**Worksheet 2 - Statement of Need Questionnaire**

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| **WHO/WHERE/WHEN?** | **WHAT? WHY?** | **EVIDENCE OF PROBLEM** | **SO WHAT?** |
| Who are the people with the need?  Where are the people?  When is the need evident? | What is the need?  Why does this need occur? | What evidence do you have to support your claim? | What are the consequences of meeting the need?  How is the need linked to your organization? |