



Slicing Pie

Grunt Fund Relative Value Cheat Sheet

Summary Calculations

The following table summarizes the theoretical value of the various ingredients for use in a Grunt Fund. Detailed explanations and justifications can be found in the book Slicing Pie.

Ingredient	Calculation
Time- Grunt	Grunt Hourly Resource Rate (GHRR)= Negotiated Base Annual Salary x 2 ÷ 2000
Time- Grunt who also gets cash compensation	GHRR = (Negotiated Base Annual Salary – Current Comp) x 2 ÷ 2000
Time- Consultant	Hourly Rate x 2 (reserve the right to buy back)
Money- Cash	Amount of Money x 4 (2x if crowd-funded)
Money- Personal Credit, Paid Off by Company	Nadda
Money- Personal Credit, Paid Off by Grunt	Amount of Money paid towards bill (including interest) x 4
Money- Loan to the Company	No pie, just principle and interest from the company. Treat as cash if not repaid by company.
Money- Unreimbursed expenses	Amount of expenses x 4
Supplies and Equipment- Business Facilitating	Nothing

Ingredient	Calculation
Supplies and Equipment- Business Enabling	<ul style="list-style-type: none"> ✓ Treat as a <i>cash equivalent</i> if it was acquired specifically for the business ✓ Use the <i>purchase value</i> if it is less than a year old ✓ Use the <i>resale</i> value if it is more than a year old
Facilities	<ul style="list-style-type: none"> ✓ Equal to rent or lease amount if appropriate for business ✓ Equal to cost of more appropriate facility
Ideas & Intellectual Property	<ul style="list-style-type: none"> ✓ Development hours times GHRR plus costs ✓ Equal to Unpaid Royalty
Relationships	Unpaid commission x 2

If you don't like these calculations you can make up your own. Just keep it fair and consistent.

I've prepared a Grunt Fund Calculator Spreadsheet that will help you keep track of these elements over time. [Click here to access the calculator.](#)

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