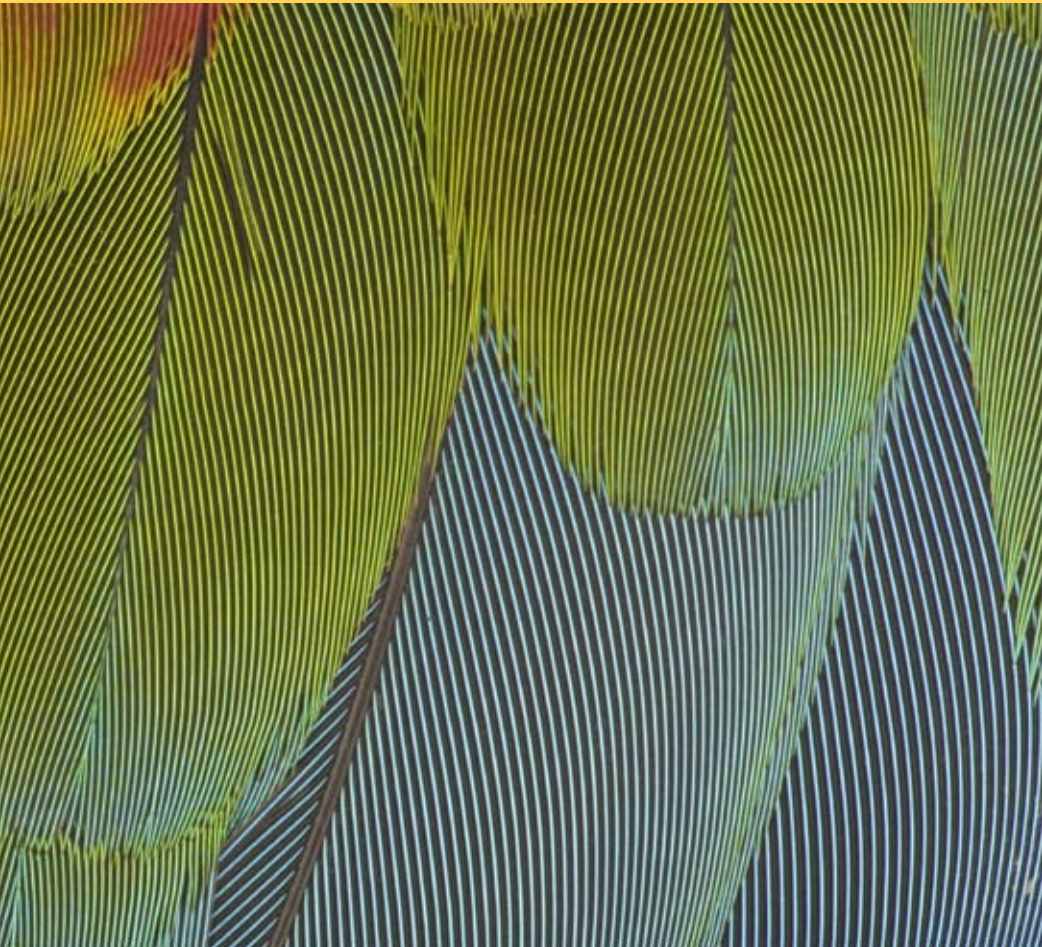




Native Americans in Philanthropy

2007–08 *Annual Report*



The 21st century has given rise to a clearer understanding of the challenges facing the global community. Indigenous philosophies and practices offer wisdom, insights and inspiration for more sustainable collective solutions. As communities work to address the rapid economic, environmental and political changes facing today's world, traditional Native values seem more relevant than ever before.

Native Americans in Philanthropy is working to bring values-based giving practices into the broader field of philanthropy. For us, philanthropy is often defined as "giving back." The act of giving might involve taking care of others, making a contribution to one's family and community, or making a sacrifice to benefit the group. Cultural values such as shared responsibility and reciprocity help perpetuate philanthropy in Native communities, strengthening relationships and increasing collective well-being. We believe these values can both inform and transform mainstream philanthropy.

From Values to Vision:

BUILDING ON OUR PAST TO SHAPE THE FUTURE



Native Americans in Philanthropy also works to harness philanthropic resources and leadership for the betterment and long-term success of Native communities. Recognizing that our success depends on the strength of our organization, we have sought and achieved significant progress on several fronts by growing membership and revenue, expanding capacity and programs, and building broader networks and partnerships. These accomplishments are detailed in this biennial 2007-08 annual report.

In 2008, we were honored to receive the Leadership in Action Award from the W.K. Kellogg Foundation, acknowledging Native Americans in Philanthropy's work in connecting Native communities with resources and opportunities in mainstream philanthropy. In addition, we received a grant from the Shakopee Mdewakanton Sioux Community to help develop co-investment partnerships with major foundations. This Minnesota tribe is one of the state's largest philanthropic entities, awarding more than \$26 million in grants in 2007 alone.

Native Americans in Philanthropy is committed to collaborating and working towards a shared vision for stronger, sustainable Native communities. On behalf of the board of directors, we extend our gratitude for the support of our partners and members and for opportunities that let us give back in a good way.

Sincerely,


David Cournoyer
Board Chair


Joy Persall
Executive Director

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History & Mission

Native Americans in Philanthropy was founded in 1990 as a 501c(3) non-profit membership organization to promote, facilitate and celebrate the role of philanthropy in building stronger Native communities. We focus our efforts in four areas:

- Increasing understanding between Native and philanthropic communities;
- Providing leadership and professional development opportunities for Natives working in the field of philanthropy;
- Encouraging Native definitions of philanthropy, community development and tribal self-determination; and
- Celebrating and expressing traditional values for current and future generations through Native philanthropy.

The organization is governed by a 10-member board of directors who are nominated by the membership. Two-thirds of members are philanthropic professionals and organizations, with nonprofit grantseeking organizations and associated business representatives comprising the remainder.

2007/08 HIGHLIGHTS

Membership & Services

Over the period 2007-08, Native Americans in Philanthropy's membership continues to grow, representing both individuals and institutional members. A reorganization of the membership structure into clan systems has produced growth of 53 percent in membership revenues.

Leadership Development

Together with several member and partner organizations that operate leadership programs, Native Americans in Philanthropy hosted a first-ever Emerging Leaders Summit in 2007 as part of the annual membership gathering. The Summit built on the success of Native Americans in Philanthropy's Circle of Leaders program, which supported the development of nine nonprofit leaders in the Midwest in 2006-07.

Building Bridges through Partnerships

Through partnerships with major foundations, academic institutions and organizations, Native Americans in Philanthropy collaborated on funders' briefings, dialogue sessions, research studies, development of culturally based fundraising curriculum and more.

Communications

The organization launched a redesigned and reorganized website with new tools and resources for members, foundations, nonprofit organizations and tribes.

A Closer Look

MEMBERSHIP AND SERVICES

Over the past five years, Native Americans in Philanthropy has experienced significant growth in terms of the number of members, revenue and attendance at major events. In 2008, the annual budget passed \$800,000, reflecting increases in both membership dues and grant awards from foundation partners. In 2007, the organization overhauled the membership structure, creating a new donor structure that is based on Native-themed “clan” designations. A new membership directory enabled members to connect with each other more easily.

The annual Native Philanthropy Institutes attracted hundreds of participants from around the nation for networking, sharing and skill-building. Additionally, two regional meetings were held in 2007 in Los Angeles and San Francisco. Native Americans in Philanthropy has received significant capacity-building support to foster infrastructure growth and sustainability.

LEADERSHIP DEVELOPMENT

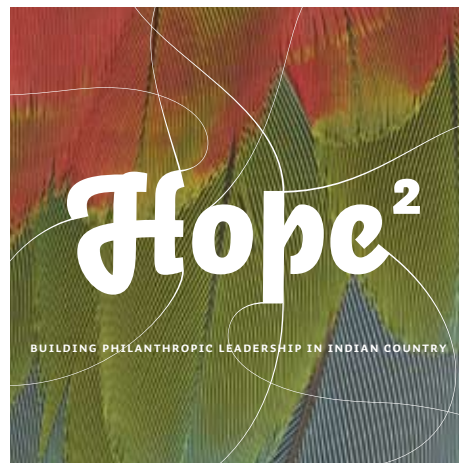
The first cohort of nine participants graduated from the inaugural Circle of Leaders program in 2007. There are plans in 2009 to convene a second cohort of emerging Native leaders in the Midwest.

About 200 participants attended an Emerging Leaders Summit in 2007, where themes focused on indigenous values such as relationships, responsibility, reciprocity and redistribution. Attendees represented most regions of the country as well as a number of indigenous leadership programs, including the Circle of Leaders, Hopi Leadership Program, Leadership and Entrepreneurial Apprenticeship Program of First Nations Development Institute, Cherokee Preservation Foundation, American Indian Family Empowerment Program, Potlatch Fund and others.

Several products resulted from the summit, including a video and brochure about leadership called “Hope Squared.” Conversation continues about forming a national Native leadership network to facilitate ongoing dialogue and information-sharing among philanthropic leaders.

Celebrating philanthropic leadership is an important part of Native Americans in Philanthropy’s mission. Over 2007-08, the organization recognized four outstand-

ing leaders. The Louis L. Delgado Distinguished Grantmaker Award was presented to Lucille Echohawk of Casey Family Programs in 2007 and to Susan Jenkins of the Cherokee Preservation Foundation in 2008. The 2007 Flying Eagle Woman Award went to Helen Waukazoo, an active Navajo community leader in the San Francisco Bay Area, while the 2008 award was given to April Lea Go Forth, executive



director of the California-based Resources for Indian Students in Education.

BUILDING BRIDGES THROUGH PARTNERSHIPS

In 2007-08, Native Americans in Philanthropy partnered with a diverse array of philanthropies, regional grantmaking associations and members to broaden the reach and extend the impact of our work.

The organization collaborated with Casey Family Programs and Philanthropy Northwest to provide Native expertise at four gatherings of the regional grantmaking association. Native Americans in Philanthropy presented research findings on Native funding needs and concerns, as well as recommended approaches for building relationships between Native communities and the philanthropic sector in the Pacific Northwest. Similarly, Native Americans in Philanthropy has collaborated with the Minnesota Council on Foundations to examine trends in giving to Native causes in Minnesota.

In May 2008, Casey Family Programs was a major sponsor of a special reception at the National Museum of the American Indian in Washington, DC, held in conjunction with the Native Philanthropy Institute and

the Council on Foundation’s annual conference. Native Americans in Philanthropy joined with a team led by Harvard University graduate student April Youpee-Roll on a study documenting Native representation on the staff and boards of the top 100 philanthropic funders of Native causes. A draft of the study was presented at the Council on Foundations conference. Findings showed that the representation of Native voices in philanthropic decision-making remains low, as does equitable distribution of resources to Native communities.

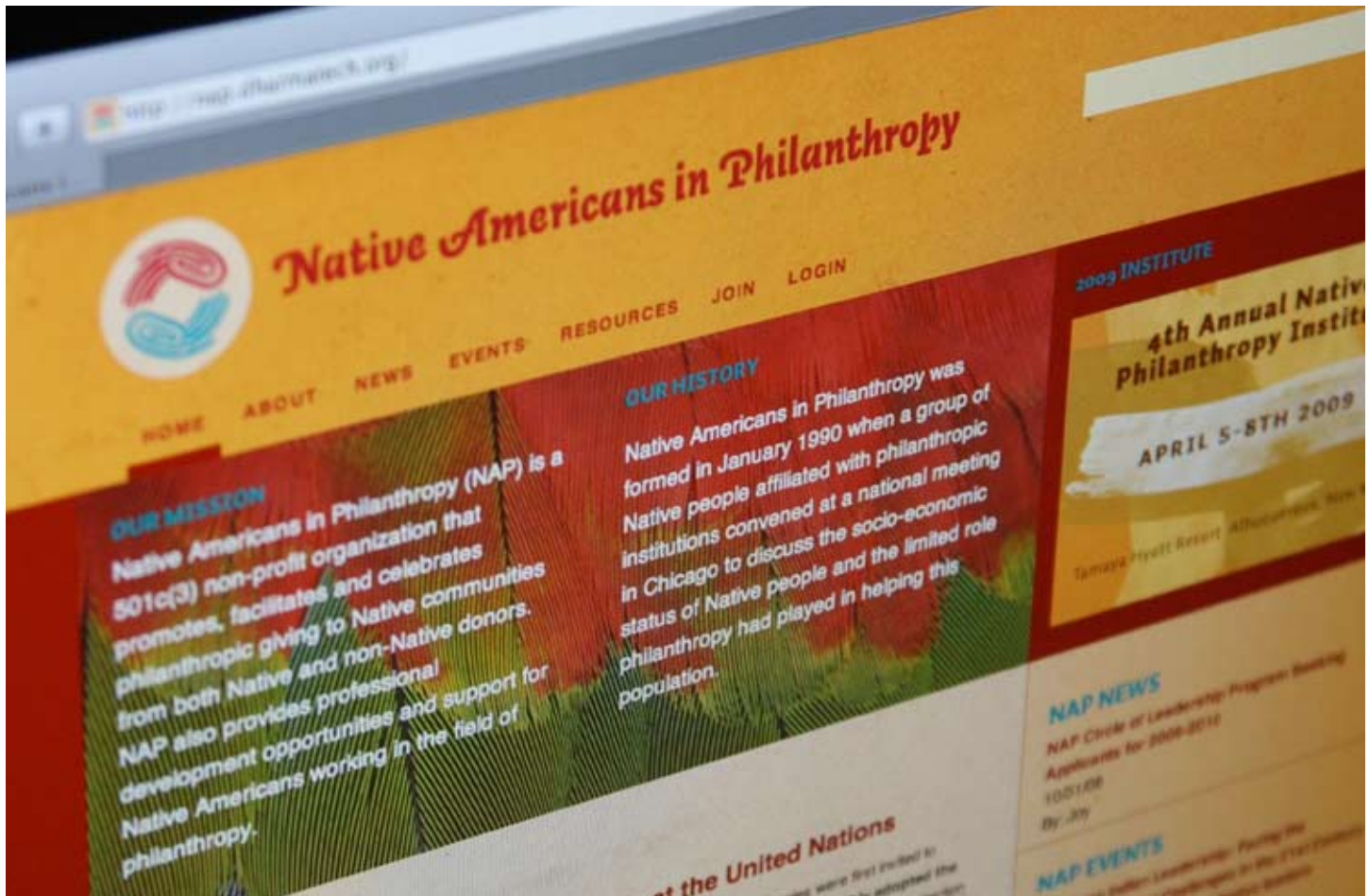
Native Americans in Philanthropy collaborated with Fond du Lac Tribal and Community College to develop a culturally relevant fundraising curriculum called “Art of Giving.” Intended to be a 17-week, three-credit academic course, the curriculum next will be tested with practitioners in community settings. In the framework, mission and purpose rest on four culturally grounded touchstones—wisdom, vision, relationships and integrity.

In 2008, Native Americans in Philanthropy received the Leadership in Action Award from W.K. Kellogg Foundation, in honor of our work building partnerships between Native America and the philanthropic community. Also, Native Americans in Philanthropy launched a partnership with the Shakopee Mdewakanton Sioux Community to explore funding partnerships between the Minnesota tribe and major foundations for the purpose of increasing the impact of grants to Indian nations and causes.

COMMUNICATIONS

Native Americans in Philanthropy redesigned and reorganized its website (nativephilanthropy.org), with the goal of making the site more user-friendly, enhancing its visual appeal, and increasing the amount of available content and resources. Meanwhile, a regular e-newsletter highlights member news, events and issues of interest or concern to Native philanthropic professionals. All print materials have reflected the same graphic theme and consistent visual identity. In 2008, the organization began work on a long-range communications strategic plan to guide direction in the coming years, including more interactive, web-based strategies.

Towards 2009 & Beyond



Native Americans in Philanthropy is well positioned to capitalize on the wave of growth and progress of the past two years. The board of directors has developed a new, multi-year strategic plan to guide the organization's direction and future focus. The organization is examining its infrastructure and by-laws in order to adapt to continuously changing dynamics in the philanthropic sector.

Native Americans in Philanthropy is moving toward a more interactive website that will allow users to renew memberships on-line, while also taking advantage of emerging "Web 2.0" functionality. Native Americans in Philanthropy will explore development of a web-based "community of practice" through social networking, video sharing, member blogs, and a central repository (or "wiki") for sharing information and resources.

While the organization joins with others in dialogue about possible formation of a national Native leadership network, conversations also will address development of regional hubs of Native philanthropy.

These hubs would leverage and intensify existing efforts in promoting collaboration, networking, capacity building, leadership development and strategic investment among a range of Native and non-Native stakeholders.

Furthermore, Native Americans in Philanthropy will continue building bridges of understanding between Native communities and donors. Aside from efforts with regional grantmaking associations in the Midwest and Pacific Northwest, the partnership with the Shakopee Mdewakanton Sioux Community will enable Native Americans in Philanthropy to bridge both tribal and non-tribal donors in ways that

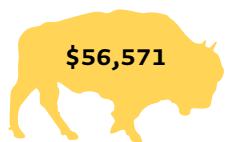
can promote mutually beneficial learning and respect.

Finally, we look forward to continued preparations to celebrate Native Americans in Philanthropy's 20th Anniversary in 2010. The organization will work with our sisters and brothers at Asian Americans/Pacific Islanders in Philanthropy to honor and celebrate giving in cultural communities, while commemorating our own coming of age and progress in supporting stronger, sustainable Native American communities.

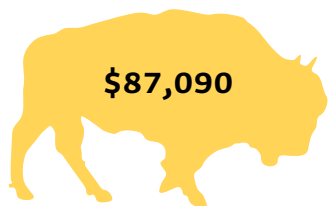
Membership

Membership in Native Americans in Philanthropy grew to 254 members in 2007 with a majority representing philanthropic institutions and the remainder coming from nonprofits, consultants and other affinity groups. 91 were trial members through registration as a strategy for member recruitment during the 07 Native Philanthropy Institute.

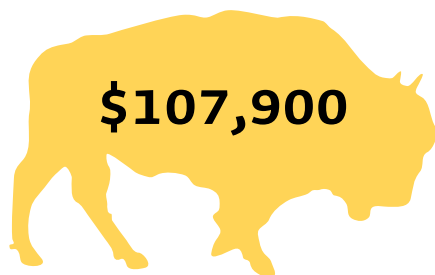
MEMBERSHIP REVENUE



2006



2007



2008

In 2008, NAP shifted to a Clan Membership Structure which emphasized Native Americans in Philanthropy's membership as an exciting and compelling professional network. Membership allows an individual or organization to be part of the network of expertise, colleagues, research and trainings and to also actively advance the work and mission of NAP. We finished fiscal year 2008 with 162 members, which included 23 new grantmaking members and 15 consultant or nonprofit representatives.

Membership revenue increased from \$56,571 in 2006 to \$87,090 in 2007 and \$107,900 in 2008. Membership listing can be found on line at nativephilanthropy.org

Many thanks for the significant philanthropic contributions from:

California Wellness Foundation

Casey Family Programs

C. S. Mott Foundation

Ford Foundation

Marguerite Casey Foundation

Nathan Cummings Foundation

Otto Bremer Foundation

Rockefeller Philanthropic Advisors

San Manuel Band of Mission Indians

Shakopee Mdewakanton Sioux Community

W.K. Kellogg Foundation

BOARD OF DIRECTORS

Lori Pourier (09, *Chair*; 07, 08, *Vice Chair*)

David Cournoyer (07, 08, *Chair*)

Ricardo Lopez (07, 08, *Sect./Treasurer*)

Megan Hill (07, *Sect./Treasurer*)

Shelley Butler-Allen (07, 08)

Louis Delgado (*Emeritus*)

LuAnn Leonard (07, 08, *Membership Committee Chair*)

Carla Roberts (07, 08)

Ron Rowell (08)

Philip Sanchez (08)

Gabrielle Strong (07, 08)

Richard Williams (07, 08)

STAFF

Doug Cook, *Membership & Administrative Assistant*

David Cournoyer, *Director of Resource and Program Development*

Carrie Day Aspinwall, *Membership & Program Coordinator* (07)

Dan Lemm, *Accounting and Office Manager*

Kristopher (Kohl) Miner, *Coordinator of NAP Institute, Director of Resource Development* (08)

Garrett Palmer, *Administrative Assistant*

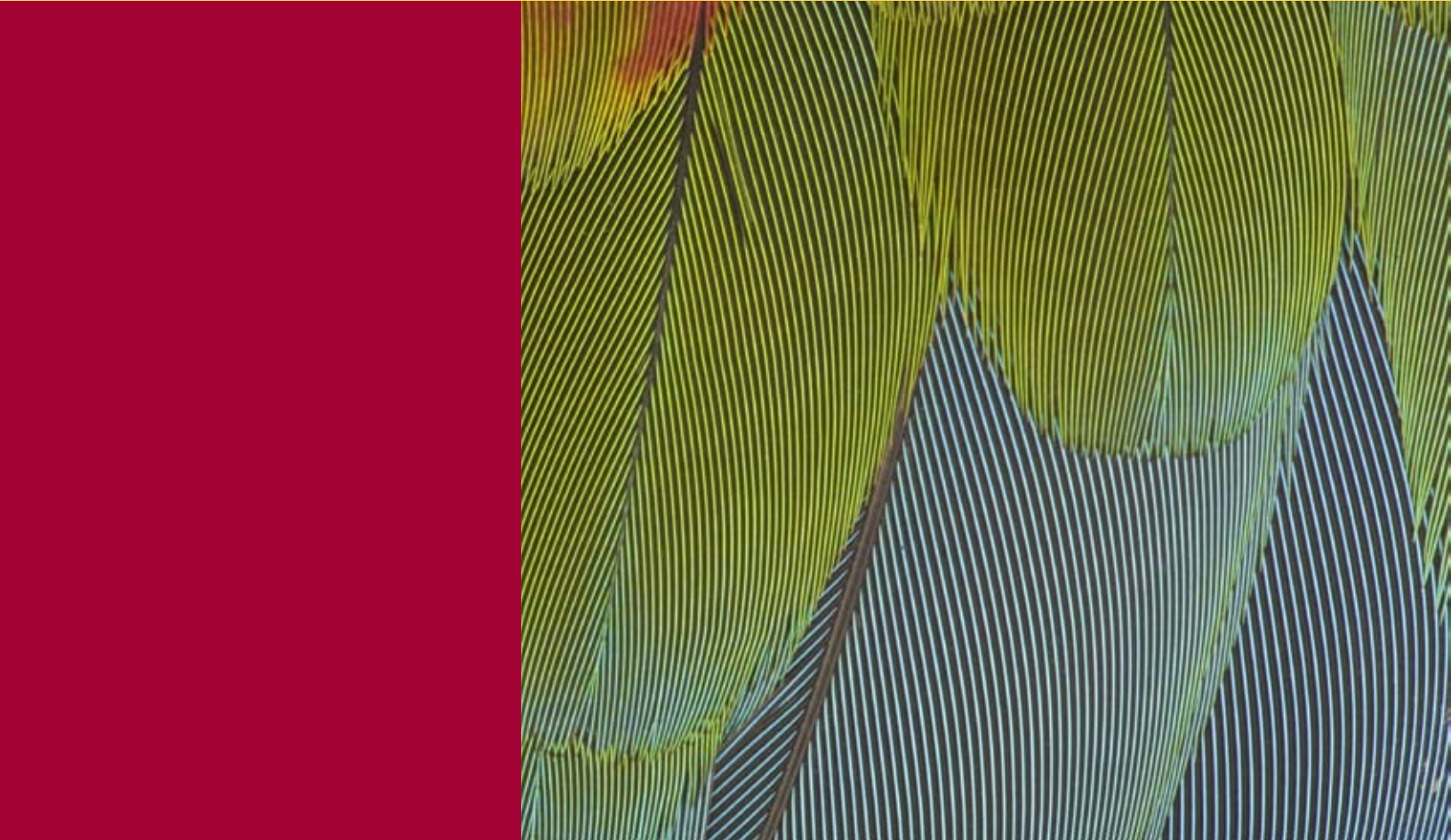
Joy Persall, *Executive Director*

Neely Snyder, *Office and Program Coordinator* (05-08)

The Numbers

Native Americans in Philanthropy Statement of Activities Year Ended June 30, 2008 with Comparative Totals for 2007

	2008			2007
	UNRESTRICTED	TEMPORARILY RESTRICTED	TOTAL	
SUPPORT AND REVENUE				
Membership	\$107,900		\$107,900	\$67,000
Grants and contributions	127,210	655,000	782,210	322,344
Registrations	24,731		24,731	24,661
Interest income	5,248		5,248	6,793
Miscellaneous income	3,149		3,149	4,320
Net assets released from restrictions	251,952	(251,952)		
Total Support and Revenue	520,158	403,080	923,238	425,208
EXPENSES				
Program services	358,189		358,189	421,244
Supporting services				
Management and general	47,477		47,477	49,637
Fundraising	20,806		20,806	12,356
Total Supporting Services	68,283		68,283	61,993
Total Expenses	426,472		426,472	483,237
CHANGE IN NET ASSETS				
	93,686	403,080	496,766	(58,029)
Net assets, beginning of year	99,521	114,420	213,941	271,970
Net assets, end of year	\$193,207	\$517,500	\$710,707	\$213,941



Native Americans in Philanthropy

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