



**Finding Right Relationship:  
Philanthropy and Native American Small Business**

May 1, 2024 | 1:00-2:00 pm (ET)



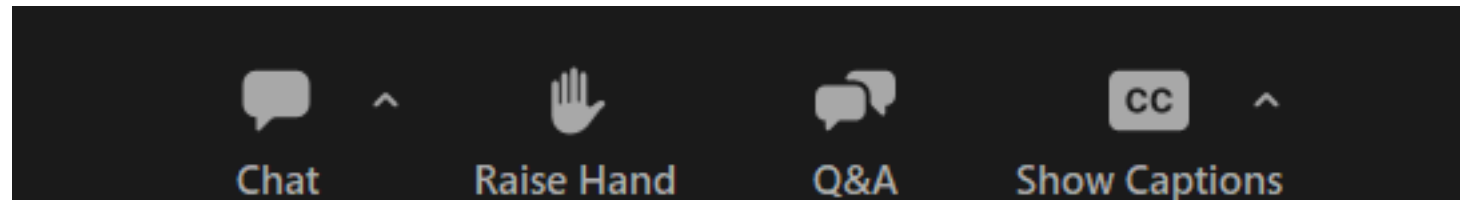
# Webinar Control Panel

## PARTICIPATE

Type your question in the **Q&A BOX** to be addressed during discussion breaks or during Q/A

## CLOSED CAPTIONS

Captions can be turned on via **Show Captions** to be viewed in real-time and will also be available in the recording afterwards



# SPEAKERS

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**Vanessa Roanhorse**

CEO,  
*Roanhorse Consulting*



**Shawna Douma**

Senior Research and  
Evaluation Associate,  
*Roanhorse Consulting*



**Stephanie Gutierrez**

Executive Director,  
*SevenFires*



**Tim Rios**

Senior Vice President,  
Rural Strategy Leader  
& Invest Native Lead  
*Wells Fargo*

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“

**\$50 billion in revenue in 2020, yet less than 1%  
Small Business Administration (SBA)  
guaranteed loans**

**Received less than .004% from Venture  
Capital**

”

# Context for this Work

## Philanthropy

American Indian/Alaska Native (AI/AN) people comprise 2.9 percent of the U.S. population, yet:

- only 0.4 percent of all philanthropic funding by large U.S. foundations is directed to Native communities.
- over the past 15 years, 20 percent of large U.S. funders awarded grants explicitly designated to benefit Native American communities and causes; among these funders, nearly half give only one Native-focused grant each year;
- the median number of grants distributed by funders explicitly benefiting Native Americans every year is either one or two



The English words "**economy**" and "**economics**" can be traced back to the Greek word οἰκονόμος (i.e. "household management")

"Never Forget," by indigenous internationally renowned artist Nicholas Galanin from Sitka, Alaska of Tlingit/Unanga descent from his art installation at Desert X.

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Everything was dependent on the land. Our livelihood, culture, ceremonies, food, health, shelter, joy, teachings, everything depended on the land.





North American Indian trade routes map  
Identity by Design: Tradition, Change, and Celebration  
in Native Women's Dresses  
By The Smithsonian Institution: National Museum of the  
American Indian

“Europeans did not  
have to explain  
commerce to the  
Indians.”



# Liberty, Government and Law

- Well-established rules recognizing ownership and allowed individuals, families, clans and tribes to specialize in production and engage in trade.
- Our governments evolved to fit the regional conditions consistent with our customs and culture.
- We could adapt to climate, political, and social changes.

# Trade and Alliance

Alliance defined as “a union or association formed for mutual benefit, especially between countries or organizations.”

We know this as **relationship**. Alliance (or relationship) meant there were diplomatic implications for all our economic ties- with other tribes, and later with other countries.

Later, Europeans were forced to respect and often adopt the diplomatic customs and domestic traditions of our Native trade representatives.



We didn't just survive,  
we thrived.

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Please share any stories you have about your  
people and how they thrived prior to  
colonization.





# SevenFires

SPARK CHANGE

## Indigenous Community Wealth Building

Where Culture and the traditional knowledge of  
the people are the principal driver for building  
community wealth

# SEVEN FIRES

## We Are the Economy

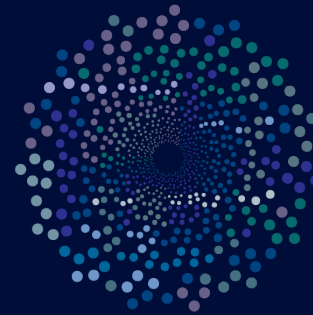
The mission of Seven Fires is to spark change by nurturing the fires of Indigenous stewardship, reigniting Indigenous sovereignty, and forging lasting relationships of solidarity. We work alongside Indigenous communities to decolonize power structures, resource systems, and support value-based leadership. Led by a board of seven indigenous women, we are guided by the matriarchal belief that healing our relationships with ourselves and each other will restore much needed balance and reclaim our sovereignty as Indigenous peoples.

# What is Indigenous Community Wealth Building?

A systems approach to economic development that creates an inclusive, sustainable economy built on locally rooted and broadly held ownership.

Key facets of this approach include:

- promote broader ownership of capital
- anchor jobs locally
- stop the leakage of dollars from communities
- support individual and family wealth building
- reinforce stewardship
- generate revenues to finance public services
- leverage anchor institutions for community benefit
- contributes to local economic stability



**DEMOCRACY**  
COLLABORATIVE

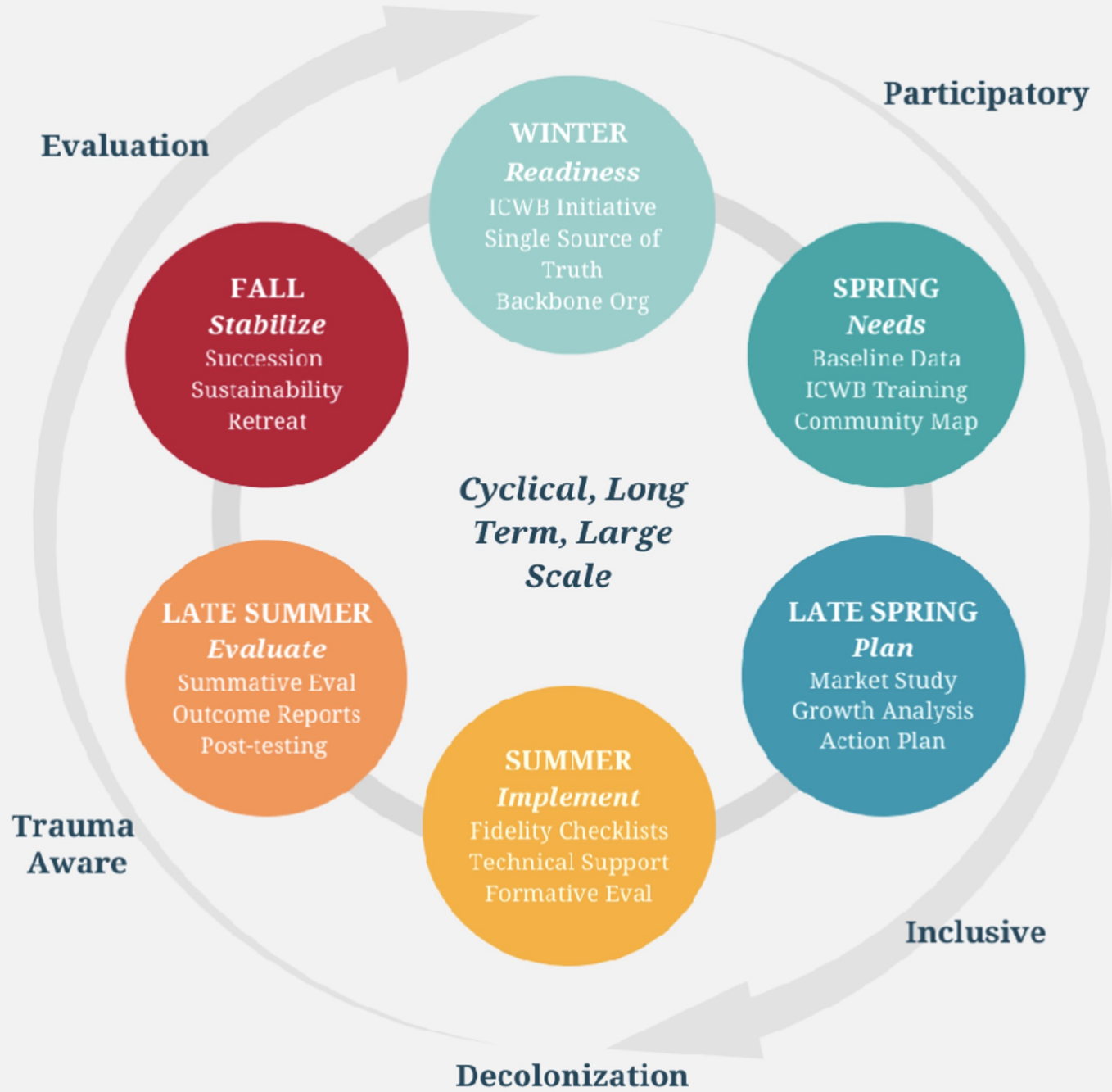
This new approach puts people and community first and focuses on creating broadly held wealth.

# 8 Drivers of Indigenous Community Wealth





Drivers	Traditional Approach	Community Wealth Building	Lakota Community Wealth Building
Place	Aims to attract firms using incentives, which increases the tax burden on local residents	Develops under-utilized local assets of many kinds for benefit of local residents	Place-Loyalty to the Oyate (people) and Unci Maka (planet); human capital and land;
Ownership	Supports absentee and elite ownership, often harming locally owned family firms.	Promotes local, broad-based ownership as the foundation of thriving local economy.	Ownership-held by the Oyate; democratization of ownership;
Multipliers	Pays less attention to whether money is leaking out of community.	Encourages institutional buy-local strategies to keep money circulating locally.	Multipliers-Formal and informal economic activities such as bartering and trading locally;
Collaboration	Decision-making led primarily by government and private sector, excluding local residents.	Brings many players to the table: nonprofits, philanthropy, anchors, and cities.	Collaboration-As Lakota people we give and help as we can. Keeping the traditions of our virtues to work with one another as one. Reaching out to other Indigenous People;
Inclusion	Key metric is number of jobs created, with little regard for wages or who is hired.	Aims to create inclusive, living wage jobs that help all families enjoy economic security.	Inclusion- Making sure all living things are considered; triple bottom line: people, planet and prosperity;
Workforce	Relies on generalized training programs without focus on linkages to actual jobs.	Links training to employment and focuses on jobs for those with barriers to employment.	Workforce-Considers each person and their ability and makes a place for them;
System	Accepts status quo of wealth inequality, hoping benefits trickle down.	Develops institutions and supportive ecosystems to create a new normal of economic activity.	System-From beginning to end, the system is a circular; Lakota way of life-everything is connected; consciously re-creating sustainable communities;



WOPILA (Thank You)



[Sevenfirescommunity.org](https://sevenfirescommunity.org)

# History of Support

- Wells Fargo has a legacy of serving Native American and Alaska Native communities for **more than 65 years**.
- Wells Fargo serves this community **through 87 branches** on or near tribal lands across **12 states**.
- In 2018, Wells Fargo committed \$50 million of philanthropic support. The commitment has been fulfilled.
- We have products, services, and financial education programs **tailored to help tribal clients, tribal governments, tribal enterprises, and tribal members** succeed financially.
- Today, **Wells Fargo has banking relationships with 1 out of 3 federally recognized tribes in the U.S.** We have committed \$3.4 billion in credit and hold \$4.1 billion in deposits for tribal governments and tribally owned enterprises nationally, banking more than 300 Native American and Alaska Native tribal entities in 25 states



## Invest Native



Invest Native is a \$20 million philanthropic effort to support Native-led nonprofit organizations and the communities they serve in New Mexico, Arizona, Montana, Wyoming, North Dakota, and South Dakota. Funding priorities include housing access and affordability, small business and entrepreneurship, financial health, and sustainability and climate resiliency.



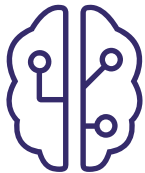
# What do we want to accomplish?

Invest Native will:

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Create **positive outcomes** for families, small businesses, and communities including more single and multifamily housing construction, access to capital for small businesses and consumers, and financial health programs

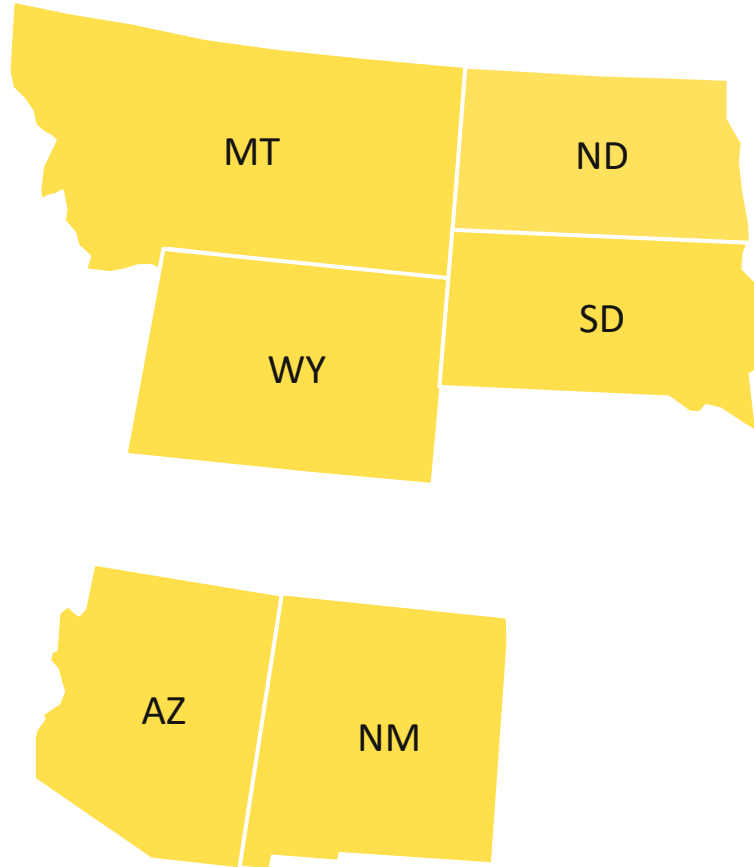


Strengthen **infrastructure** for Native-led organizations by funding projects that improve their technology and systems so groups can be more efficient in assisting families and small businesses



Invest in **asset-building tools**, peer-to-peer learning and training, and research that sheds light on the distinctive needs of Native communities and prepares staff to utilize best practices in their work

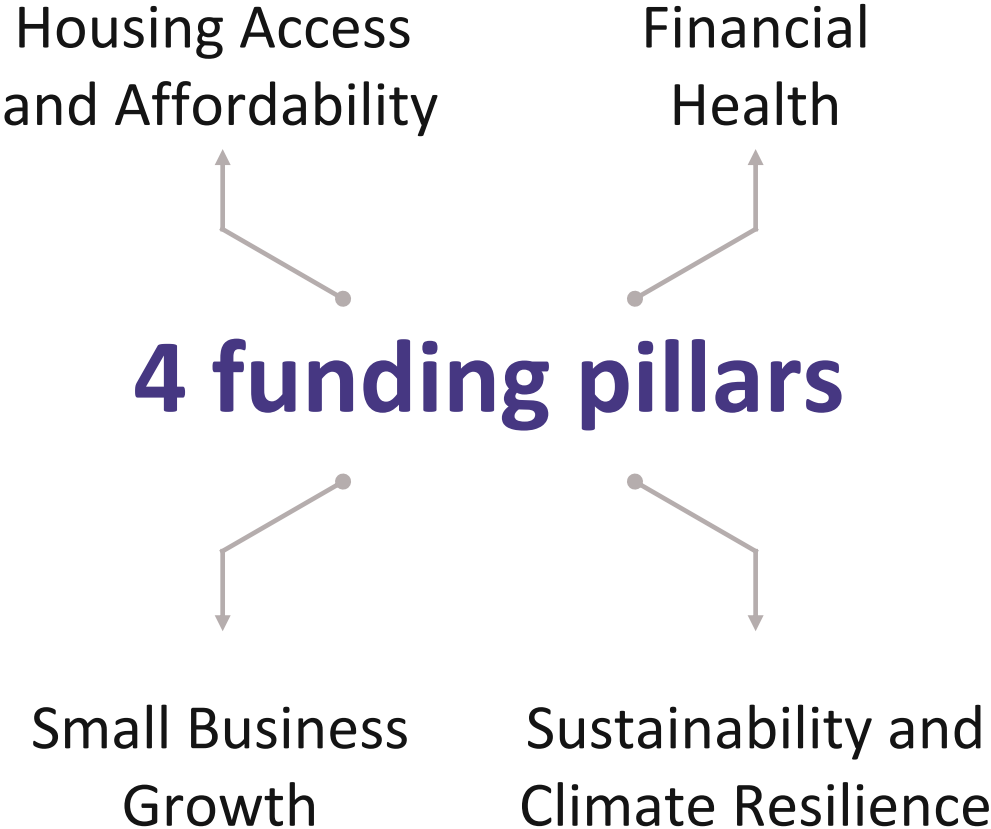
# Invest Native: A multi-year philanthropic initiative in six states



- The Dakotas, Mountain Plains and Southwest Regions are home to many key Native-Led nonprofit organizations
- Regions include six of the 10 states with highest percentage of Native Americans
- Directly addresses concerns raised in listening sessions with Native leaders
- Leverages momentum and organic work of existing Native coalitions
- Will inform future support of Native efforts in other territories

# Invest Native Year 1

**\$11.5 million**  
granted to  
**37 organizations**  
working in  
**6 states**





# Types of Grants



**Capacity Building/Planning Grants**  
Up to \$100,000

## Eligible Use Examples:

- Staff training
- Technology
- Organizational Infrastructure
- Expanding staff with specific program goals in mind
- Strategic planning activities focused on one pillar
- Consultants for specific predevelopment or pre-program needs



**Implementation Grants**  
Up to \$400,000

## Eligible Use Examples:

- Program costs in alignment with Invest Native Pillars (i.e., staff, overhead, materials)
- Efforts to scale a program/project
- Housing development/acquisition
- Predevelopment costs for real estate focused projects
- Sustained Financial Education programs
- Environmental sustainability programs that develop & center community power
- Programs that help small business owners through training or capital
- Consultants for specific project related tasks

# Invest Native Supporting Small Businesses

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- Funded 21 organizations with \$4,920,000
- Six (6) CDFIs focused on small businesses & entrepreneurs
- Supported:
  - Access to Capital
  - Small business grants
  - Technical Assistance
  - Loan Loss Reserves
  - Staff development and tech needs

# Invest Native Core Team



**Tim Rios** | Senior Vice President  
Invest Native Director



**Flor Tolley**  
Rural & Native Strategy



**Katie Campana**  
Arizona



**Cristina Castro-Matukewicz**  
North & South Dakota



**Lauren Hornett**  
New Mexico



**Katie Rollyson**  
Montana/ Wyoming



**Gus Perez**  
Small Business Growth Philanthropy

# Call to Action - Connect, Collaborate, Create Change

- Read the report - Finding Right Relationship
- Learn about the Indigenous worldview with curiosity to develop a deeper understanding of the unique people, cultures, and communities with whom you seek to partner. Learn about Indigenous community wealth building and what it means to uphold Native American sovereignty
- Understand the role Native American led intermediaries can play in supporting entrepreneurs
- Expand concepts of geography in grant making
- Consider adopting different metrics - i.e. how many grants are given to Native led organizations, define what will it take to increase that number, redefine grantee metrics of success that align with Native American owned businesses
- Others?



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