



National Council of
Urban Indian Health



EXCELLENCE · EQUITY · EFFECTIVENESS

Indigenous Approach to Writing Grants to Private Funders

*Presenters: Gina Jackson, MSW, CEO/Co-Founder, Return to the Heart &
Raynell Gould, Grant Manager, NCUIH*

October 8, 2021
BOD Workshops Day One
2:00 p.m. EST

ABOUT NCUIH

The National Council of Urban Indian Health (NCUIH) is the national non-profit organization devoted to the support and development of quality, accessible, and culturally-competent health and public health services for American Indians and Alaska Natives (AI/ANs) living in urban areas.

NCUIH is the only national representative of the 41 Title V Urban Indian Organizations (UIOs) under the Indian Health Service (IHS) in the Indian Health Care Improvement Act (IHCIA). NCUIH strives to improve the health of the over 70% of the AI/AN population that lives in urban areas, supported by quality, accessible health care centers.



AGENDA

Time Allocated	Topic	Presenter(s)
2:00 p.m. EST	Welcome	Divya Nanduri
2:02 p.m. EST	Housekeeping: <ul style="list-style-type: none">• About NCUIH• Zoom Etiquette• Breakout room guidance• Pre-Knowledge Questions	Divya Nanduri
2:03 p.m. EST	Introduction of Presenters	Divya Nanduri
2:04 p.m. EST	Presentation 1: Getting Ready to Engage Funders (During a global pandemic)	Gina Jackson (Western Shoshone & Oglala Lakota)
2:18 p.m. EST	Presentation 2: Planning/Preparation for Grant Proposals and Engagement with Funders	Raynell Gould (Qaniigix)
2:31 p.m. EST	Breakout session activity	Gina Jackson (Western Shoshone & Oglala Lakota) Raynell Gould (Qaniigix)
2:55 p.m. EST	Post Survey and Upcoming Events	Divya Nanduri
3:00 p.m. EST	Adjourn/Break	Divya Nanduri

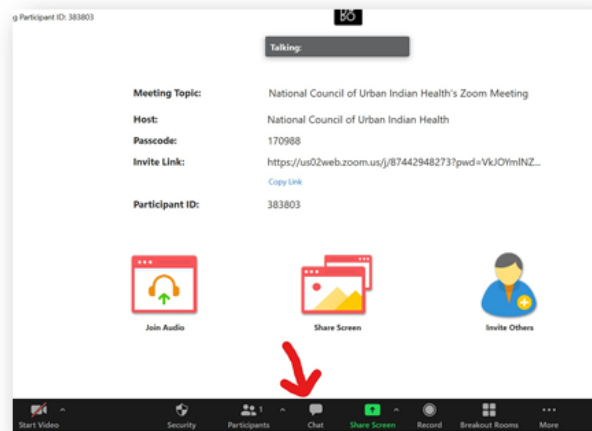


HOUSEKEEPING

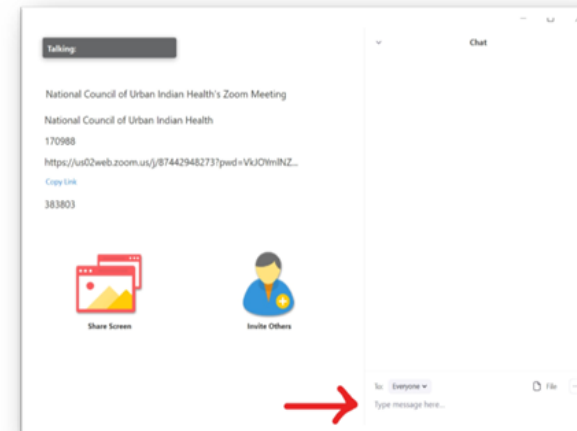
- Webinar is being recorded
- All mics have been muted
- Questions can be typed into the chat box
- There will be a breakout session activity after presentations
 - Instructions will be provided
- Q&A session will be offered at the end of this session

HOW TO ASK A QUESTION, COMMENT, & ANNOTATE

First, select “Chat” at the bottom of your ZOOM screen



Then, type your question or comment into the chat box that will appear on the right



To annotate, click View Options, then Annotate at the top (we will be using the stamp function today)



RETURN TO THE HEART FOUNDATION



**Empowering Native Womxn
and Communities**



OUR STORY

WOMEN ARE THE HEART OF OUR NATIVE NATIONS

Indigenous Womxn were the traditional Tribal leaders who helped our people thrive, but centuries of colonization ripped that away. And the results are clear: Native people experience the highest rates of violence, poverty, death, and disease in the U.S., and our Womxn and Girls are the most vulnerable.

To repair this deep, generational trauma, we must return to our traditional Indigenous values. We must **RETURN TO THE HEART** of our nations – to the Womxn who carry the ancestral knowledge and leadership we need to thrive once again.

Recognizing this need, three visionary Native Womxn created Return to the Heart Foundation (R2H), a nonprofit designed to uplift equity and healing for Indigenous Womxn and Girls – and the Tribes, communities, and families they represent.

GINA JACKSON, MSW

INNOVATOR • EQUITY-BUILDER • TRUTH & HEALING CHAMPION

CEO & Co-Founder



Gina is a dedicated dreamer and doer with 20+ years of experience in Tribal/state justice, policy, and philanthropy. Her expertise in coalition- and bridge-building took her to Washington, where she served on the Obama Administration's Community Solutions Team, and contributed to crucial policies like the Indian Child Welfare Act. Gina is a connector, innovator, and igniter, committed to working with other equity-seeking groups for collective liberation. She has a zeal for bringing real Truth and Healing to our nation.

GETTING READY TO ENGAGE FUNDERS (DURING A GLOBAL PANDEMIC)

**Truth to Power
Authenticity
Alignment
Visibility**

*“When I dare to be powerful, to use my strength in the service of
my vision, then it becomes less and less important
whether I am afraid.”*

~Audrey Lorde





RETURN TO THE HEART FOUNDATION

UPLIFTING & REMATRIATION OF INDIGENOUS VALUES

Reclaiming ancestral spirituality, culture, knowledge,
respect for Mother Earth, Resourcing and recentering
Womxn's roles in leadership.

What are the values you bring to your work?
What are you fighting for?



IMPORTANT TO KNOW

- 1) Of all philanthropic funding by large U.S. foundations, only 0.4% on average is directed to Native communities
- 2) Education is necessary - learning journey – decolonization stereotypes - teachable moments
- 3) Building allies is critical - funders trust other funders
- 4) Do your homework and know the funding landscape - Get on funders' radars and sign up for their newsletters
- 5) Many funders grant by invitation only - Many will do a get-to-know-you grant, this is the time to build that relationship




VALUABLE TOOL

nativephilanthropy.candid.org

**INVESTING IN
NATIVE COMMUNITIES**
A joint project of Native Americans in Philanthropy and Candid

NATIVE 101 FUNDING MAP



**BUILDING EQUITY FOR
NATIVE COMMUNITIES**
Equipping philanthropy with resources to maximize
investments in Indigenous communities in the U.S.

Who are the
top 5 funders
in your region?



INVESTING IN NATIVE COMMUNITIES

A joint project of Native Americans in Philanthropy and Candid

About | Contact 🔍

NATIVE 101 | FUNDING MAP | RESOURCES | TAKE ACTION



BUILDING EQUITY FOR NATIVE COMMUNITIES

Equipping philanthropy with resources to maximize investments in Indigenous communities in the U.S.

Photos by Kisha Bari

COVID-19 AND NATIVE COMMUNITIES

Native Americans in Philanthropy has built a resource center to keep track of the latest information and response funds for Native communities and nonprofits impacted by COVID-19.

You can also check out Candid's [coronavirus pop-up page](#) for resources to help support your work during this challenging time.

FUNDING MAP

See how funders are investing in Native communities and organizations based on their grantmaking data. >> **Explore the Map**

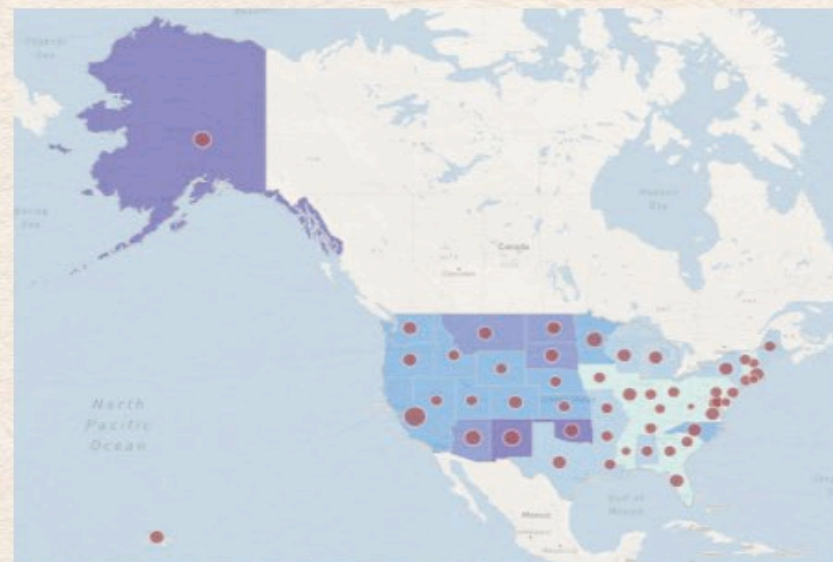
The Funding Map displays grants from Candid's database that are identified as benefiting Native Americans in the U.S. (including Alaska Natives, American Indians, and Native Hawaiians) or awarded to recipient organizations whose missions focus on Native Americans in the U.S.

Funders can:

- Identify potential grantees and funding partners working in your areas of interest
- Identify gaps in funding and minimize duplication of effort
- Make strategic decisions based on how philanthropy's resources are currently allocated
- View aggregated analyses and detailed grant descriptions
- Map networks to discover new points of connection

Are we missing your data? Or have we gotten it wrong? Please **email us**. We've done our best to collect as much data as possible, but we know there are still gaps. We are always eager to expand and improve our database.

At this time, the map does not distinguish between Native-led organizations and non-Native-led organizations.



EXPLORE THE MAP



Map



List



Advanced
Search



Charts



Constellations

VIEW ?

Recipients

LOCATION ?

in Add location

YOUR SELECTIONS

✕ Clear all

United States ✕



Number of Grants
49,925

Browse all subjects



MORE FILTERS

☐ Native Americans only ?

Number of Recipients
5,246

Welcome!



The **Investing in Native Communities Mapping Platform** is a data visualization application developed by Candid in partnership with Native Americans in Philanthropy.

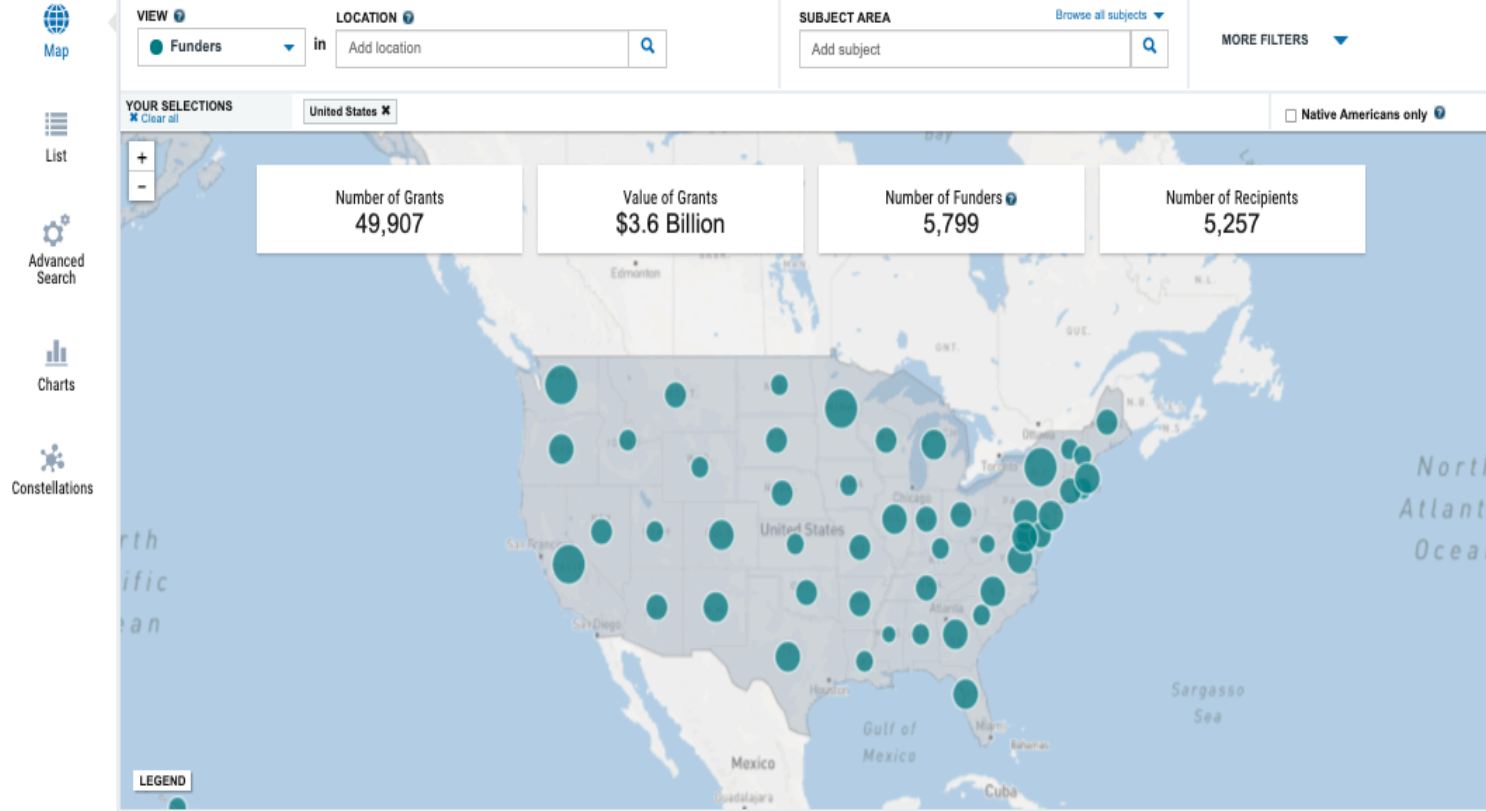
Get Started:

- **Map:** Visualize funding flows by philanthropy (teal bubbles) to nonprofits (red bubbles). Choose a location, either a U.S. state or a congressional district, and filter by population, issue area, or support strategy. You can also select the "Native Americans only" filter to see how much funding is going to *only* Native American populations, and not to other racial or ethnic population groups.
- **List:** View and sort by donors, recipients organizations, and funding data in table form. Select details for more information. You can also see the latest conversations from the social sector in the News & Social Media tab.
- **Charts:** Analyze philanthropic funding by population, issue area, or support strategy.
- **Constellations:** See networks of philanthropic funding and connections between organizations.
- **Filters:** Select a specific population group or organization. Click on More Filters to search by keyword or select particular years of funding data.

Contact us with any additional questions at nativephilanthropy@candid.org.

☐ Don't show this message again.

Start Searching!





Map



List



Advanced
Search



Charts



Constellations

VIEW

Funders

LOCATION

in



SUBJECT AREA

[Browse all subjects](#)



MORE FILTERS

YOUR SELECTIONS

[✕ Clear all](#)

United States ✕

California (United States) ✕

☐ Native Americans only

Number of Grants
5,754

Value of Grants
\$321.3 Million

Number of Funders
661

Number of Recipients
1,315

FUNDERS

RECIPIENTS

GRANTS

NEWS AND SOCIAL MEDIA

Recent updates about Tides Foundation,

Funder Name	City	State	Country	* Value of Grants	Number of Grants	Details
Tides Foundation	San Francisco	CA	United States	\$54.9 Million	815	
The California Endowment	Los Angeles	CA	United States	\$31.1 Million	380	
The Christensen Fund	San Francisco	CA	United States	\$18.2 Million	240	
The William and Flora Hewlett Foundation	Menlo Park	CA	United States	\$15.3 Million	70	
The California Wellness Foundation	Los Angeles	CA	United States	\$14.6 Million	84	
Kalliopeia Foundation	San Rafael	CA	United States	\$14.5 Million	187	
Startsmall LLC	San Francisco	CA	United States	\$11 Million	2	
The David and Lucile Packard Foundation	Los Altos	CA	United States	\$10.3 Million	40	
Blue Shield of California Foundation	San Francisco	CA	United States	\$10.1 Million	312	
Gordon and Betty Moore Foundation	Palo Alto	CA	United States	\$9 Million	20	
California Community Foundation	Los Angeles	CA	United States	\$6.9 Million	38	
Leonardo DiCaprio Foundation	West Hollywood	CA	United States	\$5.6 Million	9	
Kaiser Permanente Corporate Giving Program	Pleasanton	CA	United States	\$5.4 Million	1	
Silicon Valley Community Foundation	Mountain View	CA	United States	\$4.9 Million	182	
The James Irvine Foundation	San Francisco	CA	United States	\$4.8 Million	20	
The Libra Foundation	San Francisco	CA	United States	\$4.4 Million	41	
Gilead Foundation	Foster City	CA	United States	\$4.1 Million	3	
Rsf Social Finance	San Francisco	CA	United States	\$3.8 Million	68	

Tides Foundation

AKA: Tides
San Francisco, CA, United States
EIN: 510198509
<http://www.tides.org>

Financial Data for Year Ended 12-2019

Assets: \$531,362,799

Expenditures: \$475,324,984

Total Giving: \$457,114,575

Grants Amount: \$325,616,289

GRANTS

ABOUT

SUBJECTS

NEWS AND
SOCIAL MEDIA

CONTACT

815 grants where funder is Tides Foundation based in California; starting in year(s) 2006 to present

Funder Name	Recipient Name	Year	* Value of Grant	Details
Tides Foundation	Brave Heart Society	2020	\$50,000	
Tides Foundation	Native American Voters Alliance Education Project	2020	\$50,000	
Tides Foundation	Native American Voters Alliance Education Project	2020	\$50,000	
Tides Foundation	Indigenous Environmental Network	2020	\$50,000	
Tides Foundation	NDN Collective	2020	\$50,000	
Tides Foundation	Diné Citizens Against Ruining Our Environment	2020	\$25,000	
Tides Foundation	Tewa Women United	2020	\$25,000	
Tides Foundation	Seventh Generation Fund for Indigenous Peoples, Inc.	2019	\$1.8 Million	
Tides Foundation	NACA-Inspired Schools Network	2019	\$875,000	
Tides Foundation	First Nations Development Institute	2019	\$700,000	
Tides Foundation	NDN Collective	2019	\$550,000	
Tides Foundation	Freedom Lodge Inc	2019	\$400,000	
Tides Foundation	Tewa Women United	2019	\$304,500	
Tides Foundation	Standing Rock Community Development Corporation	2019	\$300,000	
Tides Foundation	Euchee Yuchi Language Project Inc	2019	\$250,000	
Tides Foundation	Aha Punana Leo	2019	\$200,000	
Tides Foundation	Native American Community Board	2019	\$185,000	
Tides Foundation	Sacred Shawl Society/Wildhorse Butte Community Development Corp	2019	\$175,000	
Tides Foundation	National Urban Indian Family Coalition	2019	\$150,000	
Tides Foundation	Native Public Media	2019	\$150,000	

Number of Recipients
1,315

Number of Grants

815

380

240

70

84

187

2

40

312

20

38

9

1

182

20

41

3

68



Map



List

Advanced
Search

Charts



Constellations

FUNDERS

YOUR SELECTIONS

Clear all

United States

Number of Grants

FUNDERS

RECIPIENTS

Recent updates about Tides Foundation

Funder Name

Tides Foundation

The California Endowment

The Christensen Fund

The William and Flora Hewlett Foundation

The California Wellness Foundation

Kalliopeia Foundation

Startsmall Llc

The David and Lucile Packard Foundation

Blue Shield of California Foundation

Gordon and Betty Moore Foundation

California Community Foundation

Leonardo Dicaprio Foundation

Kaiser Permanente Corporate Foundation

Silicon Valley Community Foundation

The James Irvine Foundation

The Libra Foundation

Gilead Foundation

FUNDER

The Christensen Fund

San Francisco, CA, United States

EIN: 946055879

<http://www.christensenfund.org>

Financial Data for Year Ended 12-2018

Assets: \$292,491,466

Expenditures: \$16,184,997

Total Giving: \$9,058,500

Grants Amount: \$9,052,000

GRANTS

ABOUT

SUBJECTS

NEWS AND
SOCIAL MEDIA

CONTACT

240 grants where funder is The Christensen Fund based in California; starting in year(s) 2006 to present

Funder Name	Recipient Name	Year	* Value of Grant	Details
The Christensen Fund	Amah Mutsun Land Trust	2020	\$370,000	
The Christensen Fund	Sogorea Te Land Trust	2020	\$320,000	
The Christensen Fund	Seventh Generation Fund for Indigenous Peoples, Inc.	2020	\$150,000	
The Christensen Fund	Pepperwood Foundation	2020	\$85,000	
The Christensen Fund	Kashia Band of Pomo Indians	2020	\$85,000	
The Christensen Fund	Indian Law Resource Center	2020	\$85,000	
The Christensen Fund	California Indian Environmental Alliance	2020	\$85,000	
The Christensen Fund	Grand Canyon Trust	2020	\$75,000	
The Christensen Fund	Amah Mutsun Land Trust	2020	\$6,000	
The Christensen Fund	International Indian Treaty Council	2019	\$50,000	
The Christensen Fund	Seventh Generation Fund for Indigenous Peoples, Inc.	2019	\$50,000	
The Christensen Fund	NDN Collective	2019	\$40,000	
The Christensen Fund	Amah Mutsun Land Trust	2019	\$40,000	
The Christensen Fund	Global Philanthropy Partnership	2019	\$40,000	
The Christensen Fund	Center for Popular Research, Education and Policy	2019	\$25,000	
The Christensen Fund	American Indian Child Resource Center	2019	\$20,000	
The Christensen Fund	California Indian Environmental Alliance	2019	\$20,000	
The Christensen Fund	California Indian Environmental Alliance	2019	\$15,000	

MORE FILTERS

☐ Native Americans onlyNumber of Recipients
1,315

Number of Grants

Details

815

380

240

70

84

187

2

40

312

20

38

9

1

182

20

41

3

POWER MAPPING FOR FUNDER ENGAGEMENT

- Power mapping can be a powerful tool to analyze power relationships and to help develop a strategy for creating engagement.
- The goal is to visually map out relationships between people, organizations, and institutions in a given context in order to understand the value of these relationships.

Step 1: Identify the funder

Step 2: Map influence

Step 3: Determine relational power lines

Step 4: Identify priority relationships

Step 5: Make an engagement plan



STRATEGIC COMMUNICATIONS & ENGAGEMENT CHECKLIST



Yes I am confident we do.



No I am confident we don't.



Not sure/We will get there in the future.

- ☐ Are you visible? (Social Media, Website, etc.)
- ☐ Have you invested in regular communications?
- ☐ Can someone easily sign up for regular communication such as newsletters, email blasts, etc?
- ☐ Can you name the top 5-8 funders in your area?

STRATEGIC COMMUNICATIONS & ENGAGEMENT CHECKLIST



Yes I am confident we do



No I am confident we don't

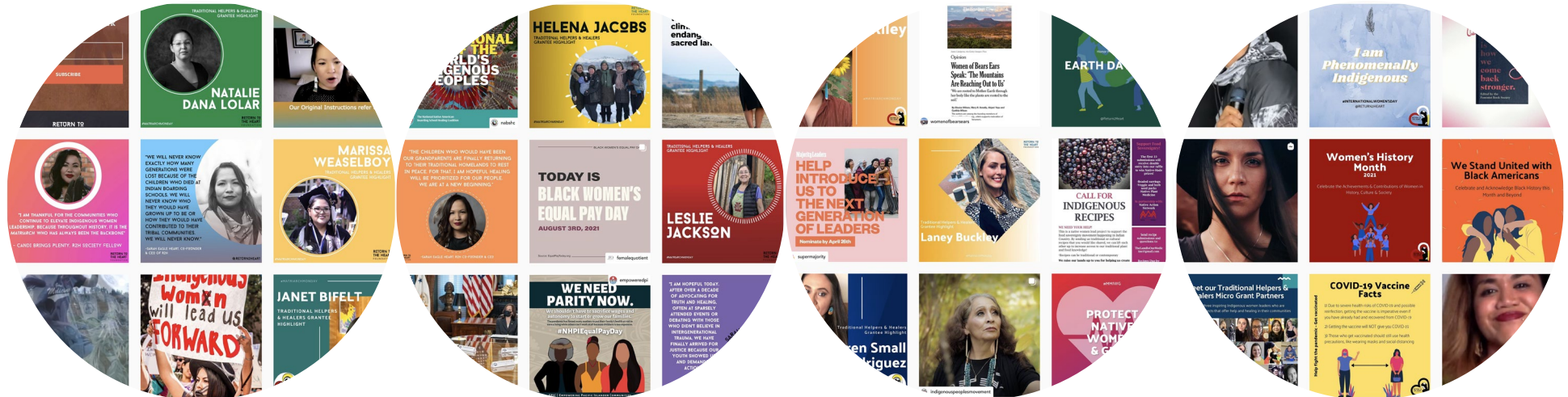


Not sure/We will get there in the future

- ☐ Have you started a power map and/or strategic engagement plan for those top funders?
- ☐ Do you have a donation button or a way for funders to easily give?
- ☐ Have you created a funding plan that includes leadership, board, and staff roles and responsibilities?
- ☐ Do you schedule check-in calls on occasion with your current funders?
- ☐ Have you asked your funders if they know of others who may support your work?



In order to heal and rebuild, we must shift the narrative, so those who can make a difference are able to do so, through work that will change the world.



return2heart.org



SECOND PRESENTER: RAYNELL GOULD



- Alaskan Native from the Agdaagux Tribe, whose family was originally from King Cove, AK.
- Grant Manager and grant writer for over 15 years.
- Written over \$15 million dollars in health, culture, language, and justice federal grants for tribes and nonprofit organizations.
- Presently the grant manager and writer for NCUIH.
- In her spare time, she enjoys volunteering as a board member for nonprofits, loves to travel, and spending time with her family.



GRANT LIFE CYCLE



PREPARING YOUR GRANT PROPOSAL

- Plan your strategy for preparing your grant proposal
- Locate funders with missions that align with your project;
- Determine best funder based on mission, due date, funding amount, and your capability of follow thru;
- Review the organization's proposal guidelines; and
- Examine sample proposals

HOW TO FIND GRANTS

- What types of grants?
 - Corporate Grants
 - Foundation Grants
 - Government Grants
- Where to find:
 - Corporate Grants
 - Business Directories
 - Google
 - Foundation Grants
 - Foundation Search
 - Search Engines; Grant Gopher, Foundation Center
 - Government Grants
 - Grants.gov
 - State Online Public Notices



TIPS TO ORGANIZE GRANT WRITING

Taking time to organize your grant writing efforts will save you time and help you be more efficient.

- Tips**
1. Pre-application planning meeting
 2. Create checklist
 3. Templates
 4. Common documents folder

COMPONENTS OF GRANTS

- Title Page and Cover Letter
- Introduction/Abstract/Summary
- Institutional Background
- Problem Statement/Needs Assessment
- Program Goals and Objectives (Outcomes)
- Methods/Implementation Plan
- Evaluation Plan
- Future Funding/Sustainability
- Budget
- Other Attachments



MANAGING GRANTS

Congratulations!! Your grant was awarded!!
Now what?!

- Thank You Note
- Award Contract
- Project Implementation
- Budget
- Tracking
- Close Out

BREAKOUTS



QUESTIONS



Your feedback
is important!

[Take the Evaluation Survey](#)



UPCOMING EVENTS

Event	Date
<i>Board of Directors Workshops: Community Leadership Tactics and Conscious Cultural Tools – Workshop Day Two</i> <ul style="list-style-type: none">• Session Four Retreat is Ceremony• Session Five BOD Self-Assessment• Session Six Entering and Working in the “Long House”	October 15, 2021 2:00 p.m. – 5:00 p.m. EST
<i>Charting Your Course: Navigating Funding Streams to Support Your Health Programs</i> <ul style="list-style-type: none">• Applying Indigenous Data Collection and Evaluations to Increase Behavioral Health Grant Funding• CEDAR Branch: Strategic Planning for Community Advisory Boards	November 3, 16, 2021 2:00 p.m. – 3:00 p.m. EST

Learn more and register at www.NCUIH.org!





National Council of Urban Indian Health
924 Pennsylvania Avenue SE
Washington, DC 20003
ncuih.org

