

**AMENDMENT I TO AGREEMENT**

THIS AMENDMENT, hereinafter referred to as Amendment I, is made and entered into this 18<sup>th</sup> day of June, 2024, by and between the **COUNTY OF FRESNO**, a Political Subdivision of the State of California, hereinafter referred to as "COUNTY," and **AMERICA WORKS OF CALIFORNIA, INC.**, a California For-Profit Corporation, whose address is 228 East 45<sup>th</sup> Street, 16<sup>th</sup> Floor, New York, NY 10017, hereinafter referred to as "CONTRACTOR."

**RECITALS:**

A. The parties entered into that certain Agreement, identified as COUNTY Agreement No. A-21-183, effective June 1, 2021, for CalWORKs Job Ready Services for COUNTY's Departments of Social Services (DSS); and

B. The parties desire to amend the Agreement regarding changes as stated below and restate the Agreement in its entirety.

NOW, THEREFORE, in consideration of their mutual covenants, terms, and conditions, hereinafter set forth, the sufficiency of which is acknowledged, the parties agree as follows:

1. That the existing COUNTY Agreement No. A-21-183, Page Two (2), Section Two (2) beginning with Line Ten (10), with the word "The" and ending on Page Two (2), Line Fourteen (14) with the word "performance.", be deleted and the following inserted in its place:

"The term of this Agreement shall commence on June 1, 2021 through and including June 30, 2025. This Agreement may be extended for one (1) additional twelve (12) month period, upon the approval of both parties no later than thirty (30) days prior to the first day of the twelve (12) month extension period."

2. That the existing COUNTY Agreement No. A-21-183, Page Three (3), Section four (4) beginning with Line Eleven (11), with the word "For" and ending on Page Three (3), Line Twenty-two (22) with the dollar amount "(\$962,067)." be deleted and the following inserted in its place:

"For actual services provided pursuant to the terms of this Agreement, COUNTY agrees to pay CONTRACTOR and CONTRACTOR agrees to receive compensation in accordance with Revised Exhibit B, Budget, attached hereto and by this reference incorporated herein. Mandated travel shall be reimbursed based on actual expenditures and mileage reimbursement shall be at

1 CONTRACTOR's adopted rate per mile, not to exceed the IRS published rate.

2 In no event shall compensation paid for services performed under this Agreement be in excess  
3 of Five Million Seventy-Five Thousand Three Hundred and No/100 Dollars (\$5,075,300). For June 1,  
4 2021 through June 30, 2022, in no event shall compensation paid for services performed under this  
5 Agreement be in excess of One Million Eighty Thousand Three Hundred Seventeen and No/100  
6 Dollars (\$1,080,317). For July 1, 2022 through June 30, 2023, in no event shall compensation paid for  
7 services performed under this Agreement be in excess of Nine Hundred Sixty-Two Thousand Sixty-  
8 Seven and No/100 (\$962,067). For July 1, 2023 through June 30, 2024, in no event shall  
9 compensation paid for services performed under this Agreement be in excess of Nine Hundred Sixty-  
10 Two Thousand Sixty-Seven and No/100 (\$962,067). For July 1, 2024 through June 30, 2025, in no  
11 event shall compensation paid for services performed under this Agreement be in excess of One  
12 Million Ten Thousand One Hundred Seventy and No/100 Dollars (\$1,010,170). For July 1, 2025  
13 through June 30, 2026, in no event shall compensation paid for services performed under this  
14 Agreement be in excess of One Million Sixty Thousand Six Hundred Seventy-Nine and No/100  
15 Dollars (\$1,060,679.00)."

16 3. That the existing COUNTY Agreement No. A-21-183, Page Four (4), Section Five (5),  
17 beginning with Line Six (6), with the word "Contractor" and ending on Page Four (4), Line Seven (7)  
18 with the word "to:", be deleted and the following inserted in its place:

19 "CONTRACTOR shall invoice COUNTY's DSS in arrears by the fifteenth (15<sup>th</sup>) of each month  
20 for expenditures incurred to provide services rendered in the previous month to:"

21 4. That, effective upon execution, all references in existing COUNTY Agreement No. A-21-  
22 183 to "Exhibit A" shall be changed to read "Revised Exhibit A", where appropriate, which is attached  
23 hereto and incorporated herein by this reference.

24 5. That, effective upon execution, all references in existing COUNTY Agreement No. A-21-  
25 183 to "Exhibit B" shall be changed to read "Revised Exhibit B", where appropriate, which is attached  
26 hereto and incorporated herein by this reference.

27 6. The CONTRACTOR represents and warrants to the COUNTY that:

28 a. The CONTRACTOR is duly authorized and empowered to sign and perform its

1 obligations under this amendment.

2           b. The individual signing this Amendment on behalf of the CONTRACTOR is duly  
3 authorized to do so and his or her signature on this Amendment legally binds the CONTRACTOR to  
4 the terms of this Amendment.

5           7. The parties agree that this Amendment may be executed by electronic signature as  
6 provided in this section.

7           a. An “electronic signature” means any symbol or process intended by an individual  
8 signing this Amendment No. 1 to represent their signature, including but not limited to (1) a digital  
9 signature; (2) a faxed version of an original handwritten signature; or (3) an electronically scanned  
10 and transmitted (for example by PDF document) of a handwritten signature.

11           b. Each electronic signature affixed or attached to this Amendment No. 1 (1) is deemed  
12 equivalent to a valid original handwritten signature of the person signing this Amendment No. 1 for all  
13 purposes, including but not limited to evidentiary proof in any administrative or judicial proceeding,  
14 and (2) has the same force and effect as the valid original handwritten signature of that person.

15           c. The provisions of this section satisfy the requirements of Civil Code section 1633.5  
16 subdivision (b), in the Uniform Electronic Transaction Act (Civils Code, Division 3, Part 2, Title 2.5,  
17 beginning with Section 1633.1).

18           d. Each party using a digital signature represents that it has undertaken and satisfied the  
19 requirements of Government Code section 16.5, subdivision (a), paragraphs (1) through (5), and  
20 agree that each other party may rely upon that representation.

21           e. This Amendment No. 1 is not conditioned upon the parties conducting the  
22 transactions under it by electronic means and either party may sign this Agreement with an original  
23 handwritten signature.

24           8. COUNTY and CONTRACTOR agree that this Amendment No. 1 is sufficient to amend  
25 Agreement No. A-22-183 and, that upon execution of this Amendment No. 1, the original Agreement,  
26 this Amendment No. 1, shall together be considered the Agreement.

27           The Agreement, as hereby amended, is ratified and continued. All provisions, terms,  
28 covenants, conditions and promises contained in this Agreement not amended herein shall remain in

1 full force and effect. This Amendment No. 1 shall become effective upon execution on the day first  
2 written hereinabove.

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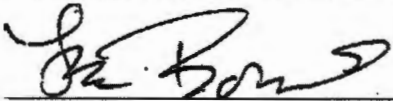
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1 IN WITNESS WHEREOF, the parties hereto have executed this Amendment I to Agreement  
2 as of the day and year first hereinabove written.

3  
4 ATTEST:


5 **CONTRACTOR:**  
6 **AMERICA WORKS OF CALIFORNIA, INC.**

7 By: 

8 Print Name: Lee Bowes

9 Title: CEO  
10 Chairman of the Board, or  
11 President, or any Vice President

COUNTY OF FRESNO

By:   
Nathan Magsig, Chairman of the Board  
of Supervisors of the County of Fresno

12 ATTEST:  
13 BERNICE E. SEIDEL  
14 Clerk of the Board of Supervisors  
County of Fresno

15 By:   
16 Deputy

17  
18  
19 Mailing Address:

20 228 East 45<sup>th</sup> Street, 16<sup>th</sup> Floor  
21 New York, NY 10017  
22 Phone No.: (718) 673-6700 x134  
Contact: Ruthy Schoenfeld, General Counsel

23  
24 Fund/Subclass: 0001/10000  
25 Organization: 56107001  
26 Account/: 7870

27 SB:rbh  
28

### **SUMMARY OF SERVICES**

ORGANIZATION: America Works of California, Inc.  
ADDRESS: 228 E 45<sup>th</sup> Street, 16<sup>th</sup> Floor, New York, NY 10017  
SERVICES: CalWORKs Job Ready Services  
TELEPHONE: (402) 658-7795  
CONTACTS: Dr. Lee Bowes, CEO  
EMAIL: lbowes@americaworks.com

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### **OVERVIEW**

America Works of California shall provide employability services to recipients of California Work Opportunity and Responsibility to Kids (CalWORKs) Welfare-to-Work (WTW) benefits. The provided services will develop participants' employability and soft skills, combine them with improved self-awareness, and prepare participants for job search, job interviews, and job retention.

The program goal is to provide participants with soft skills and employability training, screening, working with the County of Fresno, Department of Social Services (DSS) to remove barriers to employment, and assisting participants with job search that will lead to employment and/or transition to a WTW-approved activity within 30 days of completing a workshop.

These services will be offered in person in the City of Fresno and the City of Selma, as well as via remote learning throughout the County of Fresno.

### **I. TARGET POPULATION**

The target population for these services are CalWORKs WTW participants who are unemployed or underemployed and referred to AWCA by DSS. Services will be restricted to CalWORKs participants in Fresno County, with AWCA receiving direct referrals from DSS.

### **II. SERVICE LOCATION AND HOURS OF OPERATION**

AWCA shall have an office location in the City of Fresno and the City of Selma. Services shall be provided at the locations and during the schedule listed below, except holidays which are observed by DSS. DSS may approve other holidays or closures as requested in advance by AWCA.

#### **A. Designated Office Space**

1. In person Track I and Track II services shall be offered at the Fresno office location. In person Track I services shall be offered at the Selma office location.

2. The Fresno office shall include at least three office spaces that DSS or its County partners can utilize for purpose of this program.
3. The Selma location shall include at least two office spaces that DSS or its County partners can utilize for purpose of this program.

**B. Technology**

1. AWCA shall provide Participants with access to an on-site computer lab.
2. AWCA shall provide a tablet lending library and MiFi devices to provide Internet access to participants who require them.
3. AWCA shall provide enough computers to allow for in-class workshops and remote learning to operate simultaneously.

**C. Hours of Operation, service hours will include:**

1. Monday through Friday, 8:00 am – 5:00 pm.
2. Weekends and until 7:00 pm on designated nights of the week for participants whose schedule does not permit attendance during the standard business day.

**III. TRACK I PROGRAM SERVICES**

AWCA shall provide Track I program services to participants that have been determined by DSS as not yet “job ready,” and unemployed or underemployed. Participants may have multiple barriers to employment including, but not limited to minimal work history, lack of employment-related soft skills, as well as undisclosed mental health problems, substance abuse issues, domestic violence concerns, inadequate housing, and other barriers to employment.

Each referred participant for Track I who accepts services will be provided 25 to 40 hours of services per week for four weeks, based on the participant’s required weekly WTW hours as determined by **Track I Workshop Capacity**

1. Track I shall be four-week series.
2. Track I Metro and Rural workshops shall be up to 30 participants each.
3. The capacity for Track I remote learning workshop will be up to 30 participants.

**A. Track I Remote Learning Services**

1. Remote learning services shall be offered during the duration of the Agreement.
2. AWCA will provide a tablet and MiFi device to participants to access services if needed.

**B. Track I Mandatory Hours, Workshop Curriculum (25 hours per week)**

Workshop Curriculum will be employability-focused and include job search and/or job readiness services.

1. Workshop Curriculum will be employability-focused and include job search and/or job readiness services.

2. AWCA, in partnership with DSS, may make changes to curriculum to meet participants needs.
3. AWCA will allow participants to make up curriculum hours missed.

**C. Track I Flex Hours (up to 15 hours per week)**

Flex Hours are additional hours of participation required for participants to meet their assigned WTW hours. AWCA shall ensure that sufficient employability-focused activities are provided to meet the needs of all Track I participants' participation requirement.

1. AWCA shall obtain information on the activities participants complete outside of their normal schedule. The information shall be provided to the DSS Liaison on a weekly basis.

**D. Track I ROPES Course**

The ROPES Course provides participants with a firsthand opportunity to engage in teamwork and collaboration.

1. ROPES course shall be offered and scheduled for Track I participants on a monthly basis.

**E. Referral Outreach**

Referral Outreach is defined as engagement of referred participants, of non-responsive referrals, and of participants that have missed scheduled services. AWCA shall conduct Referral Outreach for all DSS' referrals and participants.

#### **IV. TRACK II PROGRAM SERVICES**

AWCA shall provide Track II program services to participants that have been assessed by the County as "job ready," but are unemployed or underemployed. Participants may have fewer barriers to employment than Track I participants, but may still include, but not be limited to minimal work history, lack of reliable transportation and/or childcare, lack of employment-related soft skills, as well as undisclosed mental health problems, substance abuse issues, domestic violence concerns, and unstable housing.

Each referred participant for Track II who accepts services will be provided 15 to 40 hours of services per week, for two weeks, based on the participant's required weekly WTW hours as determined by **Track II Workshop Capacity**

1. Workshops will allow for participant enrollment every Monday, or another mutually agreed-upon day that meets the intent and purpose of the track and program.
2. The capacity for each Metro Track II workshop will be up to 30 participants.
3. The capacity for Track II remote learning workshop will be up to 30 participants.

**A. Track II Remote Learning Services**

1. Remote learning services shall be offered during the duration of the Agreement.

2. AWCA will provide a tablet and MiFi device to participants to access services if needed.

**B. Track II Workshop Curriculum (15 hours per week)**

Workshop Curriculum are the structured program services that all Track II participants receive.

1. Workshop Curriculum will be employability-focused and include job search and/or job readiness services.
2. AWCA, in partnership with DSS, may make changes to curriculum to meet participants needs.
3. AWCA will allow participants to make up curriculum hours missed.

**C. Track II Flex Hours (5 to 25 hours per week)**

AWCA shall ensure that sufficient Flex Hours activities are provided to meet the needs of all Track II participants participation requirement.

1. AWCA shall obtain information on the activities participants complete outside of their normal schedule. The information shall be provided to the DSS Liaison on a weekly basis.

**D. Referral Outreach**

AWCA shall conduct referral outreach for Track II participants in the same manner as for Track I participants, as described in section III.D, Referral Outreach.

## **V. AWCA COLLABORATIONS**

**A. Collaborations**

1. AWCA will meet with DSS, County of Fresno partners, and community partners, at minimum two times per month, to discuss participants barriers to employment, applicable services, job ready status, and other relevant topics.
2. AWCA will collaborate with County and community partners to schedule informational presentations for program participants to help them understand the benefits and resources afforded by the partners. This may include but not be limited to presentations from:
  - a) The District Attorney's Office
  - b) The Public Defender's Office
  - c) Department of Child Support Services
  - d) DSS Mental Health Vendor
  - e) DSS Substance Abuse Vendor

## **VI. REPORTING REQUIREMENTS**

### **A. Meeting with DSS**

1. AWCA will be responsible for meeting with DSS monthly, or more often as requested by DSS for contract and performance monitoring.
2. AWCA will obtain a release of information from all participants to ensure confidentiality is not breached when communicating and sharing client-specific information in reports and discussions with DSS.

### **B. Participant Weekly Progress Reports**

1. Participant Weekly Progress Reports (PR) will be completed for all referred participants.
2. PR will be submitted by 5:00 pm every Friday or other DSS-approved day.
3. AWCA will submit a PR within one business days for of all discharged participants.
4. PR will include:
  - a) Participant's weekly attendance
  - b) Other information requested by DSS.

### **C. Monthly Reporting**

1. AWCA will be required to submit a monthly report to DSS that will include, but not be limited to:
  - a) Actual expenses with backup documentation organized in a method approved by DSS. Invoices shall include all corresponding documentation submitted and be identified by line item. Supporting documentation shall include but is not limited to receipts, invoices received, and documented administrative/overhead costs.
  - b) A monthly activity report including outcomes and other relevant data as requested by DSS.
2. Other program information requested by DSS.

## **VII. DSS REQUIRED TRAININGS**

AWCA will provide Civil Rights and Privacy training to their staff within 30 days of the commencement of this Agreement. AWCA will provide annual Civil Rights and Privacy training to their staff in the beginning of every calendar year and will provide relevant proof of completion to DSS by April 1<sup>st</sup> of every calendar year. AWCA will ensure all new hires receive Civil Rights and Privacy training and proof of completion to DSS is submitted within 30 days of their hire.

AWCA will provide any other additional trainings to staff as they become required by DSS. DSS is to provide training material for AWCA's staff.

### **VIII. DSS RESPONSIBILITIES**

DSS shall be responsible for referring appropriate participants to AWCA for Job Ready Employability Services.

1. DSS will confirm and verify participant eligibility to services.
2. DSS will provide referrals for services and ensure that all referred participants' required WTW participation hours are provided to AWCA.
3. DSS shall ensure AWCA is provided with all relevant contact information for each referred participant.
4. DSS staff shall meet with AWCA's staff as often as needed to exchange pertinent information, resolve problems, and work together to effectively coordinate services.
5. DSS will provide participants with applicable supportive services, including but not limited to transportation fare/reimbursement, childcare, and other ancillary items to address employment barriers.

### **IX. PERFORMANCE MEASURES**

For each contract period, AWCA shall meet the following performance measurements and levels:

#### **A. Outcome 1: Track I Program Completion Rate (80%)**

80% of all Track I participants will complete Track I services, as measured by:

1. Participants who complete four weeks of Track I services.
2. Participants who gain employment during enrollment in Track I and do not complete all four weeks of services.

#### **B. Outcome 2: Track I Program Effectiveness Rate (50%)**

50 % of participants who complete Track I services will become employed or participate in a WTW activity, as measured by:

1. Participants who become employed or participate in an approved WTW activity within 30 days of completing Track I.
2. Participants who gain employment during enrollment in Track I and do not complete all four weeks of services.

#### **C. Outcome 3: Track II Program Effectiveness Rate (50%)**

50% of participants who complete Track II services will become employed or participate in a WTW activity, as measured by:

1. Participants who become employed or participate in an approved WTW activity within 30 days of completing Track II.
2. Participants who gain employment prior to completing Track II and do not complete the two weeks of services.

**BUDGET SUMMARY**

**ORGANIZATION:** America Works of California, Inc.  
**SERVICES:** CalWORKs Job Ready Services  
**CONTRACT TERM:** July 1, 2021 - June 30, 2022  
**TERM AMOUNT:** \$1,080,317

BUDGET CATEGORY	TOTAL
<b>SALARIES</b>	<b>\$490,340</b>
<b><u>Positions</u></b>	
Site Director (0.15 FTE)	
Program Manager (0.574 FTE)	
Job Developer (2 FTE)	
Corporate Representative/Trainer (2 FTE)	
Outreach Coordinator (1 FTE)	
Lead Trainer (0.574 FTE)	
Trainer (3 FTE)	
Administrative Assistant (0.574 FTE)	
<b>BENEFITS</b>	<b>\$93,164</b>
Includes Health Ins, Retirement, Life Insurance	
<b>PAYROLL TAXES</b>	<b>\$52,074</b>
FICA, SUI	
<b>INSURANCE</b>	<b>\$7,920</b>
Includes Commercial General Liability, Automobile Liability, Workers Compensation	
<b>COMMUNICATIONS</b>	<b>\$69,546</b>
Includes Office Telephone & Internet, Staff Cell Phone Monthly reimbursement, Internet Hot Spots	
<b>OFFICE EXPENSES</b>	<b>\$35,506</b>
Includes Office Supplies, Salesforce, Microsoft Office 365 and Postage, General Day-to-Day Office Consumables, Microsoft Office 365, postage for outreaching to clients	
<b>OFFICE LEASE</b>	<b>\$60,706</b>
Includes Fresno and Selma office lease and utilities	
<b>EQUIPMENT PURCHASE</b>	<b>\$85,500</b>
Includes Office Desks and Computers, Phone and Cabling Install, Security System Install and Computer Lab	
<b>TRANSPORTATION</b>	<b>\$6,000</b>
Includes In-State Staff Travel and Mileage Reimbursement Between Offices and Local Employers	
<b>PROGRAM SUPPLIES</b>	<b>\$44,000</b>
Includes Tablets utilized for the program and other client-related program supplies	
<b>OTHER</b>	<b>\$37,350</b>
Includes Payroll Service, Financial Audit, Client Incentives	
<b>INDIRECT COSTS</b>	<b>\$98,211</b>
Includes Administrative Costs	
<b>CONTRACT PERIOD TOTAL</b>	<b>\$1,080,317</b>

**BUDGET SUMMARY**

**ORGANIZATION:** America Works of California, Inc.  
**SERVICES:** CalWORKs Job Ready Services  
**CONTRACT TERM:** July 1, 2022 - June 30, 2023  
**TERM AMOUNT:** \$962,067

<b>BUDGET CATEGORY</b>	<b>TOTAL</b>
<b>SALARIES</b>	<b>\$490,340</b>
<b><u>Positions</u></b>	
Site Director (0.15 FTE)	
Program Manager (0.574 FTE)	
Job Developer (2 FTE)	
Corporate Representative/Trainer (2 FTE)	
Outreach Coordinator (1 FTE)	
Lead Trainer (0.574 FTE)	
Trainer (3 FTE)	
Administrative Assistant (0.574 FTE)	
<b>BENEFITS</b>	<b>\$93,164</b>
Includes Health Ins, Retirement, Life Insurance	
<b>PAYROLL TAXES</b>	<b>\$52,074</b>
FICA, SUI	
<b>INSURANCE</b>	<b>\$7,920</b>
Includes Commercial General Liability, Automobile Liability, Workers Compensation	
<b>COMMUNICATIONS</b>	<b>\$69,546</b>
Includes Office Telephone & Internet, Staff Cell Phone Monthly reimbursement, Internet Hot Spots	
<b>OFFICE EXPENSES</b>	<b>\$35,506</b>
Includes Office Supplies, Salesforce, Microsoft Office 365 and Postage, General Day-to-Day Office Consumables, Microsoft Office 365, postage for outreaching to clients	
<b>OFFICE LEASE</b>	<b>\$60,706</b>
Includes Fresno and Selma office lease and utilities	
<b>EQUIPMENT PURCHASE</b>	<b>\$0</b>
<b>TRANSPORTATION</b>	<b>\$6,000</b>
Includes In-State Staff Travel and Mileage Reimbursement Between Offices and Local Employers	
<b>PROGRAM SUPPLIES</b>	<b>\$22,000</b>
Includes Tablets utilized for the program and other client-related program supplies	
<b>OTHER</b>	<b>\$37,350</b>
Includes Payroll Service, Financial Audit, Client Incentives	
<b>INDIRECT COSTS</b>	<b>\$87,461</b>
Includes Administrative Costs	
<b>CONTRACT PERIOD TOTAL</b>	<b>\$962,067</b>

**BUDGET SUMMARY**

**ORGANIZATION:** America Works of California, Inc.  
**SERVICES:** CalWORKs Job Ready Services  
**CONTRACT TERM:** July 1, 2023 - June 30, 2024  
**TERM AMOUNT:** \$962,067

<b>BUDGET CATEGORY</b>	<b>TOTAL</b>
<b>SALARIES</b>	<b>\$490,340</b>
<b><u>Positions</u></b>	
Site Director (0.15 FTE)	
Program Manager (0.574 FTE)	
Job Developer (2 FTE)	
Corporate Representative/Trainer (2 FTE)	
Outreach Coordinator (1 FTE)	
Lead Trainer (0.574 FTE)	
Trainer (3 FTE)	
Administrative Assistant (0.574 FTE)	
<b>BENEFITS</b>	<b>\$93,164</b>
Includes Health Ins, Retirement, Life Insurance	
<b>PAYROLL TAXES</b>	<b>\$52,074</b>
FICA, SUI	
<b>INSURANCE</b>	<b>\$7,920</b>
Includes Commercial General Liability, Automobile Liability, Workers Compensation	
<b>COMMUNICATIONS</b>	<b>\$69,546</b>
Includes Office Telephone & Internet, Staff Cell Phone Monthly reimbursement, Internet Hot Spots	
<b>OFFICE EXPENSES</b>	<b>\$35,506</b>
Includes Office Supplies, Salesforce, Microsoft Office 365 and Postage, General Day-to-Day Office Consumables, Microsoft Office 365, postage for outreaching to clients	
<b>OFFICE LEASE</b>	<b>\$60,706</b>
Includes Fresno and Selma office lease and utilities	
<b>EQUIPMENT PURCHASE</b>	<b>\$0</b>
<b>TRANSPORTATION</b>	<b>\$6,000</b>
Includes In-State Staff Travel and Mileage Reimbursement Between Offices and Local Employers	
<b>PROGRAM SUPPLIES</b>	<b>\$22,000</b>
Includes Tablets utilized for the program and other client-related program supplies	
<b>OTHER</b>	<b>\$37,350</b>
Includes Payroll Service, Financial Audit, Client Incentives	
<b>INDIRECT COSTS</b>	<b>\$87,461</b>
Includes Administrative Costs	
<b>CONTRACT PERIOD TOTAL</b>	<b>\$962,067</b>

**BUDGET SUMMARY**

**ORGANIZATION:** America Works of California, Inc.  
**SERVICES:** CalWORKs Job Ready Services  
**CONTRACT TERM:** July 1, 2024 - June 30, 2025  
**TERM AMOUNT:** \$1,010,170

<b>BUDGET CATEGORY</b>	<b>TOTAL</b>
<b>SALARIES</b>	<b>\$513,243</b>
<b><u>Positions</u></b>	
Site Director (0.33 FTE)	
Program Manager (0.3825 FTE)	
Job Developer (2 FTE)	
Corporate Representative/Trainer (2 FTE)	
Outreach Coordinator (1 FTE)	
Job Readiness Trainer (3 FTE)	
Administrative Assistant (0.68 FTE)	
<b>BENEFITS</b>	<b>\$108,551</b>
Includes Worker's Comp, Retirement, Health	
<b>PAYROLL TAXES</b>	<b>\$43,472</b>
FICA, SUI, FUI	
<b>COMMUNICATIONS</b>	<b>\$27,291</b>
Includes office telephone & internet, staff cell phone monthly reimbursement	
<b>OFFICE EXPENSES</b>	<b>\$57,871</b>
Includes Office Supplies, Salesforce, Zoom, Adobe, Twilio	
<b>OFFICE LEASE</b>	<b>\$120,672</b>
Includes Fresno and Selma office lease, utilities, and maintenance	
<b>TRAVEL</b>	<b>\$9,045</b>
Includes in-state staff travel and mileage reimbursement between offices and local employers	
<b>PROGRAM SUPPLIES</b>	<b>\$8,160</b>
Includes work uniforms, work tools, program materials, workshop material	
<b>OTHER</b>	<b>\$30,031</b>
Includes Financial Audit, Client Incentives, Client Support Services, DocuSign, Gift Cards	
<b>INDIRECT COSTS (not to exceed 10% of direct costs claimed)</b>	<b>\$91,834</b>
Includes Administrative Costs	
<b>CONTRACT PERIOD TOTAL</b>	<b>\$1,010,170</b>

**BUDGET SUMMARY**

**ORGANIZATION:** America Works of California, Inc.  
**SERVICES:** CalWORKs Job Ready Services  
**CONTRACT TERM:** July 1, 2025 - June 30, 2026  
**TERM AMOUNT:** \$1,060,679

<b>BUDGET CATEGORY</b>	<b>TOTAL</b>
<b>SALARIES</b>	<b>\$538,909</b>
<b><u>Positions</u></b>	
Site Director (0.33 FTE)	
Program Manager (0.3825 FTE)	
Job Developer (2 FTE)	
Corporate Representative/Trainer (2 FTE)	
Outreach Coordinator (1 FTE)	
Job Readiness Trainer (3 FTE)	
Administrative Assistant (0.68 FTE)	
<b>BENEFITS</b>	<b>\$113,979</b>
Includes Worker's Comp, Retirement, Health	
<b>PAYROLL TAXES</b>	<b>\$45,646</b>
FICA, SUI, FUI	
<b>COMMUNICATIONS</b>	<b>\$33,600</b>
Includes office telephone & internet, staff cell phone monthly reimbursement	
<b>OFFICE EXPENSES</b>	<b>\$62,676</b>
Includes Office Supplies, Salesforce, Zoom, Adobe, Twilio	
<b>OFFICE LEASE</b>	<b>\$120,672</b>
Includes Fresno and Selma office lease, utilities, and maintenance	
<b>TRAVEL</b>	<b>\$9,600</b>
Includes in-state staff travel and mileage reimbursement between offices and local employers	
<b>PROGRAM SUPPLIES</b>	<b>\$8,524</b>
Includes work uniforms, work tools, program materials, workshop material	
<b>OTHER</b>	<b>\$30,648</b>
Includes Financial Audit, Client Incentives, Client Support Services, DocuSign, Gift Cards	
<b>INDIRECT COSTS (not to exceed 10% of direct costs claimed)</b>	<b>\$96,425</b>
Includes Administrative Costs	
<b>CONTRACT PERIOD TOTAL</b>	<b>\$1,060,679</b>