



## Self-Employment Rates and Hourly Estimates

### Rates of Service

**Standard Hourly Rate of Service: \$90.00**

**Self-Employment Consultation . . . . . @90/hour**

- Feasibility Assessment
- Business Plan Development

**Business Plan Implementation/Revision . . . . . @ \$90/hour**

- Capability Statement Preparation
- Business Expansion/Stabilization
- Business Plan Revision

**Viability Study . . . . . @90/hour**

**Travel in excess of 25 miles . . . . . Billed at federal standard mileage rate**

### Hourly Labor Estimates

**Feasibility Assessment – 20 Hours** Communication/meeting with VR consumer 4 Hours  
 Summary of business idea, target market, and goals 4Hours  
 Research and summary of industry trends 4 Hours  
 Research and summary of market and competition 3 Hours  
 Summary of client credentials/qualifications 2 Hours  
 Development of SWOT and summary analyses 2 Hours  
 FA review meeting with VR staff 1 Hour  
**Total 20 Hours**

#### **Business Plan – no maximum**

Communication/meeting with VR consumer  
 Complete summary of business operating structure 4 Hours  
 Development and summary of initial marketing approach 3 Hours  
 Development of four-year projected cashflow 2 Hours  
 Development of Source and Uses of Funds table 2 Hours  
 Transfer of relevant research from FA to BP 1 Hour  
 BP review meeting with VR staff 1 Hour  
 Revisions to Sources and Uses of Funds Table 1 Hour

**These are examples of areas where providers might be accessed to assist, with the estimated number of hours each might take**