

## EXHIBIT A PRICING FOR KELLY EDUCATIONAL STAFFING

This Pricing Exhibit A is incorporated and made part of the Agreement for Educational Services between Kelly Services, Inc., and School Board of Clay County, dated 7/1/2022. The pricing in Exhibit A is confidential and proprietary to Kelly. Customer agrees not to disclose the contents of Pricing Exhibit A to persons or entities not party to this agreement without Kelly's written permission.

### 1. Types of Assignments; Pricing

The Assigned Employees will be assigned to the following positions and at the following rates:

Position	Pay Rate	Pay Type	Markup	Bill Rate
SUBSTITUTE TEACHER (TRANSITIONAL EMERGENCY SUB)	\$ 12.66	Hourly	1.30	\$ 16.46
SUBSTITUTE TEACHER-AA DEGREE	\$ 14.00	Hourly	1.30	\$ 18.20
ECE TEACHER AA DEGREE	\$ 14.00	Hourly	1.40	\$ 19.60
SUBSTITUTE TEACHER- BA DEGREE	\$ 14.66	Hourly	1.30	\$ 19.06
ECE TEACHER - BA DEGREE	\$ 14.66	Hourly	1.40	\$ 20.52
SUBSTITUTE TEACHER- MASTER'S DEGREE OR HIGHER	\$ 16.00	Hourly	1.30	\$ 20.80
ECE TEACHER - MASTER'S DEGREE	\$ 16.00	Hourly	1.40	\$ 22.40
SUBSTITUTE TEACHER ASSISTANT	\$ 12.00	Hourly	1.30	\$ 15.60
LONG TERM SUB PAY- (11+ Days, Retro Back to Day 1)	\$ 20.00	Hourly	1.295	\$ 25.90
ECE TEACHER - HS DIPLOMA	\$ 12.75	Hourly	1.40	\$ 17.85
CUSTODIAN SUBSTITUTE	\$ 12.00	Hourly	1.37	\$ 16.44
CAFETERIA ASSISTANT SUBSTITUTE	\$ 12.00	Hourly	1.37	\$ 16.44

### 2. Pricing for Hiring a Kelly Temporary Employee

If Customer hires an Assigned Employee before the Assigned Employee works 90 substitute days, Customer agrees to pay a placement fee upon hiring the Kelly Educational Staffing temporary employee to work in full- or part-time position of employment with the Customer. The placement fee is based on days worked. The fee schedule is set forth below.

1 – 60 days worked	0 % of annualized salary*
61 – 90 days worked	0 % of annualized salary
90+ days worked	Fee Waived

\*Annualized salary based on the daily bill rate would be calculated as follows:

*Total school days in a school year multiplied by the daily bill rate = annualized salary*

The annualized salary calculation using hourly rates is calculated as follows:

*Total school days in a year multiplied by the hourly bill rate multiplied by the number of hours per work day = annualized salary*

#### KELLY SERVICES, INC.

#### SCHOOL BOARD OF CLAY COUNTY

By: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

