



***Where is Your Organization's Best Return on Investment?***

**Approximate Annual Expense Outlay**

| <b>In-House Grant Professional<br/>(Full-Time Employee) – W2</b> |                 | <b>External Grant Professional<br/>(Contracted Services) – W9</b>   |                                  |
|--|-----------------|---|----------------------------------|
| Salary (1.0 FTE)   | \$61,927        | Flat Fee Contract With Monthly Retainer for 8 Agreed Upon Grant Applications Requesting \$25,000 and Higher |                                  |
| Fringe Benefits  | \$15,989        | Included in Business Overhead Calculations and Incorporated Into Fee Quote                                  | \$3,500/Month =<br>\$42,000/Year |
| Funding Research Subscriptions                                   | \$1,500         |   |                                  |
| Professional Development   | \$2,000         |   |                                  |
| <b>Subtotal</b>  | <b>\$81,416</b> | <b>Subtotal</b>   | <b>\$42,000</b>                  |
| Indirect Expenses  | 15% of Subtotal | Included in Business Overhead Calculations and Incorporated Into Fee Quote                                  |                                  |
| -Office Space  |                 |   | No Additional Fees               |
| -Desktop Computer  | \$12,212        |   |                                  |
| -Office Supplies   |                 |   |                                  |
| <b>Total Expenses</b>  | <b>\$93,628</b> | <b>Total Contract</b>   | <b>\$42,000</b>                  |

### Effort vs. Return on Investment

|   | <b>Employee</b>   | <b>Contracted Consultant</b>   |
|---|---|--|
| Number of Grant Applications Likely Generated in One Year   | 40 Requesting<br>From \$2,500 to \$40,000   | 8 Requesting<br>From \$25,000 to \$50,000  |
| Number of Grant Applications Likely Funded in One Year  | 30% or a Minimum of 12 Grant Awards   | 80% and Higher or a Minimum of 6 Grant Awards  |
|   | Estimated \$ Win Based on Median Request of<br><br>\$18,750 x 12 = <b>\$225,000</b> | Estimated \$ Win Based on Median Request of<br><br>\$37,500 x 6 = <b>\$225,000</b>         |
| Win or Success Rate   | 30%   | 80%  |
| <b>You Paid Out</b>   | <b>\$93,628</b>   | <b>\$42,000</b>  |
| <b>Your Return on Investment</b><br><br><i>(Total Estimated \$ Win Divided by Total Expenses)</i> | <b>\$2.40</b> Returned for every \$1.00 Invested in an In-House Grant Writer...     | <b>\$5.36</b> Returned for Every \$1.00 Invested in a Contracted Grant Writing Consultant! |

***Your Board of Directors and Other Stakeholders Expect the Highest Return on Investment Rate!***