



2.7.3 Calculating the ROI by training type.....

<p><i>Basic ROI formula:</i></p> $ROI = \frac{\text{Program benefits} - \text{Program costs}}{\text{Program costs}} \times 100$	<p><i>CUSTOMIZED TRAINING ROI</i></p> $ROI = \frac{\$214,297 - \$237,137}{\$237,137} \times 100 = -9.6\%$	<p><i>ITA-FUNDED TRAINING ROI</i></p> $ROI = \frac{\$188,649 - \$447,624}{\$447,624} \times 100 = -57.9\%$	<p><i>BOIHTYPES OF TRAINING ROI</i></p> $ROI = \frac{\$402,946 - \$684,761}{\$684,761} \times 100 = -41.2\%$
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Were "program benefits" includes...

	CUSTOMIZED	ITA-FUNDED	BOIH
<i>changes in:</i>			
Federal child tax credit	\$13,202	\$13,462	\$26,664
Federal earned income tax credit	-\$22,219	-\$34,958	-\$57,177
MD earned income credit	-\$11,919	-\$26,789	-\$38,708
MD poverty credit	-\$14,500	-\$14,296	-\$28,796
Local poverty credit	-\$7,085	-\$6,952	-\$13,987
Refund of earned income credit	-\$6,550	-\$6,323	-\$12,873
Value of child care vouchers	-\$13,507	-\$12,064	-\$25,571
Food stamps receipts	-\$54,885	-\$16,093	-\$70,978
TANF/ICA receipts	\$1,943	\$172	\$2,115
	<u>-\$115,470</u>	<u>-\$103,841</u>	<u>-\$219,311</u>
<i>...and increases in:</i>			
Federal income tax ultimately paid	\$46,503	\$29,094	\$75,597
State and local income tax ultimately paid	\$52,324	\$55,714	\$108,038
	<u>\$98,827</u>	<u>\$84,808</u>	<u>\$183,635</u>
<i>...which sum to:</i>	<u>\$214,297</u>	<u>\$188,649</u>	<u>\$402,946</u>

