

Management Fee: Based on Contractor meeting or exceeding the performance measures listed in **Schedule A** below each quarter. Each of the eight (8) Performance Measures are based on the weighted percentage assigned below in **Chart B**. The total allowable performance to be invoiced is based on the original contract amount of total direct costs \$514,056 (not including Participant Services Expenses) plus the Total Indirect Rate (10.11% or \$ 51,991) totaling \$56,602. Upon Contractor meeting a performance measure in a quarter the Quarterly amount listed in **Chart B** may be invoiced.

Contractor will invoice the at the end of each Quarter for the previous quarters performance. If a performance measures was not met during the quarter, but the measure is met the follow quarter the Contract my invoice for performance obtained for the quarters met.

- Q1 - July 1, 2014 - September 30, 2014
- Q2 - October 1, 2014 - December 31, 2014
- Q3 - January 1, 2015 - March 31, 2015
- Q4 - April 1, 2015 - June 30, 2015

Chart A

Common and VA Workforce Council Performance Measures

| Youth Measures | PY2013 Negotiated Level | Quarter 3 Performance | State Level PY2014 PERFORMANCE LEVELS | LWIA PROPOSED PY2014 LEVELS | Quarter 1 (July - Sept) | Quarter 2 (Oct - Dec) | Quarter 3 (Jan - March) | Quarter 4 (April - June) |
|--|-------------------------|-----------------------|---------------------------------------|-----------------------------|-------------------------|-----------------------|-------------------------|--------------------------|
| Literacy / Numeracy Gains | 52.0% | 70.6% | 57.0% | 57.0% | 57.0% | 57.0% | 57.0% | 57.0% |
| Placement in Employment or Education | 61.0% | 51.9% | 63.0% | 63.0% | 52.0% | 56.0% | 60.0% | 63.0% |
| Attainment of Degree or Certificate Rate | 61.0% | 60.3% | 65.0% | 65.0% | 65.0% | 65.0% | 65.0% | 65.0% |

Virginia Workforce Counsel

| | | | | | | | | |
|---|-------|-------|-------|-------|-------|-------|-------|-------|
| Career Readiness Certificate Attainment Level | 18.0% | 34.2% | 25.0% | 25.0% | 25.0% | 25.0% | 25.0% | 25.0% |
|---|-------|-------|-------|-------|-------|-------|-------|-------|

New Enrollments

| Area | ISY and ISY New Enrollments | Quarter 1 (July - Sept) | Quarter 2 (Oct - Dec) | Quarter 3 (Jan - March) | Quarter 4 (April - June) |
|----------------------|-----------------------------|-------------------------|-----------------------|-------------------------|--------------------------|
| Pittsylvania | 17 | 4 | 4 | 5 | 4 |
| Danville | 30 | 7 | 7 | 8 | 8 |
| Henry / Martinsville | 30 | 7 | 7 | 8 | 8 |
| Patrick | 20 | 4 | 5 | 6 | 5 |
| Totals | 97 | 22 | 23 | 27 | 25 |

Chart B

| Measure | Percentage of the Management Fee | Total Performance Allowances | Quarter 1 (July - Sept) | Quarter 2 (Oct - Dec) | Quarter 3 (Jan - March) | Quarter 4 (April - June) |
|--------------------------------------|----------------------------------|------------------------------|-------------------------|-----------------------|-------------------------|--------------------------|
| Literacy and Numeracy Gains | 15% | \$8,490.30 | \$2,122.58 | \$2,122.58 | \$2,122.58 | \$2,122.58 |
| Placement in Employment or Education | 15% | \$8,490.30 | \$2,122.58 | \$2,122.58 | \$2,122.58 | \$2,122.58 |
| Rate | 15% | \$8,490.30 | \$2,122.58 | \$2,122.58 | \$2,122.58 | \$2,122.58 |
| Attainment Level | 15% | \$8,490.30 | \$2,122.58 | \$2,122.58 | \$2,122.58 | \$2,122.58 |
| Totals | 60% | \$33,961.20 | \$8,490.30 | \$8,490.30 | \$8,490.30 | \$8,490.30 |

Danville /Pi 29759
Martinsville 21183
5660
56602

| Area | the Management Fee | Total Performance Allowances | Total Performance Allowances | Quarter 1 (July - Sept) | Quarter 2 (Oct - Dec) | Quarter 3 (Jan - March) |
|----------------------|--------------------|------------------------------|------------------------------|-------------------------|-----------------------|-------------------------|
| Pittsylvania | 10% | \$5,660.20 | \$1,415.05 | \$1,415.05 | \$1,415.05 | \$1,415.05 |
| Danville | 10% | \$5,660.20 | \$1,415.05 | \$1,415.05 | \$1,415.05 | \$1,415.05 |
| Henry / Martinsville | 10% | \$5,660.20 | \$1,415.05 | \$1,415.05 | \$1,415.05 | \$1,415.05 |
| Patrick | 10% | \$5,660.20 | \$1,415.05 | \$1,415.05 | \$1,415.05 | \$1,415.05 |
| Totals | 40% | \$22,640.80 | \$5,660.20 | \$5,660.20 | \$5,660.20 | \$5,660.20 |