

STATEMENT OF WORK (SOW)

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

SOW #7

Date: 07/18/23

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; Revised SOW #5 was signed by the parties on September 29, 2022; and, SOW #6 was signed by the parties on April 29, 2022.

Services/Pricing: The purpose of this SOW #7 is to add the following Services to the Contract:

A: Leadership coaching for prior cohort participants, through June 30, 2024.

B: Ad-Hoc 1:1 leadership coaching for new participants, through June 30, 2024.

The Services covered under this SOW #7 are described in the attached document dated July 7, 2023, titled "2023-2024 ETF Leadership Coaching."

Total cost for the Services described under this SOW #7 shall not exceed: \$19,600 plus \$15,400 remaining under prior statements of work, which will be applied to the Services listed in A and B above.

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

By: Pamela S Henning

Name: Pamela S. Henning

Title: Assistant Deputy Secretary

Date: 7/24/2023

Groves Advisors, LLC, dba Talent Growth
Partners

By: Maria Nicholas-Groves

Name: Maria Nicholas-Groves

Title: CEO

Date: 7/20/2023



TALENT GROWTH

2023-2024 ETF Leadership Coaching					Coaching Services Structure							
ETF Participants	Option	Cost Per Participant Per Coaching Session*	Minimum # of Sessions		Kick Off with Sponsors	Debrief Last Performance Review	Goal Design & Action Planning	Coaching Session Focus Prep	One-on-One Virtual Coaching Session Minutes Per Month	Access to laser coaching	Customized Development Resources	Wrap Up Reflection & Planning Session
2021 & 2022 Cohort Coaching Participants	A	\$1,400	1					√	60-90	√	√	√
New Coaching Participants	B	\$2,000	4		√	√	√	√	60-90	√	√	√
* Coaching Session fee include items checked under the coaching services structure. These services are provided at varying times pre- and post-session.												
\$1,400 fee represents at least 5.6 hours of work at \$250 per hour. \$2,000 represents at least 8 hours of work at \$250 per hour.												