

Words of Wisdom

A Potlatch Fund Publication



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We've Been Everywhere

So far this year Potlatch Fund staff feel like they have been living a version of the famous song - "I've Been Everywhere". The original song was written by Geoff Mack in 1959 and was made famous by Lucky Starr, Johnny Cash and Willie Nelson. There are different versions in Australia, NZ and Canada. The song was even featured on "The Simpsons".

So where have we been - Here is the list:

- Fundraising training - Warm Springs, OR.
- Fundraising training - Yakama, WA.
- Non-profit startup training, Seattle, WA.
- Tribal investing conference, Las Vegas, NV.
- Fundraising training - Quileute, WA.
- Fundraising training - Hydaburg, AK.
- Fundraising training - Seattle, WA.
- Funders Tours - Warm Springs, OR.
- Fundraising training - Washington, DC.
- Fundraising training - Chehalis, WA.
- Fundraising training - Bellingham, WA.
- Board development training - Palm Springs, CA.
- Fundraising training - Fort Peck, MT.

In the first five months of the year over 270 people have attended our various trainings and workshops.

It would be hard for the contrasts between where we have been in the last few months to be much more different. From the sleet and snow in Hydaburg, AK to the 100 degree plus temperatures in Palm Springs, CA. From the vast open country in Fort Peck, MT through to the frenetic pace of Washington, DC.

However while the physical locations are starkly different - the people that we work with are remarkably similar. Without exception the people who have been attending our trainings are passionate and committed advocates for Indians, Indian communities and for the need for things in Indian Country to improve.

In Hydaburg, AK, we helped a new community foundation put in place their first steps as they begin their journey to revitalize

their community.

In Palm Springs we helped a non-profit committed to preserving sacred lands take that next step on their own journey.

In Fort Peck we helped a committed Tribal Traffic Safety Officer design a program to Take a Kid Fishing.

By taking our trainings to the far flung corners of our region we are helping to open up both capacity and resources which will deliver a better tomorrow for Indian Country. That's a journey that is worth going everywhere for.

In the spirit of the potlatch.

Ken Gordon
Executive Director
Potlatch Fund

Calendar of Events

- June 19/20** – *The Journey to Successful Fundraising*
Fort Belknap, MT
- July 17/18** – *The Journey to Successful Fundraising*
Kalispel, WA
- 24/25** – *Financial Management for Non-profits*
Missoula, MT
- Aug 7/8** – *The Journey to Successful Fundraising*
Spokane, WA
- 21/22** – *The Journey to Successful Fundraising*
Nez Perce, ID



Please continue to monitor the online calendar for new updates and schedule changes.



Did you

Potlatches have been recorded since time immemorial, making Ame

Potlatch Fund

*We are a grantmaking foundation and leadership development organ
Our mission is to inspire and build upon the Native tradition of givin*

Reason for Giving

On the evening of March 11th, Alan and Andrea Rabinowitz hosted Potlatch Fund's first house party at their lovely home in Seattle. The event brought together fifteen of our most loyal donors, past grant recipients, board members and staff, as well as some of our newest supporters. The goal of our event was to personally share the work that Potlatch Fund does in Pacific Northwest Native communities by featuring some of our past grant recipients.

Based on the intensity of the conversations and amount of stories shared about the innovative projects happening in Indian Country with the support of the philanthropic world, the event was a success! At the end of the night, Ken honored Alan and Andrea for their ongoing support through the years with a blanket wrapping. A big thank you to all who attended our first "fun raising" event of the year and provided words of encouragement to us to hold similar events in the future.

If you are interested in co-hosting a house party or other donor engagement event to help us raise funds for our programming, please contact Lawrence at (206) 624-6076.

Cowichan 2008: Intertribal Canoe Journey

Potlatch Fund is pleased to announce the 19 grantees of its 2008 Intertribal Canoe Journey Grant Cycle. A total of \$28,250 will aid 34 canoes in their quest to land at Cowichan, BC later this summer. We will also be purchasing \$7,000 worth of safety equipment for distribution in partnership with American Friends Service Committee.

The Intertribal Canoe Journey seeks to honor centuries-old traditions of transport and trade by the coastal tribes of the Northwest, many of which often traveled the waters to meet and gather for festivities. Emmett Oliver, a Quinault tribal elder, revitalized the annual canoe journey among Northwest tribes in modern times when he organized the "Paddle to Seattle" for Washington State's centennial in 1989.

Over the last several years the canoe journeys have become a major catalyst for Coastal Salish people to re-learn, strengthen and reinforce their canoe traditions. The journeys teach people about canoeing, living, working and achieving in a community, and the value of knowledge and hard work. The journeys also create an immense sense of pride in, and also an immense sense of respect for, Native Indian cultures.

Funding for the grants was provided by the Bill & Melinda Gates Foundation, a private funder, and First Nations Development Institute.

The Potlatch Fund Board and Staff raise their hands to all of those participating in "Cowichan 2008: The Journey of A GenerationTM." May your journey be swift, safe and refreshing.

2008 Grantees

Blue Heron Canoe Family	\$ 1,250	Pink Paddle Project	\$ 250
Chehalis Tribal Canoe Club	\$ 1,250	Port Gamble S'Klallam Foundation	\$ 1,750
Chinook Indian Nation	\$ 2,000	Samish Canoe Family	\$ 1,250
Cowlitz Indian Tribe	\$ 1,250	Snoqualmie Tribe	\$ 1,750
Hoh Indian Tribe	\$ 1,250	Squaxin Island Tribe	\$ 1,250
Lower Elwha Klallam Tribe	\$ 2,500	Suquamish Tribe	\$ 2,500
Makah Canoe Society	\$ 1,250	The Tulalip Tribes	\$ 2,500
Morris Family	\$ 1,250	West Shore Canoe Family	\$ 1,250
Nooksack Indian Tribe	\$ 1,250	Wilson Family, Raven Spirit Canoe	\$ 1,250
Ohileqw-sen Healing Center	\$ 1,250		

u know:

merican Indians and Alaskan Natives some of the first philanthropists.

ization serving Washington, Idaho, Oregon and Montana.
g and to expand philanthropy in Northwest Indian Country.

2008 Native Arts Grant Cycle

This is the fourth year that the Ford Foundation has provided funding for our Native Arts Grant Program. The 2008 cycle opened June 2, with applications needing to be postmarked no later than July 18, 2008. The cycle is open to Native artists and Native led art organizations in the Potlatch Fund service area. The "Request for Proposal", with complete details, can be found at: <http://potlatchfund.org/grants/index.htm>

Recent Special Grants

Lower Elwha Klallam

Earlier this year Potlatch Fund issued a challenge grant of \$5,000 to the Lower Elwha Klallam Tribe. In issuing the grant, the Board wanted to support the tribe's desire to remove both the Elwha and Glines Canyon dams. The dams, built prior to 1930, do not have fish ladders and are a major cause of the decimation of the natural salmon runs that once traveled the Elwha River.

The dams were originally slated for removal this year. However the dams continue to operate today and 2012 has been set as the new removal date. The removal of the two dams will reopen nearly 70 miles of prime spawning habitat for both salmon and steelhead. The Elwha River offers a unique opportunity to fully restore a river since the vast majority of the river's watershed is preserved in the Olympic National Park. However, the Lower Elwha Tribe is rightfully concerned that without public support the dams may never be removed as the cost to do so continues to increase during a time of fiscal cutbacks and skyrocketing energy costs.

Longhouse Media

In April, Potlatch Fund provided a \$2,500 grant to Longhouse Media to support their feature documentary "March Point". While we have provided past support to Longhouse Media/Native Lens in the form of a Community Building grant to cover start-up costs in 2006, we felt that this was a unique opportunity to re-invest in a Native nonprofit that we supported since its inception and to celebrate their enormous success in the past two years.

In terms of values and mission goals, "March Point" is in line with those of Potlatch Fund. The film centers on recognizing and protecting assets integral for healthy Native communities, including strong families, connection to the environment, financial stability, and artistic expression. It is a touching coming of age story following three teenage boys from the Swinomish Reservation as they learn the process of filmmaking. Unintentionally, they uncover the environmental and cultural degradation happening in their community as a result of two oil refineries on Tribal land. They ask the question of themselves and their community, "what can we do to make a positive change" and venture on a journey of discovery. For those of you interested in learning more about the film, there is a website available at: www.marchpointmovie.com

Leadership in Action

Awards

Potlatch Fund was recently advised that we are a finalist for the W.K. Kellogg Foundation's Leadership in Action Awards. As part of the formal process of reviewing our nomination a film crew, contracted by the W. K. Kellogg Foundation, flew into Seattle to follow three days in our lives.

We met them on a brisk Monday morning and took them out to visit with Cecile Hansen and James Rasmussen at the site of the new Duwamish Longhouse—which is looking stunning. Following that they drove South to meet artist Shaun Peterson. We then met with Zeke Zahir who runs a Lushooseed Language Instruction program that Potlatch Fund fiscally sponsors.

The second day of filming included shooting at our one day fundraising training, an interview with Tracy Rector of Longhouse Media, and interviews with Justin Finkbonner, Colleen Jollie and Ken Gordon (all from Potlatch Fund).

Day three commenced with two interviews with Sondra Simone and Terry Peele from the Haida Heritage group. Then we travelled to the Center for Wooden Boats to meet with Mike Evans and to see a new canoe being carved.

I know the film crew was tired at the end of the visit and we now have our fingers crossed while we await the results.

We would like to thank everyone who helped to highlight our work and Northwest Indian Country to the Kellogg Foundation.

The film will be screened at our Gala on November 15, 2008 in Seattle.



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RESULTS

Potlatch Fund is committed to a formal process of evaluating its work. At our trainings staff conduct pre-training and post-training surveys. The pre-training surveys tell us that most of the attendees possess little experience working with private foundations. The post-training surveys show very strong support for the quality of our work, the examples used, and the trainers. For 2007, 86% of attendees indicated that it was 'likely' or 'very likely' they would submit a grant within the next three months.

We also use Survey Monkey to conduct a follow-up survey approximately three months after each training. The Johnson Center for Non-Profit Leadership and Philanthropy helped with the design of the original Survey Monkey questionnaire. In early 2007, when we first started using

Survey Monkey, we received a low response rate (less than 10%). We redesigned and simplified the survey, and in the 3rd quarter of 2007 received 24 responses (a 27% response rate) from our Journey to Successful Fundraising attendees.

16 out of 24 groups had received grants
Out of the group of 24 responses 18 groups had applied for and 16 groups had received grants in the months after our training.

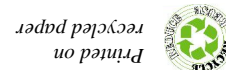
Millions more for Indian Country
The results from the survey are reported in a range—to help protect the privacy of the groups. At the low end of the range we estimate that those 16 groups received at least \$1.5m at the high end grants could have been close to \$5m.

This is a great result for Indian Country and helps to prove that Potlatch Fund is on the right track and that Native groups throughout the Northwest are responding to the fundraising challenge.

And the Winner Is
Each quarter we select at random one of the participants from our Survey Monkey responses to win a meal voucher to their favorite restaurant. This quarter's winner is Marlene Heath who was very excited to have received this gift.

We would like to thank Marlene and all the people who respond to our surveys. They provide us with invaluable help to refine and improve our programs.

Save the Date!
Potlatch Fund's Sixth
Annual Gala
Saturday
November 15, 2008
Grand Hyatt, Seattle



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