

Exhibit 6 – “Wheel of Fortune” checklist

(section 2.5.1)

WHEEL OF FORTUNE

There are issues which have to be considered with every capital project. What is the idea exactly and how will it work? Who will develop it? Can the money be found? Will it generate enough income to pay for ongoing costs? Who will run it? It's never easy to know where to start or if the idea is a "runner".

A project can come to grief if any one of these issues is overlooked and a lot of time can be wasted in focusing too narrowly on what seems the most interesting part of an idea.

The two principles are

1. **all the issues** which could affect the project need to be thought about **from the beginning**
2. as a way of making sure that time and effort is being spent to good purpose, projects should be required to pass through "**gateways**" before more work is put in.

The Issues

The factors are:

Issue	Tools	Examples
Planning	Visioning Planning for Real	Village Plans Community Plans
Programming	Options appraisal Gantt chart	
People	Skills check	
Partnership	Structure finder	Model rules
Property		
Pounds	Financial plan Risk analysis	
Promotion	Marketing Communications strategy	
Performance review	Performance indicators	

The Gateways

The gateways are (and an example in quotes of what this might mean in a project to build some affordable homes):

I **idea:** "why don't we have a go at providing affordable homes ourselves"

- II **outline** "the Bishop says if we can get planning permission for housing on the glebe land, the Church could let us have half of it for nothing"
- III **feasibility** "the local housing association have agreed in principle to help us build the homes"
- IV **detailed plan** "planning permission has come through and we've formed a company and are sending off an application to the bank"
- V **commitment** "tenders are back and everything is in place to sign the contract"
- VI **completion** "the tenants have moved in: our allocation policy worked a treat and the parish clerk has started collecting rents as we agreed"

The level of financial and resource commitment rises at each gateway.

The process of going forward, moving the project forward in relation to all the factors and getting closer to the target every time a gateway is passed might be represented as a spiral



