

STATEMENT OF WORK (SOW)

Wisconsin Department of Employee Trust Funds (ETF)
and
Groves Advisors, LLC, dba Talent Growth Partners (Contractor)
SOW #6

Date: 04/27/2022

RFP and Contract #: ETJ0057 for Competency Based Performance Management Services

Background: Contract ETJ0057 for Competency Based Performance Management Services between ETF and Contractor was executed on October 9, 2020. Per the terms of the Contract, Section 1.10 of the RFP, statements of work must be drafted and agreed to by ETF and Contractor prior to work commencing. SOW #1 was signed by the parties on November 11, 2020; SOW #2 was signed by the parties on February 4, 2021; SOW #3 was signed by the parties on May 18, 2021; SOW #4 was signed by the parties on November 30, 2021; SOW #5 was signed by the parties on February 14, 2022.

Services/Pricing: The purpose of this SOW is to add the following Services to the Contract:

A: Seven (7) months of leadership coaching for six (6) cohort participants in 2022. Cost: \$1,975 per participant per month. Cost: not to exceed: \$82,950.

The Services covered under this SOW are described in the attached document, "Leadership Coaching Cohort 2022."

Total cost for the Services described under this SOW #6 shall not exceed: \$82,950, which represents at least 332 hours of Contractor-provided Services at \$250/hour.

Billing/Invoicing: Contractor may invoice ETF for the Services described herein on a monthly basis after Services have been completed. Payment terms are outlined in the Contract.

AGREEMENT AND AUTHORIZATION:

Wisconsin Department of Employee Trust Funds

DocuSigned by:
By: Pamela S Henning
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Name: Pamela S. Henning

Title: Assistant Deputy Secretary

Date: 4/29/2022

Groves Advisors, LLC, dba Talent Growth Partners

DocuSigned by:
By: Maria Groves
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Name: Maria Nicholas-Groves

Title: CEO

Date: 4/28/2022





**Leadership Coaching Cohort
2022**

 **TALENT GROWTH**

2022 Leadership Coaching Cohort

Phase 0 Activities



Phase 0
Invoice May 21,
2022
\$11,850
Due June 21, 2022

ETF 2022 Leadership Coaching Cohort Program

Total Engagement
Spanning 2 Fiscal
Years
\$82,950



Cohort Investment

As previously reviewed with Pam Henning

Maria Nicholas-Groves to finalize procurement steps with ETF

2022 ETF Leadership Coaching

Coaching Services Structure

ETF Participants	2022 Estimated Time Frame	Length of Engagement in Months	Monthly Coaching Investment	Program Cost Per Person	Estimated # of Participants	Total Cost for All Participants	Kick Off with Sponsors	Assessment Admin & Debrief	Goal Design & Action Planning	Coaching Session Focus Prep	One-on-One Virtual Coaching Session Units Per Month	Cohort Virtual Coaching Session Units Per Month	Customized Development Resources	Wrap Up Reflection & Planning Session
<i>New 2022 Leadership Coaching Cohort</i>	June - December	7	\$1,975	\$13,825	6	\$82,950	√	√	√	√	60	90	√	√

Services will be delivered virtually during 2022

*There is flexibility in how these sessions are scheduled

* Materials associated with services will be printed and distributed by ETF