

# Tool: Funding Sources Prioritization Scorecard

## Instructions

The [Funding Sources Prioritization Scorecard](#) provides nonprofits with a tool to evaluate and prioritize funding opportunities based on a set of criteria. Review the priority criteria definitions below prior to assigning weights and scoring. Use 1 per funding source and capture the score on the [Funding Sources Tracker](#), found on the Eyes Up Appalachia website. Download the spreadsheet version of the [Funding Sources Prioritization Scorecard](#), and it will automatically calculate your scores.

**Step 1:** Assign Criteria Weights: Determine how important each criterion is to your organization (1 = low, 2 = low-to-medium, 3 = medium, 4 = medium to high, 5 = high). List your scores in the light blue column.

**Step 2:** Evaluate how well the opportunity meets each criterion using the priority criteria questions in the next section of this document (1 = low, 2 = low-to-medium, 3 = medium, 4 = medium to high, 5 = high). List your scores in the purple column.

**Step 3:** Total the Criteria: Multiply the weight by the score for each line item.

**Step 4:** Figure the Priority Score: Add all criteria totals to get a final Total Score.

**Step 5:** Use the final score to compare multiple opportunities. List the score on the [Funding Sources Tracker](#).

Criteria	Weight (1-5)	Score (1-5)	Total
Mission Fit			
Funding Amount and Duration			
Allowable and Indirect Costs			
Cash Flow and Payment Terms			
Match Requirements and Realistic Match Capacity			
Capacity to Apply and Deliver			
Compliance Complexity			
Likelihood of Success and Application Readiness			
Relationship Value and Future Funding Path			
Portfolio Balance and Risk			
<b>TOTAL WEIGHTED SCORE</b>			

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## Priority Criteria Defined

### Mission Fit

- Does this funding strengthen your mission?
- Are you adapting your services to match the grant, or is the grant supporting the core services you already offer to survivors?

### Funding Amount and Duration

- Is the award large enough to justify staff time and administrative effort?
- Is the funding multi-year, renewable, or one-time?

### Allowable and Indirect Costs

- Will the grant fund the program's real drivers?
- Are indirect costs allowed?
- Will the funding award allow you to meet the real costs associated with the program that are also billed across multiple programs?

### Cash Flow and Payment Terms

- Is it reimbursement-based (requiring you to float costs), or does it provide advances?
- How quickly do payments come, and how complex are drawdowns?
- Could delays threaten payroll, emergency assistance, or shelter operations?

### Match Requirements and Realistic Match Capacity

- Is a match required, and if so, is it cash or in-kind, and can you document consistently?
- Does match timing create cash-flow risk? Will you be able to meet your obligations while waiting for the match to be drawn down?

### Capacity to Apply and Deliver

- Do you have the staffing, systems, and partners to meet deliverables and reporting requirements without compromising survivor services?
- If not, does the grant pay for capacity-building (grant management, data systems, evaluator, finance support)?

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## Compliance Complexity

- How much administrative burden will be placed on staff applying for the grant?
- How heavy is reporting (frequency, narrative length, documentation, data collection)? And do you have the systems and personnel hours available to readily collect, compile, and analyze it?
- Are procurement, reimbursement, monitoring, or audit requirements manageable?
- Are there restrictions that create lots of “paperwork per dollar”?

## Likelihood of Success and Application Readiness

- Are you clearly eligible and competitive?
- Do you have prior performance evidence, outcomes, and partnerships ready to document?
- What is the competition level and typical award rate (if known)?

## Relationship Value and Future Funding Path

- Do you have (or can you get) a warm introduction or relationship with the funder?
- Does winning the award improve credibility with other funders (local foundations, state agencies, businesses, individual donors)? Is the funder a “name brand”?
- Does it open doors to collaborative funding with aligned partners?
- Could this funder become a long-term partner or renewal sources?

## Portfolio Balance and Risk

- Does it diversify your funding across public, private, and community sources?
- When local, state, and federal governments change administrations, priorities may shift. Do you have enough portfolio balance to offset the risk of accepting government grants?