

FIRST NATIONS DEVELOPMENT INSTITUTE

EDUCATING • ADVOCATING • CAPITALIZING



2007 ANNUAL REPORT

Table of Contents

Chairman’s Message 3

President’s Message 4

2007 Highlights 8

First Nations Programs

 Native Assets Research Center 10

 Policy 13

 Training & Technical Assistance 14

 Public Education 17

 Grantmaking 17

2007 Grants Listing 18

First Nations Oweesta Corporation . . . 23

2007 Supporters

 Individual 25

 Foundation, Corporate, Tribal
 & Organizational 29

Staff 30

Board of Directors 31



Mission

Through a three-pronged strategy of Educating Grassroots Practitioners, Advocating Systemic Change, and Capitalizing Indian Communities, First Nations Development Institute is working to restore Native control and culturally-compatible stewardship of the assets they own - be they land, human potential, cultural heritage, or natural resources - and to establish new assets for ensuring the long-term vitality of Native communities.





A Letter from the Chairman

Dear Friends:

On behalf of the Board of Directors for First Nations Development Institute, I am honored to present our 2007 annual report.

Looking back over the last 27 years, I am proud to have been a part of First Nations since the beginning and to have contributed – along with my fellow board members (both past and present) – to its extensive body of work. Over the years, First Nations has had the honor of working with Native communities located throughout our great nation in developing and implementing strategies to better create, control, increase, retain, utilize and leverage their assets. This is clearly evidenced in our most recent report, “Integrated Asset Building Strategies for Reservation-Based Communities: A 27-Year Retrospective of First Nations Development Institute.” Released in October of 2007, this unprecedented report highlights the work of First Nations and demonstrates the economic, social and cultural resilience and ingenuity of Native peoples across the United States. At First Nations, we have affectionately referred to this report as our “report card” because it details much of the work First Nations has had the privilege of being involved in during Indian Country’s economic resurgence over the last quarter-century.

Since its inception, a significant part of First Nations’ work has been focused on recognizing and supporting Native peoples’ long-standing traditions of giving. As such, we have chosen to focus this year’s annual report on the importance of philanthropy. Recognizing this importance, First Nations created its “Strengthening Native American Philanthropy” (SNAP) program in 1995 to empower tribes and Native organizations to exercise self-determination by taking control of their financial assets through the creation of Native-controlled grantmaking philanthropic vehicles. Thirteen years later, First Nations continues to be a leader in supporting and strengthening Native American philanthropy and carefully weaves it into each program.

Now permanently headquartered in Longmont, Colorado, with a field office in Fredericksburg, Virginia, our organization continued to grow in 2007; we added two new staff positions and moved two existing staff positions to our Longmont headquarters. In addition, we have been working hard to develop and expand our public education and branding campaign with the development of a new logo and an updated look for our organizational materials. From a programmatic standpoint, we continue to be highly effective in our grantmaking having disbursed over \$1 million to Native communities and programs in 2007. Our Native Assets Research Center continues to be a key part of the organization, launching the InvestNative project in February of 2007.

As we move forward, First Nations and Indian Country are entering a new era of development and it is my belief that with new leadership, appropriate board stewardship, and a strong history of accomplishments, the next quarter-century for First Nations will be marked by an equal or greater participation in the economic, spiritual and cultural well-being of Indian communities.

B. Thomas Vigil
Chairman
Board of Directors
First Nations Development Institute



President's Message: "My Two Cents"

If public philanthropy won't give Indian Country 'one red cent', then we must make Indian-controlled philanthropies 'ten a penny.'

The term 'one red cent' gets its name from the copper red color of the penny first minted in 1857. 'Not one red cent,' means not a single penny, which may describe public philanthropy's continued practice of giving less than 1 penny out of every dollar to Indian Country projects.

So here's my two cents. . . For too long, philanthropy to Indian Country has been about imposing non-Native, western-European beliefs and methods on a culture whose current struggles with poverty, hunger, health and other basic needs – taken for granted by so many – is a direct result of those very same beliefs and values.



American Indian programs received only 1/2 of 1% of the total giving by institutionalized philanthropy. Foundation giving to Native Americans in 2000, when reviewed by foundation type, showed that private foundations gave 0.6%, corporate foundations 0.3%, and community foundations a mere 0.2%. Worse yet, many of the funds earmarked for Indian programs are being given to non-Indian controlled museums and universities, in the name of Indians, but who often limit Indian participation to being the objects of study.

Patricia Nelson Limerick, considered by many to be one of the leading historians of the American West, noted in her book, *The Legacy of Conquest*, that:

"Indians, once in contact with the course of white settlement, became helpless and passive, acted on and never acting. They were solely victims, utterly at the mercy of either white cruelty or, less likely, white benevolence. Their destiny would be determined by whites; if any Indians survived, it would be by the good graces of white people and not by Indian resourcefulness."

This may well have been a prophecy describing modern-day Indian nonprofit organizations seeking support. It has become a "race to the bottom," – a demonstration to philanthropy that we are "the poorest of the poor," and that our social ills are more compounded and depraved than all others. We as Indian organizations continue to ask formalized philanthropy to act in the easiest way possible for them to act . . . "in the moral voice of pity, helplessness and rescue." Pennies from heaven?

I, however, am tired of this. I am tired of having to live with an attitude of telling folks that they must help Indian people because we are so messed up that we are 'entitled' to their charity.

First Nations Development Institute was founded 27 years ago on a seemingly simple belief:

“We believe that, when armed with appropriate resources, Native peoples hold the capacity and ingenuity to ensure the sustainable, economic, spiritual, and cultural well-being of their communities.”

Underlying this belief is the understanding that solutions can be found and built upon many millennia of cultural knowledge and tradition. Basically, what we are saying is that if we just value, trust, and practice what we have been doing for thousands of years . . . Let me repeat, if we just value, trust, and practice what we have been doing for thousands of years, we can affect our own self-sufficiency and our own self-determination.

15 years ago, First Nations put its money where its mouth was or rather we convinced a bunch of our funders to put their money where our mouth was, and we created the Eagle Staff Fund – an Indian-controlled philanthropy that provides grants/funding and technical assistance to models of culturally-appropriate economic development that use asset-based strategies. In the past 14 years, we have made over \$13 million in grants, to more than 380 reservation-based organizations, and we conservatively estimate a direct benefit has been made to more than 40,000 Indian people – and all this time, we’ve felt as if we didn’t have two pennies to rub together.

Let me share with you some uplifting, and at the same time, sad statistics. Our \$13 million in grants has made First Nations one of the top 15 funders in terms of dollars, and top ten in terms of number of grants, to Indian Country. Now don’t get me wrong, the top five, including the Ford Foundation and W.K. Kellogg Foundation, surpass us in magnitude by 20 or 30 times. And, while First Nations’ accomplishments are admirable, the travesty is that our hitting these top ten and top 15 lists magnifies institutional philanthropy’s neglect of Indian issues and Indian programs. Public philanthropy has not been in for a penny, much less in for a pound.

Sadly, we also know that mainstream philanthropy more than likely will not quickly change the way in which they support Indian-controlled programs serving Indian Country, and will probably join the choir asking Indians to use their new-found Indian gaming revenue for philanthropy-a sentiment that sounds awfully familiar. Professor Limerick noted:

“From the beginning, the usual justification was that Indians were not using the land properly. Relying on hunting and gathering, savagery neglected the land’s true potential and keeping out those who could put it to proper use. A sparse Indian population wasted the resources that could support a dense white population. The argument thus shifted the terms of greed and philanthropy: it was not that white people were greedy and mean-spirited; Indians were the greedy ones, keeping so much land to themselves; and the white people were philanthropic and farsighted in wanting to liberate the land for its proper use.”

The same argument is being restated today over Indian Gaming. The Indians are again being greedy -- keeping all those casino riches to themselves (and using them for infrastructure investments, of all things!). Of course, in Indian Country, we know that these 'riches' are not that large in the greater context of the need and past obligations to Indian Nations.

It is time for the 'penny to drop' for Indian Country, and we begin to understand that going forward, a penny saved must be a penny earned. Indian Country and its philanthropic institutions and tribes must begin funding Indian communities first (and perhaps only) because no one else will.

One of the biggest lessons we've learned is that our efforts alone are not enough. We need other strong Indian institutions, working at the regional and local level to affect change. As a result, if we wish to have philanthropy that mirrors our values, we must form and fund our own Indian-controlled, Indian-funded, and Indian value-centered philanthropic organizations. And we must operate these Indian philanthropic organizations 'better' than any mainstream foundation. By better, I mean more value-centered, more community-responsive, and more managerially sound. We need to continue growing Indian philanthropies and have them go from being the exception to being the norm -- to becoming 'ten a penny.' When we accomplish this, we can then sit at the table with mainstream philanthropy and operate not "in a moral voice of pity, helplessness, and rescue" but from an Indian values-based voice of strength, assuredness and accomplishment.



Michael E. Roberts
President







2007 Annual Report Highlighting Philanthropy

Choosing philanthropy as the central theme for the 2007 annual report was an easy choice. As a national Native nonprofit organization working in Indian Country for over 27 years, First Nations has a long history of fostering and supporting philanthropy in Native communities.

In 2007, we continued that tradition by working with over 53 national Native grantmaking foundations to produce a research paper titled, “Capitalizing Native Communities and Giving Back: The Growth of Native Grantmaking Organizations.” In this paper, the myth that gaming tribes are not “giving back” to their communities is soundly discredited – in fact, the majority of grantmaking organizations highlighted in the paper are tribally-run foundations. Through our own grantmaking and Strengthening Native American Philanthropy (SNAP) program, First Nations directly supported the creation of one such tribal foundation, the Umatilla Community Foundation.

On the technical assistance and training side of our work, First Nations’ Leadership Entrepreneurial Apprenticeship Development (LEAD) program further supported the Native philanthropic sector by providing training and technical assistance to emerging Native nonprofit leaders.

We know these small investments will pay off large because we have witnessed it firsthand – prior to joining First Nations, three of our current staff members received financial support from tribal foundations to assist them in achieving their educational goals. Mary Phillips, our Evaluation Officer, was supported by the Laguna Education Foundation; Marissa Nuvayestewa, our SNAP Program Officer, received support from the Hopi Education Endowment Fund; and Michael E. Roberts, our President, received support from the Sealaska Foundation. And now, each one of them is “giving back” by working each day to support and strengthen Native communities throughout Indian Country.

In recognition of our work in philanthropy, in 2007, the W.K. Kellogg Foundation awarded First Nations the prestigious National Leadership in Action Award. The award recognizes excellent philanthropic work being done by nonprofit organizations in communities of color. First Nations was selected for its work in assisting Native peoples in controlling their own assets and building capacity to direct their economic futures in ways that fit their cultures; using tools of direct financial and technical assistance. Award winners were peer-nominated and screened by a committee of nonprofit and philanthropic leaders from across the United States.

In the following pages, you’ll find many more examples of how First Nations, and its myriad of partners – both inside and outside of Indian Country – are using philanthropy to give back through the use of innovative and inspirational models, methods and programs. It is our hope that you too will be inspired and motivated – as we are – to do more and give more.





First Nations' Programs

Program Area 1: First Nations Native Assets Research Center

First Nations created the Native Assets Research Center in 1998 as a research and policy center dedicated to assisting tribal communities to build sound, sustainable reservation economies. The ultimate benefit and the fundamental goal of this work is to help Native tribes and peoples to gain control of their assets.

The Center works closely with First Nations' grantmaking department to collect research data from our grantee field sites to identify key policy issues, lessons learned, and promising practices. It is this connection with field practice sites that assures our approach to research is grounded in the experiences of community members and community projects.

The Center conducts independent research projects on asset development in Native communities, and coordinates projects related to Native asset leveraging, retention, and utilization. It strives to:

- Conduct research on innovative economic development strategies for Native communities.
- Document new and emerging trends in asset-based development in Native communities.
- Increase the quality of research about and for Native American economic development strategies.
- Identify gaps in the research related to asset-based community economic development in Native communities and work to fill these gaps.
- Collaborate with Native and non-Native partners to share ideas across communities.

The InvestNative Project

Due to the great need for investor and financial education in Native American communities, First Nations Development Institute created the InvestNative Project in February 2007. The mission of the InvestNative project is to increase Tribal members' knowledge of investment principles to help them make informed investment decisions. The project is intended to help Native American communities, especially youth, learn the basics of investing.

As part of the ever-changing economic landscape, more and more tribes today are taking control of their trust funds, growing their tribal enterprises, and making per capita disbursements to their members. Because of this, there is a growing need to educate tribal members about how to invest their resources wisely, both for individual asset preservation and as a way to ensure the long-term vitality of Native communities.

The InvestNative Project is based on the curriculum *Building Native Communities: Investing for the Future*, which was developed by First Nations and released in 2006. We kicked off the InvestNative Project in 2007 with a project planning meeting in February in Scottsdale, AZ. We then held the first conference call with our InvestNative Advisory Group in April. This was followed by two Train-the-

First Nations In Action



Tribal Nonprofit Codes for the Coeur d'Alene Tribe in Idaho

First Nations' Strengthening Native American Philanthropy (SNAP) program was contacted by the Coeur d'Alene Tribal Planning Office about starting a tribal foundation. First Nations provided them a model tribal code for chartering nonprofit organizations, drawn from the pioneering work of the Cherokee Nation from the 1990s (they have several nonprofits incorporated under tribal code, including the Cherokee Nation Education Association). In December 2007, the Coeur d'Alene Tribe adopted the tribal nonprofit code, and the planning office plans to draw up articles of incorporation for a tribal nonprofit in early 2008.



Salt River Financial Service Institute's Salt River University

The Salt River Pima Maricopa Indian Community is located near Phoenix, Arizona, and has several successful tribal enterprises. Their tribal programs have been leaders in providing financial education and support services to tribal members for many years, which is important given the large per capita payment tribal members receive. In 2007, First Nations Development Institute's InvestNative project partnered with Salt River Financial Services Institute (a community development financial institution) to add investor education training to their already extensive menu of training options which included basic financial education, credit repair, money management, and homeownership counseling. Because youth receive a large per capita payment when they turn 18, the Salt River community was receptive to receiving investor education training using First Nations' culturally-appropriate workbook *Building Native Communities: Investing for the Future*. In late 2007, Salt River Financial Services Institute announced the creation of "Salt River University," a collection of classes offered by many departments on campus and coordinated through Salt River Financial Services Institute. Investor education classes, an important component of the courses offered at Salt River University, will begin in April 2008.



InvestNative: National Investor Education Trainings

An important part of First Nations' InvestNative project is to provide training on First Nations' culturally-appropriate workbook *Building Native Communities: Investing for the Future*. In 2007, we held two national Train-the-Trainer events. The first was held at the Oneida Nation Radisson Hotel and Conference Center, in Green Bay, Wisconsin, in June, in partnership with the Oneida Trust Department. Over 50 people attended representing over 20 tribal programs, and Oneida Chairman Gerald Danforth provided the opening welcome. The second training was held at the Sandia Resort & Casino in Albuquerque, New Mexico, in December. This training was attended by over 50 people representing over 15 tribes, and Ron Solimon of the Indian Pueblo Cultural Center gave the opening speech and welcome.

Program Area 1 Continued

Trainer events—the first at the Oneida Nation Radisson Hotel and Conference Center, in Green Bay, Wisconsin, and the second at the Sandia Resort & Casino in Albuquerque, New Mexico in December. The next Train-the-Trainer event is scheduled for April 2008 at the Radisson Fort McDowell Resort and Casino in Scottsdale, Arizona.

To date, the project has distributed over 2,000 student workbooks to over 41 tribes and ten tribal colleges in 36 states, and staff presented information about the InvestNative project at over ten national Indian events in 2007. The Instructor Guide released in December 2007, helps teachers use the Investor Education Curriculum. Our work will be ongoing in 2008, and will include the launch of a national Native investing web portal, www.InvestNative.org.

Borrowing Trouble: Predatory Lending in Native Communities

In 2007, First Nations Native Assets Research Center worked with the National American Indian Housing Council (NAIHC), the Native Nations Institute of the University of Arizona, the Native Financial Education Coalition, and the National Congress of American Indians (NCAI) to collect original, timely data on predatory lending in Native communities and produce a research report. The final report, titled, “**Borrowing Trouble: Predatory Lending in Native Communities**,” provides an analysis of survey data collected from over 150 conference attendees at the National American Indian Housing Council meeting in May 2007; survey data collected from Native users of selected Voluntary Income Tax Assistance sites; geo-coded data of payday lenders, bank branches, and Native community development financial institutions on and near Indian land; and a national data set of home mortgage loans. Data was also collected at five case study sites to document five exemplary tribal programs actively combating predatory lending. Results from this report were presented at the NCAI annual conference in November 2007 and at the NAIHC National Legal Symposium in December 2007.

Strengthening Native American Philanthropy

First Nations Development Institute developed the Strengthening Native American Philanthropy (SNAP) initiative in 1995. SNAP’s mission is to empower tribes and Native organizations to exercise self-determination by taking control of their financial assets through the creation of Native-controlled grantmaking philanthropic vehicles. SNAP’s vision is to ensure Native communities’ long-term sustainability while and increasing sovereignty for Tribes that is reflective of Native peoples’ cultural history of giving back to the community.

In 2007, the SNAP program conducted outreach and education as well as technical assistance to several tribes. SNAP worked with the Umatilla Community Foundation and the Coeur d’Alene Tribe to assist with starting tribal foundations. We also continued our work with the Hopi Foundation by assisting with the evaluation of their Kellogg Foundation funded **Hopi Foundation Leadership and Professional Mentoring Program**. A draft evaluation report was produced in December 2007.

On October 11, 2007, a teleconference seminar was conducted with the National Center on Family Philanthropy on the topic of “Shattering the Myths: Philanthropy in Native Communities.” Some 60 people participated by dialing into the call.

During the call, First Nations President Mike Roberts spoke about Philanthropy in Native Communities and Malcolm Macleod from the Johnson Scholarship Foundation spoke about the foundations work in Native communities.

Program Area 2: Policy

The Policy Department, established as a separate entity in 2006, is engaged in several projects under our Native American Asset Watch Initiative (NAAWI), a strategic approach to our advocacy work at the tribal, state and federal levels. Our efforts have been directed at assisting tribes and tribal organizations with the identification, control and growth of their assets, whether natural resources, financial or cultural. By now Indians are fully aware that ownership is not enough; tribes must be in control in order to benefit from, preserve and grow their assets. NAAWI is designed to put tribes back in control.

Under NAAWI, we have awarded grants designed to answer the critical questions of who owns, controls, uses, and benefits from tribal assets; how the assets are valued; and how sustainable uses can be restored consistent with tribal community values and traditions. These grants assist tribes in developing programs to manage their assets. For example, because of its commitment to building wealth, one tribe revamped its accounting system to move from a grant based to a retro- budgeting system that allows spending only after the money is earned. With support from an Asset Watch grant, the tribe has prepared a report documenting the transition, which they will share at First Nations' Oweesta/LEAD conference in March 2008.

Because tribes and tribal organizations have much to teach each other, in selected cases we are documenting what works and what does not. Reports summarizing this data will be shared with tribes and at national conferences. In addition, we are assisting with coalition building on regional and national levels and thus far have helped launch the Oklahoma Native Assets Coalition and the Arizona Native Assets Coalition.

Tribal philanthropy has emerged as an important tool to build capacity and insure tribal control of assets. A critical part of our advocacy work is devoted to changing Section 7871 IRS tax code to recognize tribes and tribal organizations as philanthropic entities eligible for the same tax treatment states enjoy. Currently, unlike state giving, tribal giving to charitable organizations is not classified as "public support." Thus, by accepting tribal support, a nonprofit organization could jeopardize its classification as a public charity. And unlike state created organizations, there is a chance that tribal charitable organizations may not receive 501(c)(3) public charity status. Failure to designate tribal charities as public charities is really just a "glitch" in the tax code, but it creates an obstacle to effective tribal giving, and getting the simple change needed has required an involved and sustained effort.



Program Area 3: Training & Technical Assistance

First Nations' training & technical assistance program provides both standardized and customized technical assistance tools and services to its grantees and other Native community based organizations. This is accomplished through direct one-on-one assistance as well as through convenings, conferences, and trainings. In 2007, in addition to providing day-to-day technical assistance to its grantees, the training & technical program focused on the following projects:

“The Chamberlin Conversation” With generous funding from the Bush Foundation, CHS Foundation, and Heifer International, First Nations was able to host a convening through its Native Agriculture and Food Systems Initiative (NAFSI) in Chamberlin, South Dakota. The convening brought together Native food systems practitioners from North Dakota, South Dakota and Minnesota to discuss ideas and methods for rebuilding healthy, just and sustainable food systems for Native communities across the Great Plains region.

Department of Justice – Office on Violence Against Women (DOJ-OVW) Technical Assistance Grant. In 2007, the U.S. Department of Justice awarded First Nations a technical assistance grant through the department's Violence Against Women Office of Tribal Programs. Through its Native Nonprofit Capacity-Building Initiative, First Nations is working under the DOJ-OVW grant to build the nonprofit management and organizational capacity of the 22 Native American nonprofit tribal domestic violence and sexual assault coalitions in Indian Country. Specifically, First Nations is providing one-on-one tailored technical assistance through site visits, ongoing technical assistance as requested, and two customized training workshops focusing on leadership development, organizational development, program development, revenue development strategies and community engagement.

Leadership Entrepreneurial Apprenticeship Development (LEAD) Program

In 2007, the LEAD program kicked off its second year. LEAD is an intensive one-year program that brings current Native nonprofit leaders and their organizations together with young Native professionals identified as having the potential to become the next generation of Native nonprofit leaders. Through LEAD, First Nations and its partner Native nonprofit organizations provide targeted training, workshops and mentoring in areas that are critical to being a successful nonprofit leader: financial management, fundraising, program management, and leadership.

The program is designed to create future Native leaders for Native community and reservation-based nonprofits, build the resources of existing leaders in the Native nonprofit sector, and support Native nonprofits that are working to build leadership capacity in rural and reservation-based communities. Currently, First Nations has LEAD program cohorts based in Washington, Oregon and New Mexico.

Publications & Resources Training & technical assistance is also provided through our vast library of publications and resources. In 2007, First Nations released **“Integrated Asset Building Strategies for Reservation-Based Communities: A 27-Year Retrospective of First Nations Development Institute.”** This unprecedented report is the culmination of more than a quarter century of work by First Nations and highlights the economic, social and cultural resilience and ingenuity of Native peoples across the United States. Funded by a

Developing New Native Leaders

Carnell Chosa

LEAD Program Fellow

Carnell, a member of the Jemez Pueblo in New Mexico, was selected from a competitive pool of applicants to be a 2007 LEAD Program Fellow. A graduate of Dartmouth College and Harvard University, Carnell has experience working in both the nonprofit and governmental sectors. As LEAD Program Fellow, he is working alongside Donna Vogel, the Executive Director of the Chamiza Foundation in Santa Fe, New Mexico. Gaining a wide breadth of experience through his work with Donna, Carnell has most recently had the opportunity to be a part of the grantmaking process by directly participating in the reading and selecting of grant proposals for the Chamiza Foundation and First Nations Development Institute. From Donna's point of view, "the LEAD program is exceptional because it provides the opportunity for direct hands-on professional experience."

Photo by Montoya Whiteman



*Donna Vogel, LEAD Mentor and Carnell Chosa
LEAD Program Fellow*



Spotlight on a First Nations Grantee

GRANTEE NAME: Sunkawakan's Gift

LOCATION: Santa Fe, NM

ASSET: Cultural and Human Capital

STRATEGY: Create a program to increase the knowledge and importance of the horse to American Indian youth living in Native American communities throughout New Mexico.

NATIVE COMMUNITIES SERVED: Tribal youth from all tribal nations located in New Mexico are eligible: Acoma Pueblo, Jicarilla Apache Nation, Cochiti Pueblo, Jemez Pueblo, Jicarilla Apache Nation, Laguna Pueblo, Mescalero Apache Reservation, Nambé Pueblo, Picuris Pueblo, Pojoaque Pueblo, San Felipe Pueblo, San Ildefonso Pueblo, San Juan Pueblo, Sandia Pueblo, Santa Ana Pueblo, Santa Clara Pueblo, Santo Domingo Pueblo, Taos Pueblo, Tesuque Pueblo, The Navajo Nation, Zia Pueblo and Zuni Pueblo.

NEED ADDRESSED: Alternative and diversion program for at-risk Native youth.

GRANT PROGRAM: Native Youth & Culture Fund

HOW YOUR SUPPORT HELPS

Thanks in large part to supporters of First Nations Development Institute, "Sunkawakan's Gift" was formed in January of 2007. The program was created by members of several Native American tribes and educators to address the decline in access to horses and traditional horse-related activities by the youth. As a result of this decline in access, Native American youth are out of touch with this essential part of their tribal history and traditional culture. Thus, the primary focus of the project is to work annually with forty-two at-risk Native American youth ranging in age from 9 to 19 years to provide them an introduction to the horse as it relates to their unique tribal history and traditional culture. By utilizing the knowledge held by Native American elders, storytellers, and horsemen, youth involved in the program regain traditional knowledge, learn responsibility and improve their self-image.

The program is called "Sunkawakan's Gift" because the Lakota name of the horse is "Sunkawakan," which translates to "Sacred or Holy Dog" and conveys the spiritual nature of the relationship to the horse. The word "Gift" refers not only to the many contributions that the horse made to the development of so many tribes, but also to the gifts of self-healing and self-knowledge that are gained through the relationship with a horse.

Program Area 3 Continued

generous grant from the Ford Foundation, the report includes original research on several key asset-building strategies in Native communities: financial education, individual development accounts, community development financial institutions, entrepreneurship development, building Native controlled philanthropic foundations and funds, and utilizing the earned income tax credit. Drawing upon a unique mix of practitioner and academic research, the report presents new data and an analysis of asset building in Native communities. First Nations publicly released the report and has made it freely available through download on our website. As with all of our publications and resources, First Nations' goal is to allow organizations both within and outside Indian Country the opportunity to access the models, tools, analysis and technical information from First Nations' comprehensive body of work. For more information about our publications and resources, or to download or request copies, please visit our website: www.firstnations.org.

Program Area 4: Public Education

In 2007, First Nations launched a new program: Public Education. The primary purpose of the program is to garner broader support from the general public as well as from tribes, tribal organizations and Native communities. Through the program, First Nations is working to identify and enlist partners that will assist First Nations in working toward systemic change and transformation at the tribal and community levels. Within that goal, specifically, First Nations is striving to educate a wide variety of audiences, in addition to its constituencies, about the critical need to stimulate and grow philanthropic support in Indian Country. To be more effective in our outreach to public audiences and constituents, in 2007, First Nations created and implemented a new corporate logo, developed a style guide to ensure consistency in messaging and branding across the organization, and began the process of updating and redesigning all of its publications and resources including our website. The redesigned website is slated for completion in late spring of 2008.

Program Area 5: Grantmaking

Through its grantmaking program, the **Eagle Staff Fund (ESF)**, First Nations provides culturally compatible financial and technical resources to tribes and Native nonprofit organizations to increase sustainable asset-based development projects and programs. General funding provides seed capital for innovative models for training and assistance for culturally appropriate economic development that utilizes asset-based strategies. First Nations has five additional grant initiatives within its ESF grantmaking program:

The **Native Nonprofit Capacity Building Initiative** increases institutional capacity and strength through organization capacity assessment and funding specific projects around organizational sustainability and constituent service.

The **Native Youth and Culture Fund (NYCF) Initiative** partners with tribes and Native nonprofits seeking to utilize, retain and increase Native culture and tradition among Native youth.

The **Native Agriculture and Food Systems Initiative (NAFSI)**, with support from the W.K. Kellogg Foundation and the Bush Foundation increases Native control over agriculture and food systems, and promotes public policies that support the Native agriculture and food sectors.

Program Area 5 Continued

The **Native American Asset Watch Initiative (NAAWI)** partners with tribes and Native communities to create strategies for economic improvement, the protection and revitalization of traditional and environmental resources, and to identify and address legislative and regulatory barriers to effective Native environmental protection and preservation.

The **Little Eagle Staff Fund (LESF)** focuses on general operational needs and developing loan loss reserves for emerging community development financial institutions located on reservations or within Native rural communities.



2007 Grants Listing

Special Initiative: Stengthing Native American Philanthropy

Association of American Indian Affairs • Rockville, MD • \$18,000

To increase tribal and congressional leaders' knowledge of Native philanthropy by creating federal & administrative policies that effectively support Native philanthropy.

Special Initiative: Leadership & Entrepreneurial Apprenticeship Development (LEAD) Program

Carnell Chosa • New Mexico LEAD Cohort • \$50,000

Stipend - LEAD Program (see LEAD Program description under "Training & Technical Assistance")

Chamiza Foundation, Inc. • Santa Fe, NM • \$20,000

LEAD Program (see LEAD Program description under "Training & Technical Assistance")

Evalena Boone • Portland LEAD Cohort • \$2,083.33

Stipend - LEAD Program (see LEAD Program description under "Training & Technical Assistance")

Native American Youth & Family Center • Portland, OR • \$30,000

LEAD Program (see LEAD Program description under "Training & Technical Assistance")

ONABEN • Tigard, OR • \$15,000

LEAD Program (see LEAD Program description under "Training & Technical Assistance")

Special Initiative: InvestNative

Salt River Financial Services Institution • Scottsdale, AZ • \$10,000

To fund an InvestNative Initiative for Pima & Maricopa youth.

Qualla Financial Freedom • Cherokee, NC • \$8,800

To support Native Investor Education to increase the financial management skills of Cherokee youth.

Native American Food Systems Initiative (NAFSI)

Natwani Coalition • Kykotsmovi, AZ • \$2,388.16

To create a pilot Floodplain Farming Program to train youth about highly specific floodplain farming techniques that have helped support Hopi for hundreds of years.

Native Nonprofit Capacity Building Initiative

DNA Legal Services • Window Rock, AZ • \$2,500

To create a national Native nonprofit organization and incorporate it under Navajo tribal code.

Native American Asset Watch Initiative (NAAWI)

Chief Dull Knife College Extension Service • Lame Deer, MT • \$12,000

For the Chief Dull Saves Program to assist Northern Cheyenne tribal members with increasing their financial management skills.

Confederated Tribes of the Umatilla Indian • Pendleton, OR • \$25,900

To create a Umatilla Tribal Community Foundation.

Confederated Tribes of the Umatilla Indian • Pendleton, OR • \$25,000

To increase the capacity of the tribe through the Reservation research and documentation of the Tribe's financial investment and budget strategies.

Gila River Indian Community • Sacaton, AZ • \$14,948.51

To support tribal control of water by indexing and digitizing records of legal and historical significance.

Mandan, Hidatsa and Arikara Nation • New Town, ND • \$43,000

To develop water protection polices and systems in order to better control and protect tribal water resources.

Menominee Indian Tribe of Wisconsin • Keshena, WI • \$25,000

To convene a series of meetings with tribal members, the tribal legislature and the tribal enterprises board of directors to discuss the elements of an annual review & reporting format in an effort to retain third party forest certification and to create a plan for maintaining the sustainability of funding sources for ongoing annual determinations.

National American Indian Housing Council • Washington, DC • \$5,000

To research & develop content for a website targeted at Native American youth that will increase their knowledge of their political assets and develop leadership capacity; to increase the number of young Native voters going to the polls in 2008; and, connect leaders through the Native youth vote initiative and leverage their support.

Northern Arapaho Business Council • Ft. Washakie, WY • \$30,000

To create a computer-based modeling tool for tracking, valuation and management of tribal water resources; to utilize the tool to educate tribal leaders about the importance & value of water; and, to research and document these strategies for future replication and use amongst other tribes.

Running Strong for American Indian Youth • Alexandria, VA • \$6,000

To host a "Daniel Pennock Democracy School" for 20 attendees on the Great Sioux Nation treaty area to create awareness and increase action around uranium mining and water protection.

Turtle Mountain Band of Chippewa • Belcourt, ND • \$25,000

To develop better control over tribal land records to enable them to utilize their land more effectively for housing, food production and/or economic development. In addition to obtaining much needed technology to store the database, the association will conduct extensive research on the land base and provide education to tribal members on their rights.

Western Shoshone Defense Project • Crescent Valley, NV • \$20,000

To support an asset mapping project that pairs Shoshone youth and elders to map the cultural, spiritual and economic assets of Newe Sogobia (Western Shoshone homelands) in an effort to retain cultural knowledge and protect Shoshone homelands.

Wind River Development Fund (WRDF) • Ft. Washakie, WY • \$20,000

To increase support of local entrepreneurs by developing a business incubation program; to increase participation in the existing Individual Development Account (IDA) program; and, to document WRDF's strategies and models to retain knowledge for replication for future use by other tribes and reservation-based communities.

Native Youth and Culture Fund (NYCF)

Allakaket Village Council • Allakaket, AK • \$8,500

Support for two culture camps to retain traditional knowledge: one where elders teach the youth traditional food gathering & preparation and share other traditions, and one week-long "Believe in Our Youth" training session for the youth in the village.

2007 Grants Continued

American Indian Institute & Traditional Circle of Elders & Youth • Bozeman, MT • \$5,000

To retain traditional knowledge by providing Indian Elders & Youth up to 200 young people the opportunity to attend the 30th International Elders and Youth Council in July of 2007 in Fort Peck, Montana; and by engaging approximately 100 elders and spiritual leaders with the youth over the course of a six day encampment where traditional knowledge and ceremonial practices are be shared.

Blackfeet Tribe/Planning & Development Council • Browning, MT • \$40,000

To create a youth council; to create and implement a reservation wide youth assessment survey; to hold youth community meetings for youth community economic development strategy; and, to conduct three leadership workshops for youth.

Blue Lake Rancheria • Blue Lake, CA • \$4,200

To retain traditional culture by creating and implementing a shawl making class for youth.

Boys and Girls Club of the Fort Peck Reservation • Wolf Point, MT • \$15,000

To support M.I.N.T. program (Mentoring and Including Native Teens) designed to retain culture and mentor future tribal community leaders.

Cannonball School • Cannonball, ND • \$4,000

To retain traditional culture by restoring the Buffalo ceremony and including youth..

Chenega Heritage, Inc. • Anchorage, AK • \$3,000

To retain traditional knowledge by supporting the printing of: We are the Land, We are the Sea: Subsistence Stories from Chenega Bay, Alaska A book detailing the traditional subsistence practices of the Native peoples of Prince William Sound.

Chickaloon Village Traditional Council • Chickaloon, AK • \$15,000

Support for the program, 'From The Earth We Eat Together,' a program that focuses on retaining traditional agricultural knowledge and tradition by passing it down from elders to youth.

Chilkat Indian Village • Haines, AK • \$19,400

To retain traditional language by documenting and archiving the Lingit language; to produce a series of audio/video recordings of Elders, to use as educational tools and curriculum resources; and, to produce a series of online and print posters using Chilkat Valley Lingit words and phrases.

Confederated Tribes of the Colville Reservation • Omak, WA • \$15,000

To retain traditional food systems knowledge by engaging youth on the Colville reservation in a year-long seasonal food gathering project; and, by utilizing the Colville languages by working with Elders to teach language while engaged in the seasonal activities.

Crow Tribe of Montana - Judicial Branch • Crow Agency, MT • \$19,000

To increase the traditional, cultural and historical knowledge of Crow Tribal juvenile youth by providing classroom learning, hands-on cultural activities, and mentoring by Crow elders, Crow tribal role models, and national Native role models, as a means to provide restoration back to the Crow Community.

Hopi Village of Tewa • Polacca, AZ • \$7,000

To retain traditional culture by teaching youth about the Tewa Village including historical sites, farming and preparing traditional foods including family ceremonial preparation of sheep and deer.

Jamestown S'Klallam Tribe • Sequim, WA • \$8,500

To increase tribal youth leadership Youth Development Program skills, healthy lifestyle choices and problem-solving to help discourage participation in high-risk behavior by increasing their sense of belonging and bonding to the Tribal community

Jena Band of Choctaw Indians • Jena, LA • \$17,000

To support the tribe in utilizing various support services targeted at tribal youth including a teen pregnancy prevention program, the Building Leaders program, and the Youth Respecting Elders program.

Karuk Tribe of California • Happy Camp, CA • \$5,000

To increase and retain Karuk culture through a youth Regalia (traditional dress) project.

Longhouse Media • Seattle, WA • \$10,000

To increase youth cultural knowledge by having 50 youth produce four short films while also engaging them in traditional cultural practices of the Coast Salish people, including preparation of giveaway gifts for the film production teachers (with 3 elders) and participation in a traditional foods honoring meal.

2007 Grants Continued

Lummi Indian Business Council • Bellingham, WA • \$20,000

To increase Lummi cultural knowledge among tribal youth by involving them in the preparation, and later, the documentation process, of the tribe's first traditional potlatch ceremony since 1937.

Menominee Indian Tribe of Wisconsin • Keshena, WI • \$6,500

To retain Menominee traditional knowledge through a seven-day tribal youth culture camp located at Wayka Falls – a special location where Menominee ancestors camped, hunted, and fished during each summer. Menominee elders also participated in camp activities.

Minnesota Indian Women's Sexual Assault Coalition • St. Paul, MN • \$15,000

For "Through the Teachings of Our Grandmothers." A program that utilizes the cultural knowledge of tribal elders to develop and foster leadership and participation in the prevention of violence against American Indian women and girls.

Montana Indian Business Alliance • Great Falls, MT • \$10,000

To increase financial and business skills amongst Montana tribal youth by providing them the opportunity to participate in hands-on activities and meetings with American Indian political and business leaders.

Mvskoke Food Sovereignty Initiative. Inc • Okmulgee, OK • \$19,000

For the Mvskoke Food Heritage Documentary Project to increase and retain traditional tribal foods knowledge by pairing young people with their oldest living relatives and neighbors to record, interpret, and produce a documentary film about traditional tribal foods.

National Alliance to Save Native Language • Seattle, WA • \$5,000

To retain American Indian languages by supporting a summit to save languages at the National Museum of the American Indian in Washington, D.C.

Native American Community Board • Lake Andes, SD • \$17,500

To retain Dakota language and cultural heritage by increasing the number of fluent Dakota speakers through a language preservation program.

Native Village of Afognak • Kodiak, AK • \$19,000

To retain traditional culture through cultural immersion camp that focuses on archaeology and history called *Dig Afognak*. (In 1964, the Village of Afognak was wiped out by a tsunami which caused their Tribal government to cease functioning until 1998.)

Pawnee Nation of Oklahoma • Pawnee, OK • \$19,000

For the Pawnee Pride program to retain and increase Pawnee culture among youth through an ambitious program focusing on six different activities that all involve utilizing the Pawnee language including a Pawnee language youth choir, playing basketball using the Pawnee language, learning how to make film and graphics in order to record elders and making films about Pawnee history.

Potlatch Fund • Seattle, WA • \$10,000

To increase and retain traditional Northwest tribal culture amongst youth through the support of the second annual Canoe Journey which provides a time of healing, hope, happiness, honor and hospitality as canoes from as far as St. Paul Island, Alaska and the Grand Ronde Tribe in Oregon, travel the routes of ancestral highways to meet and gather for festivities.

Potlatch Fund • Seattle, WA • \$20,000

To increase leadership skills amongst tribal youth through participation in a leadership summit.

Potlatch Fund • Seattle, WA • \$19,000

To retain and increase traditional knowledge amongst the youth of the Lushootseed Peoples of Puget Sound Country through the support of the *Canoe Family Lushootseed Language Program*.

Pueblo of Acoma • Acoma, NM • \$19,000

To increase and retain the Acoma language amongst tribal youth through the support of the *Acoma Language Retention Program*.

Pyramid Lake Paiute Tribe • Nixon, NV • \$3,000

To retain and increase the Paiute language through the development of Northern Paiute language curriculum standards.

2007 Grants Continued

Qutekcak Native Tribe • Seward, AK • \$9,500

To retain and increase Alaska Native culture through the development of a program for youth and elders where they create regalia, including moccasins and mukluks, needed for a traditional dance group.

Red Lake Department of Family & Children • Lake, MN • \$19,000

To utilize traditional and cultural knowledge of four Anishinabe communities in the organization and implementation of a year-long dialogue with a special emphasis on engaging youth and elders to explore Anishinabe systems of care, empowerment of the extended family; and the roles, functions and capacities of the Family Empowerment Centers.

Rural America Initiatives • Rapid City, SD • \$10,000

To increase and retain traditional Lakota culture through the support of the Ateyapi Project Lakota – a year-long mentoring program for at risk and adjudicated youth ages 10 to 18 that provides school-based, intensive mentoring focusing on Lakota drum and singing classes, and Lakota language and culture classes.

Santa Fe Indian School • Santa Fe, NM • \$13,816

To support the creation of a greenhouse to allow youth to grow and learn about traditional foods.

Smith River Rancheria • Smith River, CA • \$7,500

To retain and increase traditional Tolowa language through support of the *Dee-ni' Srxii-xe' Wee-ya'* youth summer camp.

Southwest Kwapa Bird Singers and Dancers • Somerton, AZ • \$6,000

For the Southwest Kwapa Bird Singers & Dancers to increase youth involvement in performing traditional dance.

Sunkawakan's Gift, Inc. • Santa Fe, NM • \$19,000

For the creation of an on-going program to interface at-risk Native Americans ages 9 -19 with Native American elders, storytellers, and horsemen in a series of cultural and historical horse related workshops.

Tay T'sugh Oweengh – Tewa Dept • Santa Fe, NM • \$11,000

To increase and retain Tewa cultural knowledge amongst youth by supporting the 2007 Summer Tewa immersion program.

Thunder Valley Community Development • Porcupine, SD • \$40,000

To increase knowledge of traditional Lakota culture amongst youth through programs that focus on the healing and strengthening of cultural identity.

Turtle Mountain Band Chippewa • Belcourt, ND • \$25,000

2007 Summer Tewa Immersion Program

Western Shoshone Defense Project • Crescent Valley, NV • \$19,000

Continue to increase youth involvement and awareness in Newe traditions and strategy building.

White Mountain Apache Tribe • Whiteriver, AZ • \$19,000

For the “*Celebrating Life*” initiative to increase and retain traditional tribal culture through the rejuvenation of relationships between elders and youth as a strategy to curb the epidemic of suicide and drug abuse among young tribal members.

Wijokadoak, Inc. • Bradford, NH • \$9,000

To retain and increase the Western Abenaki language amongst youth – special focus is placed on Elders (to give direction to the project), speakers of the language and young men who are language activists.

Yakutat Tlingit Tribe • Yakutat, AK • \$19,000

For the “Strengthen Our Future” program to increase and retain the Tlingit subsistence culture for future generations through the involvement and participation of elders, young people, and youth of the Yakutat Tlingit Tribe.



Total Grants = 66
Total Awarded
= \$1,010,036



First Nations Oweesta Corporation

Launched in 1999 to assist tribes and Native communities with loans, investments, technical assistance, training and community development information, First Nations Oweesta Corporation is a wholly-owned subsidiary of First Nations Development Institute dedicated to creating and capitalizing Community Development Financial Institutions (CDFIs) in Indian Country.

The mission of First Nations Oweesta Corporation:

- To enhance the capacity of Native tribes, communities and people to access, control, create, leverage, utilize and retain financial assets; and
- To provide access to appropriate financial capital for Native development efforts.

Through specially designed services and programs, First Nations Oweesta Corporation:

- Assists financial institutions in developing and/or expanding reservation or Native community-based efforts, such as micro and small business loan funds, housing development and credit associations.
- Provides loan and investment capital to qualified community development financial institutions.
- Offers financial capacity building to enhance the capability of Native organizations and individuals to better manage their financial assets.

First Nations Oweesta Corporation uses the following Individual Asset Development Strategies:

- Building financial literacy and investing skills for individuals in Indian Country.
- Financial literacy and training
- Individual Development Accounts (IDAs)
- Investor education
- Earned Income Tax Credit (EITC) education and programs



Our Supporters

Individual Giving Program

In 2007, First Nations Development Institute focused on strengthening its base of individual donors by kicking off a new direct mail program that incorporated our new logo and updated messaging from the new public education program. Additionally, we began the process of creating a new website for the organization with the plan to offer more information designed specifically for those individuals who support the organization. The plan for strengthening the individual donor base also includes the development of monthly donor, planned giving and major donor programs – all of which should be finalized and implemented by mid-2008.

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New Donor Advised Fund Initiated in 2007

In 2007, Raymond James Tax Credit Funds (RJTCF) and First Nations Development Institute (First Nations) announced the establishment of the Raymond James Native American Development Fund. The fund is the inaugural donor advised fund to be housed at First Nations Development Institute and will provide small grants to programs that have a positive impact on Native American families in low-income areas.

According to Jennifer Sterling, director of Native American community development at RJTCF, "The fund will be another tool we can use to provide resources to the communities we serve. There is a lot of creativity and enthusiasm in Indian Country; we hope the fund will serve as a catalyst for getting some of those ideas off the ground."



The grants will be available to the housing authorities and other governmental units of federally recognized tribes, along with 501(c)3 and Section 7871 organizations. Preference will be given to agencies serving communities where Raymond James Tax Credit Funds has a presence.

Sterling also notes that part of the purpose of the fund is to develop new donors for Native organizations: "We can serve as a link for foundations and corporations that are interested in reaching Native American families and organizations, but may not have the knowledge and contacts to feel confident about doing so. It will also allow us to pool resources for a greater impact."



In 2008, efforts will be focused on building assets of the fund. Those who contribute before September 30, 2008 will be honored as charter donors.

First Nations President, Michael E. Roberts, says he is "honored that Raymond James Tax Credit Funds has chosen to recognize and support the meaningful work that First Nations Development Institute is doing in Indian Country." Roberts hopes the creation of this initial donor advised fund will open the door for other individuals and organizations to partner with First Nations through the establishment of a donor advised fund. "The Board and Staff of First Nations treats each and every dollar we steward with great care, and the money entrusted to us by Raymond James for a donor-advised fund is no exception," says Roberts.



In addition, activities of the fund are counseled by a distinguished circle of advisors who represent a wide range of nations, expertise and geography. For additional information or to donate to the fund, contact Jennifer Sterling, director of Native American development, at 800-438-8088, ext. 75139 or jennifer.sterling@raymondjames.com.

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Foundation, Corporate, Tribal & Organizational Giving

As we look toward our 28th year, First Nations continues to have a strong base of support from foundations, corporations, tribes and other organizations. In 2007, we witnessed the renewed support of our many longtime supporting organizations while adding many new ones. As always, all of us who are part of First Nations know how truly honored we are to receive the continued support of these generous organizations – without them, we could not carry on the important work of strengthening Native peoples and their communities. Because of this support, Native people have the continuing opportunity to hope, dream and succeed.

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2007 Foundation, Corporate, Tribal & Organizational Supporters Continued

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Photo by Montoya Whiteman

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