



SANTA MONICA COLLEGE

Classified Salary Schedules
Instructional Assistant & Paraprofessional
Office, Technical & Business Unit
Operations & Support Unit

Revised 7/5/2024

Office of Human Resources

July 1, 2023

SANTA MONICA COMMUNITY COLLEGE DISTRICT**INSTRUCTIONAL ASSISTANT AND PARAPROFESSIONAL UNIT CLASSIFICATIONS
OFFICE, TECHNICAL AND BUSINESS SERVICES UNIT CLASSIFICATIONS
OPERATIONS AND SUPPORT UNIT CLASSIFICATIONS**

CLASSIFICATION	RANGE
A	
ACADEMIC RECORDS EVALUATOR	33
ACADEMIC SCHEDULING SPECIALIST	34
ACCOMPANIST-DANCE	31
ACCOMPANIST-DANCE PERFORMANCE	34
ACCOMPANIST-MUSIC	31
ACCOMPANIST-MUSIC PERFORMANCE	34
ACCOUNTANT	42
ACCOUNTING SPECIALIST	32
ACCOUNTING TECHNICIAN	34
ADMINISTRATIVE ASSISTANT I	28
ADMINISTRATIVE ASSISTANT II	32
ADMINISTRATIVE ASSISTANT III	39
ADMINISTRATIVE CLERK	21
ALTERNATE MEDIA SPECIALIST	39
ASSOCIATE PROGRAMMER ANALYST	42
ATHLETIC ACTIVITIES ASSISTANT	21
ATHLETIC AND KINESIOLOGY EQUIPMENT SPECIALIST	26
ATHLETIC TRAINER	41
AUDIO/VISUAL EQUIPMENT TECHNICIAN	34
B	
BASIC NEEDS PROJECT ASSISTANT	28
BOOKSTORE CLERK/CASHIER	14
BUDGET ANALYST	38
BUYER I	33
BUYER II	41
C	
CAMPUS SAFETY OFFICER	26
CAMPUS STORE OPERATIONS ASSISTANT	26
CAMPUS STORE OPERATIONS COORDINATOR	30
CAREER EDUCATION SPECIALIST	40
CAREER SERVICES ADVISOR	36
CARPENTER	39
CASE MANAGEMENT COORDINATOR	51
CENTRAL PLANT OPERATOR	43
CLINICAL PLACEMENT SPECIALIST	34
COMMUNITY COLLEGE POLICE DISPATCHER	31
COSMETOLOGY ASSISTANT	21
COSTUME DESIGNER	35
COURSE MATERIALS BUYER	33
CURRICULUM SPECIALIST	34
CUSTODIAN	19
CUSTOMER SERVICES ASSISTANT	18

D	
DANCE PRODUCTION SPECIALIST	31
DATABASE ADMINISTRATOR	58
DATABASE ANALYST	49
DISABLED STUDENT SERVICES ASSISTANT	21
DSPS SPECIALIST	32
E	
ELECTRICIAN	41
EMERGENCY AND SAFETY COORDINATOR	41
EMPLOYEE BENEFITS COORDINATOR	42
EMPLOYEE BENEFITS SPECIALIST	28
ENROLLMENT SERVICES SPECIALIST	30
ENTERPRISE BUSINESS SERVICES CLERK	24
ENTERPRISE BUSINESS SERVICES SPECIALIST	30
EOPS SPECIALIST	33
EVENTS ASSISTANT	14
EVENTS SCHEDULING SPECIALIST	31
F	
FILM PRODUCTION COORDINATOR	41
FINANCIAL AID SYSTEMS SPECIALIST	43
FINANCIAL AID & SCHOLARSHIP SPECIALIST	33
G	
GROUNDS EQUIPMENT OPERATOR	27
GRAPHIC DESIGNER	39
GROUNDS WORKER	22
H	
HEALTH ASSISTANT	26
HEALTH SCIENCES LEARNING LAB SPECIALIST	40
HUMAN RESOURCES ANALYST - LEAVES & BENEFITS	51
HUMAN RESOURCES ANALYST - OPERATIONS	51
HUMAN RESOURCES SPECIALIST	34
HUMAN RESOURCES TECHNICIAN	38
HVAC MECHANIC	41
I	
INFORMATION SYSTEMS ADMINISTRATOR	52
INFORMATION SYSTEMS ENGINEER	55
INFORMATION TECHNOLOGY SUPPORT SPECIALIST	37
INSTRUCTIONAL TUTOR-ENGLISH	28
INSTRUCTIONAL TUTOR-ESL	28
INSTRUCTIONAL ASSISTANT-LEARNING DISABILITIES	28
INSTRUCTIONAL TUTOR -MATH	28
INSTRUCTIONAL COMPUTER LAB TECHNICIAN - DESIGN & MEDIA TECHNOLOGY	32
INSTRUCTIONAL COMPUTER LAB TECHNICIAN - DIGITAL PHOTOGRAPHY	32
INSTRUCTIONAL & UNIVERSAL DESIGNER	51
INSTRUCTIONAL MEDIA SPECIALIST	41
INSURANCE PROGRAM SPECIALIST	38
INTERNATIONAL STUDENT SERVICES SPECIALIST	34
IRRIGATION SYSTEMS SPECIALIST	33
IT PROJECT ANALYST	51
IT USER SYSTEMS ADMINISTRATOR	49
J	
JOURNEYMAN TRADE - WELDING	39

K	
KCRW RADIO MEDIA AND PUBLIC RELATIONS OFFICER	44
KCRW RADIO PROGRAMMING ASSISTANT	27
KCRW RADIO PROGRAMMING TECHNICIAN	29
KCRW RADIO SERVICES ASSISTANT	28
KCRW RADIO STATION ASSISTANT ENGINEER	41
KCRW RADIO STATION ENGINEER	44
KCRW RADIO STATION RECORDING ENGINEER	37
KCRW RADIO SUBSCRIPTION SERVICES SENIOR SPECIALIST	40
KCRW RADIO WEBSITE NEWS PRODUCER	32
L	
LABORATORY TECHNICIAN-ART	32
LABORATORY TECHNICIAN-BROADCAST DIGITAL MEDIA	32
LABORATORY TECHNICIAN-CHEMISTRY	32
LABORATORY TECHNICIAN-FASHION	32
LABORATORY TECHNICIAN-LIFE SCIENCE	32
LABORATORY TECHNICIAN- PHOTOGRAPHY	32
LABORATORY TECHNICIAN-PHYSICS	32
LEAD CUSTODIAN	23
LEAD LABORATORY TECHNICIAN - ART	35
LEAD LABORATORY TECHNICIAN - CHEMISTRY	35
LEAD LABORATORY TECHNICIAN - LIFE SCIENCE	35
LEAD LIBRARY ASSISTANT-CIRCULATION	31
LEAD LIBRARY ASSISTANT-TECHNICAL SERVICES	31
LEAD RECEIVING, STOCKROOM AND DELIVERY WORKER	31
LEAD THEATER TECHNICIAN	39
LIBRARY ASSISTANT	26
LOCKSMITH	39
M	
MAIL SERVICES WORKER I	21
MAIL SERVICES WORKER II	25
MARKETING DESIGN COORDINATOR	48
MEDIA RESOURCES ASSISTANT	25
MERCHANDISING BUYER	33
MULTIMEDIA SPECIALIST	41
MULTIMEDIA SPECIALIST - CMD	41
MUSIC TECHNICAL ASSISTANT	27
N	
NETWORK ADMINISTRATOR	52
NETWORK ANALYST	47
NETWORK COMMUNICATIONS TECHNICIAN I	41
NETWORK COMMUNICATIONS TECHNICIAN II	45
NETWORK COMMUNICATIONS TECHNICIAN III	49
NETWORK ENGINEER	55
NURSE PRACTITIONER	64
O	
ONLINE LEARNING SERVICES SPECIALIST	30
OUTREACH AND RECRUITMENT SPECIALIST	34
P	
PAINTER	39
PAYROLL SPECIALIST	32

PARKING ENFORCEMENT OFFICER	20
PERSONNEL ANALYST	51
PERSONNEL SPECIALIST	28
PERSONNEL TECHNICIAN	38
PLANETARIUM STAFF ADMINISTRATOR	39
PLUMBER	41
POLICE SERVICES ASSISTANT	29
PRINCIPAL PROGRAMMER ANALYST	58
PROFESSIONAL DEVELOPMENT COORDINATOR	51
PROGRAM COORDINATOR - COMMUNITY EDUCATION	37
PROGRAM COORDINATOR - EMERITUS	37
PROGRAM COORDINATOR - WORKFORCE & ECONOMIC DEVELOPMENT	39
PROGRAM SPECIALIST	34
PROGRAMMER ANALYST	48
PROGRAMMER ANALYST III	50
PROPERTY CLERK	28
R	
RECEIVING, STOCKROOM & DELIVERY WORKER	27
RECYCLING PROGRAM SPECIALIST	34
REGISTERED NURSE - HEALTH SERVICES	48
REPROGRAPHICS TECHNICIAN	30
RESEARCH & PLANNING ANALYST	44
RESEARCH ASSISTANT	36
RISK AND INSURANCE COORDINATOR	45
S	
SENIOR ACADEMIC RECORDS EVALUATOR	36
SENIOR BUYER	45
SENIOR CAMPUS SAFETY OFFICER	29
SENIOR CAREER SERVICES ADVISOR	41
SENIOR COMMUNITY COLLEGE POLICE DISPATCHER	34
SENIOR ENROLLMENT SERVICES SPECIALIST	32
SENIOR EOPS SPECIALIST	35
SENIOR FINANCIAL AID & SCHOLARSHIP SPECIALIST	35
SENIOR GROUNDS EQUIPMENT OPERATOR	33
SENIOR GRAPHIC DESIGNER	45
SENIOR INFORMATION TECHNOLOGY SUPPORT SPECIALIST	41
SENIOR ONLINE LEARNING SERVICES SPECIALIST	36
SENIOR PROGRAMMER ANALYST	54
SENIOR REPROGRAPHICS TECHNICIAN	32
SENIOR RESEARCH ANALYST	49
SENIOR STUDENT SERVICES SPECIALIST-ASSESSMENT SERVICES	32
SENIOR STUDENT SERVICES SPECIALIST-INTERNATIONAL STUDENTS	36
SENIOR VETERANS RESOURCE SPECIALIST	36
SENIOR TECHNOLOGY USER SUPPORT SPECIALIST	43
SHUTTLE DRIVER	26
SIGN LANGUAGE INTERPRETER I	34
SIGN LANGUAGE INTERPRETER II	41
SIGN LANGUAGE INTERPRETER III	46
SKILLED MAINTENANCE WORKER I	31
SKILLED MAINTENANCE WORKER II	36

STAGE DESIGN TECHNICIAN	35
STAGE TECHNICIAN- LIGHTING	35
STAGE TECHNICIAN- SCENERY	35
STAGE TECHNICIAN- SOUND	35
STUDENT COMMUNICATIONS COORDINATOR	38
STUDENT JUDICIAL AFFAIRS SPECIALIST	34
STUDENT SERVICES ASSISTANT	25
STUDENT SERVICES CLERK	21
STUDENT SERVICES SPECIALIST	30
STUDENT ONBOARDING SPECIALIST	30
SUPPLEMENTAL INSTRUCTION COORDINATOR	36
SWITCHBOARD OPERATOR	18
T	
THEATER ARTS OPERATIONS ASSISTANT	29
THEATRE TECHNICAL DIRECTOR	43
THEATER TECHNICAL SPECIALIST	37
THEATER TECHNICIAN	33
TRANSFER & ARTICULATION SPECIALIST	34
TRANSPORTATION OPERATIONS COORDINATOR	31
TUTORING COORDINATOR - BUSINESS	34
TUTORING COORDINATOR - ENGLISH AND HUMANITIES	34
TUTORING COORDINATOR - LEARNING DISABILITIES	34
TUTORING COORDINATOR - MATH	34
TUTORING COORDINATOR - MODERN LANGUAGE	34
TUTORING COORDINATOR - SCIENCE	34
V	
VETERANS RESOURCE SPECIALIST	32
W	
WEB CONTENT DEVELOPER	36
WEB SERVICES COORDINATOR	45
WORKFORCE AND ECONOMICS DEVELOPMENT SPECIALIST	34

SANTA MONICA COMMUNITY COLLEGE DISTRICT

CLASSIFIED MONTHLY SALARY SCHEDULE - July 1, 2023 (6.165%)

Approved January 17, 2023

OPERATIONS & SUPPORT UNIT**OFFICE, TECHNICAL AND BUSINESS SERVICES UNIT****INSTRUCTIONAL ASSISTANT & PARAPROFESSIONAL UNIT**

Range No.	A	B	C	D	E	Hourly/Step A
14	\$3,608	\$3,788	\$3,977	\$4,176	\$4,385	\$20.82
15	\$3,700	\$3,885	\$4,079	\$4,283	\$4,497	\$21.35
16	\$3,788	\$3,977	\$4,176	\$4,385	\$4,604	\$21.85
17	\$3,885	\$4,079	\$4,283	\$4,497	\$4,722	\$22.41
18	\$3,977	\$4,176	\$4,385	\$4,604	\$4,834	\$22.94
19	\$4,079	\$4,283	\$4,497	\$4,722	\$4,958	\$23.53
20	\$4,176	\$4,385	\$4,604	\$4,834	\$5,076	\$24.09
21	\$4,283	\$4,497	\$4,722	\$4,958	\$5,206	\$24.71
22	\$4,385	\$4,604	\$4,834	\$5,076	\$5,330	\$25.30
23	\$4,497	\$4,722	\$4,958	\$5,206	\$5,466	\$25.94
24	\$4,604	\$4,834	\$5,076	\$5,330	\$5,596	\$26.56
25	\$4,722	\$4,958	\$5,206	\$5,466	\$5,739	\$27.24
26	\$4,834	\$5,076	\$5,330	\$5,596	\$5,876	\$27.89
27	\$4,958	\$5,206	\$5,466	\$5,739	\$6,026	\$28.60
28	\$5,076	\$5,330	\$5,596	\$5,876	\$6,170	\$29.28
29	\$5,206	\$5,466	\$5,739	\$6,026	\$6,327	\$30.03
30	\$5,330	\$5,596	\$5,876	\$6,170	\$6,479	\$30.75
31	\$5,466	\$5,739	\$6,026	\$6,327	\$6,643	\$31.53
32	\$5,596	\$5,876	\$6,170	\$6,479	\$6,803	\$32.28
33	\$5,739	\$6,026	\$6,327	\$6,643	\$6,975	\$33.11
34	\$5,876	\$6,170	\$6,479	\$6,803	\$7,143	\$33.90
35	\$6,026	\$6,327	\$6,643	\$6,975	\$7,324	\$34.77
36	\$6,170	\$6,479	\$6,803	\$7,143	\$7,500	\$35.60
37	\$6,327	\$6,643	\$6,975	\$7,324	\$7,690	\$36.50
38	\$6,479	\$6,803	\$7,143	\$7,500	\$7,875	\$37.38
39	\$6,643	\$6,975	\$7,324	\$7,690	\$8,075	\$38.33
40	\$6,803	\$7,143	\$7,500	\$7,875	\$8,269	\$39.25
41	\$6,975	\$7,324	\$7,690	\$8,075	\$8,479	\$40.24
42	\$7,143	\$7,500	\$7,875	\$8,269	\$8,682	\$41.21
43	\$7,324	\$7,690	\$8,075	\$8,479	\$8,903	\$42.25
44	\$7,500	\$7,875	\$8,269	\$8,682	\$9,116	\$43.27

Range No.	A	B	C	D	E	Hourly/Step A
45	\$7,690	\$8,075	\$8,479	\$8,903	\$9,348	\$44.37
46	\$7,875	\$8,269	\$8,682	\$9,116	\$9,572	\$45.43
47	\$8,075	\$8,479	\$8,903	\$9,348	\$9,815	\$46.59
48	\$8,269	\$8,682	\$9,116	\$9,572	\$10,051	\$47.71
49	\$8,479	\$8,903	\$9,348	\$9,815	\$10,306	\$48.92
50	\$8,682	\$9,116	\$9,572	\$10,051	\$10,554	\$50.09
51	\$8,903	\$9,348	\$9,815	\$10,306	\$10,821	\$51.36
52	\$9,116	\$9,572	\$10,051	\$10,554	\$11,082	\$52.59
53	\$9,348	\$9,815	\$10,306	\$10,821	\$11,362	\$53.93
54	\$9,572	\$10,051	\$10,554	\$11,082	\$11,636	\$55.22
55	\$9,815	\$10,306	\$10,821	\$11,362	\$11,930	\$56.63
56	\$10,051	\$10,554	\$11,082	\$11,636	\$12,218	\$57.99
57	\$10,306	\$10,821	\$11,362	\$11,930	\$12,526	\$59.46
58	\$10,554	\$11,082	\$11,636	\$12,218	\$12,829	\$60.89
59	\$10,821	\$11,362	\$11,930	\$12,526	\$13,152	\$62.43
60	\$11,082	\$11,636	\$12,218	\$12,829	\$13,470	\$63.93
61	\$11,362	\$11,930	\$12,526	\$13,152	\$13,810	\$65.55
62	\$11,636	\$12,218	\$12,829	\$13,470	\$14,144	\$67.13
63	\$11,930	\$12,526	\$13,152	\$13,810	\$14,500	\$68.83
64	\$12,218	\$12,829	\$13,470	\$14,144	\$14,851	\$70.49
65	\$12,526	\$13,152	\$13,810	\$14,500	\$15,225	\$72.27
66	\$12,829	\$13,470	\$14,144	\$14,851	\$15,594	\$74.01
67	\$13,152	\$13,810	\$14,500	\$15,225	\$15,986	\$75.88
68	\$13,470	\$14,144	\$14,851	\$15,594	\$16,374	\$77.71
69	\$13,810	\$14,500	\$15,225	\$15,986	\$16,785	\$79.67
70	\$14,144	\$14,851	\$15,594	\$16,374	\$17,193	\$81.60
71	\$14,500	\$15,225	\$15,986	\$16,785	\$17,624	\$83.65
72	\$14,851	\$15,594	\$16,374	\$17,193	\$18,053	\$85.68
73	\$15,225	\$15,986	\$16,785	\$17,624	\$18,505	\$87.84
74	\$15,594	\$16,374	\$17,193	\$18,053	\$18,956	\$89.97
75	\$15,986	\$16,785	\$17,624	\$18,505	\$19,430	\$92.23

- The Salary Schedule amount shall be computed across the board from bottom up.
- New Employees enter on Column A; after a six month probationary period advance to Column B; thereafter advance one column after completion of an additional year of service.
- An additional increase of two ranges on the salary schedule (approximately 5%) is received after 5, 10, 15, 20, 25, 30, 35 and 40 years of service with the college district.
- Night Shift #1-Differential of two ranges (approximately 5%).
- Night Shift #2-Differential of four ranges (approximately 10%).
- Split Shift—Differential of two ranges (approximately 5%).
- Special Assignments with odd days, including Saturday and Sunday, and/or unusual working hours shall receive a difference in pay of two ranges on the salary schedule (approximately 5%). Employees who receive a special assignment differential may have their work schedule modified at any time depending on the needs of the department.
- Differentials of shorthand, bilingual or multilingual proficiency are granted in positions which require the skill.
- Educational Pay Differential: An employee may receive educational pay differentials for no more than a combination of any two of the following: educational certificates, professional licenses, or degrees
 - Associate of Arts/Science Degree (2.5%)
 - Bachelor of Arts/Science Degree (2.5%)
 - Master of Arts/Science Degree (2.5%)
 - Educational Certificate (.75%)
 - Professional License (1.5%)

SANTA MONICA COMMUNITY COLLEGE DISTRICT

CLASSIFIED HOURLY SALARY SCHEDULE - July 1, 2023 6.165%)

Approved January 17, 2023

OPERATIONS & SUPPORT UNIT**OFFICE, TECHNICAL AND BUSINESS SERVICES UNIT****INSTRUCTIONAL ASSISTANT & PARAPROFESSIONAL UNIT**

Range No.	A	B	C	D	E
14	\$20.82	\$21.85	\$22.94	\$24.09	\$25.30
15	\$21.35	\$22.41	\$23.53	\$24.71	\$25.94
16	\$21.85	\$22.94	\$24.09	\$25.30	\$26.56
17	\$22.41	\$23.53	\$24.71	\$25.94	\$27.24
18	\$22.94	\$24.09	\$25.30	\$26.56	\$27.89
19	\$23.53	\$24.71	\$25.94	\$27.24	\$28.60
20	\$24.09	\$25.30	\$26.56	\$27.89	\$29.28
21	\$24.71	\$25.94	\$27.24	\$28.60	\$30.03
22	\$25.30	\$26.56	\$27.89	\$29.28	\$30.75
23	\$25.94	\$27.24	\$28.60	\$30.03	\$31.53
24	\$26.56	\$27.89	\$29.28	\$30.75	\$32.28
25	\$27.24	\$28.60	\$30.03	\$31.53	\$33.11
26	\$27.89	\$29.28	\$30.75	\$32.28	\$33.90
27	\$28.60	\$30.03	\$31.53	\$33.11	\$34.77
28	\$29.28	\$30.75	\$32.28	\$33.90	\$35.60
29	\$30.03	\$31.53	\$33.11	\$34.77	\$36.50
30	\$30.75	\$32.28	\$33.90	\$35.60	\$37.38
31	\$31.53	\$33.11	\$34.77	\$36.50	\$38.33
32	\$32.28	\$33.90	\$35.60	\$37.38	\$39.25
33	\$33.11	\$34.77	\$36.50	\$38.33	\$40.24
34	\$33.90	\$35.60	\$37.38	\$39.25	\$41.21
35	\$34.77	\$36.50	\$38.33	\$40.24	\$42.25
36	\$35.60	\$37.38	\$39.25	\$41.21	\$43.27
37	\$36.50	\$38.33	\$40.24	\$42.25	\$44.37
38	\$37.38	\$39.25	\$41.21	\$43.27	\$45.43
39	\$38.33	\$40.24	\$42.25	\$44.37	\$46.59
40	\$39.25	\$41.21	\$43.27	\$45.43	\$47.71
41	\$40.24	\$42.25	\$44.37	\$46.59	\$48.92
42	\$41.21	\$43.27	\$45.43	\$47.71	\$50.09
43	\$42.25	\$44.37	\$46.59	\$48.92	\$51.36
44	\$43.27	\$45.43	\$47.71	\$50.09	\$52.59
45	\$44.37	\$46.59	\$48.92	\$51.36	\$53.93
46	\$45.43	\$47.71	\$50.09	\$52.59	\$55.22

Range No.	A	B	C	D	E
47	\$46.59	\$48.92	\$51.36	\$53.93	\$56.63
48	\$47.71	\$50.09	\$52.59	\$55.22	\$57.99
49	\$48.92	\$51.36	\$53.93	\$56.63	\$59.46
50	\$50.09	\$52.59	\$55.22	\$57.99	\$60.89
51	\$51.36	\$53.93	\$56.63	\$59.46	\$62.43
52	\$52.59	\$55.22	\$57.99	\$60.89	\$63.93
53	\$53.93	\$56.63	\$59.46	\$62.43	\$65.55
54	\$55.22	\$57.99	\$60.89	\$63.93	\$67.13
55	\$56.63	\$59.46	\$62.43	\$65.55	\$68.83
56	\$57.99	\$60.89	\$63.93	\$67.13	\$70.49
57	\$59.46	\$62.43	\$65.55	\$68.83	\$72.27
58	\$60.89	\$63.93	\$67.13	\$70.49	\$74.01
59	\$62.43	\$65.55	\$68.83	\$72.27	\$75.88
60	\$63.93	\$67.13	\$70.49	\$74.01	\$77.71
61	\$65.55	\$68.83	\$72.27	\$75.88	\$79.67
62	\$67.13	\$70.49	\$74.01	\$77.71	\$81.60
63	\$68.83	\$72.27	\$75.88	\$79.67	\$83.65
64	\$70.49	\$74.01	\$77.71	\$81.60	\$85.68
65	\$72.27	\$75.88	\$79.67	\$83.65	\$87.84
66	\$74.01	\$77.71	\$81.60	\$85.68	\$89.97
67	\$75.88	\$79.67	\$83.65	\$87.84	\$92.23
68	\$77.71	\$81.60	\$85.68	\$89.97	\$94.47
69	\$79.67	\$83.65	\$87.84	\$92.23	\$96.84
70	\$81.60	\$85.68	\$89.97	\$94.47	\$99.19
71	\$83.65	\$87.84	\$92.23	\$96.84	\$101.68
72	\$85.68	\$89.97	\$94.47	\$99.19	\$104.15
73	\$87.84	\$92.23	\$96.84	\$101.68	\$106.76
74	\$89.97	\$94.47	\$99.19	\$104.15	\$109.36
75	\$92.23	\$96.84	\$101.68	\$106.76	\$112.10