

SPARKPOINT FINANCIAL SUSTAINABILITY PLAN TEMPLATE



SPARKPOINT OVERVIEW

I. OUR PROBLEM ANALYSIS (Why do you have a SparkPoint Center? What data describes the need for your SparkPoint Center? What is the context in which your Center operates?)

II. TIMELINE OF PROGRAMMING, HISTORY, MILESTONES. (What are the major milestones of your SparkPoint Center that have happened and that you would like to see happen in the next year? In the next three years?)

III. OUR CORE PROGRAMS (What are your strongest program elements?)

IV. CURRENT REVENUE MODEL (List or insert a chart breaking down categories of revenue and its percentages of your total budget – government, foundation, individual, earned, etc. What areas are under-funded?)

V. OUR FINANCIAL SUSTAINABILITY DEFINITION (What is your definition of financial sustainability for your Center? What are your financial sustainability goals?)

VI. KEY LEVERS IN OUR SUSTAINABILITY (What are important considerations as you seek funding in the next year, two years, and so on? What needs to be discussed more? Where are the opportunities that you want to prioritize? Where are there risks/threats to revenue? For example, what is your current partnership model vs. your ideal partnership model? Are there any partnerships that lend themselves to increased funding?) Below are links to a couple resources you might find useful:

- [Charity Excellence Framework](#)
- [Pestle Analysis](#)

VII. POLICY LANDSCAPE AND OPPORTUNITIES (What are opportunities to obtain dedicated funding for the program from institutional, city, county, state, or federal sources?)

VIII. IDEAL/INTENDED REVENUE MODEL IN THE NEXT 3 YEARS (List or insert a chart illustrating ideal revenue categories three years from now including percentages. How does this address key levers in your sustainability, build on your core programs, and consider the opportunities in your policy landscape?)

IX. LEADERSHIP AND HUMAN CAPITAL (What leadership and staffing is available to meet funding requirements such as reporting and to take what is outlined in this plan to shift the Center from its current revenue model to its intended one? This could include staffing at the SparkPoint Center, lead agency, district or college foundation.)

X. KEY ACTIONS (What actions will you take to shift to your ideal revenue model, who will be responsible for those actions and what is your timeline to implement these? How will you address any risk associated with this revenue?)

Goal	Action Steps	Amount of revenue this would generate	Who's responsible for actions	Timeline

XI. MEASURING OUR PROGRESS (How will you know that progress is being made on your Financial Sustainability Plan? Example: We will meet on a quarterly basis and review how our percentages of revenue streams compare to our Financial Sustainability Plan.)