

**WORKSHEET**

**NFF Webinar: Operating In a Changing World, Part 1**

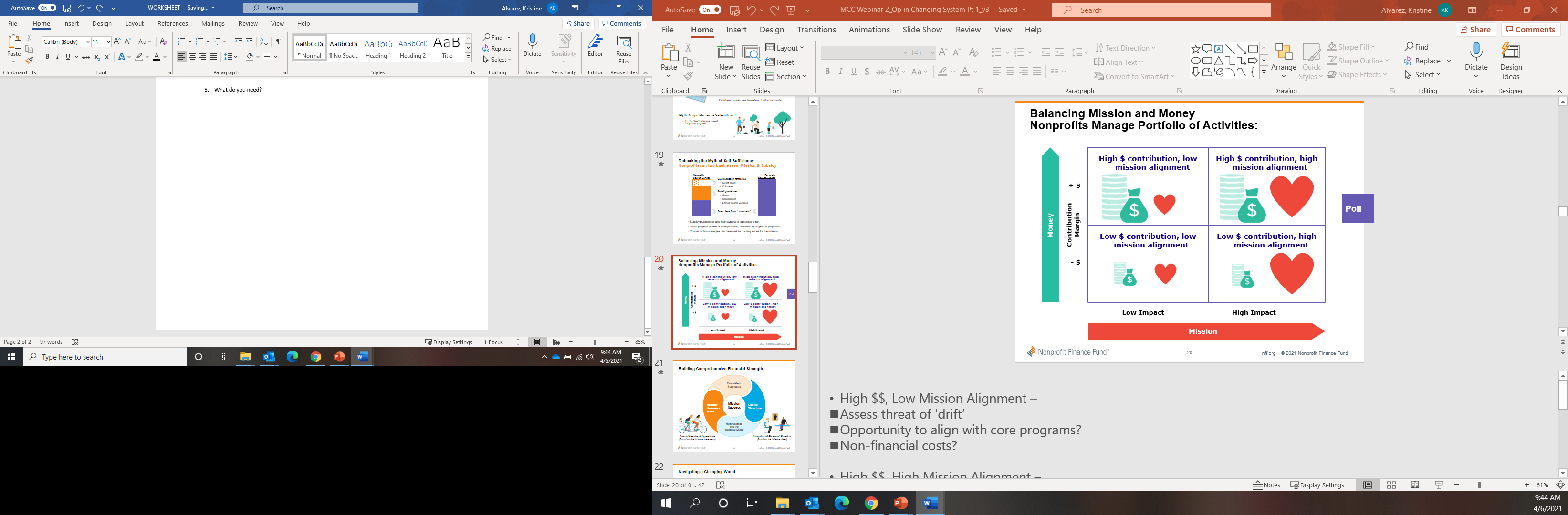
**#1 Assess Our Complete Strengths**

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| --- | --- | --- |
|  | **Strengths**  *What complete capital areas are well resourced?* | **Opportunities or Risks**  *What strengths could be leveraged to fill areas of needs or gaps in resources?* |
| **Financial** |  |  |
| **Relationships & Reputation** |  |  |
| **People & Skills** |  |  |
| **Data & Know-How** |  |  |

**#2 Strategies for Navigating Inequitable System**

* How do these dynamics show up for your organization? For the field?
* How are you already navigating these challenges? What is working well, what’s not?
* What do you need?

**#4 Balancing Mission & Money: Portfolio of Activities:** *Plot each major program or activity that your organization operates on this grid. What are the management and financial implications? What is affirming or surprising?*



**#5 Identifying Risk & Opportunity in the Budget**

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| --- | --- |
| Revenue Dynamics   * What might shift in gov’t support and contracts? In individual donations? * How might private funding shift away from some mission areas toward others? * How are shifting markets affecting our earned revenue? * What is already secured/guaranteed or not? |  |
| Expense Dynamics   * Increased demand? Decreased demand? * New partnerships or funding opportunities that require staff time and financial resources? * Staff or expenses contingent on securing funding that’s now uncertain? * Changes to rent? Can we renegotiate? |  |
| Profitability & Savings   * How well can we tolerate a deficit due to what’s at risk or the cost of opportunity? * Any opportunities to generate savings? |  |