



# Potlatch Fund

*Annual Report 2006*

Expanding Philanthropy in NW Indian Country



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*Honoring the Tradition of Community*

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# Chairperson's Report



It is my pleasure to report on Potlatch Fund's activities for the year ended December 31, 2006.

The Board's mission is to increase philanthropy within Northwest Indian Country. We achieve this mission by:

- ♦ working with Native American groups to educate them about funding, funding processes, and how to best organize themselves for funding success.
- ♦ working with traditional funders to educate them about the needs in Indian Country and the legal structures and options available for funding in this environment.
- ♦ working with holders of wealth within Indian Country to encourage more effective indigenous philanthropy.
- ♦ brokering meetings between funders and grant seekers, and
- ♦ running our own small grant programs, which are often the first place our trainees apply to. In 2006 Potlatch Fund was able to make grants of just over \$100,000.



*Antone Mintborn (Umatilla)*

We commenced this work in 2002 and received our own 501(c)(3) status in 2004.

At the present time the Board funds its donations and operations from the grants and donations that it receives. In the 2006 year we received approximately \$500,000 in grants and donations to support the important work that we are doing. The major sources of our income were:

Grants	\$303,000
Contributions	\$111,321 <sup>1</sup>
Event Sponsorship	\$30,700
Event Ticket Sales	\$33,094
Reimbursements, Fees and Other	\$21,620

We are pleased that approximately 39 percent of our funding comes from sources other than grants. This is an important result as it means that we are not overly reliant on any one funding source.

Even though we achieved a high level of non-grant income we also finished the year with deficit. In total we spent approximately \$638,000 for the year meaning that we spent \$138,287 more than we received. This deficit was funded by reserves that we had available at the start of the year. From the outset, we knew that 2006 was going to be a challenging year and I need to thank the diligent staff who worked hard to bring the end of year result in significantly ahead of expectations.

For 2007 I am pleased to report that we are budgeting to make a surplus that will allow a healthier level of reserves to be reinstated.

The year has also been significant because of Andrea Alexander's transition of roles. Andrea was one of our founders, became our first President and our first Executive Director. Earlier this year Andrea decided she needed to re-prioritize aspects of her life and she stepped down as President and Executive Director. Andrea remains as a very valuable member of our Board.

During the year Sonny Davis and Darrell Phare stood down from their positions on the Board. The Board of Potlatch Fund is indebted to Sonny and Darrell for all of their contributions.

The Board is currently in the process of recruiting two members to replace Sonny and Darrell.

The current Board members have provided sterling service during the year and I am also indebted for their contributions, dedication and support. The Board members are:

Natalie Charley (Vice president)  
Colleen Jollie (Secretary)  
Chandra Hampson (Treasurer)  
Kirby Jock (Executive Committee Member)  
Andrea Alexander, and  
John Chess

1. Contributions include those funds donated at and received for the Gala. Total Gala proceeds therefore comprised ticket sales, sponsorships and contributions an amount of approximately \$109,000 was raised. Gala expenses were approximately \$58,000 giving a net surplus for the event of \$51,000.



# Chairperson's Report

Potlatch Fund also relies significantly on volunteers for advice, community feedback and input and to also assist in the delivery of our services. For the purposes of this report I want to acknowledge the chairs of our various volunteer committees who have been incredibly supportive during the year:

Finance Committee:	Chandra Hampson (Chair)
Community Building Grants Committee:	Jill Arnow (Chair)
Native Arts Grants Committee:	Aurolyn Stwyer (Co-chair)
	Roger Fernandez (Co-chair)
Marketing and Fundraising Committee:	Lenora Trahant (Co-chair)
	Tara Hastings (Co-chair)
Technical Assistance Committee:	Iris Friday (Chair)

The role of Board members and volunteers is demanding. I note that Board members and volunteers collectively committed over 600 hours of service during the year.

This has also been a big year for our staff. Following discussions with Andrea we commenced a search for a new Executive Director in March 2006. We undertook an exhaustive process and were pleased to be able to appoint Ken Gordon, a very experienced manager and leader, into the role with effect from September 2006. Ken's presence was immediately appreciated and Potlatch Fund has been able to clarify, improve and expand its services in the last few months. While Ken is neither Native nor American, he has significant foundation management experience and experience working with indigenous peoples. I also wish to place on record my acknowledgement of our other staff:

- Marc Taylor (Operations Director)
- Lawrence Leake (Office Manager)
- Justin Finkbonner (Program Coordinator), and
- RedWolf Pope (IT/Communications Manager).

This is my first year as President of Potlatch Fund. I would like to thank Board members, the Executive Director and Board staff for their support, efforts and consideration.

2007 is going to be a vitally important year for both Potlatch Fund and Indian Country. We have something in the order of 24 trainings already planned for this year. We have new policies in relation to fiscal sponsorship and granting. We will also be developing new trainings and partnerships to further increase the ability for Indian Country to compete for and raise philanthropic dollars. 2007 is the year that the spirit of the Potlatch will come to the fore.

Antone Minthorn  
President

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Robert Gutbrie 2006 Gala  
(photo by B. Charlo)

# Executive Director's Annual Report



Tena Koutou

2006 was a year of significant change for Potlatch Fund. However, notwithstanding the changes we finished the year even more committed to our mission of increasing philanthropy in Northwest Indian Country.

In its most simple state philanthropy is about gifting. Gifting from one person to another, gifting that is designed to improve the life circumstances of the person who receives the gift, gifting with no strings attached.

Native Americans practiced philanthropy for millennia through their traditional potlatches.

By working to increase philanthropy we are also working to restore and re-invigorate the tradition of potlatches.

Potlatches and philanthropy are important in Northwest Indian Country as they can be both the catalyst for and facilitator of positive change.

We promote potlatches and philanthropy through:

- ◆ Our trainings – During 2006 we ran ten trainings where 200 people were trained on how to seek and receive funding from mainstream foundations.
- ◆ Provision of education and research to funders – We participated in local, regional and national events aimed at educating funders about Indian Country.
- ◆ Brokering relationships between funders and Indian Country – We continued our range of reservation tours and once again used the Annual InterTribal Canoe Journey as a way to raise the profile of Native organizations, community needs and individual successes.
- ◆ Working to improve philanthropy within Indian Country – We have continued working to improve both the giving and the opportunities for giving within Indian Country.
- ◆ The provision of our own granting programs – We have supported emerging leaders, groups, artists and movements through our re-granting programs.

As the new Executive Director of Potlatch Fund I need to give sincere thanks to the Board Members, volunteers, donors and staff who have all helped me to very quickly come up to speed on our diverse range of activities. I also wish to especially thank all of the hundreds of groups that operate within Indian Country that we have the pleasure of working with.

We do not exist for our own purposes. We exist to support these groups. They provide the incentive and the inspiration for our activities. One of the first people that talked with me after I started at Potlatch Fund was Richard Roy from the High Desert Lacrosse Club in Eastern Oregon. Through the introduction of a Lacrosse program Richard is working hard to improve his community and help young people. However, trying to get funding for a small sporting program in Eastern Oregon is just plain hard work. I have used my discussions with Richard ever since as a litmus test. Will this work of ours be valuable to a group like Richards? Does this work help make Richard's life easier as he works to build his community? Will this work help Richard to access the philanthropic resources that are available?

If we can make Richard's role just that bit easier, if we can make his group just that bit more effective and sustainable, and if we can multiply this across the thousands of non-profit groups and the Tribes throughout the Pacific Northwest then we will be well on our way of increasing philanthropy in Indian Country.

In 2007 we will be continuing our activities aimed at increasing philanthropy in Northwest Indian Country. Our major activities will be clustered around five key areas:

- ◆ Our trainings – We are aiming to essentially quadruple our trainings in 2007. We will travel to all four states in our region, provide a mix of different length courses, we will develop new curricula and also roll our own financial empowerment/literacy training for non-profits.



*Ken Gordon*



# Executive Director's Annual Report

- ◆ Provision of education and research to funders – We will publish a major research document that outlines the challenges and opportunities to increasing philanthropy. This research document will be widely disseminated to funders and will form a key part of our education strategy.
- ◆ Brokering relationships between funders and Indian Country – We will continue to work to bring funders together with Indian Country. We will help organize reservation tours, meet the funders' panels, canoe journey events, our own Gala and continue to help groups to make that first step towards approaching a funder.
- ◆ Working to improve philanthropy within Indian Country – We will develop a program aimed at establishing more non-profits in Indian Country and will work to highlight and celebrate examples of great philanthropy from within Indian Country.
- ◆ The provision of our own granting programs – Our own granting programs will be focused on emerging groups. We will aim for them to have their first success with us. Through our grants and our other support we will aim for groups to become more able to apply for funding from the broader funding world.

I look forward to 2007, we are a revitalized organization and believe me – we are very committed to improving the communities in which we work by enabling them to better access all of the philanthropic gifts that are there to support, assist and educate them.

Naku noa

Ken Gordon



# Mission & Grant Program



## **Potlatch Fund: Expanding Philanthropy in Northwest Indian Country**

*Potlatch Fund has been created by Northwest Indian people to expand opportunities for our communities. Our people face real challenges that need funding. We need to develop and empower Native leadership to make the best use of all resources. We need to remove barriers that are limiting contributions. We need to encourage more effective grantmaking. It is time to get beyond the talking stage. It is time for us to take action and use our combined energy, resources, and cultural traditions to inspire giving among and to Northwest Indian communities.*

### **Potlatch Fund works to expand philanthropy in Northwest Indian Country by:**

- ◆ the provision of technical assistance trainings to Native non-profits and Tribes.
- ◆ educating funders.
- ◆ brokering relationships.
- ◆ encouraging best practice giving within Northwest Indian Country.
- ◆ our own grants program and other support provided to non-profits.

## **Grant Programs**

Potlatch Fund runs four grant programs:

**Intertribal Canoe Journey:** Grants specific to groups participating in the annual summer canoe journey.

**Community Building:** Grants to developing and new programs that work to make communities stronger.

**Native Arts:** Grants and scholarships to organizations or individuals working to promote and strengthen Northwest Native art and culture.

**Leadership Honoring:** In the true spirit of Potlatch, awards will be extended to individuals and philanthropic identities showing strong leadership in their Native communities.

Finding long-term solutions to systemic challenges facing Northwest Indian people requires a community-based, holistic approach that focuses on root causes of problems. To that end, Potlatch Fund encourages efforts that:

- Evaluate the problems and needs of a community by evaluating its existing assets.
- Promote community organizing, community building, and community celebration.
- Recognize that problem prevention is key to long-term problem solving.

Potlatch Fund employs innovative strategies and culturally appropriate models in its grantmaking. In addition to seeking out new initiatives, Potlatch Fund honors developing programs, demonstrated leadership, and past accomplishments. Furthermore in order to succeed, Potlatch Fund is flexible by nature and responsive to positive change.

Growth of the grantmaking program is paramount to the future of Potlatch Fund and now is the time for the organization to build upon its assets. Potlatch Fund actively works to attract re-granting money and desires to build a permanent endowment.



# Canoe Journey & Community Building Grants

2006 InterTribal Canoe Journey Grants	Amount Paid
Autumn Rose Canoe Club ( <i>Bellingham, WA</i> )	\$ 1,425
Chinook Indian Nation ( <i>Chinook, WA</i> )	\$ 1,425
Cowlitz People, Inc. ( <i>Kelso, WA</i> )	\$ 1,425
Fryberg Family Canoe ( <i>Marysville, WA</i> )	\$ 1,425
Lower Elwha Klallam Tribe ( <i>Port Angeles, WA</i> )	\$ 1,425
Makah Canoe Society ( <i>Neah Bay, WA</i> )	\$ 1,425
Ohileqw-Sen Healing Center ( <i>Bellingham, WA</i> )	\$ 1,425
One With Creation ( <i>La Conner, WA</i> )	\$ 1,425
Spirit of Raven Canoe Family ( <i>Poulsbo, WA</i> )	\$ 1,425
Tuwaduq Family Services ( <i>Skokomish, WA</i> )	\$ 1,425

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Total	\$14,250
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2006 Community Building Grants (*depicts general support)	Amount Paid
American Indian Business Leaders ( <i>Missoula, MT</i> ) Cultural Values Training	\$ 5,000
Colville Confederated Tribes Head Start Program ( <i>Nespelem, WA</i> ) Intensive Salish Language Training Project	\$ 5,000
Haida Heritage Foundation* ( <i>Shoreline, WA</i> )	\$ 5,000
Longhouse Media* ( <i>Seattle, WA</i> )	\$ 5,000
Lummi Cedar Project ( <i>Bellingham, WA</i> ) Youth Leadership Training	\$ 5,000
Nez Perce Arts Council ( <i>Lapwai, ID</i> ) Funders Tour	\$ 5,000
Snake River Basin Business Association* ( <i>Fort Hall, ID</i> )	\$ 5,000
Squaxin Island Museum Library and Research Center ( <i>Shelton, WA</i> ) Sacred Teaching Project	\$ 5,000
The Carvers Camp ( <i>Tacoma, WA</i> ) Youth Education: Bird Lessons	\$ 5,000
United Indians of All Tribes Foundation* ( <i>Seattle, WA</i> )	\$ 5,000
Yakama Nation Tribal School ( <i>Toppenish, WA</i> ) Youth Education: Tribal Regalia	\$ 5,000
Cay-Uma-Wa Youth Services ( <i>Pendleton, OR</i> ) Youth Education: Summer Culture Camp	\$ 2,000
Lummi Nations Service Organization* ( <i>Bellingham, WA</i> )	\$ 2,000
Naxium Palouse Lineal Decedents* ( <i>Toppenish, WA</i> )	\$ 2,000
Nez Perce Tribe Juvenile Probation* ( <i>Lapwai, ID</i> )	\$ 2,000
Painted Sky* ( <i>Portland, OR</i> )	\$ 2,000
Raven Wings ( <i>Forks, WA</i> ) Traditional Teachings: Cedar regalia, drumming, dancing, signing.	\$ 2,000
Salmon Defense ( <i>Olympia, WA</i> ) Film: <i>Shadow of the Salmon</i>	\$ 2,000
Salmon Homecoming Alliance* ( <i>Bellingham, WA</i> )	\$ 2,000
Stillaguamish Tribe of Indians ( <i>Arlington, WA</i> ) Youth Education: Language and Culture Program	\$ 2,000
Boys & Girls Club ( <i>Seattle, WA</i> ) IWASIL Celebration Powwow and Christmas Powwow	\$ 500
Lower Elwha Klallam Tribe ( <i>Port Angeles, WA</i> ) Youth Education: Tribal Summer Program	\$ 500
Shoshone-Bannock Tribes Water Resources Department* ( <i>Fort Hall, ID</i> )	\$ 500
St'al-sqil-x** ( <i>Inchelium, WA</i> )	\$ 500
The Confederated Tribes & Bands of the Yakama Nation* ( <i>Toppenish, WA</i> )	\$ 500

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Total	\$75,500
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# Native Art & Leadership Honoring Grants



2006 Native Art Grants	Amount Committed	Amount Paid	Balance to pay
Apolonia Susana Santos ( <i>Warm Springs, OR</i> ) Marketing/Business Project	\$ 2,500	\$ 2,500	
Gloria Bird ( <i>Ford, WA</i> ) "Scattered Red Roots" poetry	\$ 3,500	\$ 1,750	\$ 1,750
Yakama Nation ( <i>Toppenish, WA</i> ) Preservation of the Tule Mat Art	\$ 3,300	\$ 1,650	\$ 1,650
Jewell James ( <i>Ferndale, WA</i> ) Healing & Prayer Totem Poles	\$ 3,000	\$ 2,000	\$ 1,000
Robert N. Guerrero ( <i>Tacoma, WA</i> ) Ya Gak! Native American Celebration of Tradition, Art, Music and Story telling in a thoroughly Modern Age	\$ 2,500	\$ 1,250	\$ 1,250
Minerva Soucie ( <i>Burns, OR</i> ) Learning from our Ancestors and ReWeaving our Future	\$ 1,500	\$ 750	\$ 750
Cowlitz Indian Tribe ( <i>Longview, WA</i> ) Learning the Songs and Carving a Canoe	\$ 1,200	\$ 600	\$ 600
Boys and Girls Club of Oregon ( <i>Redmond, OR</i> ) Arts for the Warm Springs Club KIDS	\$ 1,000	\$ 500	\$ 500
Gail Miller ( <i>Shelton, WA</i> ) Perseverance of Salish Hereditary Art through Technology	\$ 1,000	\$ 500	\$ 500
Nixyaawii Community School ( <i>Pendleton, OR</i> ) Lessons in Preparing Students for Pow Wow Participation	\$ 1,000	\$ 500	\$ 500
Pete Peterson, Sr. ( <i>Hoodport, WA</i> ) Master Carver Mentorship	\$ 1,000	\$ 500	\$ 500
Gary Stevens ( <i>Seattle, WA</i> ) Silkscreening Success	\$ 500	\$ 500	
Kemo M. Scott ( <i>Lapwai, ID</i> ) Looking Glass	\$ 500	\$ 500	
Lorna K. Johnson ( <i>Neah Bay, WA</i> ) Cedar Bark Hats	\$ 500	\$ 250	\$ 250
Maxine Stremler ( <i>Bellingham, WA</i> ) In Honor of All Lummi Elders	\$ 500	\$ 250	\$ 250
Shaun Peterson ( <i>Fife, WA</i> ) Emerged from the Shadows	\$ 500	\$ 500	
<b>Totals</b>	<b>\$24,000</b>	<b>\$14,500</b>	<b>\$ 9,500</b>



Valerie Fast Horse    Jewell James    Nichole Maher    Micah McCarty    Tina Begay

## 2006 Leadership Honoring

	Amount Paid
Economic Development <i>named in honor of Antone Minthorn:</i>	<b>Valerie Fast Horse</b> \$ 500
Cultural Preservation <i>named in honor of Fran James:</i>	<b>Jewell James</b> \$ 500
Civic Participation <i>named in honor of Pearl Capoeman-Baller:</i>	<b>Nichole Maher</b> \$ 500
Natural Resource Protection <i>named in honor of Billy Frank Jr.:</i>	<b>Micah McCarty</b> \$ 500
Education <i>named in honor of Patricia Whitefoot:</i>	<b>Tina Begay</b> \$ 500

Total \$ 2,500





# Journey to Successful Fundraising



The Journey to Successful Fundraising workshops are a first step to help groups become more successful with their fundraising. In 2006, Potlatch Fund spent \$169,000 running these workshops up 25% on 2005.

These workshop are designed to help individuals from Native communities who are new to the private foundation fundraising circles. Writing grants to private foundations is different, in many ways, from writing government grants. As groups participate in the training, they will notice a focus on building relationships. They will learn more about what private funders expect so that they can tailor their request accordingly—and attract more resources to their project, organization, or Tribe.

Potlatch Fund is both a Native grant making foundation and a Native leadership development program. It was founded by Tribal leaders in December 2002 to increase philanthropy in Northwest Indian Country. We were created to explore challenges facing Native communities, and to address barriers that limit effective grantmaking in Indian Country.

Native people and Native non-profits will thrive and survive through personal self-confidence and belief in their own community. Potlatch Fund believes that by strengthening and empowering Northwest Native individuals, success will follow.

Our goal is to bring resources to where people live, work, and play on a day-to-day basis. We call this our “place-based” approach.

Because the Potlatch Fund is a local Tribally led organization made up of leaders that have skills, access to resources, and “real” experience from within Indian Country, Potlatch Fund services will always be here.

The Potlatch Fund leadership team has invested years working on the front lines of Native community initiatives and our reward is to give back to our communities! By working together, we will make our homeland here in the Northwest better for our children and grandchildren.

# Program Partners & Circle of Wisdom



## Program Partners

Affiliated Tribes of Northwest Indians Economic Development Corporation.

American Friends Service Committee Northwest Indian Program

American Indian Business Leaders

Columbia River InterTribal Fish Commission

Ecotrust

First Nations Development Institute

Nonprofit Assistance Center

Northwest Native American Basketweavers Association

Oregon Native American Business and Entrepreneur Network

## Memberships

Affiliated Tribes of Northwest Indians

Grantmakers in the Arts

National Network of Grantmakers

Philanthropy Northwest

## Circle of Wisdom

### **Amy Solomon**

Program Officer, Bullitt Foundation

### **Leonard Forsman**

Chairman Suquamish Tribe

### **Billy Quaempts** (Umatilla)

Confederated Tribes of the Umatilla Indian Reservation

### **Lester Greene** (Makah)

Tribal Elder / Cultural Advisor

### **Bharat R. Soli**

Anderson · Bjordstad · Kane · Jacobs

### **Mark Trahant** (Shoshone-Bannock)

Editor, Seattle Post Intelligencer

### **Deni Leonard** (Warm Springs)

### **Mark Van Norman**

Exe. Dir., National Indian Gaming Association

### **Ellen Ferguson**

Ferguson Foundation

### **Micah McCarty** (Makah)

Makah Tribal Council

### **Elsie Meeks** (Lakota)

Exe. Dir., First Nations Oweesta Corporation

### **Mike Roberts** (Tlinget)

Exe. Dir., First Nations Development Institute

### **Gabe Galanda** (Nomlaki/Concow)

President, Northwest Indian Bar Association

### **Patsy Whitefoot** (Yakama)

Community Organizer, Native Indian Educator

### **GI James** (Lummi)

Native Liaison, Office of King County Executive

### **Pearl Baller-Capoeman** (Quinault)

President, Quinault Tribal Nation

### **Henry Ramos**

Philanthropic Advisor and Activist

### **Rick Williams** (Lakota)

President American Indian College Fund

### **Jim Boyd** (Colville)

Native Artist, Songwriter, and Performer

### **Rose Brave** (Lakota)

Office Manager, Native American Rights Fund

### **John McCoy** (Tulalip)

Washington State Representative  
Manager Quil Ceda Village

### **Terry Cross** (Seneca)

Exe. Dir., Northwest Indian Child Welfare Association

### **Wally Jackson** (Quileute)

Tribal Tourism Coordinator



# Board & Staff

## Board of Directors

- Antone Minthorn** (Umatilla), President  
Chairman, Confederated Tribes of the Umatilla Reservation
- Natalie Charley** (Quinault), Vice-President  
The Charley Group
- Chandra Hampson** (Winnebago/White Earth Chippewa), Treasurer  
Senior Lender, VP, ShoreBank Enterprise Cascadia
- Colleen Jollie** (Turtle Mountain Chippewa), Secretary  
Tribal Liaison, Washington State Department of Transportation
- Kirby Jock** (Mohawk/Iroquois), Officer at Large  
Administrator, Puyallup Tribe Board of Trustees
- Andrea Alexander** (Makah)  
Chinook Wind Enterprises, Inc.
- John Chess**  
Development Director, Tamastlik Cultural Institute



## Staff

- Ken Gordon**, Executive Director
- Justin Finkbonner** (Lummi), Program Coordinator
- Lawrence Leake**, Office Manager
- Marc Taylor** (Lummi), Operations Director
- RedWolf Pope** (Western Shoshone), IT/Communications Coordinator

## Committee Chairs

- Finance: **Chandra Hampson** (Winnebago/White Earth Chippewa)
- Community Building Grants: **Jill Arnow**
- Native Arts Grants: **Aurolyn Stwyer** (Warm Springs)  
**Roger Fernandez**
- Marketing & Fundraising: **LeNora Trahant** (Navaho)  
**Tara Hastings**
- Technical Assistance: **Iris Friday** (Tlingit)

# Volunteers



## 2006 Volunteers

**Alex Mendoza**  
**Aurolyn Stwyer** (Warm Springs)  
**Carol Pencke**, Organizational Solutions  
**Celine Cloquet-Vogler** (Cowlitz), WSDOT Northwest Region  
**Chholing Taha** (Cree/Oneida/Seneca), Shawl Lady dot Com  
**Craig Jacobsen**, Ecotrust  
**Dawn Houle** (Quinault)  
**Geraldine Welsh**, Southeast Effective Development  
**Iris Friday** (Tlingit), Native Action Network  
**Jeff Smith** (Makah), American Friends Service Committee  
**Jennifer Sanscrainte**, Short Cressman & Burgess PLLC  
**Jolene Atencio** (Warm Springs), Confederated Tribes of Warm Springs  
**Kathy Becker**, Talking Points LLC  
**Lenora Trahant** (Navaho)  
**Liz Woody** (Warm Springs/Wasco-Navajo), Ecotrust  
**Mary Lou Salter** (Suquamish)  
**Michelle Campobasso** (Colville)  
**Renco and Yukako Leake**  
**Sonny Davis** (Quinault)  
**Susan Balbas** (Cherokee)  
**Thea Schnase**, YWCA  
**Victorhah Arsenian**, Northwest Native Business Today

**Art Ribail**, Ribail, Stauffer & Associates PLLC  
**Bridget Ray** (Turtle Mountain Chippewa), SparrowHawk Consulting Company  
**Cecilia Martinez** (Pipil), Shoreline Community College  
**Cherie Ike** (Te-Moak Tribe of Western Shoshone), Columbia River InterTribal Fish Commission  
**Darrell Phare** (Lummi)  
**Elizabeth Whitford**  
**Hunnan Siton Pope** (Shoshone), Oregon State University  
**Jacqueline Martinez** (Pipil), Highline School District  
**Jenn Brandon**, Community Voice Mail  
**Jill Amow**, Community Activist/ Artist  
**Judy de Barros**, Nonprofit Assistance Center  
**Ken Thompson**, Bill and Melinda Gates Foundation  
**Lester Greene** (Makah)  
**Madeline Kelby** (Makah)  
**Mary Sando-Emhoolah** (Warm Springs)  
**Nina Butler** (Lummi), Chief Seattle Club  
**Rodger Fernandes** (Lower Elwha Klallam), Southwind Native American Foundation  
**Tara Hastings**, Washington Mutual  
**Vernell Lane** (Lummi), Chief Seattle Club



## 2006 Gala



*Patricia Whitefoot and  
Philanthropists of the Year Steve and Tricia Trainer*



*Anna Belle Whitefoot and  
Keynote Speaker John Trudell*

### **Steve and Tricia Trainer - Philanthropists of the Year**

Steve and Tricia Trainer have been longstanding volunteers and supporters of the Chief Seattle Club. The Chief Seattle Club is currently the only social service center in Seattle devoted exclusively to meeting the needs of urban American Indians, Alaska Natives, and First Nations People in the heart of urban Seattle.

In addition to countless hours of volunteer support Steve and Tricia Trainer donated a building, cash and professional services to the Chief Seattle Club. This support valued in the millions of dollars, was a cornerstone in allowing Chief Seattle Club to renovate a building in Pioneer Square which will be their new home. This must be one of the largest, if not the largest, donation from one family to support a project of this nature in Indian Country.

### **Gala thoughts from a participant**

“This must be the largest gathering of its sort in Washington State” was one person’s enthusiastic response to 460 people coming together in an evening of celebration and honor at Potlatch Fund’s annual gala. People traveled from as far away as New Mexico and Colorado. All four Potlatch Fund states were represented with attendees from Montana, Oregon, Idaho and of course Washington State.

### **Lower Elwha—Showing the Spirit of the Potlatch**

The Lower Elwha Tribe made a \$5,000 donation to Potlatch Fund at the Gala.

This is a generous gift in and of itself, but even more so since the Lower Elwha Tribe is one of the smallest and most under funded Tribes in the Pacific Northwest.

Russ Hepfer, Treasurer of the Lower Elwha Tribe was humbled by the attention that the donation has generated. Hepfer stated, “We didn’t think \$5,000 was a lot of money and we were kind of embarrassed to present the amount because we thought it wasn’t enough, but we pooled our funds together and were able to contribute as much as we could. We recognized that Potlatch Fund has helped us out in the past by leading funders such as the Verizon Foundation to Lower Elwha. Potlatch Fund also helped our Tribe through the *Journey to Successful Fundraising* Trainings held in our community in 2005 and 2006. They have also supported our community with funding for families that attended the Family Canoe Journeys. We wanted to send our appreciation. We have attended the past three Galas and the Council came to consensus to support Potlatch Fund with the \$5,000 donation.”

The Lower Elwha Tribe is a small fishing community of close to 870 Tribal members. Their annual operating budget is about \$8m. They are struggling like most Tribes to build infrastructure and jobs for their people, and are doing so with very limited revenue sources. In past years Lower Elwha has donated funds to support the community Longhouse for the Peninsula College. They also have provided a dinner to recognize Tribal members that are pursuing higher education. Mr Hepfer said that “we are proud to provide scholarships of \$500 for each of those students.”

Potlatch Fund thanks the Lower Elwha Tribe for the generosity of their gift. We also applaud Lower Elwha for their significant contributions in support of the community.

# 2006 Profit & Loss



## Profit & Loss Budget vs. Actual

January 2005 through December 2006

	Jan - Dec 05	Jan - Dec 06	Budget
<b>Income</b>			
Event Ticket Sales	\$ 8,885	\$ 33,090	\$ 8,210
Event Sponsorship	\$ 71,050	\$ 30,700	\$ 73,800
Reimbursements	\$ 5,842	\$ 18,194	\$ 6,000
Registration	\$ 3,340	\$ 1,225	\$ 6,300
Fee for Service	\$ 2,836	\$ -	\$ 21,000
Uncategorized Income	\$ -	\$ 0	
Contributions	\$ 82,182	\$ 111,321	\$ 86,969
Grants	\$ 457,700	\$ 303,000	\$ 440,625
Interest	\$ 2,692	\$ 2,201	\$ 4,000
<b>Total Income</b>	<b>\$ 634,528</b>	<b>\$ 499,731</b>	<b>\$ 646,904</b>
<b>Expense</b>			
Insurance	\$ 1,951	\$ 2,080	\$ 644
Dues & Memberships	\$ 1,181	\$ 4,450	\$ 2,000
Finance/Bank Charges	\$ 881	\$ 688	\$ 900
Food & Entertainment	\$ 31,637	\$ 48,328	
Gifts and Honorariums	\$ 13,023	\$ 1,644	\$ 13,000
Grant making	\$ 92,555	\$ 122,375	\$ 155,000
Marketing & Public Relations	\$ 1,526	\$ 2,752	\$ 4,500
Meetings & Conferences	\$ 34,937	\$ 3,457	\$ 42,500
Office Eqmt & Software	\$ 4,458	\$ 1,288	\$ 22,500
Payroll Expenses	\$ 213,032	\$ 213,292	\$ 257,607
Postage & Delivery	\$ 2,149	\$ 2,822	\$ 6,400
Printing & Reproduction	\$ 21,477	\$ 18,902	\$ 5,000
Professional Fees	\$ 90,488	\$ 117,320	\$ 116,000
Rent	\$ 30,140	\$ 42,255	\$ 37,000
Sponsorships	\$ 1,750	\$ 500	\$ 4,000
Staff Training	\$ 750	\$ 105	\$ 5,000
Supplies	\$ 8,655	\$ 8,832	\$ 18,500
Telecommunication	\$ 9,120	\$ 11,653	\$ 13,700
Travel	\$ 43,696	\$ 35,275	\$ 47,315
<b>Total Expense</b>	<b>\$ 603,404</b>	<b>\$ 638,018</b>	<b>\$ 751,567</b>
<b>Net Income</b>	<b>\$ 31,124</b>	<b>\$ (138,287)</b>	<b>\$ (104,663)</b>

\* Total sums vary slightly due to rounding



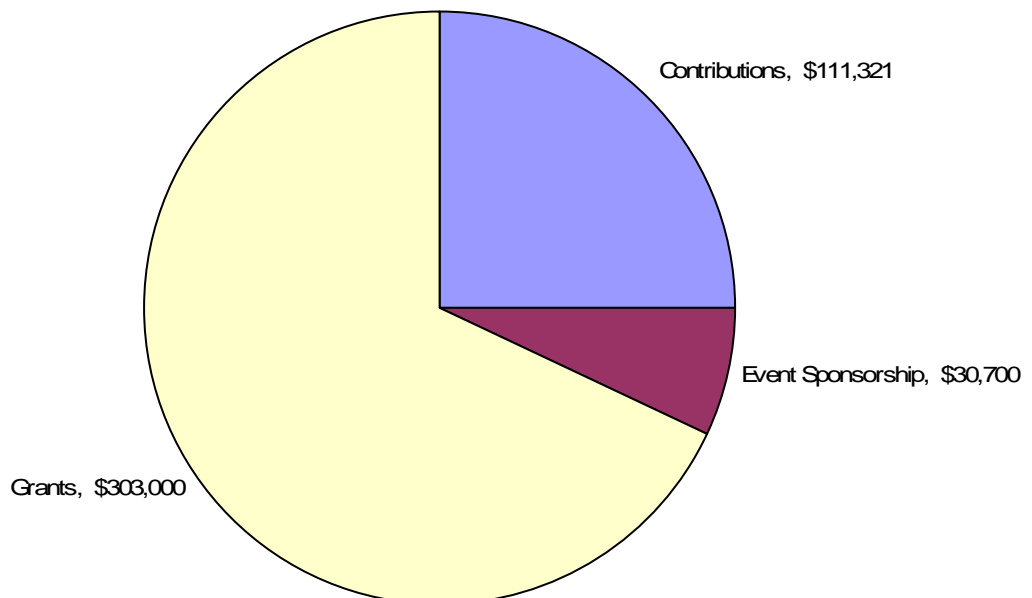
# 2006 Balance Sheet

## Consolidated Balance Sheet

Year ending December 31, 2006

<b>ASSETS</b>	2005	2006
Cash	342,300	116,406
Grants, Notes and Accounts Receivable	34,644	106,707
Fixed Assets	5,184	5,184
<b>Total Assets</b>	<b>\$382,128</b>	<b>\$228,297</b>
<b>LIABILITIES &amp; EQUITY</b>		
Accounts and Grants Payable	23,700	20,761
Other Liabilities	4,525	(8,081)
<b>Total Liabilities</b>	<b>\$28,225</b>	<b>\$12,680</b>
Retained Earnings	322,780	353,903
Net Income	31,124	(138,287)
<b>Total Equity</b>	<b>\$353,903</b>	<b>\$215,617</b>
 <b>Total Liabilities &amp; Equity</b>	 <b>\$382,128</b>	 <b>\$228,297</b>

2006 Income by Type



\* Total sums vary slightly due to rounding

# 2006 List of Supporters



## Tribes

Chehalis Indian Tribe  
Confederated Tribes of the Siletz  
Lower Elwha Klallam Tribe  
Lummi Commercial Company  
Quinalt Beach Resort & Casino  
Suquamish Indian Tribe  
Wildhorse Resort & Casino

## Foundations

Bill & Melinda Gates Foundation  
Boeing Company  
CenterPoint Institute Inc  
Channel Foundation  
Family Leadership Fund  
Ford Foundation  
Henry M Jackson Foundation  
M J Murdock Charitable Trust  
Marguerite Casey Foundation  
Medina Foundation  
Northwest Indian College Foundation  
Paul G. Allen Foundation  
Russel Family Foundation  
Tides Foundation  
United Indians of All Tribes Foundation  
Verizon Foundation  
W K Kellogg Foundation  
Washington Dental Service Foundation  
Washington Mutual Foundation

## Organizations

American Friends Service Committee  
Asian Americans in Philanthropy  
Office of Arts & Cultural Affairs  
First Nations Development Institute  
Seattle Indian Health Board

## Corporations

Bateman Consulting, LLC  
DML Insurance Services  
Foss Maritime  
Galvin Flying  
NAFA Capital Markets LLC  
Nordstrom  
Raven's Corner  
Ridolfi, Inc  
Short, Cressman & Burgess  
Southeast Effective Development  
The Legacy LTD  
The Stonington Gallery  
Van Ness Feldman  
Wells Fargo

## Individuals

All those who wish to remain anonymous  
Alex Mendoza  
Andrea Alexander  
Andrea & Alan Rabinowitz  
Angela Farrar  
Anne Xuan Clark  
Antone Minthorn  
Barbara & Andy Salkin  
Barbara & Jim Becker  
Barbara Grant & Maureen McCarthy  
Bennie Armstrong  
Betty Simpson  
Callie Ridolfi  
Carol Pencke  
Caroline & David Socha  
Chandra Hampson  
Charlotte Cote  
Christina Trainer  
Christopher Gillem  
Christopher Shainin  
Colleen Jollie  
Debra Ross  
Denise Stiffarm  
Don Chalmers  
Dorothy Curant  
Elaine & Fred Grinnell  
Elizabeth Whitford  
Ellen Ferguson  
Faith & James Old Coyote  
Gayle & John Forsen  
Gerald Parr  
Heather Murphy  
Horace Cathcart  
Jacquinet Weisenbach  
Jaime Hawk  
Jan Newton  
Jana Rice  
Jen & Peter Cole  
Jenn Brandon  
Jennifer Sanscrainte  
Jeremy Miller  
Jeremy Thornburg  
Jill Arnow  
Jo Ann & Bert Eder  
John Chess  
John E Fryrear  
John Halliday  
John Vogelsang  
Joni Johnson & Jim Bradrick  
Joseph & Karrie Leak  
Judith Olsen  
Judy & Paul de Barros  
Julie Stein  
Karen & Michael Hagen  
Kathleen Morgan  
Katrin Wilde  
Ken Gordon  
Kimberly Teraberry  
Kirby Jock  
Kits Morgan  
Laurel & David Stitzhal  
Laurie & Paul Ahern  
Lilani McCoy  
Lu Cavanaugh  
Marc Taylor  
Marianne Scruggs & Peter James  
Mark Anderson  
Mark Cassidy  
Mary & Chris McNeil  
Mary Grafious  
Melissa Peterson  
Michael Cardwell  
Michael Pellicciotti  
Michael Verchot  
Misty Smith  
Naomi Ishisaka  
Natalie Charley  
Natalie Lamberjack  
Nichole Leigh  
Nichole Maher  
Pam Pierinig & Don Hopps  
Patricia Walters  
Paula & Bill Clapp  
Paula Mahoney  
Penny Tetter  
Ralph Munro  
Raphael Hoffman  
Rhonda Watson  
Richard Stevenson  
Robert Difrancio  
Ron & Julie Johnson  
Ronald Lehman  
Sarita Siqueiros  
Sheryl FryBerg  
Siobhan Stiglitz  
Steve Woodrich  
Susan Balbas  
Susan Gurrero  
Timothy & Janet Rohleder  
Tina Begay  
Tommer Peterson  
Tony Fragada  
Tricia & Steve Trainer  
Ty Cramer & Steve Romein  
Vicki Hanna  
Victoria Arsenian  
Violet Fisher  
Walter Jackson  
Wendy Wahlroos

*If any omissions or errors have occurred, please contact us so that we may properly honor your donation.*





# 2007 Training Calendar

Potlatch Fund has more than doubled its pace of offering Journey to Successful Fundraising trainings. We look forward to a rewarding year increasing philanthropy in NW Indian Country

## *Training Opportunities*

### **TRAINING CALENDAR FOR 2007**

<b>Date:</b>	<b>Destination/ Event:</b>	<b>Training:</b>	<b>Trainers:</b>	<b>Tribal Contact:</b>
<b>Jan. 18-19</b>	Colville, WA	JSF	Justin & Ken	Arnie Marchand
<b>Feb 12-13</b>	Portland Affiliated Tribes of Northwest Indians	JFS workshop	Justin, Redwolf, Ken	ATNI
<b>Feb 20-21</b>	Nooksack, WA	JSF workshop	Justin & Marc	Carmen Solomon
<b>Mar 21-22</b>	Makah, WA	JSF workshop	Justin & RedWolf	TBD
<b>Mar 29-30</b>	Seattle, WA	JSF workshop	Justin & Staff	TBD
<b>Apr 17-18</b>	Seattle PLF Conference Room	Financial Literacy	Justin & Marc	Justin
<b>May 7-10</b>	ATNI mid year	JSF workshop	TBD	Crystal
<b>May 15-16</b>	Yakima, WA, Training Center	JSF workshop	Justin & Redwolf	Lorie LaCour
<b>Jun 19-20</b>	Blackfeet Community College	JSF workshop	Justin & Marc	TBD
<b>Jul 17-18</b>	Salish Kootenai, MT	Technology workshop	Justin & Redwolf	TBD
<b>Aug 21-22</b>	Shoshone Bannock, ID	JSF workshop	Justin & Redwolf	TBD
<b>Sep 18-19</b>	Portland, OR	JSF workshop	TBD	TBD
<b>Oct 16-17</b>	Nez Perce, ID	JSF workshop	TBD	TBD
<b>Nov 13-14</b>	Burns Paiute, OR	JSF workshop	Redwolf & Marc	TBD
<b>Dec 18-19</b>	Puyallup, WA	JSF workshop	Justin & TBD	TBD

Trainers: Justin Finkbonner (Lummi), Marc Taylor (Lummi), Redwolf Pope (Western Shoshone)

**\*\*Schedule is subject to change, please check back often\*\***

# Save the Date!

## Saturday, November 17, 2007

### Potlatch Fund Fifth Annual Gala

Reception 5~7pm; Dinner 7~9pm

Grand Hyatt Hotel

721 Pine St.; Seattle, Washington 98101

### Jana — Keynote Performer

**Please join us for this signature event!**

The evening will feature:

Native art and cultural performances,  
a presentation of our Native grantees,  
and the honoring of emerging  
Northwest Native leaders.

Tickets are \$100.00

Sponsorship opportunities are available.

For more information contact

Lawrence Leake at

206.624.6076

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# Potlatch

A Chinook word used by Northwest Coastal Tribes  
that means "TO GIVE," or "A GIFT."

In the spirit of the potlatch, we ask for your support so we can continue our efforts to increase opportunities for Native people in the Northwest.

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

- I have enclosed a \$ \_\_\_\_\_ donation to Potlatch Fund
- I wish to make a one-time pledge of \$ \_\_\_\_\_ to Potlatch Fund on my VISA/MasterCard
- I wish to make a monthly pledge of \$ \_\_\_\_\_ to Potlatch Fund on my VISA/MasterCard
- Credit card number \_\_\_\_\_ Expiration \_\_\_\_\_ / \_\_\_\_\_
- Authorized signature \_\_\_\_\_
- I would like to remain anonymous. Please do not print my name in Potlatch Fund materials.

If you would like to give in another way, a representative will be happy to contact you in the next few weeks. Please check the boxes below that apply to you.

- I wish to pledge \$ \_\_\_\_\_ at a later date, payable by \_\_\_/\_\_\_/\_\_\_
- I wish to contribute a stock gift in the amount of \$ \_\_\_\_\_
- My business/corporation will match my gift
- I wish to make a long-term planning gift to Potlatch Fund
- I would like to volunteer with Potlatch Fund

Please make all checks payable to *Potlatch Fund*.  
All gifts are tax deductible.

*Thank you for your support!*