



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 2024, 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, 2025.

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, 2024 thru June 30, 2025

Funding Stream	Carryover Participants	New Participants
WIOA Adult	72	75
WIOA Dislocated Worker	17	20
Youth	13	22

**CONTRACT FUNDING** July 1, 2024 thru June 30, 2025

Funding Stream	Funding Level (NOO+Carryover)	Training*
WIOA Adult	\$460,705.27	\$195,279.12
WIOA Dislocated Worker	\$298,046.43	\$144,250.39
Youth (75% must be spent on out-of-school)	\$341,248.30	\$120,956.85
<b>Total</b>	<b>\$1,100,000.00</b>	<b>\$460,486.36</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 \$368,389.

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:



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Shawn Brenner, CEO  
Ross IES

6-30-2024

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Date



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Tyler Freeland, CEO  
West Piedmont Workforce Development Board

6-30-2024

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Date

Ross PY 24-25 Budget	Total Allocation \$ 1,100,000.00	NOO+Carryover				
	Adult	DW	Total Youth	Total		
	41.9%	27.10%	31.02%	1,100,000.00		
Total Allocation by Program	460,705.27	298,046.43	341,248.30	1,100,000.00		
Total Admin (10%)	460,705.27	298,046.43	341,248.30	1,100,000.00		
Total after Admin	(195,279.12)	(144,250.39)	(120,956.85)	(460,486.36)		
Total Training 40% Adult/DW, 25% Youth	(195,279.12)	(144,250.39)	(120,956.85)	(460,486.36)		
IWT Training	265,426.15	153,796.04	220,291.45	639,513.64		
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	265,426.15	153,796.04	220,291.45	639,513.64		
Contractors, & One stop for PY 3 months (Ross)	-	-	-	-		
Contractors, & One stop for PY 3 months (Ross)	-	-	-	-		
Total Remaining for Allocation to Contractors	265,426.15	153,796.04	220,291.45	639,513.64		
Total Remaining for Allocation to Contractors	265,426.15	153,796.04	220,291.45	639,513.64		
Operational:						
Danville and Pittsylvania Co (55%)	145,984.38	84,587.82	121,160.30	351,732.50		
Case Manager Salaries & Benefits	46,701.88	22,048.13	77,102.01	223,829.77		
Danville and Pittsylvania Co (55%) One Stop	92,899.15	53,828.61	77,102.01	223,829.77		
Martinsville-HC (35%)	29,719.38	14,030.63	22,029.15	63,951.36		
Case Manager Salaries & Benefits	26,542.62	15,379.60	22,029.15	63,951.36		
Martinsville-HC (35%) One Stop	8,491.25	4,008.75	22,029.15	63,951.36		
Case Manager Salaries & Benefits	350,338.65	193,883.54	220,291.45	764,513.64		
Patrick Co. (10%) One Stop	350,338.65	193,883.54	220,291.45	764,513.64		
Total to contractors and one stop	350,338.65	193,883.54	220,291.45	764,513.64		
Other Operational	350,338.65	193,883.54	220,291.45	764,513.64		
Total contractors, other operational, and one stop w/o training	350,338.65	193,883.54	220,291.45	764,513.64		
Training:						
Danville and Pittsylvania Co (55%)	60,701.64	57,289.59	66,526.27	184,517.50		
Martinsville-HC (35%)	38,628.32	36,457.01	42,334.90	117,420.23		
Patrick Co. (10%)	11,036.66	10,416.29	12,095.69	33,548.64		
Total training	110,366.62	104,162.89	120,956.85	335,486.36		
Total contractors, other operational, one stop, training	460,705.27	298,046.43	341,248.30	1,100,000.00		
Danville and Pittsylvania Co (55%)	253,387.90	163,925.54	187,686.57	605,000.00		
Martinsville-HC (35%)	161,246.84	104,316.25	119,436.91	385,000.00		
Patrick Co. (10%)	46,070.53	29,804.64	34,124.83	110,000.00		
Other operational	460,705.27	298,046.43	341,248.30	1,100,000.00		
Admin	-	-	-	-		
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	460,705.27	298,046.43	341,248.30	1,100,000.00		

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

125,000.00 Total Case Sal & Ben

Ross  
1,100,000.00 Budget

25% Youth In 55,072.86  
75% Youth Out 165,218.59  
Total Youth 220,291.45