

**WORKSHEET**

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

**#1 Assess Our Complete Strengths**

|  |  |  |
| --- | --- | --- |
|  | **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**

|  |  |
| --- | --- |
| 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?
 |  |