



# The Ranking Tables

For selecting among funding and financing alternatives

## WHAT IS NEEDED?

**Time:** 1 hour or more

**Participants:** a core group of stakeholders + 1 facilitator/1 note-taker – This tool can also be used as a basis for individual reflection before discussing funding strategies with stakeholders.

**Material support:** blank version of the Ranking tables (see *overleaf*)

> In order to examine funding opportunities, use this tool in combination with **the Funding Matrix**.

The Ranking Tables can help to identify the right source of funding and financing for a considered action in order to define a proper funding strategy.

Not all sources of funding and financing are relevant for all actions. For instance, major infrastructure works won't be financed the same way as basic municipal services. Also, crowd funding will not serve the same purpose as applying to an EU fund. It is therefore important to find the right funding sources, at local, national or international level, for each action of a plan.

## WHAT FOR?

- > **To assess** different funding & financing possibilities
- > **To check** coherence and manageability of the considered funding
- > **To focus on** the right funding & financing sources

## BEFORE STARTING

- Define the **financial needs**:
  - How much do you need?
  - Minimum amount to get started
  - What for? (Infrastructure, Equipment, Staff, Running costs...)
- Examine the **funding "hooks"** to identify funding possibilities (Place? Beneficiaries? Target groups? Means? Sector?)

## HOW TO USE IT?

**Step 1 List** all the different sources of funding and financing that are considered. There are many funding opportunities available. Thus, it is important to search in order to have an exhaustive list of those from the start.

**Step 2** In the 1<sup>st</sup> Table, follow the questions and answer for each of the considered funding/financing sources. This will help **assess the relevance** of each source for the specific case/action.

**Step 3** In the 2<sup>nd</sup> table, follow the questions and answer for each of the considered funding/financing sources. This will help **assess your own capabilities and assets** for each of the considered sources.

**Step 4 Identify & rank** the sources of funding/financing which appear to be the most interesting according to their rules and also to the city's assets. Select the sources that make the most sense for the considered action.



## 9 STEPS TO SELECT AMONG FUNDING AND FINANCING ALTERNATIVES

Financial suitability					
1.	Are the costs that you are interested to cover among the eligible costs of the funding/financing source that you are considering?		YES		NO
2.	Is the amount of budget per partner at least the same of your minimum needed threshold?		YES		NO
Financial convenience					
	Sources	1	2	3	4
3.	How much is the funder's contribution? (% project costs)				
4.	Is cofinancing manageable by valuing staff costs or in-kind contributions?				
5.	Is any pre-financing admitted?				
Easiness to manage					
	Sources	1	2	3	4
6.	Timing (call deadlines + selection duration)				
7.	Number of partners (if needed)				
8.	Costs Reporting Rules				
9.	Submission rules (one/two stages)				

## THE INTERNAL ASSESSMENT TO FINALISE THE DECISION

Strategic coherence					
	Sources	1	2	3	4
1.	How many similar projects did you manage in the past three years?				
2.	Is your city budget aligned with needs related to cofinancing coverage?				
3.	Do you have strategic plan enforcing your credibility as an applicant?				
Managerial capacity					
	Sources	1	2	3	4
4.	Is there a dedicated office or department?				
5.	Internal procedures are able to support audit checks?				
6.	Are you already in networks and/or have good connections with project partners?				
7.	Language and culture barriers				