



# Investors ask 3 questions

- What are we investing in?
- What are the chances there will be a solid return on the investment?
- Is this the best possible use of money?



# Program Results

- Changes in participant behavior or condition
- Tangible, verifiable, and within the influence of the applicant

# 4 Steps

## Step 1

### **Identify the change that program seeks for clients**

- Comparison to current behavior or condition
- Reducing negative behavior or conditions
- Increasing positive behavior or conditions

## Examples

- Improving grades
- Reducing the # of family arguments
- Getting and keeping employment

## Step 2

### **Consider how much change is required to be considered successful**

- How much change?
- Maintained for how long?

### Examples

- Reducing the number of failed courses from 2 or more to 0
- Getting a job that pays a living wage and keeping it for 6 months or more
- Remaining independent at home for the duration of the program year

## **Step 3**

# **Review how many of clients will change**

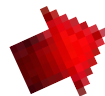
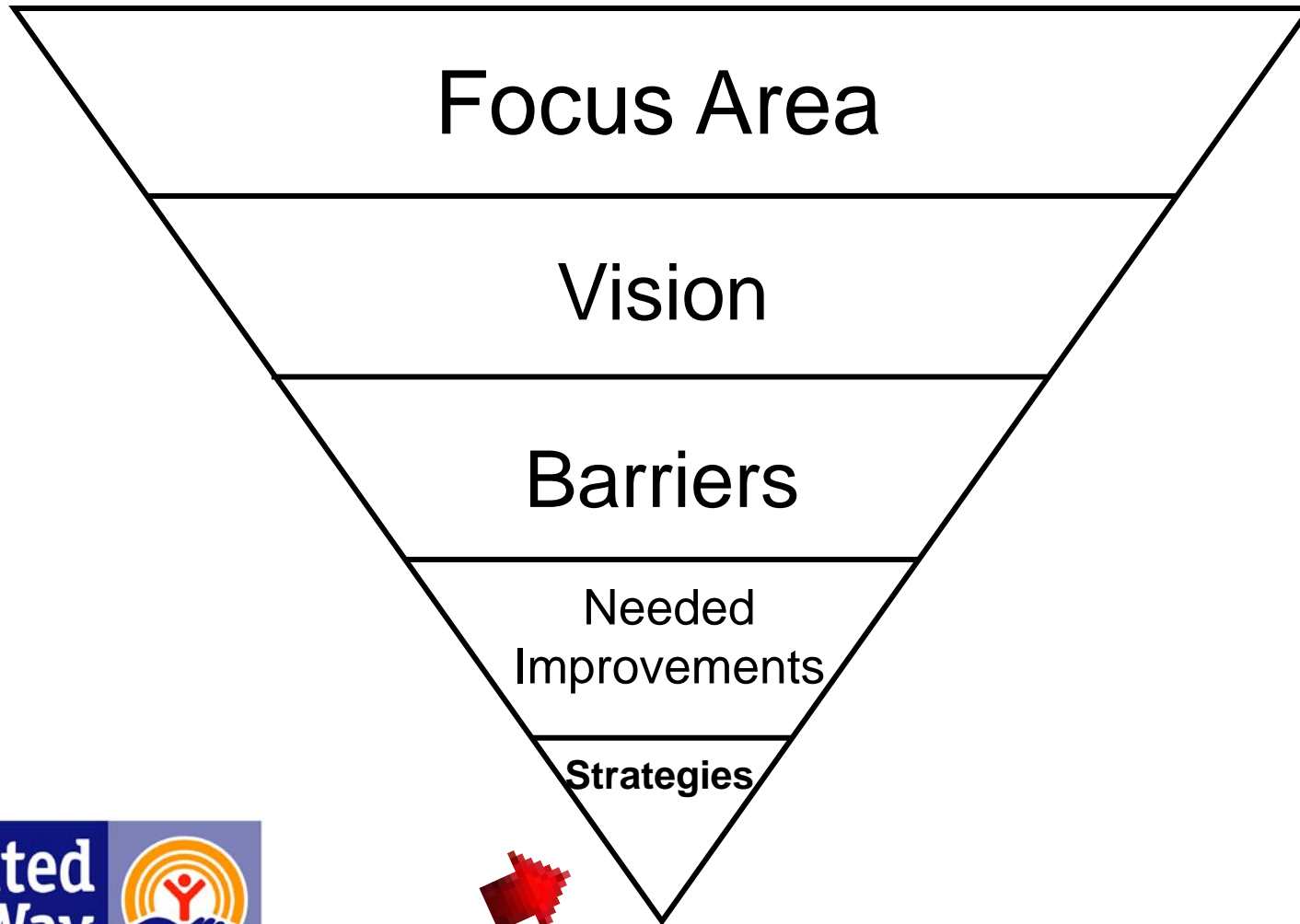
## **Considerations**

- Past experience with other clients
- Level of difficulty

## **Step 4**

Review how the result(s) connect to one or more of the Needed Improvements in Education, Income, or Health

# Where do Program Results fit?



A strong, caring community

# Education

Vision: We envision an engaged community where each child develops and succeeds academically, socially, and emotionally.

**Barrier #1**: Many children are not prepared to enter kindergarten.

Needed Improvements:

- A) Increase high quality, affordable early care and education opportunities for children from birth to kindergarten. \*
- B) Enhance families' and caregivers' ability to support the development of children from birth to kindergarten. \*
- C) Enhance the community's capacity to identify and address children's developmental vulnerabilities.

**Barrier #2**: Many children do not move successfully from kindergarten through high school graduation.

Needed Improvements:

- D) Strengthen the social and basic life skills that youth need for success. \*
- E) Increase the involvement of families, caregivers and the community in the academic success of all children. \*
- F) Increase basic academic skills of children performing below grade level. \*

**Barrier #3**: The diverse educational needs of children and youth are not met.

Needed Improvements:

- H) Increase diverse educational options for all learners. \*

**Strategies**  
Give  
Advocate  
Volunteer

\*Tier 1



# Income

Vision: We envision a thriving community working together, fulfilling basic needs, and building economic self-sufficiency for all.

**Barrier #1**: Many people can not meet their basic needs.

**Barrier #2**: Many people do not have living wage jobs.

**Barrier #3**: Many people are not financially stable.

**Barrier #4**: Many people live in substandard or unaffordable housing.

Needed Improvements:

Needed Improvements:  
K) Increase the vocational, language and literacy skills of individuals. \*

Needed Improvements:  
M) Increase the capacity of individuals to move out of financial crisis.

Needed Improvements:

J) Increase availability and use of public and private services that provide basic needs assistance for people in crisis or with ongoing needs. \*

L) Increase the number of workers who earn a living wage. \*

N) Increase individuals' skills needed to manage financial resources and build stability. \*

P) Maintain existing and increase affordable and safe housing stock for low-income households. \*

**Strategies**  
Give  
Advocate  
Volunteer

\*Tier 1

# Health

Vision: We envision a safe community where everyone has the knowledge, resources, access and opportunities to be healthy.

**Barrier #1:** Not all people, homes and communities are safe.

**Barrier #2:** Many people do not have quality support for preventive health and wellness.

**Barrier #3:** Many people do not have quality primary and behavioral health care.

Needed Improvements:

R) Increase the power of individuals and the community to prevent violence and abuse. \*

S) Increase the likelihood of recovery for anyone experiencing trauma from violence or abuse. \*

Needed Improvements:

U) Increase awareness of and opportunities for wellness, prevention, and early detection. \*

V) Increase physical activity and healthy eating for children, families, and those at risk of poor health. \*

W) Increase supportive networks for seniors and people with disabilities. \*

Needed Improvements:

X) Increase community support options to keep people as independent as possible. \*

Z) Increase access to quality primary, behavioral, and dental healthcare regardless of ability to pay. \*

Strategies

Give  
Advocate  
Volunteer

\*Tier 1

## Result 1

a) How many clients will you serve?

b) Specifically, these clients are (descriptors by age, condition, etc):

c) The clients will benefit from the service by gaining/experiencing:

- New knowledge
- New/increased skills
- Changed attitude
- Modified behavior
- Improved status
- Improved condition
- Stabilized condition
- Other

**d) Describe the result you expect to achieve.**

\*For example, if your choice above for Benefit is “New Knowledge”, specifically describe the new knowledge

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**e) How many of the clients referenced in a) will experience the result described above?**

**f) What will you observe to know your results have been achieved?**

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**g) What information will you use to verify/track success?**



**h) List the Needed Improvement Result 1 is addressing.** Your Results must align with at least one Needed Improvement. Choose from the [list of needed improvements](#)



**i) Explain how Result 1 aligns with the Needed Improvement selected in h).**



	Score	Maximum score
<b>Program &amp; Budget</b>		
1. There is a clear need for the program based on the challenges/issues being addressed (Narrative, B)		<b>5</b>
2. The program's key steps will likely produce the intended results (Narrative, C)		<b>5</b>
3. The approach is backed by evidence of success (Narrative, D)		<b>5</b>
4. The program does not provide an unnecessary duplication of services (Narrative, E)		<b>5</b>
5. The program is managed and provided by competent staff that will help participants achieve intended results (Narrative, F)		<b>5</b>
6. The organization collaborates to maximize the program's effectiveness (Narrative, G)		<b>5</b>
7. The program has achievements predicting future success (Narrative, H)		<b>5</b>
8. The organization has sufficient and diverse financial resources to operate this program (Budget & Budget Narrative)		<b>5</b>
<b>Results</b>		
9. The explanation of the client population is clear (Result[s], b)		<b>5</b>
10. The program's results demonstrate a clear benefit to the clients served (Result[s], c & d)		<b>10</b>
11. The program's predicted success rate for clients is reasonable (Result[s], e)		<b>5</b>
12. The program's results are measurable (Result[s], f & g)		<b>10</b>
13. The program's results clearly address one or more of the needed improvements (Result[s], h & i)		<b>10</b>
<b>Total Points</b>		<b>80</b>
14. Based on my review of the application, this program should be considered for funding for the upcoming year.		<b>Yes/No</b>