**Section 103.95 Grant negotiation process**

A number of factors enter into the grant negotiation process, including, but not limited to:

a) A review of program expenses for the budget year and the past year;

b) Whether the agency provided the level of services budgeted for in prior years;

c) Number of individuals to be served;

d) Characteristics of individuals to be served (such as, disability or severity);

e) Cost per unit of service;

f) Other funding sources (such as, other State agencies, local governmental units, third party payors or individual fees);

g) Services proposed to be funded versus those outlined in the Department's annual plan;

h) The agency's current financial status;

i) The agency's ability to meet its own established goals;

j) Impact of recent Department audit findings or independent audit report conditions on the agency's operation;

k) Maintenance of effort needs; and

l) Performance indicators.

(Source: Added at 17 Ill. Reg. 10282, effective July 1, 1993)