It’s time to measure your NGOs financial sustainability. The following self-assessment tool is intended to assist you in evaluating key aspects of your organisation's financial stability, identifying strengths, and pinpointing areas for improvement.

By answering these questions, you'll gain valuable insights to enhance your strategic decision-making and chart a path to greater sustainability. Let us start the journey to secure your NGOs financial future together.

No worries if you don't know every metric; simply write down your own opinion.

| Q: What are the trends in revenue and expenditures over the past few years? |
| --- |
| A: |
| Q: Which sources of income increased or reduced over the past four years   * Grants * Service income/ commercial contracts * Income generating activities (earned income) * Fundraising * other |
| A: |
| Q: What is the nature of donor funding? Do donors fund specific activities only? Do they fund specific facilities? |
| A: |
| Q: What is the overall trend in donor funding — is it increasing/decreas- ing? Are the number of donors increasing/decreasing? |
| A: |
| Q: How did the cost recovery on grants trend develop over the past four years? |
| A: |
| Q: How did the unit cost per service delivered develop over the past four years?  (Unit cost per service delivered are the cost of the distinctive service or good delivered to users of our services). |
| A: |
| Q: Did we manage to attract substantial new income to our organisation in the last four years? |
| A: |
| Q: What are our greatest risks related to our current income (e.g. loss of a critical donor, fundraising system failure) |
| A: |
| Q: What are our greatest risks related to our current expenditure (e.g. sudden increases, unforeseeable expenditure, threat of fraud going undetected) |
| A: |
| Q: What is the potential for expanding other sources of funding (new do- nors, local government, local fundraising, etc.)? |
| A: |