

Native
Americans
in
Philanthropy



ART OF RECIPROCITY

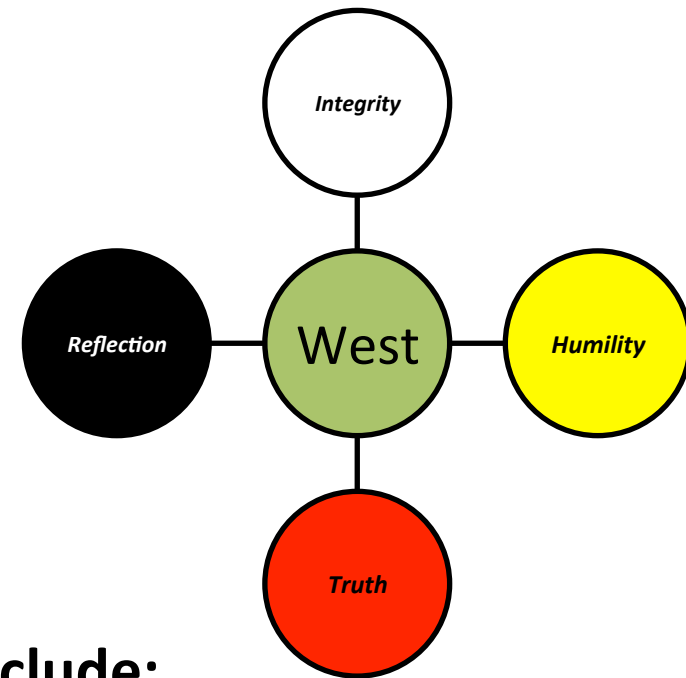
PART 2

Native
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Together, WE
Power Reciprocity and
Investments in Native
Communities

Native Americans in Philanthropy

West Direction Value - Integrity



Learning Objectives include:

- Remember our traditions of giving thanks
- Clash of worldviews
- Challenges of fundraising
- Technology in fundraising
- How to counter donor myths and misperceptions
- Gift and donor acknowledgement

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Fundraising Challenges & Opportunities

Fundraising Challenges & Opportunities

Goal: Provide individuals with an opportunity to discuss and reflect on the challenges of raising support in native communities.

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What types of challenges do Native people encounter when fundraising from non-Native people as well as from the Native communities?

What are possible solutions to addressing the challenges of fundraising?

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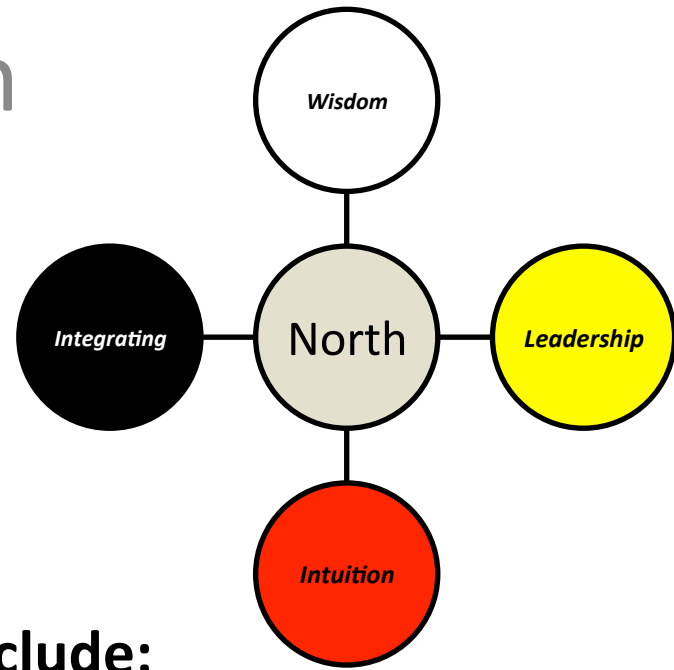


What possible solutions are to those challenges?

List possible solutions your group came up with for addressing the challenges Native people face in fundraising.

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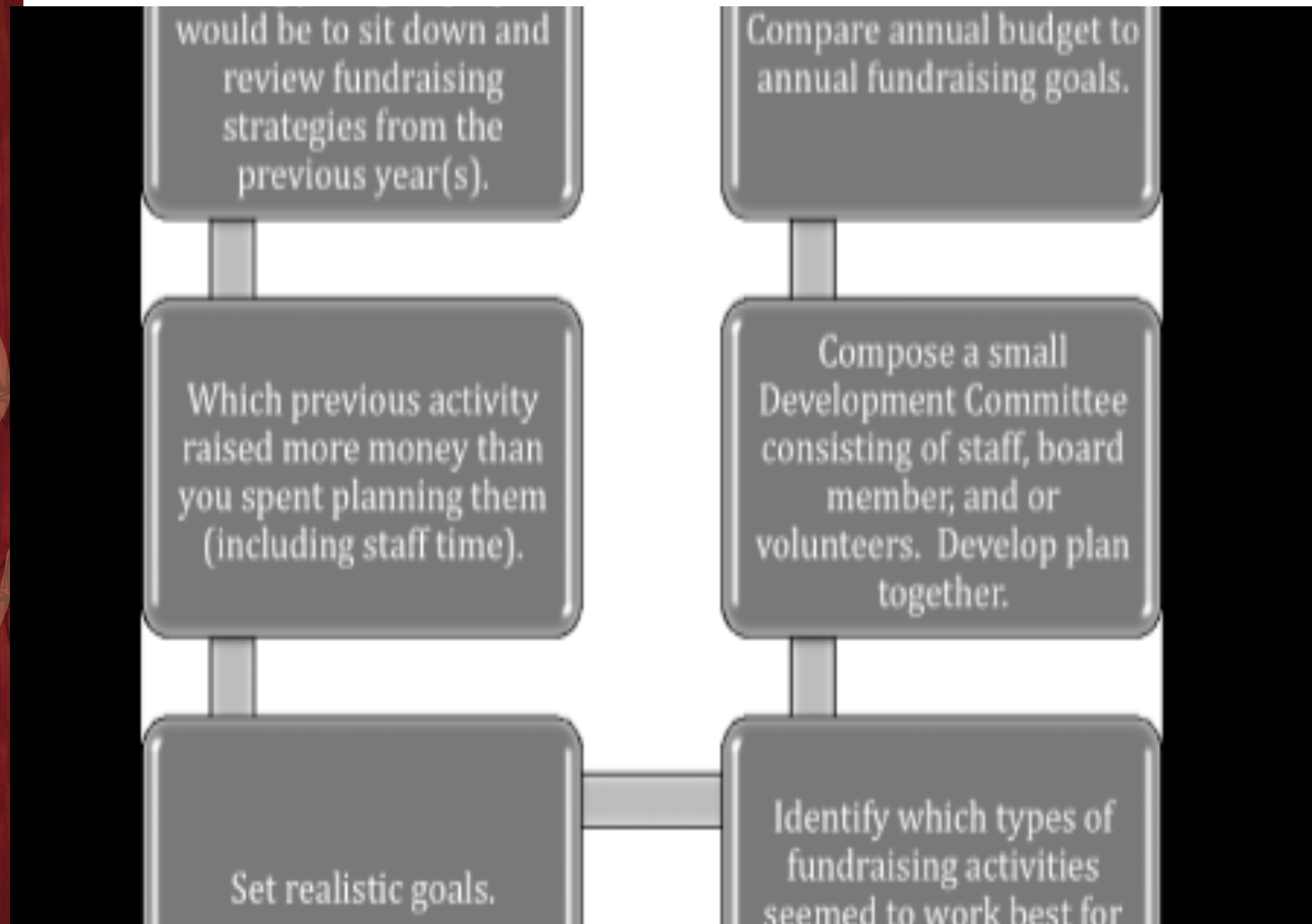
North Direction Value – Wisdom



Learning Objectives include:

- Role of Native leadership in traditions of giving
- Fundraising strategies
- Development planning
- Strategies to enhance annual planning
- Methods to connect personal values & giving as tools for community enrichment

Development Plan Questions



Development Plan

Keep in Mind:

- Have a realistic time frame (plan ahead – 6 weeks or longer)
- Diversify your fundraising plan and your source of funds
- Include fundraising activities that make people aware of your project/issues
- Find long-term ways that continue to generate money to sustain the organization
- Make sure there are activities that generate new donors or move current donors up (increase their gift)
- Continue to identify/potential funding sources for your plan
- Encourage Staff/board/volunteer participation

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What is your development plan?

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Goals & Objectives: Understand that the various tools and fundraising activities practiced throughout the training can help create a solid development plan.

Develop A Sample Plan Using Your Own Organization's Info

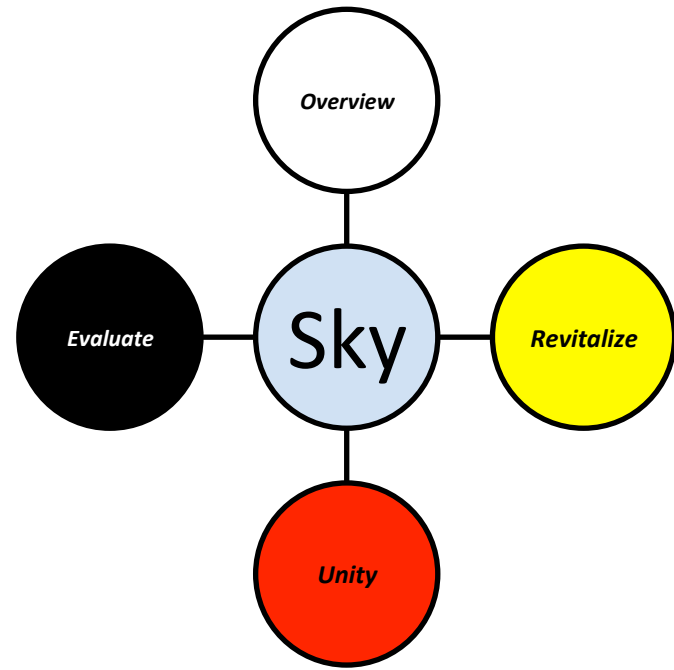
Organization: Youth Visions

Issue: Increasing graduation rates

Programs: Afterschool homework time, mentor partners, family engagement activities

Annual Budget: \$500,000

Sky Direction Value – Overview



Learning Objectives include:

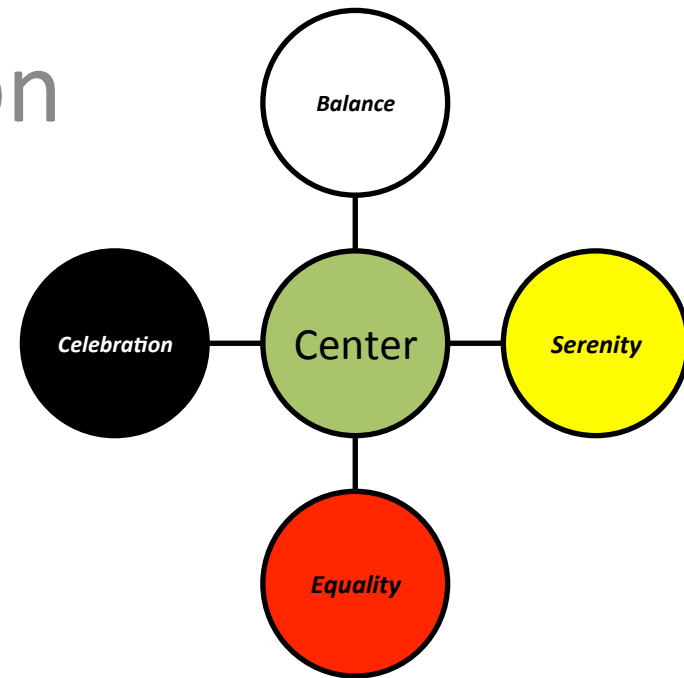
- Assess and evaluate development activities
- Programmatic impact and community perspective
- Analyze the effectiveness of our work

A Few Thoughts For Evaluation:

- When possible, have a written evaluation or comment card at all your events. Seek feedback on your work.
- Debrief how an event or fundraising strategy went.
- Have formal or informal conversations with members and/or donors of the organization about your fundraising program.
- Regularly review the progress of items on the fundraising plan at staff and board meetings.
- Be realistic about the timeframe for getting tasks done.
- Set benchmark goals so that you can track your success.
- Include key dates.

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Center Direction Value – Balance



Learning Objectives include:

- Importance of writing an acknowledgement letter
- Other considerations of acknowledgement
- Celebrate community reclamation efforts



QUESTION FOR OUR RELATIVES

What are your community's
traditions of publicly giving thanks?
How can we use these traditions to
thank our supporters

Gift Acknowledgements

- **Keep in Mind:**
 - No gift is too small or too large to honor.
 - Always write from the heart.
 - A thank you is more than a receipt for a donor's tax records.

Reflections & Visioning

Share one word or sentiment reflecting our time together.

Share one action you will take after this gathering.

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Quayanna

Nitsiiniyi'taki

Wado

Sgi

Nea ese

Miigwech

Yakoke

Limlemsh

Mvto

Pidamayaye (female) Pidamayayelo (male)

Haw.aa

ASKWÀLI (female) KWÀKWHÀ (male)

Marci

Kutapatush

Dawae

Doyckshin

Goonaa'a (female) Gunda (male)

Gunalcheesh

Chiokoe Uttesia

wəyə wəyə

No 'an kalaqumi'il

Qeciyew'yew'