

## 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?
<b>Individual donations from community members</b>					
<b>Donations from businesses</b>					
<b>Donations from NPO founders, board, staff</b>					
<b>Proceeds from fundraising events</b>					
<b>Sale of products or services</b>					
<b>Grants from foundations or corporations</b>					
<b>Other (describe)</b>					

**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?
<b>Individual donations from community members</b>				
<b>Donations from businesses</b>				
<b>Donations from NPO founders, board, staff</b>				
<b>Proceeds from fundraising events</b>				
<b>Sale of products or services</b>				
<b>Grants from foundations or corporations</b>				
<b>Other (describe)</b>				