



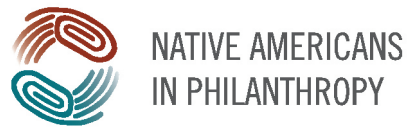
NATIVE AMERICANS  
IN PHILANTHROPY

2010 \* 12

# Annual Report

Powering reciprocity and investment in Native communities.





It is with deep gratitude that Native Americans in Philanthropy shares this annual report with you. The journey over the last two years has spanned a range of activities and achievements that includes reflection and visioning, planning and implementation, opportunities and challenges. You will read more in this report about what this has translated to the work and operations of Native Americans in Philanthropy.

With an open heart, I share insight into the compass that has plotted our path. Our north is the conviction that Native communities and individuals should not only be sustainable and healthy, but should be thriving. This belief is rooted in an asset/strength-based framing that has been (and continues to be) a guiding post for our programs, partnerships and outreach. While we, our communities, our partners, and the ready and willing navigate to continue to move to eradicate inequality and injustice, we strive to stay on this path of community and collaboration building and reciprocity that reflects where we live.

We are grateful for those who have joined us on this journey. While many individuals and organizations have been our scouts and guides, others have recently joined us to walk beside us in this journey. As we grow our network and circle we will strive to keep our heart and minds moving towards the north.

Together, WE, power reciprocity and investment into Native communities.

Ta'tura Tsiksu (With much respect),

Carly Hare  
Executive Director

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## History & Mission

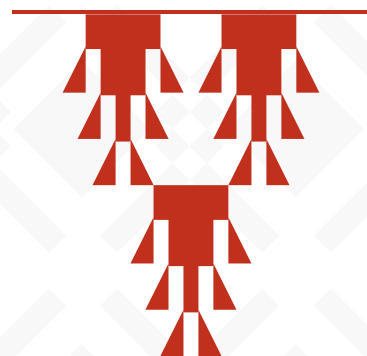
Native Americans in Philanthropy was founded in 1990 as a 501c(3) non-profit membership organization to promote, facilitate and celebrate the role of philanthropy in building stronger Native communities. The mission of Native Americans in Philanthropy is to advance philanthropic practices grounded in Native values and traditions. The spirit of Native Americans in Philanthropy's mission is together, we power reciprocity and investment in Native communities serving as a growing circle of nonprofits, tribal communities, and foundations committed to the beliefs, traditions and gifts of Native peoples. We focus our efforts in three areas:

**Engage** – We work together to develop meaningful philanthropic opportunities.

**Educate** – We learn together to master a method of philanthropy rooted in Native values.

**Empower** – We inspire each other to advance Native assets and strengths.

The organization is governed by a ten-member board of directors who are nominated by the membership at the annual member meeting. One third of NAP's members are philanthropic professionals and organizations, one-third are nonprofit grantseeking organizations and the remaining members being associated business representatives, partners and allies.



## A Closer Look



Native Americans in Philanthropy's work over the past two years has been focused on enhanced organizational capacity, building up the Regional Action Networks (RAN), and deepened national organizing. NAP works to deepen organizing and impact on a national level through regional programming as well. By engaging members, partners, and allies on the ground, NAP's work weaves the work, teachings, and innovations, strategic partnerships that connect everyone in an interwoven spider web of connections. We share all these stories with others throughout our RAN journeys.

NAP staff have crisscrossed the nation attending affinity and infrastructure group meetings to engage in deeper dialogue on collaborations to educate and move the philanthropic sector on building culturally effective and responsive philanthropy with diversity, equity and inclusion at the forefront. Due in large part to W.K. Kellogg Foundation philanthropic Strong Sector initiative support, NAP has strengthened its own capacity to build partnerships with groups like the Joint Affinity Group (JAG). JAG consists of six identity-based affinity groups (Asian Americans/Pacific Islanders in Philanthropy-AAPIP, Association of Black Foundation Executives-ABFE, Funders for LGBTQ Issues, Hispanics in Philanthropy-HIP, Native Americans in Philanthropy-NAP, and Women's Funding Network-WFN) that

together lead the call for more just and equitable distribution of philanthropic resources to produce healthier communities with equal access to services and resources and equal opportunity for all create more racial and social justice within philanthropy. Since 2011, NAP's work with JAG expanded to include (but not limited to) serving on the JAG Steering and Communications Committee; meeting semi-annually for strategic planning to advance our collective mission, leveraging resources and coordinating our energy toward our vision.

In addition to our JAG partnership, NAP joined the D5 Coalition (a five-year coalition beginning in 2010 of 18 infrastructure organizations to grow philanthropy's diversity, equity, and inclusion). Over the course of 2010-12, NAP served—and continues to serve—on the D5 Coalition Leadership Team as a JAG Representative as a vital voice for Indian Country and affinity groups. As part of this unprecedented coalition, NAP supported and challenged direction and modeling of D5 Coalition and its projects as foundations and philanthropy organizations came together to form and set a strategic agenda to help philanthropy become more diverse, equitable, and inclusive. The ultimate goal of this work is to help foundations achieve greater impact in an increasingly diverse landscape.



# Highlights

## ORGANIZATIONAL

Over the course of the calendar year 2012, NAP executed a number of capacity-building infrastructure components that strengthen the sustainability of the organization and its collaborative efforts. First, Native Americans in Philanthropy (NAP) had long-since outgrown its database. However, after thoughtful exercise of determining what we needed, wanted and could afford, Convio's Common Ground was selected and was implemented by early 2013.

Next, NAP was facing challenges with its external organizational identity. Although we had a strong workplan and strategic directions, there was a large part of our constituency who did not know exactly who we are or what we did; or they had a misunderstanding of our purpose and scope of work. NAP hired Creation in Common to assist in the development of a branding and messaging strategy that better aligned with the new NAP website, Regional Action Network programming and communications strategy that reflects our purpose, our work as well as our constituents. The plan has been completed and was unveiled at the Native Philanthropy Institute in April 2013.

## KNOWLEDGE SHARING

NAP seeks out opportunities to ENGAGE in partnerships that will support the advancement of philanthropic practices enhanced by the spirit of Native generosity. We seek to leverage and expand the sources of philanthropic dollars going toward Native issues by sharing our wisdom and network with the philanthropic field at-large. Over 35 knowledge sharing opportunities (listed on page 12) nationwide and across Indian Country included speaking engagements, planning and facilitation of conferences and convenings. NAP takes these opportunities to EDUCATE individuals and organizations in the philanthropic sector and to EMPOWER our members and allies to share our vision of healthy and sustainable Native communities.

## MEMBERSHIP STRUCTURE CHANGES FOR FY 2013

In response to increasing questions and interest about the membership structure and benefits as it relates to nonprofits, Membership Services did a comprehensive analysis of the membership by a wide range of cross-sections such as: organization size, number of members in that organization, location, membership level, organization type, etc. The internal analysis helped NAP gain a better understanding of what our membership looked like.

After exhaustive evaluation of responses to surveys, interviews, and suggestions, NAP made a dramatic change in our membership structure that works to ensure our member services more accessible and more relevant to our audiences, in particular nonprofit organizations. The most significant shift was making benefits offered based on organizational type (funders, nonprofits and individuals) rather than by the level of giving. In addition, while some benefits remained the same, new benefits were specifically tailored for each organizational type.

The changes in structure are as follows:

2010-11 MEMBERSHIP LEVEL STRUCTURE
Hawk Clan: \$150 (1 member)
Caribou Clan: \$500-\$999 (4 members)
Wolf Clan: \$1,000-\$4,999 (6 members)
Bear Clan: \$5,000-\$9,999 (10 members)
Buffalo Clan: \$10,000-\$19,999 (14 members)
Eagle Clan: \$20,000+ (20 members)

2012 MEMBERSHIP LEVEL STRUCTURE:
Individual: \$150
Hawk Clan: \$250-\$499 (2 members) <i>(for nonprofits only; revenue &lt; \$499,999)</i>
Caribou Clan: \$500-\$999 (4 members)
Wolf Clan: \$1,000-\$4,999 (5 members)
Bear Clan: \$5,000-\$9,999 (6 members)
Buffalo Clan: \$10,000-\$19,999 (7 members)
Eagle Clan: \$20,000+ (8 members)





## 2012 & Beyond

### REGIONAL ACTION NETWORKS

The NAP Regional Action Networks (RAN) serve as a program and a construct for program delivery. These gatherings of Native community, nonprofit and philanthropic representatives discuss and define actions for individual and collective action to improve the effectiveness of grantmaking in Indian Country. RANs are a unique space and opportunity for deepening relationships between tribes, urban Native communities and philanthropy. RANs strive to connect member organizations – funders, tribes and nonprofits – who wish to ENGAGE in dialog, relationship building and gain greater context for the varied Native community realities and experiences that philanthropy can learn from and share with their sector colleagues.

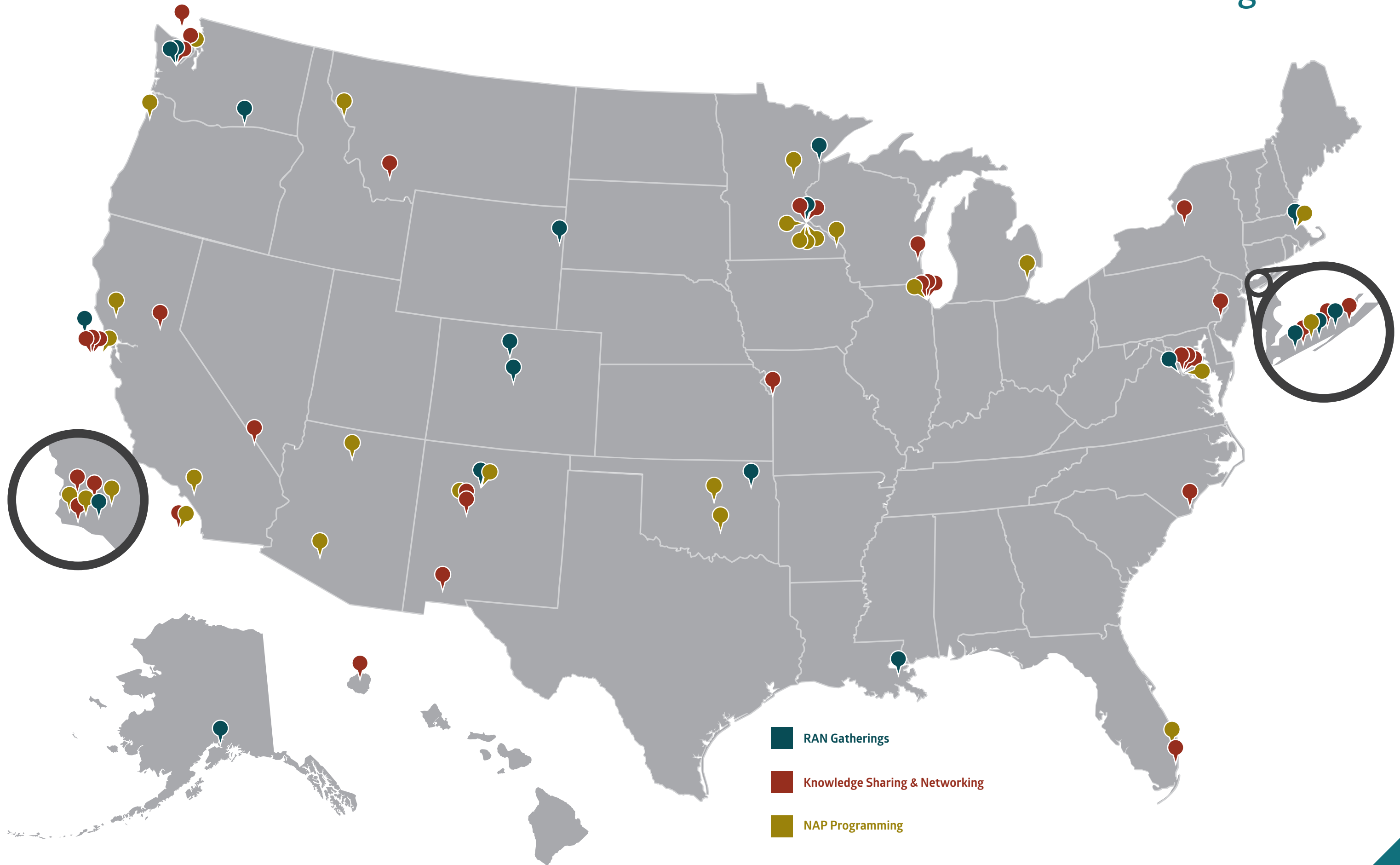
#### RAN Goals:

- Enhance Native leadership in philanthropy
- Share stories and resources in Native philanthropy
- Assess issues and opportunities within each region
- Grow resources for Native-led causes and concerns
- Honor the philanthropic work in Native communities

Each RAN works to create deeper learning opportunities for both Native people, tribal and mainstream foundations and encourage new better practices—even action—as they are armed with greater knowledge. The RANs serve as conduit to improve grant making outcomes in Indian Country as well as deepening relationships between Tribes, urban Native communities and philanthropy. A complete list of RAN gatherings for the period of this annual report are listed on page 12.



# NAP Activities & Gatherings





RAN Gatherings:

- ALASKA
- Anchorage
  - Rasmuson Conference Center
- CALIFORNIA
- Los Angeles
  - Southern California Grantmakers
  - Humboldt
  - Humboldt Area Foundation
- COLORADO
- Denver
  - The Denver Foundation
  - Longmont
  - First Nations Development Institute
- LOUISIANA
- New Orleans
  - Hyatt Regency
- MASSACHUSETTS
- Boston
  - Associated Grant Makers
- MINNESOTA
- Fond du Lac
  - Black Bear Hotel & Casino
  - Minneapolis
  - The Minneapolis Foundation
- NEW MEXICO
- Santa Fe
  - Santa Fe Community Foundation
- NEW YORK
- New York City
  - National Museum of the American Indian
  - Open Society Foundation
- OKLAHOMA
- Catoosa
  - Hard Rock Hotel & Casino
- SOUTH DAKOTA
- Rapid City
  - The Journey Museum
- WASHINGTON
- Seattle
  - Casey Family Programs
  - Bill & Melinda Gates Foundation
- Walla Walla
- Marcus Whitman Hotel (PNW Conference)

- VIRGINIA
- Arlington
  - The Council of Foundations

Knowledge Sharing & Networking

- CALIFORNIA
- Los Angeles
  - COF Annual Conference
  - ABFE's Minority & Women-owned Fund Roundup
  - Progressive Public Foundations Research Retreat
  - ABFE Conference and Member Meeting
  - San Diego
  - NIGA Conference
  - San Francisco
  - D5 Coalition Donor Network Event
  - GEO & Monitor Institute's Network Convening
  - IFIP Annual Conference
- DISTRICT OF COLUMBIA
- Washington
  - Indigenous Peoples Working Group
  - Administration for Native Americans Annual Conference
  - COF Affinity Group Summer Meeting
- FLORDIA
- Miami
  - Funders for LGBTQ Issues Grantology Retreat
- HAWAII
- Kaui
  - Pacific Island Philanthropic Forum/Native Hawaiian Annual Conference
- ILLINOIS
- Chicago
  - AFP Annual Conference
  - IS Annual Meeting
- MINNESOTA
- Minneapolis
  - MCN 2011 Annual Conference
  - NWAf Grassroots and Groundwork
- MISSOURI
- Kansas City
  - COF Rural Philanthropy Conference
- MONTANA
- Big Sky
  - Foundation-Native American Roundtable
  - Hopa Mountain Leadership Training
- NEVADA
- Lake Tahoe
  - CSF Annual Conference

- Las Vegas
- Reaservation Economic Summit 2012
- NEW MEXICO
- Sandia Pueblo
  - First Nations L.E.A.D. Institute
  - Santa Ana Pueblo
  - Neighborhood Funders Group Annual Conference
  - Las Cruces
  - New Mexico Association of Grantmakers Conference

- NEW YORK
- New York City
  - Open Society Foundation
  - U.S. Human Rights Fund Convening
  - Nexus: Youth Philanthropists and Social Entrepreneurship
  - Oneida Nation
  - IFIP Annual Conference

- NORTH CAROLINA
- Cape Fear
  - W.K. Kellogg Foundation Cultures of Giving Gathering

- PENNSYLVANIA
- Philadelphia
  - COF Annual Conference

- WASHINGTON
- Bellingham
  - PNW Annual Conference
  - Seattle
  - Potlatch Fund Gala

- Tulalip
- Bill and Melinda Gates Foundation Northwest Portfolio Meeting

- WISCONSIN
- Milwaukee
  - NCAI Mid-Year Meeting

NAP Programming

- ARIZONA
- Hopi
  - Board Retreat

- CALIFORNIA
- Los Angeles
  - COLA National Summit
  - NPI
  - AOR (mini)

- FLORDIA
- Hollywood
  - AOR (mini)
- MICHIGAN
- Troy
  - NCCP (mini)

- MINNESOTA
- Onamia
  - NCCP
  - Red Wing
  - NCCP
  - Minneapolis
  - Board Retreat
  - NCCP
  - NCCP

- WASHINGTON
- Tulalip
  - AOR (full)

2011 20th Anniversary Journey Gatherings:

- ARIZONA
- Chandler (Fall)
  - Wild Horse Pass Casino

- CALIFORNIA
- Brooks (Spring)
  - Yocha Dehe Wintun Nation
  - Palm Springs (Spring)
  - Agua Caliente Casino Resort Spa
  - Oakland (Fall)
  - The California Endowment

- DISTRICT OF COLUMBIA
- Washington (Fall)
  - National Congress of American Indians

- ILLINOIS
- Chicago (Fall)
  - John D. & Catherine T. MacArthur Foundation

- MASSACHUSETTS
- Boston (Spring)
  - New England Foundation for the Arts

- MINNESOTA
- Saint Paul (Spring)
  - Northwest Area Foundation

- MONTANA
- Missoula (Fall)
  - Holiday Inn (PNW Conference)

- NEW MEXICO
- Santa Fe (Spring)
  - Institute of American Indian Arts
  - Santa Ana Pueblo (Fall)
  - Tamaya Hyatt Resort & Spa

- NEW YORK
- New York City (Fall)
  - Time Warner, Inc

- OKLAHOMA
- Stroud (Fall)
  - Sac & Fox Learning Center
  - Sulphur (Fall)
  - Chickasaw Cultural Center

- OREGON
- Portland (Fall)
  - Native American Youth and Family Center



# Native Philanthropy Institute (NPI)

The Native Philanthropy Institute is the only national forum where our members, partners, and allies engage in networking and learning opportunities to specifically address current topics affecting Native philanthropy. It activates the membership to build social sector capacity through regional and national stories of impact. Attributable to our affinity group status, the conference location alternates annually between a Tribal venue and in conjunction with the Council on Foundations annual conference.

Each day of the conference is themed after our three organizational strategic directions. On the first day, we “engage” attendees through thought-provoking

discussions and our annual awards dinner. On the second day, we “educate” with concurrent sessions focused on leadership, strategic partnerships and organizational development. On the third day, we “empower” by creating an environment where the attendees lead discussions and ask pertinent questions. Plenary sessions are built into each day, where expert panelists lead topics focused on advancing our national dialogue. Each conference acknowledges the local culture and traditions as well as, inviting Native artisans and crafters to participate as vendors. The annual membership meeting is also held to conduct general member business and provide organizational updates.

WHO	NAP Members, Board, Staff, CoLA Leaders, RAN Weavers, Partners, Allies, Tribal community representatives, Nonprofits, Foundations
WHAT	Awards Dinner, CoLA National Summit, Silent Auction, Plenaries, Focused Concurrent Sessions, Annual Member Meeting, Respect and invite cultural traditions from local Native communities, Native Arts and Crafts, Engage, Educate, Empower
WHEN	Annually in the Spring time
WHERE	Every other year in conjunction with the CoF conference. Then in a Tribal community.
WHY	Increased networking among Native and non-Native philanthropic, nonprofit, and communities. Increase member knowledge. Increase Native nonprofit capacity. Communicate NAP/Member successes. Increase active participation. Increase awareness of NAP regionally and nationally.

## ACTIVITIES

Tulalip Resort Casino, Tulalip, WA | April 4-5, 2011  
Westin-LAX, Los Angeles, CA | April 25-27, 2012  
Hard Rock Resort & Casino, Catoosa, OK | April 3-5, 2013

## 2012 ACCOMPLISHMENTS

- There were 147 national participants from Native communities,tribalgivingprograms,Nativeandnon-Native nonprofits, foundations and philanthropic organizations.
- Silent auction bids netted the NAP Awards Endowment Fund \$2,348. Items were donated by the NPI planning committee, NAP board and members.
- Documentary director, Billy Luther, engaged in Q&A with audience members after the viewing of *GRAB*. This is a story about the giving days of the Laguna Pueblo. *GRAB* documentary attendees were also surprised by our own staged “grab celebration” of smoked salmon, sweet grass, and candy donated by NAP and the NPI planning committee.
- The Tataviam Bird Singers lit up the room through traditional songs and dances after the NAP Award Celebration Dinner.
- 27 emerging leaders from the NAP Circle of Leadership Academy (CoLA) were in attendance and had the opportunity to interact with the larger NAP network.
- NAP members, partners and allies were involved in the conference planning, implementation and evaluation. Many conference attendees were able to build new relationships and foster existing ones.

## 2011 ACCOMPLISHMENTS

- There were 145 national participants from Native communities,tribalgivingprograms,Nativeandnon-Native nonprofits, foundations and philanthropic organizations.
- Keynote speaker, Billy Frank, Jr. addressed the audience and shared his wealth of knowledge having advocated for human rights for all, particularly the Indian people of western Washington State as the chairman of the Northwest Indian Fisheries Commission for the last 30 years.
- Silent auction bids netted the NAP Awards Endowment Fund \$1,745. Items were donated by the NPI planning committee, NAP board and members.
- Red Eagle Soaring Native Youth Theatre performed and simultaneously interwove local stories that left hardly a dry eye in the place. It was a way to remind ourselves that the issues we are working to resolve today are going to impact future generations and the need to weave leadership, indigenous people and resources into our everyday work.
- NAP partnered with Potlatch Fund for a funders-only Seattle Urban Indian Site Tour. A shuttle from the Tulalip Resort brought 23 attendees to three locations throughout the Seattle area which were the Daybreak Star Cultural Center, Chief Seattle Club and Duwamish Longhouse. This was an amazing opportunity for funders to experience several notable local nonprofit organizations first-hand and hear their intimate stories of community rootedness. A special lunch was had at the Chief Seattle Club where participants had the privilege to break bread with members of the club.



# Art of Reciprocity (AoR)

Through regional trainings the Art of Reciprocity provides grassroots indigenous organizations a framework to create a long-term vision for capacity building that combines traditional Native teachings, values and practices with contemporary tools for development. The field of philanthropy is closely analyzed to explore the creation of an Indigenized model of giving and receiving with Native communities. The goal of the AoR is to expand the knowledge of philanthropy and to increase the level of giving in support of Native projects. The project is focused on Native people as engaged community members and fundraisers as well as donors, who may be both Native and non-Native.

WHO	Native-led grassroots organizations, non-Native grassroots organizations serving Native communities, Tribal-giving programs and Native-led community foundations, foundation grantees
WHAT	An indigenized model of giving, receiving and sharing, A framework that creates a long-term vision for individual and organizational capacity building, A Native development guide that honors culture and language
WHEN	Two 3-day Trainings per fiscal year
WHERE	Regionally
WHY	To build the fund development capacity of Native communities and introduce foundations to traditional forms of Native philanthropy.

**ACTIVITIES**  
Tulalip Resort Casino, Tulalip, WA | April 4-5, 2011  
Westin-LAX, Los Angeles, CA | April 25-27, 2012  
Hard Rock Resort & Casino, Catoosa, OK | April 3-5, 2013

- 2013 ACCOMPLISHMENTS**
- Curriculum finalized
  - Debut of 3-day Training
  - Two half-day trainings with the Native Learning Center

- 2012 ACCOMPLISHMENTS**
- Name was changed from Art of Giving to Art of Reciprocity. This was done through a process of engaging NAP staff, board, members, and the Native fundraising community. The Art of Reciprocity name better reflects the spirit of Native giving and receiving, which is at the core of the curriculum.
  - Introductory session was presented during the 2012 Native Philanthropy Institute.

- 2011 ACCOMPLISHMENTS**
- Introductory session was presented during the 2010 Grassroots Institute for Fundraising Training conference.

# Native Culture & Context for Philanthropy (NCCP)

Native Culture and Context for Philanthropy is designed to deepen the cultural competence of philanthropic organizations in order to further strategic grantmaking to and develop partnerships with Native communities. Through a series of symposia, experienced local, regional and national wisdom holders connect with foundations on topics including the history and culture of Native communities, Tribal sovereignty and self-determination, Native philanthropy and reciprocity, and a specific foundation-identified issue area.

WHO	Philanthropic organizations and professionals, faculty of indigenous knowledge sharers
WHAT	Engages philanthropic practitioners on how to more strategically support Native communities
WHEN	Periodically throughout the year
WHERE	Regionally
WHY	Increase resources to Native communities, build relationships between philanthropy and Native communities

**ACTIVITIES**  
Symposium I – Grand Casino Mille Lacs, June 1, 2011  
Symposium II – Minneapolis American Indian Center, October 26, 2011  
Symposium III – Treasure Island Casino, June 5, 2012

- 2012 ACCOMPLISHMENTS**
- Second symposium focused on the history of Native health and contemporary health issues of Native communities. Specific data about the effects of commercial tobacco on the health of Native people and descriptions of community based efforts to reduce the use of tobacco were covered by doctors, physicians, tribal health representatives, and community health specialists.
  - Knowledge resources specific to the health of Native communities were gathered and uploaded to the NAP website.
  - Third symposium expanded on sovereignty, tribal

- law, relationships between tribes and other US jurisdictions, how tribes make decisions, and specific examples of different tribal experiences. Faculty included a Tribal chairman, Tribal representative, Tribal general counsel, and Indian policy specialist.
- Knowledge resources specific sovereignty, tribal law, and interjurisdictional relationships were gathered and uploaded to the NAP website.

- 2011 ACCOMPLISHMENTS**
- First symposium built the basic knowledge of Minnesota Native communities, traditions, culture, historic context and contemporary realities. It featured Tribal elders, Dakota and Ojibwe language learners, and Tribal land historians.
  - Knowledge resources were collected and made available through the Native Americans in Philanthropy website.





# Circle of Leadership Academy (CoLA)

As Native American leadership continues to be developed across the philanthropic and nonprofit sectors it is imperative to provide emerging and mid-career leaders with the tools necessary for future success. The Circle of Leadership Academy has been designed to enhance and empower Native American leadership in the philanthropic and nonprofit sectors. CoLA engages emerging and mid-career Native American leaders over an 18-month period and educates them in the field of philanthropy and nonprofits through professional development, networking and peer to peer knowledge exchanges. CoLA effectively enhances the philanthropic and nonprofits sectors by empowering a cadre of Native American leaders. A leadership pipeline will be established and connected to the Native philanthropic network.

<b>WHO</b>	Emerging and mid-career Native American leadership in the philanthropic and nonprofit sectors
<b>WHAT</b>	National summits, super regional convenings, career/community action plans, webinars, national graduation, RAN Gatherings
<b>WHEN</b>	Over 18 months, beginning April 2012 and ending November 2013
<b>WHERE</b>	National and regional locations
<b>WHY</b>	To educate them in the field of philanthropy and nonprofits through professional development and networking opportunities

## ACTIVITIES

2012 National Summit – April 23-24, 2012 Los Angeles, CA  
Webinar I – June 13, 2012

join boards, baselines and definitions of governance, life stages of a nonprofit, and board member responsibilities.

## 2012 ACCOMPLISHMENTS

- First national summit was held April 23-24, 2012 in Los Angeles, CA. 27 enthusiastic CoLA Leaders representing each of the 7 NAP regional networks were in attendance.
- Intentional team building exercises led to natural relationships and bonds being built within the cohort.
- National philanthropic and nonprofit Native leaders shared their individual stories of paths to leadership and advice they have for the next generation of leaders. CoLA Leaders were able to connect more closely with them through smaller group dialogue.
- CoLA Leaders actively participated in the Native Philanthropy Institute. 5 of them presented on a panel during the Native Philanthropy Institute. They reflected on their first CoLA National Summit experience and how the NAP network can support them throughout the 18 month long program.
- First webinar on Board Governance was held June 13, 2012. NAP partnered with MAP for Nonprofits to deliver focused content on what inspires people to

## 2011 ACCOMPLISHMENTS

- The leadership development program was renamed from Circle of Leaders to the Circle of Leadership Academy (CoLA) to reflect our new partnership with The Center of Leadership Innovation.
- CoLA was restructured to allow for more intentional relationship building opportunities. This included activities of national summits, super regional convening, knowledge enhancement webinars, career action plan, and a national graduation.
- Recruitment for the program began in late 2011 with the selection of 27 applicants to be members of the third cohort.
- Members of the cohort are called CoLA leaders.



# Membership

## MEMBERSHIPS FOR FY2012

Membership in FY2012 saw 66 new or previously expired memberships along with 64 renewing memberships for a total revenue of \$67,130. At the end of our fiscal year in June of 2012, NAP had a total of 117 memberships with 259 designated members. 72 Individuals and 45 Organizations. Memberships with NAP increased from 2011 to 2012 by roughly 5 percent. Several memberships increased their membership level including 3 organizations. Sponsors of the 2012 Native Philanthropy Institute also included memberships within their grants, which helped to increase our membership base.

## ANNUAL SURVEY

NAP held its first Annual Membership Survey at the 2012 Native Philanthropy Institute held in Los Angeles, California from April 25-27th. Hardcopies of the survey were made available to the conference attendees while an electronic version of the survey was sent to the rest of the membership base. The survey had a 27% response rate with 37.9% of the survey respondents reported having been a member of NAP for one year or less, showing a strong growth in new members while 15.5% reported having been a loyal member of NAP for seven years or more. 71.4% of participants expressed an interest in continuing their membership, identifying our networking opportunities and National programs as being the most valuable member services. 42.9% of members who took the survey had previously attended a Regional Action Network gathering, showing that our membership base is actively staying connected to the organization.

## BENEFITS AND STRUCTURE

From the survey, NAP was able to incorporate several recommendations and suggestions into our current membership benefits and membership structure and the development of our new website and branding. The survey suggestion to include recommended readings and best practices on our website led to the partnership with CausePlanet™ to provide a discounted rate to CausePlanet's service of professional development book summaries, articles, and author interviews. Changes in our benefits structure can be found on page 7.

# Finance

## STATEMENT OF ACTIVITIES

Year Ended June 30, 2012 with Comparative Totals for 2011

SUPPORT AND REVENUE	UNRESTRICTED	TEMPORARILY RESTRICTED	TOTAL	2011
Memberships	\$ 60,955	-	\$ 60,955	\$ 126,930
*Grants and contributions	360,911	\$ 426,910	787,821	2,028,999
Program service fees	36,601	-	36,601	26,710
In-kind donations	6,545	-	6,545	1,200
Registrations	37,438	-	37,438	35,698
Interest income	2,634	-	2,634	1,172
Miscellaneous income	13,893	-	13,893	2,798
Net assets released from restrictions	669,952	(669,952)	-	-
Total Support and Revenue	\$ 1,188,929	\$ (243,042)	\$ 945,887	\$ 2,223,507
EXPENSES				
Program services	840,298	-	840,298	604,723
Supporting services:				
Management and General	157,698	-	157,698	121,177
Fundraising	42,054	-	42,054	41,015
Membership	21,025	-	21,025	19,439
Total Supporting Services	20,777	-	220,777	181,631
Total Expenses	1,061,075	-	1,061,075	786,354
CHANGE IN NET ASSETS	127,854	(243,042)	(115,188)	1,437,153
Net assets, beginning of year	223,522	1,554,928	1,778,450	341,297
Net assets, end of year	\$ 351,376	\$ 1,311,886	\$ 1,663,262	\$ 1,778,450





# Board & Staff

## DIRECTORS

Chair  
Ron Rowell (Choctaw/Kaskaskia)  
Common Counsel Foundation

Vice-Chair  
Ricardo Lopez (Aleut)  
The CIRI Foundation

Treasurer  
Shelley Butler-Allen (Kiowa/Caddo)  
Cherokee Nation Foundation

Secretary  
Dawn Spears (Narragansatt)  
New England Foundation for the Arts

LaVon Lee (Lakota)  
The Grotto Foundation

Susan Jenkins (Choctaw)  
Cherokee Preservation Foundation

Monica Nuvamsa (Hopi)  
The Hopi Foundation

Dana Arviso (Diné)  
Potlatch Fund

Philip Sanchez (San Felipe Pueblo)  
Time Warner, Inc.

Member Emeritus  
Louis Delgado (Oneida)

## STAFF

Carly Hare  
Executive Director

Y. Elaine Stephens  
Director of Development & Communications

Daniel Lemm  
Director of Programs & Finance

Jennifer Fairbanks  
Membership Associate

Diana Manuel  
Program Associate

Kathy Forliti  
Administrative Assistant

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