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| **WORKSHEET – COMMUNITY NEEDS – EXTRA CREDIT PREWORK FOR SESSION 2** |
| A nonprofit organization benefits its community and specific beneficiaries within that community. Better understanding a community’s needs and the needs of your target audience helps nonprofits better design and prioritize services for those communities and target audiences.  **Instructions:**  *1. Profile the community or communities you serve, using available demographic and needs assessment information, and statements of need from grant applications. Define the major needs.*  *2. Profile your target beneficiary or beneficiaries. Define their major needs.*  *3. Share with planning team members in advance of Session 2.* |
| **Community Needs** |
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| **Needs of Target Audiences** |
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