

Organizational Assessment

Organization _____

Team Leader Name _____

Resource Development

A. Developing a Case Statement

Knowing your organization's strongest argument and unique qualifications puts you in the best position to search for funding. Understanding the funding environment can help you direct both your arguments for funding and your search for likely stakeholders, advocates and contributors.

My organization has an up-to-date written case statement that helps us respond to funding opportunities.	Yes	No	Not sure
We can successfully tailor our requests to the interests of funders and the funding environment.	Yes	No	Not sure
We are aggressively increasing the involvement and commitment of identified prospects.	Yes	No	Not sure
We have secured funding from more than one non-governmental source.	Yes	No	Not sure

B. Research and Grantwriting

Careful research can help you target your resource development efforts by reducing the number of targets you approach and can increase your chances of success by allowing you to craft your story in terms of the interests of the funder

We regularly research funding opportunities using Foundation and Corporate directories.	Yes	No	Not sure
My organization knows how to use personal contacts to create more in-depth profiles of prospective funders and to build relationships.	Yes	No	Not sure
The grants we write are usually funded, but if they are not, we find out why.	Yes	No	Not sure

C. Exploring Other Resource Development Methods

Other methods of fundraising and resource development can be useful in developing long-term sustainability and in identifying new stakeholders and prospects. Partnerships can be a useful bridging strategy to new funding structures and opportunities.

We successfully use other methods besides grant writing to raise funds and other resources.	Yes	No	Not sure
We have a clear understanding of what other means of fundraising are and what they entail.	Yes	No	Not sure
We have a written long-term fund development plan that employs diverse fundraising strategies	Yes	No	Not sure
We know how to use cultivation strategies in each strategy we employ.	Yes	No	Not sure

Summary of Resource Development

We are concerned about the areas of:

If we could improve on these skills, it would help us sustain our project because:

Name of individual who will be assigned to work on these skills:

His (her) position in the project:

His (her) role in applying these skills after the training:

This assignment has been thoroughly discussed with the individual and the team attending the training.