

October 2012 - Development Services Pricing Samples*

Organization	Location	Amount and for What?	Why?	Other Comments:
Subcontractor of City of LA	LA, CA	\$75 for training materials for individual consumers; Charge cost for other agencies, small biz to provide our workshops	cover costs	
PathStone Corporation	Rochester, NY	small fee for training materials larger fee for loan packaging (through lender at closing)	cover costs; client commitment; legitimacy, work should be valued	have never experienced push-back from clients for charging
Chicago Community Loan Fund	Chicago, IL	\$65 for one-day workshops (scholarships & early reg discounts avail) \$80 for two-day workshops (scholarships & early reg discounts avail)		no charge for TA
Alternatives Federal Credit Union	Ithaca, NY	\$80-\$300 for 9-week business planning course (sliding scale based on income) \$15-\$100 for workshops (sliding scale based on income)	value perception; reduce no-shows for trainings	other free services incl financial counseling, tax prep
The Capital Good Fund	Providence, RI	\$120 pd in 12 monthly installments (reported to credit agency) for financial coaching for walk-ins; \$300 for financial coaching for employees of partner organizations		
Cooperative Federal	Syracuse, NY	\$15/hr or \$25/2hrs of financial counseling (not turned away based on ability to pay) \$100 for 2 hour workshop	to help sustainability, value perception	started charging one year ago; policy has been quite successful
Corporation para el Financiamiento Empresarial del Comercio y de las Comunidades	San Juan, Puerto Rico	2.5% of loan amount at closing (can be rolled into loan) for development services to be provided after the loan is approved	Cover staff and consultant time up front; improve self-sustainability	cannot charge this on SBA loans due to SBA restrictions
Community Economic Development Fund	Meriden, CT	\$15-\$50 for a 4-session workshop	client commitment (reduce no-shows)	
Business Credit Services	Burlington, VT	\$15 per each 2-hr class (for anyone over 75% of median income); \$25 for individual counseling session; \$7 for a soft credit pull, Vantage Score and instructions how to get their own report		have just implemented fees
Coastal Enterprises, Inc.	Wiscasset, ME	\$25-\$75 for workshops (financial aid based on self-declared income level)		counseling is free
Under Valued Advisor Fund		\$25-\$175 for training sessions and conferences	ensure registrants attend	do not charge for one-on-one TA or online but are considering it
ACEnet	Athens, OH	\$15-\$25 per workshop; \$15 per webinar \$100-\$200 for series of workshops (includes a set number of TA hours as well)		
MercyCorps Northwest	Portland, OR	\$150 for business plan training; \$10-\$25 for workshops		mentoring services are free
Mountain BizWorks	Asheville, NC	\$95-\$350 (sliding scale) for business plan training; \$40-\$170 for business training classes, depending on length of class;	sustainability	
Renaissance Entrepreneurship Ctr	San Francisco, CA	\$25-\$150 for business feasibility training 4-week class; \$25-\$750 for up to 14-week business courses		
WESST	Albuquerque, NM	\$49-\$75 for business feasibility 4-part series; \$120-\$150 for 6-week business planning course;		

8 groups responded that they do not charge for any development services

*Responses were to the following question on the community development banking listserv:

"If you are a CDFI, would you mind emailing me to let me know if you do charge for any development services, what services do you charge for and, if you don't mind sharing, what the amount of the fee is that you charge?"