

Worksheet #1: What do you want to pay for?

Before we dive in

What *specific activity(s)* do you want to pay for? This could be a specific intervention, a capital project, backbone/integrative activities, or something else. *But try to identify what you want to potentially spend money so you can make the most of our time together today.*

Worksheet #2: Evaluating Possible Financing Structures

Type of Financing Structure: _____

How developed are your relationships with the decision makers of this financing structure?

(1-No relationships at all; 5-Very developed relationships)

1 2 3 4 5 Discussion Notes

How familiar is your organization with the decision making processes for this financing structure?

(1-Have never completed; 5-Have completed multiple times)

1 2 3 4 5 Discussion Notes

To what extent does your organization have the technical skills needed for success with this financing structure and/or how readily are these skills acquired?

(1-No technical skills; 5-Advanced technical skills)

1 2 3 4 5 Discussion Notes

How does the likely lead time for acquiring the source of funding match with the timing of your need for it?

(1-Timing doesn't match at all; 5-Timing matches exactly)

1 2 3 4 5 Discussion Notes

How well does the likely sustainability of the funding source match with the need for your stream of funding over time?

(1-Doesn't match with need; 5-Matches exactly)

1 2 3 4 5 Discussion Notes

Based on your other ratings, how strongly would you recommend that your organization pursue this particular financing structure?

(1-Not at all; 5- Absolutely)

1 2 3 4 5 Discussion Notes

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