedical	11	1%	\$108,242	\$60,907	\$80,000	\$260,250
	Chemical	3	0%	\$109,750	\$85,000	\$109,750	\$134,500
	Communications	1	0%	\$98,000	\$98,000	\$98,000	\$98,000
	Computer/Software	14	1%	\$97,617	\$52,000	\$103,000	\$127,000
	Construction	108	9%	\$93,446	\$38,480	\$89,000	\$200,000
	Consulting	268	22%	\$92,048	\$35,700	\$84,000	\$235,000
	Education	15	1%	\$121,717	\$76,531	\$127,000	\$157,585
	Electronics	17	1%	\$98,191	\$53,000	\$97,000	\$145,000
	Environmental	36	3%	\$91,613	\$38,000	\$86,000	\$182,000
	Health Care	13	1%	\$104,286	\$66,724	\$111,000	\$132,000
	Heavy Electrical	6	0%	\$112,305	\$56,000	\$108,414	\$185,000
	Hydrotechnical	1	0%	\$123,400	\$123,400	\$123,400	\$123,400
	Manufacturing	134	11%	\$89,510	\$40,000	\$82,000	\$225,000
	Mechanical Equipment	11	1%	\$78,845	\$0	\$78,000	\$135,000
	Metals - Fabricating	6	0%	\$101,047	\$47,800	\$85,960	\$200,000
	Metals - Primary	3	0%	\$97,792	\$70,500	\$83,000	\$139,875
	Mineral Exploration	10	1%	\$98,254	\$65,000	\$83,869	\$190,000
	Mining	18	1%	\$114,328	\$65,000	\$121,000	\$165,000
	Municipal	5	0%	\$112,070	\$90,600	\$111,339	\$135,000
	Petroleum	12	1%	\$129,117	\$74,000	\$119,250	\$232,500
	Pharmaceutical	11	1%	\$102,838	\$73,000	\$109,000	\$132,000
	Regulatory body	4	0%	\$132,292	\$95,000	\$127,085	\$180,000
	Research & Development	9	1%	\$101,670	\$83,442	\$100,608	\$121,000
	Telecommunications	8	1%	\$99,784	\$87,000	\$95,356	\$120,509
	Transportation	88	7%	\$99,327	\$0	\$100,000	\$188,064
	Transportation Equipment	4	0%	\$89,167	\$60,000	\$98,500	\$109,000
	Utilities (Gas, Hydro, Water)	210	17%	\$112,124	\$32,093	\$110,935	\$202,218
	Other	22	2%	\$97,934	\$45,600	\$90,000	\$195,000

# Industry Sector Salaries Engineers

#### Industry Sector Statistics (Engineers)

		# Reported	% Reported	Mean Base Salary	Minimum	Median	Maximum
Industry sector	Total	867	100%	\$107,695	\$0	\$105,000	\$260,250
•	Aerospace	62	7%	\$103,962	\$59,109	\$101,350	\$198,000
	Agricultural/Equipment	26	3%	\$92,382	\$62,000	\$82,000	\$195,000
	Agriculture/Food	17	2%	\$114,558	\$76,000	\$112,000	\$171,000
	Biomedical	5	1%	\$153,250	\$100,000	\$105,000	\$260,250
	Chemical	1	0%	\$134,500	\$134,500	\$134,500	\$134,500
	Computer/Software	7	1%	\$115,931	\$100,000	\$119,000	\$127,000
	Construction	73	8%	\$106,399	\$60,000	\$104,750	\$200,000
	Consulting	194	22%	\$101,131	\$46,000	\$92,000	\$235,000
	Education	12	1%	\$129,935	\$85,000	\$131,000	\$157,585
	Electronics	11	1%	\$113,261	\$78,175	\$112,000	\$145,000
	Environmental	21	2%	\$111,659	\$70,000	\$103,000	\$182,000
	Health Care	9	1%	\$115,000	\$99,000	\$117,000	\$132,000
	Heavy Electrical	4	0%	\$139,457	\$88,829	\$142,000	\$185,000
	Hydrotechnical	1	0%	\$123,400	\$123,400	\$123,400	\$123,400
	Manufacturing	83	10%	\$101,302	\$54,000	\$90,000	\$225,000
	Mechanical Equipment	7	1%	\$88,281	\$0	\$88,000	\$135,000
	Metals - Fabricating	4	0%	\$122,980	\$76,920	\$107,500	\$200,000
	Metals - Primary	1	0%	\$139,875	\$139,875	\$139,875	\$139,875
	Mining	12	1%	\$117,492	\$84,000	\$130,500	\$137,803
	Municipal	4	0%	\$112,070	\$90,600	\$111,339	\$135,000
	Petroleum	7	1%	\$149,271	\$105,000	\$138,000	\$232,500
	Pharmaceutical	8	1%	\$106,568	\$75,000	\$109,500	\$132,000
	Regulatory body	4	0%	\$132,292	\$95,000	\$127,085	\$180,000
	Research & Development	6	1%	\$103,943	\$83,442	\$101,608	\$121,000
	Telecommunications	7	1%	\$100,039	\$87,000	\$92,713	\$120,509
	Transportation	73	8%	\$105,370	\$0	\$106,000	\$188,064
	Transportation Equipment	4	0%	\$89,167	\$60,000	\$98,500	\$109,000
	Utilities (Gas, Hydro, Water)	191	22%	\$114,126	\$32,093	\$111,800	\$202,218
	Other	13	1%	\$111,686	\$56,500	\$115,000	\$195,000

#### PROBE RESEARCH INC.

## Industry Sector Salaries Geoscientists

#### Industry Sector Statistics (Geoscientists)

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		# Reported	% Reported	Mean Base Salary	Minimum	Median	Maximum
Industry sector	Total	22	100%	\$101,812	\$58,000	\$94,500	\$190,000
_	Construction	1	5%	\$77,000	\$77,000	\$77,000	\$77,000
	Consulting	2	9%	\$97,500	\$60,000	\$97,500	\$135,000
	Education	2	9%	\$88,266	\$76,531	\$88,266	\$100,000
	Environmental	4	18%	\$67,348	\$58,000	\$68,097	\$75,200
	Mineral Exploration	6	27%	\$111,540	\$70,000	\$96,750	\$190,000
	Mining	4	18%	\$125,750	\$96,000	\$121,000	\$165,000
	Petroleum	1	5%	\$160,000	\$160,000	\$160,000	\$160,000
	Research & Development	2	9%	\$94,850	\$93,000	\$94,850	\$96,700

# Industry Sector Salaries EITs / GITs

Industry Sector Statistics (EITs/GITs)

		# Reported	% Reported	Mean Base Salary	Minimum	Median	Maximum
Industry sector	Total	293	100%	\$67,633	\$24,000	\$64,000	\$195,000
-	Aerospace	17	6%	\$72,804	\$24,000	\$64,000	\$131,800
	Agricultural/Equipment	21	7%	\$59,586	\$45,760	\$56,325	\$80,000
	Agriculture/Food	10	3%	\$84,653	\$55,000	\$64,110	\$195,000
	Biomedical	6	2%	\$70,734	\$60,907	\$70,500	\$80,000
	Chemical	2	1%	\$85,000	\$85,000	\$85,000	\$85,000
	Communications	1	0%	\$98,000	\$98,000	\$98,000	\$98,000
	Computer/Software	7	2%	\$76,250	\$52,000	\$74,750	\$103,000
	Construction	32	11%	\$65,703	\$38,480	\$62,744	\$98,810
	Consulting	69	24%	\$63,547	\$35,700	\$62,000	\$120,000
	Electronics	6	2%	\$65,035	\$53,000	\$68,000	\$71,000
	Environmental	10	3%	\$59,588	\$38,000	\$59,088	\$79,000
	Health Care	3	1%	\$70,241	\$66,724	\$70,000	\$74,000
	Heavy Electrical	2	1%	\$58,000	\$56,000	\$58,000	\$60,000
	Manufacturing	48	16%	\$69,334	\$40,000	\$64,750	\$128,000
	Mechanical Equipment	4	1%	\$62,330	\$55,000	\$60,750	\$72,821
	Metals - Fabricating	2	1%	\$57,180	\$47,800	\$57,180	\$66,560
	Metals - Primary	2	1%	\$76,750	\$70,500	\$76,750	\$83,000
	Mineral Exploration	4	1%	\$78,325	\$65,000	\$75,150	\$98,000
	Mining	2	1%	\$72,500	\$65,000	\$72,500	\$80,000
	Municipal	1	0%				
	Petroleum	4	1%	\$86,125	\$74,000	\$85,250	\$100,000
	Pharmaceutical	3	1%	\$73,000	\$73,000	\$73,000	\$73,000
	Research & Development	1	0%				
	Telecommunications	1	0%	\$98,000	\$98,000	\$98,000	\$98,000
	Transportation	15	5%	\$68,250	\$47,000	\$67,500	\$89,000
	Utilities (Gas, Hydro, Water)	13	4%	\$74,277	\$56,500	\$75,000	\$100,000
	Other	7	2%	\$58,782	\$45,600	\$62,100	\$70,000

## Job Function Salaries Total

#### Job Function Statistics

		# Reported	% Reported	Mean Base Salary	Minimum	Median	Maximum
Principal job function	Total	1201	100%	\$98,206	\$0	\$95,000	\$260,250
	Administrative Services	18	1%	\$118,502	\$54,000	\$119,000	\$235,000
	Computer Services	5	0%	\$97,070	\$67,500	\$100,000	\$110,000
	Design	346	29%	\$83,329	\$32,093	\$79,000	\$225,000
	Maintenance	38	3%	\$98,080	\$62,000	\$104,364	\$128,209
	Management	215	18%	\$126,883	\$55,000	\$122,000	\$232,500
	Marketing/Sales	21	2%	\$103,904	\$0	\$95,000	\$202,218
	Mineral Exploration	5	0%	\$105,600	\$65,000	\$71,000	\$190,000
	Mining	4	0%	\$102,125	\$70,500	\$108,000	\$122,000
	Planning	59	5%	\$100,374	\$49,000	\$99,462	\$170,000
	Production	34	3%	\$86,080	\$52,470	\$79,500	\$198,000
	Project Management	246	20%	\$96,719	\$0	\$94,953	\$190,000
	Quality Assurance	32	3%	\$84,316	\$45,760	\$82,000	\$141,100
	Research & Development	46	4%	\$91,927	\$24,000	\$88,800	\$260,250
	Software Development	25	2%	\$86,397	\$52,599	\$78,175	\$132,000
	Teaching	10	1%	\$118,492	\$85,000	\$114,108	\$155,000
	Technical Support	63	5%	\$93,779	\$45,600	\$97,006	\$153,000
	Other	34	3%	\$96,993	\$55,000	\$89,500	\$225,000