

EXHIBIT A

PRICING FOR KELLY EDUCATION

This Pricing Exhibit A is incorporated and made part of the Agreement for Educational Staffing between Kelly Services, Inc. and Hernando County School Board, dated December 10, 2024 . The pricing in Exhibit A is confidential and proprietary to Kelly.

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
Sub Teacher w/ HS Diploma	\$15.00	Hourly	1.300	\$ 19.50
Sub Teacher w/ Associates or 60+ Semester Hours	\$15.50	Hourly	1.300	\$ 20.15
Substitute Teacher with Bachelors	\$17.00	Hourly	1.300	\$ 22.10
Substitute Teacher with Masters	\$17.50	Hourly	1.300	\$ 22.75
Substitute Teacher with Specialist or Doctorate	\$18.00	Hourly	1.300	\$ 23.40
Level I or Level II Paraprofessional	\$15.00	Hourly	1.300	\$ 19.50

Position	Pay Rate	Pay Type	Markup	Bill Rate
LT Sub Teacher w/ Associates or 60+ Semester Hours	\$17.50	Hourly	1.300	\$ 22.75
LT Substitute Teacher with Bachelors	\$19.00	Hourly	1.300	\$ 24.70
LT Substitute Teacher with Masters	\$19.50	Hourly	1.300	\$ 25.35
LT Substitute Teacher with Specialist or Doctorate	\$20.00	Hourly	1.300	\$ 26.00
LT Certified Substitute Teacher	\$32.00	Hourly	1.300	\$ 41.60
LT Retired Certified Substitute Teacher	\$32.00	Hourly	1.300	\$ 41.60

A signed Job Description is required for each position listed.

2. Pricing for Hiring a Direct Hire Candidate

If the Customer hires a candidate referred to it by Kelly for direct hire by Customer, the Customer agrees to pay a direct placement fee of 10% of the Candidates Annualized Salary. A Direct Hire is defined as a person who has not been in the employ of Kelly or the school/district prior to being hired by the school/district to fill a targeted open position.

KELLY SERVICES, INC.

Hernando County School Board

By: Amy Tisdale

By: _____

Name: Amy Tisdale

Name: _____

Title: VP Recruiting & Onboarding

Title: _____

Date: 11/25/2024

Date: _____