



WEST PIEDMONT REGION

**West Piedmont Workforce Development Board  
WIOA Adult, Dislocated Worker, Youth, One-Stop Operator Services  
CONTRACT**

This CONTRACT MODIFICATION is made and entered into as the 1<sup>st</sup> day of July 2023, by and among the West Piedmont Workforce Development Board, hereinafter called BOARD and Ross Innovative Employment Solutions, hereinafter called CONTRACTOR to exercise contract renewal for the program year ending June 30, 2024.

Contract Name: Ross Innovative Employment Solutions  
Corporate Address: 301 Orchard Street, Suite 2  
Saint Clair, Michigan 48079  
Phone: 810-326-4447  
Website: [www.rossworks.com](http://www.rossworks.com)

All provisions in the original CONTRACT will continue with the following changes:

**PARTICIPANT SUMMARY** July 1, 2023 thru June 30, 2024

Funding Stream	Carryover Participants	New Participants
WIOA Adult	57	70
WIOA Dislocated Worker	13	18
Youth	12	21

**CONTRACT FUNDING** July 1, 2023 thru June 30, 2024

Funding Stream	Funding Level (NOO+Carryover)	Training*
WIOA Adult	\$533,428.16	\$255,843.25
WIOA Dislocated Worker	\$251,837.64	\$156,138.31
Youth (75% must be spent on out-of-school)	\$364,734.20	\$129,871.58
<b>Total</b>	<b>\$1,150,000.00</b>	<b>\$541,853.14</b>
<i>*NOO+Carryover Budget is attached. Adult/DW training allocation includes Case Manager salary and benefits.</i>		



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Funding levels may change based on availability of additional funds. Any funding changes will be documented in an official email from the CEO of the West Piedmont Workforce Development Board to Ross Innovative Employment Solutions.

## **PERFORMANCE MEASURES**

The CONTRACTOR shall meet and/or exceed the BOARD's negotiated performance measures for WIOA, which will be provided when finalized.

The CONTRACTOR will provide a monthly report to show progress toward These performance measurers.

The CONTRACTOR will provide at least 2 success stories each month.

The CONTRACTOR will spend at least 80% of training dollars totaling \$433,483.

The CONTRACTOR will meet the 20% Youth Work Experience requirement.

The CONTRACTOR will provide a monthly invoice for reimbursement on or before the 12<sup>th</sup> of each month.

The CONTRACTOR will provide a year-end closeout report to include all expenses by July 15th.

Expenses for the previous year received after July 15th or after the closeout report submission will not be paid.

## **MANAGEMENT FEE**

The negotiated management fee will be paid out by funding stream on the final invoice as follows:

- At fiscal year-end
- Meet or exceed negotiated performance levels
- Meet or exceed planned new enrollments

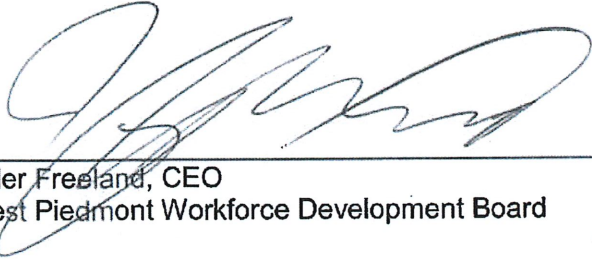
Accepted:



Shawn Brenner, CEO  
Ross IES

6/30/2023

Date



Tyler Fresland, CEO  
West Piedmont Workforce Development Board

6/30/2023

Date

Ross  
 PY 23-24 Budget  
 Total Allocation  
 \$ 1,150,000.00

100% Carryover

	Adult	DW	Total Youth	Total	25% Youth In	75% Youth Out	Total Youth	Total Case Sal & Ben
Total Allocation by Program	46.4%	21.90%	31.72%	1,150,000.00				
Total Admin (10%)	533,428.16	251,837.64	364,734.20	1,150,000.00				
Total after Admin	533,428.16		364,734.20	1,150,000.00				
Total Training 40% Adult/DW, 25% Youth	(255,843.25)	(156,138.31)	(129,871.58)	(541,853.14)				
IWT Training	(255,843.25)	(156,138.31)	(129,871.58)	(541,853.14)				
Total Training to Ross	277,584.91	95,699.33	234,862.62	608,146.86				
Remaining Allocation after Admin and Training								
Other Operational for PY								
Other Operational set aside for PY								
Other Operational for PY 3 months								
Total other operational (all contracts except Ross)								
Remaining after other operational	277,584.91	95,699.33	234,862.62	608,146.86				
Contractors, & One stop for PY 3 months (Ross)								
Contractors, & One stop for PY 3 months (Ross)								
Total Remaining for Allocation to Contractors	277,584.91	95,699.33	234,862.62	608,146.86				
Total Remaining for Allocation to Contractors	277,584.91	95,699.33	234,862.62	608,146.86				
Operational:								
Danville and Pittsylvania Co (55%)	152,671.70	52,634.63	129,174.44	334,480.77				
Case Manager Salaries & Benefits	46,701.38	22,048.13						
Danville and Pittsylvania Co (55%) One Stop	97,154.72	33,494.77	82,201.92	212,851.40				
Martinsville-HC (35%)	29,719.38	14,090.69						
Case Manager Salaries & Benefits								
Martinsville-HC (35%) One Stop	27,758.49	9,569.93	23,486.26	60,814.69				
Patrick Co. (10%)	8,491.25	4,098.75						
Case Manager Salaries & Benefits								
Patrick Co. (10%) One Stop	362,497.41	135,786.83	234,862.62	733,146.86				
Total to contractors and one stop	362,497.41	135,786.83	234,862.62	733,146.86				
Other Operational								
Total contractors, other operational, and one stop w/o training								
Training:								
Danville and Pittsylvania Co (55%)	94,011.91	63,827.95	71,429.37	229,269.23	17,857.34	53,572.03	71,429.37	
Martinsville-HC (35%)	59,825.76	40,617.78	45,455.05	145,898.60	11,363.76	34,091.29	45,455.05	
Patrick Co. (10%)	17,083.08	11,605.08	12,987.16	41,685.31	3,246.79	9,740.37	12,987.16	
Total Training	170,930.75	116,050.81	129,871.58	416,853.14	32,467.90	97,403.69	129,871.58	
Total contractors, other operational, one stop, training	533,428.16	251,837.64	364,734.20	1,150,000.00	91,183.55	273,550.65	364,734.20	
Danville and Pittsylvania Co (55%)	293,385.49	138,510.70	200,603.81	632,500.00	50,150.95	150,452.86	200,603.81	
Martinsville-HC (35%)	186,699.86	88,143.17	127,656.97	402,500.00	31,914.24	95,742.73	127,656.97	
Patrick Co. (10%)	53,342.82	25,183.76	36,473.42	115,000.00	9,118.36	27,355.07	36,473.42	
Other operational	533,428.16	251,837.64	364,734.20	1,150,000.00	91,183.55	273,550.65	364,734.20	
Admin								
PY for contractors & One stop 3 months								
PY for contractors & One stop 3 months								
PY for other operational 3 months								
PY for other operational 3 months								
IWT Training								
Total Allocation by Program	533,428.16	251,837.64	364,734.20	1,150,000.00	91,183.55	273,550.65	364,734.20	

Ross

1,150,000.00 Budget

\* Adult/DW Training includes actual training spent as well as associated Case Manager Salaries and Benefits.