

GO? OR “NO-GO?” - How to decide if you’re ready for this funding possibility

Issues to Review	Questions to Consider	Rating Scale	Points
Vision/Mission Agency Values and Goals	Does the opportunity fit the agency’s purpose and direction? Is the proposed opportunity supportive or in conflict with the agency’s values and goals?	1 - 20	
Resources and Availability	Do we have sufficient time, funding, equipment, staff and other resources to pursue this opportunity? Is our agency able to obtain the full indirect cost rate? Is the in-kind or match unreasonable?	1 - 10	
Identified Community Need or Gap	Does the opportunity meet an identified gap in service or a need identified by the community? Does the opportunity support an existing core service or program addressing community needs?	1 - 15	
Cost Effectiveness	Does the cost-per-unit of service appear reasonable? Does the cost involved in preparing the proposal, billing, and reporting justify the return?	1 - 10	
Certainty of Achieving Success	What are the odds for or against success?	1 - 10	
Degree of Organizational Change	How will this opportunity influence the way we operate or provide service? Is the change worth it?	1 - 10	
Impact upon Participants and Community Stakeholders	Are there defined and measurable outcomes? How relevant are they to the population served?	1 - 10	
Timing	How will this opportunity impact current programs or implementation efforts of other programs and projects?	1 - 5	
Organizational Strengths and Weaknesses	Do we have the skills, knowledge, reputation and staff to carry out this opportunity?	1 - 5	
Risks	What can we lose if we try and fail? What do we lose if we don’t try? Does opportunity present major risks for the agency?	1 - 5	
TOTAL POSSIBLE POINTS = 100		TOTAL POINTS	

Criteria for the Rating Scale

Rating Area	1	5	10	15	20
Vision/ Mission	Does not fit vision and mission.	Limited fit to the vision and mission of the agency.	Supports some portions of mission and vision.	Fits most of the vision and mission of the agency.	Clearly fits the vision and the mission.
Congruence with Agency Values and Goals	Conflicts with the agency's values and goals.	Limited support for agency's values and goals	Is aligned with some values and goals.	Supports most of the agency's values and goals.	Clearly supports the agency values and goals.

Rating Area	1	3	5	8	10
Resources and Availability (Will there be a fiscal impact to pursue opportunity)	Will require agency to subsidize 25% or more of the costs to get operational or incur fiscal and/or other responsibilities, without equivalent financial benefit.	Will require agency to subsidize 10% to 15% or more of the costs to get operational.	Break even	Generates surplus	Generates substantial surplus

Rating Area	1	4	8	12	15
Community Need and Gaps in Service	There is little evidence of need for this program opportunity. Does not support existing core services or programs.	The opportunity would be useful but is not a high priority. Could be utilized by clients of existing core services.	More service providers or funders indicate a need for this service in the community.	The community and consumers indicate a need for this service in the community. Supports existing core services or programs.	This service is clearly viewed as a high priority by service providers and the community at large.

Rating Area	1	3	5	8	10
Cost Effectiveness	More expensive than similar programs. Reporting and billing may be extensive.	Some opportunity to make the program cost effective.	Costs and benefits are neutral.	Potential for cost efficiency is available.	Demonstrates cost efficiency compared to similar programs.

Rating	1	3	5	8	10
Certainty of Achieving Success	Success highly uncertain.	Minor areas of success.	Even odds for success.	Will demonstrate success in most areas.	High chance of success in all areas.

Rating	1	3	5	8	10
Degree of Organizational Change	This would require major changes in the organization. Impact could be negative.	Some changes required. Questionable benefits.	Neutral impact on the organization.	Neutral impact with possibility of good benefits if successful.	No major change in organization would be required. Any impact would clearly be positive and benefit the agency.

Rating	1	3	5	8	10
Impact upon Participants and Community Stakeholders	No outcome standards available.	Desired outcomes somewhat nebulous and elusive.	Expected outcomes are defined but hard to capture data for outcomes.	Expected outcomes defined and data instruments are in place to capture data.	Outcome standards and instruments are in place, standardized and capable of capturing recognized outcomes

Rating	1	2	3	4	5
Timing	We are too late to complete and compete effectively.	Late in addressing the trend and would have to invest a lot of time and resources to compete successfully.	Still okay if other resources are available to assist us.	We are a little late but can achieve the goals and objectives and position ourselves as a major provider.	The timing is perfect to take advantage of this trend and opportunity.

Rating	1	2	3	4	5
Organizational Strengths and Weaknesses	Skills, knowledge and morale are too low to take on this opportunity.	Minimal skills and knowledge are present but require additional learning. Morale on the negative side to taking on new opportunities	Most skills and knowledge are present and morale is such that needed learning can take place.	Morale is good towards this opportunity and skills and knowledge are present and available.	Skills, knowledge and morale are all present and it is clear the agency could take on this new opportunity.

Rating	1	2	3	4	5
Risks	If the project fails, we would have substantial losses. Negative impact on our reputation.	High risk of losses with a failure.	Some risks are present. Some financial loss if project fails.	Few risks connected to the failure. Some agency benefits by being part of opportunity.	No measurable risks if project is not successful – reputation is enhanced by taking advantage of the opportunity.