

EXHIBIT "E"

LISTS OF TRAINING PROVIDED IN YEAR ONE & TWO

LIST OF TRAINING NOT PROVIDED

**City of Riviera Beach RFP 861-17-1
 PRICE PROPOSAL: 2017/2018
 \$60,000 APPROVED BUDGET (YEAR**

Communication Skills	Duration of Classes*	Hourly Rate	Training Development	Training Delivery per Class (25 per class)	3 classes of 25 for leaders: 17 classes of 25 (tot. 430 employees for Communication)**	Materials for class of 25	Materials for 17 classes of 25 each for Communication: 3 classes for other courses	Total for 17 Communication for 3 classes for other courses
	2	\$250	\$1,500	\$500	\$8,500	\$131	\$2,231	\$12,231
Subtotal	2	\$250	\$1,500	\$500	\$8,500	\$131	\$2,231	\$0
	2	\$250	\$1,500	\$500	\$1,500	\$131	\$394	\$3,394
	3	\$235	\$2,115	\$705	\$2,115	\$131	\$394	\$4,824
	2	\$235	\$1,410	\$470	\$1,410	\$131	\$394	\$3,214
Subtotal	7	\$720	\$5,025	\$1,675	\$5,025	\$394	\$1,181	\$0
Leadership Skills	4	\$250	\$3,000	\$1,000	\$3,000	\$131	\$394	\$6,394
	3	\$250	\$2,250	\$750	\$2,250	\$131	\$394	\$4,894
	3	\$250	\$2,250	\$750	\$2,250	\$131	\$394	\$4,894
Subtotal	10	\$750	\$7,500	\$2,500	\$7,500	\$394	\$1,181	\$0
Career Development Skills	4	\$250	\$3,000	\$1,000	\$3,000	\$131	\$394	\$6,394
	3	\$250	\$2,250	\$750	\$2,250	\$131	\$394	\$4,894
	3	\$250	\$2,250	\$750	\$2,250	\$131	\$394	\$4,894
Subtotal	10	\$250	\$7,500	\$2,500	\$7,500	\$394	\$1,181	\$0
Management Skills	16.0	\$250	\$4,000	\$0	\$0	\$0.00	\$0.00	\$4,000.00
Total	29	\$250	\$21,525	\$7,175	\$28,525	\$1,313	\$5,775	\$0

**City of Riviera Beach RFP 861-17-1 PRICE: 2018-2019 Budget
\$60,000 (YEAR TWO)**

Customer Service Skills	Duration of Classes*	Hourly Rate	Training		Materials for class of 25	Materials for each for Cust. Cost**		Other Cost** (\$)	Total for 17 Classes of 25 for each all Courses for SECOND YEAR
			Development	Delivery per Class (25 per class)		25 classes of 25 employees for cust svc; 3 classes for Strategic	25 classes of 25 employees for each for Cust. Svc. Courses, 3 classes for Strategic Plan *		
Define Who The Customer is & Define Extraordinary Svc	4	\$235	\$2,820	\$940	\$131.25	\$2,231.25	\$0	\$21,031.25	
Simulate Customer Service Situations, Cost of Poor Service & Recovery	2	\$235	\$2,115	\$705	\$131.25	\$2,231.25	\$0	\$16,331.25	
Subtotal	7	\$470	\$4,935	\$1,645	\$262.50	\$4,462.50	\$0	\$37,362.50	
Planning, Vision Development, and Situational Analysis	4	\$250	\$3,000	\$1,000	\$131.25	\$393.75	\$0	\$6,393.75	
Strategic Department Planning and Management Processes	3	\$250	\$2,250	\$750	\$131.25	\$393.75	\$0	\$4,893.75	
Individual and Organizational Goal Planning	3	\$250	\$2,250	\$750	\$131.25	\$393.75	\$0	\$4,893.75	
Subtotal	10	\$750	\$7,500	\$2,500	\$393.75	\$1,181.25	\$0	\$16,181.25	
Training Coordination	25.5	\$250	\$6,375	\$0	\$0.00	\$0.00	\$0	\$6,375.00	
Total	42.5	\$1,470	\$18,810	\$4,145	\$656.25	\$5,643.75	\$0	\$59,918.75	

*class hours

** Assumed training for 430 employees for all courses except Leadership, Management and Strategic Planning. We assumed 64 directors, managers and supervisors will be

City of Riviera Beach RFP 861-17-1
 PRICE: Services Left Uncovered by
 2017-2019 Budget

	Duration of Classes	Hourly Rate	Training Development	Training Delivery per Class (25 per class)	17 classes of 25 (tot. 430 employees)*	Materials for class of 25	for 17 classes of 25 each for all Courses	Other Cost ** (\$)	Total for 17 Classes of 25 for each all Courses for FIRST YEAR
Class 1. Develop Presentations	4.0	\$ 250	\$ 3,000	\$ 1,000	\$ 17,000	\$ 131	#####	\$ -	\$ 22,231
Class 2. Public Speaking	2.0	\$ 250	\$ 1,500	\$ 500	\$ 8,500	\$ 131	#####	\$ -	\$ 12,231
Class 4. Coaching on Opportunities	4.0	\$ 250	\$ 3,000	\$ 1,000	\$ 17,000	\$ 131	#####	\$ -	\$ 22,231
Subtotal	\$ 10	\$ 750	\$ 7,500	\$ 2,500	\$ 42,500	\$ 394	\$ 6,694	\$ -	\$ 56,694
Meeting with Client to Clarify Scope, Agree of propo:	0.0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Internal Status Meetings/Reports	0.0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Third-Party Vendor Interface	0.0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Interface to Other Internal Departments	0.0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Coordinate Training & Communicate with Department	0.0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Overall Project Management	0.0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal	0.0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 139,625	\$ 139,625
Total	\$ 10	\$ 750	\$ 7,500	\$ 2,500	\$ 42,500	\$ 394	\$ 6,694	\$ 139,625	\$ 196,319

Communication Skills

Account Management/HR Training Coordination/Support