

**JULY 1, 2022**

**TO:** All Western Piedmont Workforce Development Area Service Providers  
**SUBJECT:** Profit Calculator Policy  
**EFFECTIVE DATE:** Immediately  
**EXPIRATION DATE:** Indefinitely  
**CONTACT:** Workforce Development Finance Manager

*Donna T. Gilbert*

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Donna Gilbert  
Interim Workforce Development Director

## PROFIT CALCULATOR POLICY

- PURPOSE:** To provide a means of tying the earning of profit to the reasonable and measurable delivery of contract objectives by using a profit calculator. *To rescind WPWDA Profit Calculator Policy dated July 1, 2019 with a create date of June 12, 2019.*
- BACKGROUND:** Profit is defined as the service provider's return after meeting all Workforce Innovation and Opportunity Act (WIOA) related operating expenses. It is allowable for for-profit service providers only and can be paid as incremental benchmarks are achieved.
- PROCEDURE:** WIOA service providers will be reimbursed for the profit line item in the budget using the appropriate program Profit Calculator (Adult program – Attachment A, Dislocated Worker program – Attachment B, & Youth program – Attachment C). All profit earned is payable quarterly (four times) during the contract. The Profit Calculator (Attachments A, B & C) contains four performance measures for each program and is based upon the numbers provided in the service provider's financial budget. Each line item is worth 25% of the profit. If measures are not met in one quarter but are met by year end, then the total profit for that line item will be paid in the last quarter. Also, if measures are met each quarter but cumulative goals are not met by year end, then the total profit for that line item will be paid based on the percentage of the goal met for the entire program year.

### PROFIT CALCULATOR

Performance Measures	Baseline (Denominator)	Target (%)	TTL Target Amount	Target Amount (based on Qtr)	Actual Results	Actual Results (%)	% of Target (up to 100%)	% Of Profit	Profit Available	Profit Available Per Qtr	Profit Earned
Entered Education		100%	0	0		#DIV/0!	#DIV/0!	25.00%	\$0.00	\$0.00	#DIV/0!
Credential Obtained		74%	0	0		#DIV/0!	#DIV/0!	25.00%	\$0.00	\$0.00	#DIV/0!
Job Placements		74%	0	0		#DIV/0!	#DIV/0!	25.00%	\$0.00	\$0.00	#DIV/0!
Measurable Skills Gains		90%	0	0		#DIV/0!	#DIV/0!	25.00%	\$0.00	\$0.00	#DIV/0!
								100.00%		\$0.00	#DIV/0!

NC WORKS REPORT DATE

	Profit Paid to contractor Q1	Profit Paid to contractor Q2	Profit Paid to contractor Q3	Profit Paid to contractor Q4
Entered Education				
Credential Obtained				
Job Placements				
Measurable Skills Gains				
<b>Grand Total</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>

**Note: If measures are not met in one quarter but cumulative goals are met by year end, then the total profit for that line item will be paid in the last quarter. Also if measures are met each quarter but cumulative goals are not met by year end, then the total profit for that line item will be paid based on the the % of the goal met for the entire year.**

Printed Name of Service Provider Authorized Agent \_\_\_\_\_ Title \_\_\_\_\_

Signature of Service Provider Authorized Agent \_\_\_\_\_ Date \_\_\_\_\_

WPWDB Director Signature \_\_\_\_\_ Date \_\_\_\_\_

### PROFIT CALCULATOR

Performance Measures	Baseline (Denominator)	Target (%)	TTL Target Amount	Target Amt (based on Qtr)	Actual Results	Actual Results (%)	% of Target (up to 100%)	% of Profit	Profit Available	Profit Available per Qtr	Profit Earned
Entered Education		100%	0	0		#DIV/0!	#DIV/0!	25.00%	\$0.00	\$0.00	#DIV/0!
Credential Obtained		64%	0	0		#DIV/0!	#DIV/0!	25.00%	\$0.00	\$0.00	#DIV/0!
Job Placements		82%	0	0		#DIV/0!	#DIV/0!	25.00%	\$0.00	\$0.00	#DIV/0!
Measurable Skills Gains		90%	0	0		#DIV/0!	#DIV/0!	25.00%	\$0.00	\$0.00	#DIV/0!
								100.00%		\$0.00	#DIV/0!

NC WORKS REPORT DATE

	Profit Paid to contractor Q1	Profit Paid to contractor Q2	Profit Paid to contractor Q3	Profit Paid to contractor Q4
Entered Education				
Credential Obtained				
Job Placements				
Measurable Skills Gains				
<b>Grand Total</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>

**Note: If measures are not met in one quarter but cumulative goals are met by year end, then the total profit for that line item will be payed in the last quarter. Also if measures are met each quarter but cumulative goals are not met by year end, then the total profit for that line item will be paid based on the the % of the goal met for the entire year.**

\_\_\_\_\_  
Printed Name of **Service Provider** Authorized Agent Title

\_\_\_\_\_  
Signature of **Service Provider** Authorized Agent Date

\_\_\_\_\_  
WPWDB Director Signature Date

### PROFIT CALCULATOR

Performance Measures	Baseline (Denominator)	Target (%)	TTL Target Amount	Target Amt (based on Qtr)	Actual Results	Actual Results (%)	% of Target (up to 100%)	% of Profit	Profit Available	Profit Available per Qtr	Profit Earned
Entered Education		100%	0	0		#DIV/0!	#DIV/0!	25.00%	\$0.00	\$0.00	#DIV/0!
Creditial Obtained		61%	0	0		#DIV/0!	#DIV/0!	25.00%	\$0.00	\$0.00	#DIV/0!
Work Experience		100%	0	0		#DIV/0!	#DIV/0!	25.00%	\$0.00	\$0.00	#DIV/0!
Measurable Skills Gains		90%	0	0		#DIV/0!	#DIV/0!	25.00%	\$0.00	\$0.00	#DIV/0!
								100.00%		\$0.00	#DIV/0!

NC WORKS REPORT DATE

	Profit Paid to contractor Q1	Profit Paid to contractor Q2	Profit Paid to contractor Q3	Profit Paid to contractor Q4
Entered Education				
Creditial Obtained				
Work Experience				
Measurable Skills Gains				
<b>Grand Total</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>

**Note:** If measures are not met in one quarter but cumulative goals are met by year end, then the total profit for that line item will be paid in the last quarter. Also if measures are met each quarter but cumulative goals are not met by year end, then the total profit for that line item will be paid based on the the % of the goal met for the entire year.

\_\_\_\_\_  
Printed Name of Service Provider's Authorized Agent Title

\_\_\_\_\_  
Signature of Service Provider's Authorized Agent Date

\_\_\_\_\_  
WPWDB Director Signature Date






# Profit Calculator Policy - Final - 7-1-22

Final Audit Report

2022-06-22

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