

COMMON QUESTIONS FUNDERS ASK

About your organisation

1. What type of organisation are you?
2. What do you do?
3. What are your achievements to date?
4. Whom do you help and how many?
5. What difference do you make to your client group?
6. How are you currently funded?
7. Is what you do effective and can you prove it?
8. Who makes the decisions?
9. Are you part of a larger organisation?
10. If so, why are they not funding this?
11. If you are a big national charity, how locally focused are you?
12. Do you have an equal opportunities policy and how do you monitor it?
13. What role do your clients play in the management of your organisation?
14. What is your reserves position?
15. Are you solvent?

About your project

1. What is this project?
2. What preparation have you done to date?
3. Is it really needed?
4. How do you know what the need is?
5. Do others do this / provide this service?
6. How are you different from them?
7. Why are you the right organisation to do this work?
8. How does this fit in with your strategy?
9. Do you have the right expertise?
10. Is this project value for money?
11. Is what you're doing enough to make a real difference?
12. Are these realistic costs?
13. Could you do this with less money (answer NO)?
14. What would you do with less money?
15. What would happen if the project were not there?
16. How high are your core or administration costs?
17. How are beneficiaries involved in this project?
18. Have they been consulted?
19. Can you cope with the expansion that this project will generate?
20. Who else is funding this project?
21. How will you manage any loss of income?
22. Does this project require revenue, capital or both?
23. What will be the outputs and outcomes of the work?
24. How will you show the results/measure the success of this project?
25. How are you going to disseminate the results of this project?
26. Will our donation replace statutory funds?
27. What are you doing to create awareness or promote your project?
28. How will you sustain the work after our grant ends?