



GET MORE FROM GRANT FUNDING BY LEVERAGING INDIRECT COSTS

DID YOU KNOW?

In the wake of COVID-19, revenue for governments are being severely impacted and discretionary spending cuts will trickle down to a number of other agencies, departments and programs. HdL and eCivis' professional expertise help you determine the true cost of services and budget more accurately so you can maximize every revenue opportunity.

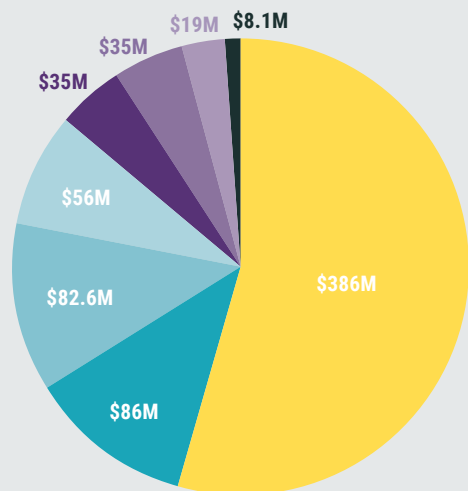
PREPARE COST ALLOCATION PLANS BY UNDERSTANDING THESE KEY ELEMENTS...

- » **Indirect Costs:** These costs represent expenses that are not identified with any grant project function but are necessary, administrative in nature, and incurred while providing services. Capturing indirect costs is vital to understanding your true costs of service.
- » **Budget:** Know what your true cost (indirect + direct costs) of service is so you can plan your budgets accordingly.
- » **Strategic Views:** Improve performance and long-term sustainability. Be in a better position to determine whether your agency or department can take on a certain project or grant.

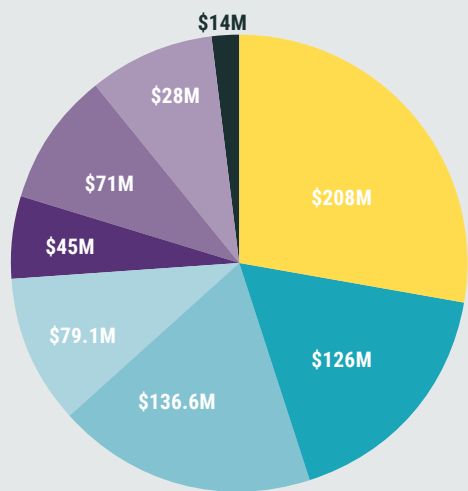
HdL and eCivis' professional expertise help *determine the true cost of services* to help you *budget more accurately* and *maximize every revenue opportunity*.

Governments can't afford to miss out on any funding. Knowing what you're actually spending on programs and services is vital to transparency, accountability and fiscal health.

BEFORE Perceived costs that are manually captured in the budget books.



AFTER True cost of services after cost allocation.



- General Fund
- Community Development
- Capital Improvement Projects
- Public Works
- Streets
- All Other
- Water & Recycling
- Libraries



MAXIMIZE YOUR INDIRECT COST RECOVERY THROUGH INDIRECT COST CALCULATION, NEGOTIATION AND RECOVERY SERVICES.

LET US HELP WITH...

Preparing Your Cost Allocation Plans

- » Provide a clear and concise methodology to assist in developing budgets and planning program delivery by looking at ALL indirect costs.
- » Run scenarios and produce cost plans on-demand with cloud-based cost allocation software.

Negotiating Your Negotiated Indirect Cost Rate Agreement (NICRA)

- » Calculate an indirect cost rate at the agency and departmental levels to ensure maximum revenue recovery in compliance with Federal Uniform Guidance.
- » Determine full, defensible, indirect costs to include in Indirect Cost Rate Proposals for recovery on grants and user fees.

Working with Your Grants and Finance Staff

- » Develop a standardized methodology for capturing expenditure data.
- » Train your teams so you know how to apply your indirect cost rate.

Maximizing Revenue Opportunities

- » Identify opportunities where you can apply your negotiated indirect cost rate (i.e. past funding opportunities and grants).
- » Capture true costs and recover funding that was previously untapped.

Ready to recover additional grant funding from your indirect costs?

888.861.0220 | solutions@hdlcompanies.com | hdlcompanies.com