

## Annex A-4a: Program Development and FOG Grant Score Sheet (Selection Criteria)

**Grant Number: ABC-EFG-KLM-XYZ**

**Applicant Organization: (name of beneficiary organization)**

	Criteria	Maximum value of Points	Advisor 1	Advisor 2	Grants Manager	Average Score
1	<b>Significant Program Outreach and Contribution to Objectives</b>					
	Score the degree to which the proposed Business Plan, if successfully implemented, would contribute to the overall Aqaba Community and Economic Development Program objectives and the objectives of the Aqaba Community and Economic Development Program component presenting the Grant Application to the GEC and to the extent to which the proposal promotes the participation of women, the poor, and people living outside Aqaba. The overall originality and innovation of approach methodologies in achieving the Business Plan and its potential for replicability by other organizations.	10				
2	<b>Management Structure and Capability</b>					
	<b>Score the degree to which the Application evidences that:</b>					
	the Applicant's Board of Directors possesses the managerial and leadership qualities of necessary to successfully implement the business plan, as evidenced by their CV's and reputation in Jordan	5				
	the Applicant's senior management possesses the managerial and leadership qualities of necessary to successfully implement the Business Plan, as evidenced by their CV's and reputation in Jordan	10				
	the existence of a charter and/or other foundational document(s) which defines Board and management responsibilities and authorities and a formal, operational organizational structure that is consistent with the programmatic and financial approach outlined in the Business Plan	5				
3	<b>Programmatic &amp; Financial Projections</b>					
	<b>The degree to which the Business Plan credibly demonstrates:</b>					
	specific targets and impact indicators (including specific deliverables and verifiable outputs) are defined in the Business Plan	10				

	Criteria	Maximum value of Points	Advisor 1	Advisor 2	Grants Manager	Average Score
	a realistic, Aqaba Community and Economic Development Program -compatible time frame for the achievement of those targets and indicators is defined in the Business Plan	10				
	a clear connection is demonstrated in the Business Plan between the approaches, costs, cost-sharing, and other methods proposed for achieving the targets and impact indicators AND the resources allocated to that achievement	10				
	the methodologies proposed for accomplishment of the Business Plan are consistent with international best practices	5				
<b>Management Information Systems and Financial Control</b>						
4	The extent to which the Applicant has installed or is demonstrably in the process of installing a computerized accounting system that accurately reflects the financial position of the Applicant organization, that creates an audit trail by which all receipts and expenditures may be traced and allocated, and that provides financial data as required in any Grant Agreement as may be approved for funding and systems of control to monitor financial matters.	20				
<b>Organizational and Institutional Development</b>						
The extent to which the Applicant has installed:						
	basic human resource development plans which include job descriptions, performance based staff remuneration schemes and on-going training plans	5				
5	written policies and procedures which will govern management, operational decision-making and Business Plan implementation and which are fully consistent with Best Practice	5				
	a long range strategic plan (overall long-range plan for beneficiary's organization) in place and operational	5				
<b>TOTAL</b>		<b>100</b>				

**Advisor #1** \_\_\_\_\_ **Advisor #2** \_\_\_\_\_

**Grants Manager** \_\_\_\_\_

*A minimum score of 75 points is required for an Application to be recommended for Program Development Grant funding.*

