**III**



**2020 IOLTA GRANT PROGRAM**

**PROVIDE LEGAL SERVICES**

**(Staff Attorney Model)**

**APPLICATION QUESTIONS - III**

* Repeat the questions and answer them AS THOUGH THE READER IS TOTALLY UNFAMILIAR WITH THE ORGANIZATION.
* Do not answer a question by referring to the answer of another question. Answer each question in order, **at that location,** even if information provided elsewhere must be repeated.
* If a question is not applicable, repeat the question (as indicated above) and answer “N/A.”

*(Do not include this page when submitting application.)*

1. Using statistics or other supporting documentation (include the source of this information), state the existence of the need (in this community) that this program seeks to address.
2. Describe exactly how an IOLTA grant will be used/what services will be provided. If used for salaries, NAME the employee and list his/her duties or functions. [If the purchase of equipment or printing is proposed, submit a price quote on the vendor’s stationery.]
3. What national or local trends are emerging in/around the service the organization provides, and how would this organization’s work, utilizing IOLTA funds, relate to those trends?
4. Are outreach activities or advertising necessary to provide a stream of clients for the organization? If so, describe.
5. If applicable, describe how services are provided/allocated among the counties of the catchment area.
6. List (with some explanation) the organization’s top 10 sources of revenue by dollar amount.
7. If not listed in the sources in question 7, does the organization engage in fundraising? Describe. List the net amount raised and, if applicable, compare the outcome to the previous year.
8. Does the organization have other funding or potential funding sources, including but not limited to a “reserve fund” or income from investment or an endowment? Describe and quantify.
9. Describe the way(s) the organization solicits client feedback after a case is concluded and what information is learned from the answers. If such feedback is not solicited, explain why not.
10. Provide data regarding caseloads for the most recent fiscal year or most recent 12-month period. Compare the figures to the preceding year with explanations.

1. Describe the effectiveness of the services this organization provides. Has the “needle” moved on the issues the organization addresses (or is that possible)?