



AETHOS MANAGEMENT LLC

Fractional CFO / Strategic Finance Advisory Pricing Guide

Market-based monthly pricing guidance for small businesses and nonprofits

Use this when the work is more strategic than bookkeeping: cash flow planning, budgeting, forecasting, KPI reporting, board or lender support, pricing analysis, and finance leadership without a full-time CFO.

Service Tier	Typical Monthly Range	Approx. Hours / Month	Best Fit & Core Scope
Finance Advisory Lite	\$2,000 - \$3,000	4 - 6	<ul style="list-style-type: none"> • Owner-led businesses needing monthly financial review and light strategy support • Monthly KPI and cash review • Basic forecast and planning call • Best when books are already clean
Fractional CFO Essentials	\$3,500 - \$5,500	6 - 10	<ul style="list-style-type: none"> • Small businesses or nonprofits needing recurring finance leadership without full-time overhead • Cash flow forecasting and budget oversight • Monthly close review and reporting package • Pricing, margin, and decision support
Fractional CFO Growth	\$6,000 - \$8,500	10 - 15	<ul style="list-style-type: none"> • Growing organizations with more moving parts, team oversight, or board / lender reporting • Rolling forecast and scenario planning • Internal controls and process improvements • Leadership support for finance staff or outsourced bookkeeper
Complex / CFO Lead	\$9,000 - \$12,500+	15 - 25+	<ul style="list-style-type: none"> • Multi-entity, audit-heavy, grant-heavy, investor-facing, or

			fast-scaling organizations <ul style="list-style-type: none"> • Weekly oversight and strategic reporting • Capital planning, fundraising, covenant or audit support • Cross-functional finance leadership
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<p>Nonprofit Guidance</p> <ul style="list-style-type: none"> • Smaller nonprofits can begin around \$2,000 - \$4,000/month when support is focused on budgeting, dashboards, and leadership review. • Grant reporting, board packets, restricted funds, audit prep, and 990 coordination often move the engagement into the \$4,000 - \$8,000+ range. • Complex nonprofits with multiple grants, programs, or compliance layers often price like the Growth or Complex tiers. 	<p>Hourly / Project Pricing</p> <ul style="list-style-type: none"> • Standard advisory rate: \$175 - \$350 per hour for light-to-moderate strategic finance work. • Specialized support: \$350 - \$450+ per hour for urgent, audit, fundraising, lender, or highly technical work. • Typical project examples: forecast rebuilds, cash runway models, board dashboards, cleanup-to-close process design, or audit-readiness support.
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Pricing note: These are market-based guidance ranges, not fixed industry standards. Final pricing usually moves based on revenue or budget size, transaction volume, clean-up needs, reporting deadlines, financing activity, payroll complexity, and whether a controller/bookkeeper is already in place.