| **WORKSHEET 3.1A: Statement of Need Questionnaire** |
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**Who? Where? When?**

* Who or what is in need (people, animals, land, etc.)?
* Where are they?
* When is the need evident? For example, is there a particular time of day or year when it is most acute?

**What? Why?**

* What exactly is the need? Be specific.
* Why does this need exist? Explain the causes.

**Evidence of Problem**

* What evidence do you have to support your claim?
* What sources of information provide evidence of the problem?

**Impact If Problem Is Resolved?**

* What will occur if the needs are met?
* What will be different – and how?

**Connection to your organization**

* How is the need linked to your organization? Your organization's mission statement should obviously be related to this particular need.