

Rate Card

Published rates, the cohort cost build, who pays, and four funding packages.

WHO THIS IS FOR	READ TIME	EDITION
Contracting officers and funders	5 minutes, 2 pages	August 2026

IN BRIEF

- Every service has one published rate. What varies is who pays, not the price.
- A full on site cohort of up to 20 staff costs \$13,500, or \$675 per certified practitioner; one fully certified navigator, seat plus practicum, is \$3,175.
- Tax deductible gifts route through FIBCO Family Services, the Institute's 501(c)(3) fiscal sponsor. No organization serving young people leaving care is turned away for inability to pay.

Rates

UNIT	WHAT IT PRODUCES	RATE
Seat, open cohort	One Framework Practitioner, on passing the exam and submitting the applied task	\$675 per seat
Cohort, on site	Up to 20 practitioners drawn from three to five organizations	\$13,500
Navigator practicum	One Certified Navigator carrying named responsibility	\$2,500 per candidate
Facilitator development	One Institute Facilitator who can deliver without the Institute in the room	\$3,500 per candidate
Annual fidelity review	A written finding against six fidelity indicators	\$2,400 per site
Measurement and reporting	Baseline, take up, and two written reports	\$4,500 per site year
Technical assistance	Program audit, adaptation, implementation advising	\$2,500 per day
Travel, within Arizona	Per delivery	\$450
Travel, outside Arizona	Per delivery	\$1,600

Rates are benchmarked against published fees charged by comparable model purveyors for on site training, certification, and fidelity monitoring. They hold through December 2027 and are reviewed annually.

Who pays

PAYER	HOW IT WORKS
Public agency or prime contractor	Purchased under contract at the published rate. Title IV-E training reimbursement may apply to staff serving eligible children.
Provider training budget	Purchased directly and invoiced on the site's terms.

PAYER	HOW IT WORKS
Philanthropic sponsor	A funder underwrites seats at the published rate, open to any eligible organization or directed to a region or population the funder names. A funder who needs a charitable recipient gives through FIBCO Family Services, the Institute's 501(c)(3) fiscal sponsor; a direct payment to the Institute is a purchase of services, not a tax deductible gift.
Navigator Fund	Sponsored seats for organizations that cannot pay, awarded on published criteria and reported to the sponsor by organization and tier.

How a cohort price is built

This is the arithmetic behind the \$13,500 figure, so a reviewer can check it line by line.

LINE ITEM	BASIS	AMOUNT
Facilitator days	Two days on site, one facilitator, at \$3,000 per day	\$6,000
Materials	Participant packet and ten desk cards, \$40 per seat, 20 seats	\$800
Exam administration	Proctoring, scoring, certificate, registry entry, \$250 per candidate, 20 candidates	\$5,000
Travel	Within Arizona	\$450
Subtotal		\$12,250
Indirect	Ten percent de minimis	\$1,225
Total per cohort	Up to 20 seats	\$13,475, quoted at \$13,500
Cost per Framework Practitioner	At full enrollment	\$675
Cost per Certified Navigator	Cohort seat plus \$2,500 practicum	\$3,175

Funding packages

Four ready made packages for sponsors. Each maps directly to the rates above.

PACKAGE	WHAT IT DELIVERS	AMOUNT
Fund a cohort	Up to 20 Framework Practitioners across three to five organizations	\$13,500
Fund a navigator	One Certified Navigator: a seat plus the ninety day practicum	\$3,200
Fund the evidence	Baseline and take up measurement with two written reports at up to five sites	\$22,500
Fund a year in Arizona	Two cohorts, ten practicums, two Institute Facilitators, and fidelity review and measurement at up to five sites	\$95,000

Multi cohort and multi year agreements are quoted on scope. Purchase orders, invoices, and grant agreements are all accepted. Send a completed Cost Proposal Worksheet and a written quote is returned within five business days.