

\*Please note that the Compassion Capital Fund (CCF) program is through the Office of Community Services and is separate from the Healthy Marriage Program in the Office of Family Services. These documents are to be used as references only and not as guidance from OFA. Contact your program specialist if you have further questions related to fee-for-service activities and compliance with Federal and OFA laws and regulations.



## Fee-for-Service Resources

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The resources below will assist you in providing additional depth and insight into the feasibility and applicability to the fee for service model. Use the resources in conjunction with the rest of the material enclosed in this tool kit.

1. **Tax on Unrelated Business Income of Exempt Organizations.**

This publication will help you discern the circumstances that make an organization subject to the unrelated business income tax. It also includes the filing requirements, information on which practices are considered to be unrelated, and where to go if you need additional information.

<http://www.irs.gov/pub/irs-pdf/p598.pdf>

2. **Break Even Calculator.** Use this Web page to learn more about break even analysis, and use the break even calculator to determine your potential cost and units of sale that would cover the expense associated with the venture.

<http://connection.cwru.edu/mbac424/breakeven/BreakEven.html>

3. **Small Business Administration (SBA).** The SBA contains a wealth of information regarding small business start-ups and maintenance. This Web site provides free tutorials and resources. Below you will find links relevant to the fee-for-service model. <http://www.sba.gov/>

a. **Small business assessment tool.** This tool will help you determine whether your organization is ready to start a business venture. This assessment tool is designed to help you better understand your readiness for starting a small business. It will prompt you with questions and assist you in evaluating skills, characteristics, and staff experience as they relate to your preparedness for starting a business.

<http://web.sba.gov/sbtn/sbat/index.cfm?Tool=4>

b. **The Small Business Training Network (SBTN)** is a virtual campus providing quality and targeted online training to meet the information needs of prospective and existing small business owners.

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<http://www.sba.gov/services/training/index.html>

- c. To learn how to do a **business plan**, go to:  
Course: <http://web.sba.gov/sbtn/registration/index.cfm?CourseId=27>  
Template: <http://app1.sba.gov/training/sbabp/bptemplate.pdf>
4. **SCORE.** SCORE is a nonprofit association dedicated to educating entrepreneurs and to the formation, growth, and success of small businesses nationwide. SCORE is a resource partner with the U.S. Small Business Administration (SBA). Working and retired executives and business owners donate time and expertise as business counselors. SCORE was founded in 1964. They offer:
  - a. Business advice: [http://www.score.org/ask\\_score.html](http://www.score.org/ask_score.html)
  - b. Market analysis: [http://www.score.org/new\\_biz\\_idea\\_part1.html](http://www.score.org/new_biz_idea_part1.html) or [http://www.score.org/new\\_biz\\_idea\\_part2.html](http://www.score.org/new_biz_idea_part2.html)
  - c. Information about starting a business: [http://www.score.org/starting\\_your\\_business.html](http://www.score.org/starting_your_business.html)
  - d. Free online workshops: [http://www.score.org/online\\_workshops.html](http://www.score.org/online_workshops.html)
5. **The Nonprofit Risk Management Center.** This organization has many resources that will help you assess, plan for, manage, and mitigate risk in your organization. <http://nonprofitrisk.org/>
6. **Grantee Examples.**
  - a. **Southeastern Network of Youth and Family Services** is a 2006 CEY grantee that implements a fee-for-segmentation strategy. To learn more, visit their Web site. <http://www.senetwork.org/mc/page.do?sitePageId=82167&orgId=snyfs>
  - b. **Nonprofit Resource Center.** Nonprofit Resource Center, a 2006 CEY grantee, provides an array of capacity building services. Some services have associated fees, while others include a request for a donation. To learn more, visit their Web site. <http://www.nprcenter.org>