**ATTACHMENT 2: INCOME SOURCE EVALUATION WORKSHEET**

**Step 1—Describe current income sources**

| **Income source** | **Number of contributions from this income source** | **Average size of contributions from this income source** | **Is this a stable source of income, or is it likely to fluctuate year-to-year?** | **Does this income source have the potential to grow? What would be required to increase this income source?** | **How many contributions from this source will our NPO try to get?** |
| --- | --- | --- | --- | --- | --- |
| **Individual donations from community members** |  |  |  |  |  |
| **Donations from businesses** |  |  |  |  |  |
| **Donations from NPO founders, board, staff** |  |  |  |  |  |
| **Proceeds from fundraising events** |  |  |  |  |  |
| **Sale of products or services** |  |  |  |  |  |
| **Grants from foundations or corporations** |  |  |  |  |  |
| **Other (describe)** |  |  |  |  |  |

**Step 2—Describe potential new income sources.**

| **Income source** | **Estimate of the average size of contributions from this income source** | **Does our NPO have the capacity to fundraise from this source?** | **What are the risk of fundraising from this source?** | **How many contributions from this source will our NPO try to get?** |
| --- | --- | --- | --- | --- |
| **Individual donations from community members** |  |  |  |  |
| **Donations from businesses** |  |  |  |  |
| **Donations from NPO founders, board, staff** |  |  |  |  |
| **Proceeds from fundraising events** |  |  |  |  |
| **Sale of products or services** |  |  |  |  |
| **Grants from foundations or corporations** |  |  |  |  |
| **Other (describe)** |  |  |  |  |
|  |  |  |  |  |