# Maryland Governor's Grant Conference

## *Go or No-Go? A Guide to Deciding Which Federal Grants are right for you*

November 18, 2022
1:30pm to 2:50pm



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# Session Objectives

Participants will:

✔ Learn a process to determine if a federal grant opportunity is a good fit for their organization's mission, time, and staffing resources.

✔ Become familiar with the role of positioning in the "Go/ No Go" decision.

✔ Test drive the Go/No-Go decision-making framework

# Dondra Ward Uzoka, MSc

- Grant Professional Association Approved Trainer
- Grant Professional Certified
- AFP Washington DC Member
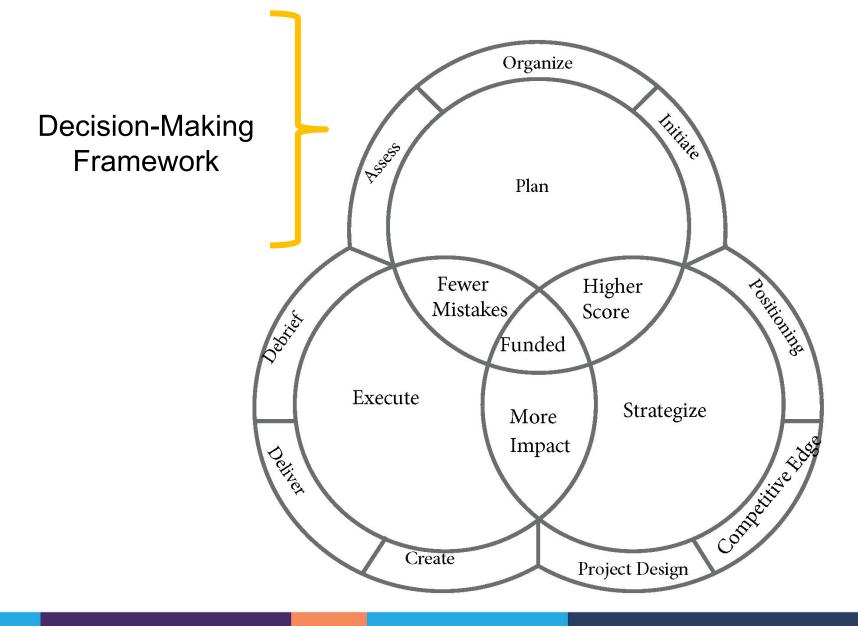- Federal Grant Reviewer and Panel Manager
- $8M+ Secured; 60+ Grants Won

# SGR's Funded Grant Framework

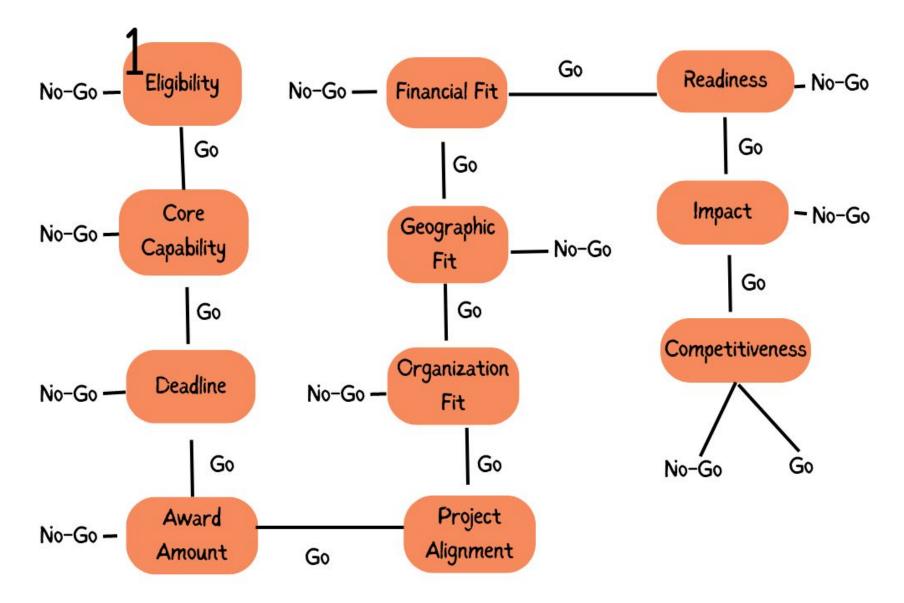Decision-Making Framework

# What is the Go/ No-Go Framework?

"Decision making is the process of making choices by identifying a decision, gathering information, and assessing alternative resolutions. Using a ***step-by-step*** decision-making process can help you make more deliberate, thoughtful decisions by organizing relevant information and defining alternatives."

Univ of Massachusetts
7 Steps to Effective Decision-making

https://www.umassd.edu/media/umassdartmouth/fycm/decision_making_process.pdf

# Go/ No-Go Framework

# 3 Types of Questions

- Deal-Breakers

- Fit

- Strategy

# Deal-Breaker Questions

SIDNAE
GLOBAL RESEARCH
Helping Not-for-Profits - Large and Small- grow
and build sustainable programs

❑ Eligibility
- Can we apply?

❑ Core Capabilities
- Is this the **FOCUS** of our work?

❑ Deadline
- Do we have enough time?

❑ Award Amount
- How much money is available?
- How many grants are available?

# Fit Questions

❑ Project Alignment
- Does our project address their priorities <span style="color:red">and</span> does the grant meet our needs?

❑ Organizational Fit
- Have they funded similar organizations?

❑ Geographic Fit
- Have they funded our service area?

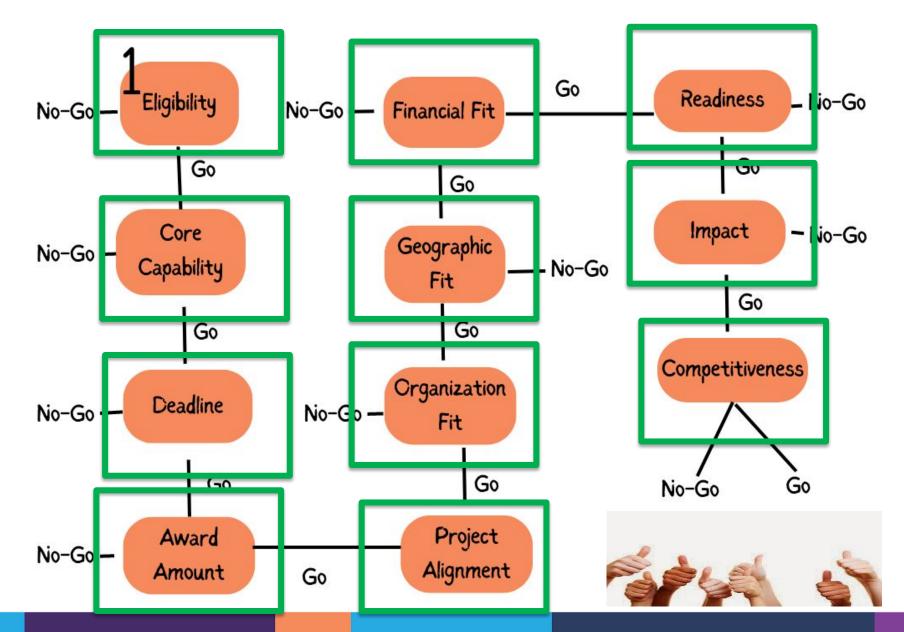❑ Financial Fit
- Is it enough money?

# Strategy Questions

❑ Readiness
- Do we have the resources to apply, implement, and manage?

❑ Impact
- What will we gain?
- What will we lose?

❑ Competitiveness
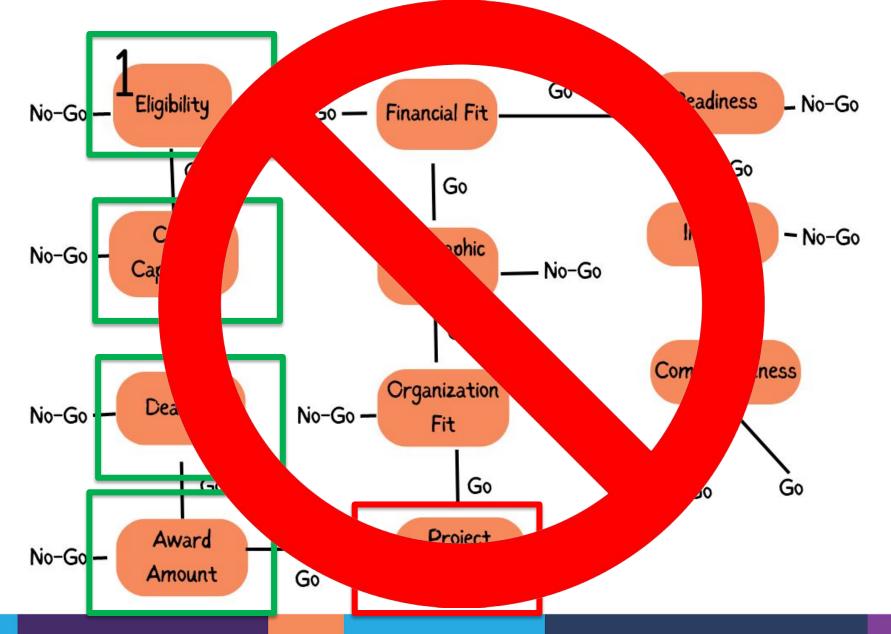- What is our experience?
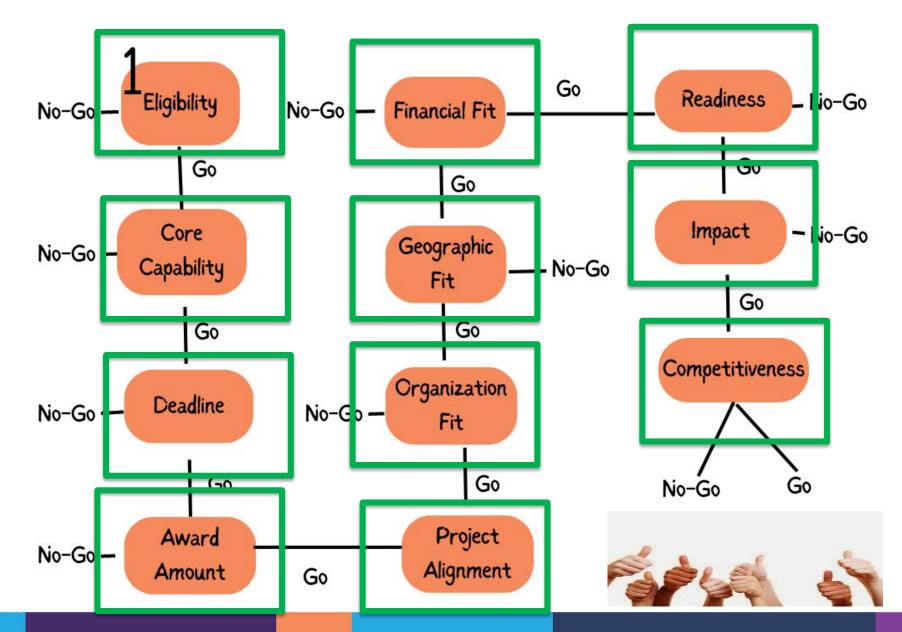- How will it be scored?

# Ex 1. Go/ No-Go Framework

# Ex 2. Go/ No-Go Framework

# Ex 3. Go/ No-Go Framework

# Recap & Q & A

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