

PHASE 1: Scoring Rubric for Community Foundation of Grant County Local Impact Investment

Applicant Name:		Possible Points	120
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Dimension	Subdimension	Optimal (5 pts)	Acceptable (3 pts)	Potentially Disqualifying (-5 pts)	Score	Multiplier	Total
Financial	Investment Opportunity: Meets optimal criteria to be a Foundation investment, not a grant.	The investment meets the baseline criteria for local impact investments (partner type, impact areas, investment amount, etc.) The investee understands the proposed investment must be repaid and has communicated a possible repayment source.	The investment may not meet all the baseline criteria for the local impact investing program, but it is reasonable to see how an investment could be made – e.g., there is potential for a financial and social return.	Capital need is better met with a grant than an investment given that there is no repayment capacity.	5	1	5
	Repayment Potential: The investment shows good signs of repayment strength.	Investment shows ability for repayment, exceeds our financial benchmarks, and partner provides a reasonable business plan.	Investment shows ability for principal repayment but is below financial benchmarks; partner has a reasonable business plan.	Investment has potential for financial loss/capital depletion and partner has no business plan.	5	2	10
Reputation	Noncompetitive Capital Need: The investment opportunity has a capital request that cannot be met by existing local capital providers. The Foundation will not be competing with, private and/or governmental investors.	Investee can demonstrate that efforts have been made to seek investment from traditional capital provider.	---	The investee has not and will not seek investment from traditional capital providers, or the investee has received a reasonable capital offer from an existing capital provider.	5	3	15
	"But For": The potential investment would not happen without the Foundation's investment.	The investment partner has been previously denied other sources of funding or financing, or the partner needs a specific type of capital to attract other investors (traditional capital providers). There is clear rationale for why the Foundation's capital is needed to make the deal happen and how the foundation adds value. Or, there are traditional investors that would finance the transaction, but only with co-investment from the Foundation.	---	The partner has received favorable (or reasonable) investment terms from other traditional investors. The deal would be accomplished without the Foundation's capital.	5	2	10
	Leverages Community Momentum: The potential investment builds on efforts by the Foundation and/or strategic community stakeholders.	The investment leverages efforts started by other community stakeholders or the Foundation.	The investment leverages a need identified by other community stakeholders or the Foundation, but no existing efforts are underway to address these needs.	The investment does not leverage efforts of other community stakeholders or the Foundation, and the opportunity does not respond to an identified community need.	3	1	3
	Partner Relationship: The potential partner has a relationship with the foundation.	Investment partner or partners are well-known to the foundation and have a positive history of working with the Foundation.	Investment partner or partners are not known to the foundation but have a positive history of working with foundation partners or the community.	Investment partner has no connections to the foundation or the community or a negative history of working with the Foundation or the community.	3	1	3
	Reputational Return: The potential investment will be well-received publicly.	The investment will be publicly perceived as a proper, effective, and lawful stewardship of the Foundation's invested assets. The public will believe that the Foundation took appropriate steps to thoroughly vet, assess, and ultimately invest in a quality social investment opportunity. The Foundation will avoid conflicts of interest.	---	The investment will not be publicly perceived as a proper, effective, and lawful stewardship of the Foundation's invested assets to address a quality social impact need and conflicts of interest would be seen.	5	1	5
	Foundation Mission: The potential investment helps to accomplish the Foundation's mission and strategic plan.	The investment aligns with the Foundation's mission and strategic plan.	---	The investment does not align with the Foundation's mission and strategic plan.	5	3	15
Impact	Community Benefit: The potential investment benefits the community greatly.	The potential investment greatly benefits, and poses no threat or harm to the community. Social return exceeds our benchmarks, as defined by current Grant County data points.	The potential investment slightly benefits the community. Social return meets, but does not exceed, our benchmarks, as defined by current Grant County data points.	The potential investment harms the community.	-5	2	-10
	Geography: The potential investment advances impact in Grant County.	The investment is located in Grant County and has direct, widespread community benefit/social impact.	The investment is located outside of Grant County but has a direct community benefit/social impact on the County, or the investment is inside of Grant County, but only impacts a portion of the community (e.g., a target neighborhood).	Investment is not located in Grant County and does not socially impact the community either directly or indirectly impact the community.	-5	1	-5
	Innovation: This investment opportunity is innovative and presents a creative solution to a widely-understood community challenge. The community will perceive the Foundation as an advocate, supporter, and practitioner of innovation.	The investment is forward-thinking and/or has been tested/proven elsewhere; potentially new to Grant County. The investment directly or indirectly impacts an identified community challenge and/or critical gap in the existing market.	---	This is not an innovative idea, there is not a market opportunity for the investee, or Grant County is being adequately served by existing providers, businesses, or organizations.	5	2	10
	Aligned with Target Impact Areas: The potential investment advances impact that addresses one or more critical community needs and/or builds long-term capacity in the capital ecosystem.	The investment is aligned with two or more of the Foundation's local impact investing focus areas: Economic Prosperity, Quality of Life, or Equitable Access to Opportunity.	The investment is aligned with at least one of the Foundation's local impact investing focus areas: Economic Prosperity, Quality of Life, or Equitable Access to Opportunity.	The investment does not advance any of the Foundation's local impact investing focus areas.	5	1	5
	Access to Opportunity: Investment advances impact for a defined population(s).	The investment will finance project that explicitly benefits those who lack of access to capital such as people of color, women, impoverished neighborhoods/geography and other systemically marginalized population(s) in Grant County.	The investment will finance project that indirectly benefits those who lack of access to capital such as people of color, women, impoverished neighborhoods/geography and other systemically marginalized population(s) in Grant County.	Investment does not benefit target populations in any measurable way or has implicit bias.	-5	4	-20
	Phase 1 Total						

PHASE 2: Scoring Rubric for Community Foundation of Grant County Local Impact Investment

Applicant Name: _____

Possible Points 30

Dimension	Subdimension	Optimal (5 pts)	Acceptable (3 pts)	Potentially Disqualifying (-5 pts)	Score	Multiplier	Total
Financial	Financial Return: The investment shows ability to produce necessary financial return.	This is clearly an investment opportunity, and the projected financial return matches or exceeds our financial benchmarks with known, anticipated expenses.	This is an investment opportunity, but the projected financial return is below financial benchmarks.	Investment has potential for financial loss and/or expense runs. Capital need might be alternatively addressed through grantmaking.	5	1	5
Operational	Operational Management: The potential investment is right-sized to be internally implemented with current expertise, staffing, and oversight.	The investment can be administered efficiently and effectively in-house including technical skills, capacity, oversight, accounting expertise, etc.	The investment can be outsourced at a reasonable cost to the Foundation including technical skills, capacity, oversight, accounting expertise, etc.	The investment cannot be administered efficiently and effectively in-house or outsourced at a reasonable cost to the Foundation due to technical skills gaps, activities being burdensome on staff, lack of available oversight, or accounting difficulties.	3	1	3
Reputation	Investee Capacity: The investee is well-positioned to successfully execute the investment activity.	The investee or partners have a proven track record of working in the desired impact area. The partner or partners have stable leadership and are strategically committed to executing the proposed work.	The investee or partners have relevant experience in the desired impact area, but limited capacity. There is reasonable belief that the partner or partners have the potential to successfully implement the investment.	The investee or partners have no track record working in the desired impact area, and there is significant doubt that they have the capacity to successfully implement the investment project.	-5	1	-5
Impact	Measurability: The potential investment creates impact that can be measured and verified.	The investment has defined impact metrics and identified ways to measure and report on impact.	The investment has defined impact metrics but low or no evidence of the capacity to measure and report on impact. There is willingness to build capacity, with support.	The investment has low or no defined impact metrics and low or no evidence of the capacity to measure and report on impact; unmeasurable.	5	1	5
	Leverage: Encourages shared leadership and investment among stakeholders.	The investment leverages leadership and financial resources from multiple stakeholders into one transaction.	The investment does not leverage leadership and investment from other community stakeholders, but will be seen as an example of Foundation leadership that has potential to catalyze and engage additional stakeholders in the future.	The investment does not leverage leadership or financial resources from community stakeholders and would not be perceived as an example of Foundation leadership.	5	1	5
	Collaboration: Investment encourages greater partnerships among local agencies, investors, organizations, and leaders and promotes a shared community-wide vision.	The investment explicitly includes collaboration among multiple community stakeholders (in terms of leadership and capital) and aligns to or helps define a shared community vision.	The investment encourages collaboration among multiple community stakeholders (in terms of leadership and capital), although such collaboration is not required for its success; and promotes a shared community vision.	The investment does not include or encourage collaboration among multiple stakeholders and does not align, promote, or point to a shared community vision.	5	1	5

Phase 2 Total 60%

Phase 1 Total 38%

GRAND TOTAL 49%