



Potlatch Fund

Annual Report 2007

Expanding Philanthropy in NW Indian Country



© Chuck Williams
American West Archives

Honoring the Tradition of Community

801 2nd Avenue, Suite 304
Seattle, Washington 98104

206.624.6076
www.potlatchfund.org

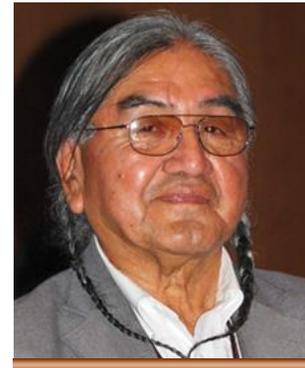
Chairperson's Report



It is my pleasure to report on Potlatch Fund's activities for the year ended December 31, 2007.

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 2007 Potlatch Fund was able to make grants of just under \$100,000.



Antone Minthorn (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 grants and operations from the grants and donations that it receives. In the 2007 year we received approximately \$673,000 in grants, donations and other income to support the important work that we are doing. The major sources of our income were:

Grants	\$501,542
Contributions	\$50,533 ¹
Event Sponsorship	\$60,200
Event Ticket Sales	\$33,510
Reimbursements, Fees and Other	\$27,597

We are pleased that approximately 26 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.

This year we ended the year with a small surplus of just under \$9,000. In total we spent approximately \$665,000 and we received approximately \$673,000. I need to thank the diligent staff who worked hard to bring the end of year result in significantly ahead of the position that we were able to achieve in 2006.

For 2008 I am pleased to report that we are budgeting to make a surplus and to also increase the level of grants that we are able to give out.

The year has also been significant because of a number of board changes. Andrea Alexander stood down as a Board Member at the Annual General Meeting that was held in September. During the year Shelley Hanson and Luanne Belcourt joined the Board. At the Annual Meeting the Board increased its size to a maximum of 15 members and at that time Scott Clements, Charlotte Cote, Meredith Parker and Jim Thomas were also appointed. This brings our total Board size to 12 members. Later this year we will begin a search for the three additional members that will allow us to increase the Boards size to the maximum allowed of 15 members.

The Board of Potlatch Fund is indebted to the contribution that Andrea Alexander has made to its development and we sincerely wish her all the best for the future.

The Board members have all provided sterling service during the year and I am indebted for their contributions, dedication and support. The full list Board members is set out below:

Antone Minthorn (President)	Jim Thomas
Natalie Charley (Vice president)	Luanne Belcourt
Colleen Jollie (Secretary)	Scott Clements
Chandra Hampson (Treasurer)	Charlotte Cote
Kirby Jock (Executive Committee Member)	Shelley Hanson
John Chess	Meredith Parker

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 \$125,000 was raised. Gala expenses were approximately \$73,000 giving a net surplus for the event of \$52,000. Expenses include, prepayments for the 08 Gala and the write-off of income that was booked but not received for the 2005 Gala.



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 Fernandes (Co-chair) |
| Technical Assistance and Marketing Committees: | Lenora Trahant (Co-chair) |
| | Tara Hastings (Co-chair) |
| | Iris Friday (Co-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. Under Ken Gordon's leadership we have seen our trainings and workshop presentations increase by 300 percent and the number of people trained increase by nearly 800 percent. These are truly remarkable results, especially since 99 percent of this work has been undertaken by existing staff. I also wish to place on record my acknowledgement of our other staff:

- Dana Arviso (Finance and Evaluation Manager)
- Lawrence Leake (Office Manager), and
- Justin Finkbonner (Program Manager).

I also want to acknowledge Marc Taylor and RedWolf Pope who both took up roles with United Indians of All Tribes during the year, and have remained involved with Potlatch Fund as extremely valuable trainers and volunteers.

This is now my second 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.

2008 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. 2008 is the year that the potential of Potlatch Fund will be truly realized.

Antone Minthorn
President

Table of Contents

Chairperson's Report.....	2
Executive Director's Annual Report	4
Mission.....	6
Grant Programs.....	6
Canoe Journey & Community Building.....	7
Native Art & Leadership Honoring.....	8
Journey to Successful Fundraising	9
Program Partners & Circle of Wisdom.....	10
Board & Staff.....	11
Volunteers	12
2007 Gala.....	13
2007 Financials	14
2007 List of Supporters.....	16
2008 Training Calendar.....	18



Washington St. Senator, Claudia Kauffman
2007 Gala (photo by B. Charlo)

Executive Director's Annual Report



Tena Koutou

The national theme for 2008 is clearly one of change, and that was also clearly the theme for Potlatch Fund in 2007. In 2007 we changed the way we delivered our trainings which also allowed us to significantly increase those trainings. We changed our staffing lineup which allowed us to become more efficient. We had significant Board changes with a resulting influx of both new ideas and new energy. The one thing that we didn't change was our commitment 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 2007 we ran 30 trainings, presentation and workshops where nearly 600 people were trained on how to seek, receive and manage 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. We also produced a research report on the challenges for funding Indian Country and an article on how to work with indigenous communities.
- ◆ 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 Executive Director of Potlatch Fund I need to give sincere thanks to the Board Members, volunteers, donors and staff who enable us to continue to provide this diverse range of services. 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.

In 2008 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 continue the expanded training program in 2008 travelling to all four states in our region, providing a mix of different length courses, we will develop new curricula and also continue to provide our own financial empowerment/literacy training and non-profit start up trainings.
- ◆ Provision of education and research to funders – We will continue to work with funders to educate about structure, needs and issues in Indian Country.



Ken Gordon



Executive Director's Annual Report

- ◆ 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 2008, 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
Executive Director



Mission & Grant Programs



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. In 2008 Potlatch Fund's granting programs will give out approximately \$200,000. We are supported in this contributions by grants that we have received from the Bill & Melinda Gates Foundation, the Ford Foundation, The Meyer Memorial Trust, The Butler Foundation, and the W.K. Kellogg Foundation. Proceeds from our 2007 Gala will also support the 2008 Grant program.



Canoe Journey & Community Building Grants

2007 InterTribal Canoe Journey Grants

Amount Paid

Big House Canoe Family (Bellingham, WA)	\$600
Blue Heron Canoe (Kent, WA)	\$1,250
Cay-Uma-Wa Youth Services (Pendleton, WA)	\$1,500
Chinook Indian Nation (Chinook, WA)	\$1,000
Lower Elwha Klallam Tribe (Port Angeles, WA)	\$1,500
Makah Canoe Society (Neah Bay, WA)	\$1,500
Ohileqw - Sen Healing Center (Bellingham, WA)	\$1,500
Port Gamble S'Klallam (Kingston, WA)	\$1,000
Quileute Tribal Journey (La Push, WA)	\$1,500
Raven Canoe (Seattle, WA)	\$1,250
Samish Canoe Family (Anacortes, WA)	\$1,000
Spirit of the Raven Canoe (Suquamish, WA)	\$600
Swinomish Canoe Family (La Conner, WA)	\$1,000
The Carvers' Camp (Tacoma, WA)	\$1,000
The Suquamish Tribe (Suquamish, WA)	\$2,400
Tulalip Canoe Families (Tulalip, WA)	\$2,400
West Shore Canoe Family (Bellingham, WA)	\$1,000

Total	\$22,000
-------	----------

2007 Community Building Grants

Amount Paid

Allottees Association & Affiliated Tribes of the Quinault Reservation (Olympia, WA) For newsletters.	\$1,000
Autumn Rose Canoe Club (Bellingham, WA) For participation and equipment.	\$1,500
Big House Smokehouse Organization (Bellingham, WA) For preservation of facility.	\$500
Colville Confederated Tribes Head Start Program (Nespelem, WA) For Salish language instruction.	\$1,000
Confederated Tribes of the Umatilla Indian Reservation (Pendleton, OR) For archery training.	\$2,000
Haida Heritage Foundation (Seattle, WA) For Hydaburg Culture Camp.	\$1,000
Lower Elwha Klallam Tribe (Port Angeles, WA) For training of community members (<i>committed only</i>).	\$1,000
Native American Language Teacher Training Institute (Pablo, MT) For general support.	\$1,000
Nez Perce Arts Council (Lapwai, ID) For general support.	\$1,500
Nisqually Indian Tribe Culture Program (Olympia, WA) For general support.	\$2,000
Nooksack Planning Department (Deming, WA) For general support.	\$2,500
Northwest Native American Basketweavers Association (Seattle, WA) For general support.	\$2,000
Painted Sky (Portland, OR) For general operations and programs.	\$2,000
Port Gamble S'Skallam Foundation (Kingston, WA) For a tribal Veterans Memorial.	\$1,500
Red Eagle SOARING (Seattle, WA) For general support.	\$1,000
Squaxin Island Museum Library and Research Center (Shelton, WA) For cultural teachings.	\$2,000
St'al-sqil-xw (Inchelium, WA) For general support.	\$1,000
Stillaguamish Tribe of Indians (Arlington, WA) For language, culture and natural resources instruction.	\$3,000
The Confederated Tribes & Bands of the Yakama Nation (Toppenish, WA) For Youth Entrepreneur Camp.	\$2,500
Tlingit & Haida Indian Tribes of Alaska - Washington Chapter (Seattle, WA) For a Culture Fair.	\$350
Washington Aleut Dance Education (WADE) (Bellingham, WA) For a culture camp.	\$1,500
Western Coalition of Alaska Natives (WeCAN) (Seattle, WA) For general support.	\$2,000

Total	\$33,850
-------	----------

2007 Mini Grants

Amount Paid

Pacific Northwest Aleut Council (Seattle, WA) For general support.	\$500
The Tulalip Tribes (Tulalip, WA) For logo design: Hibulb Museum.	\$500
White Swan Arts & Recreation Committee (White Swan, WA) For general support.	\$500
The Confederated Tribes & Bands of the Yakama Nation (Toppenish, WA) For Coyote Tales: oral traditions.	\$500

Total	\$2,000
-------	---------

Native Art & Leadership Honoring Grants



2007 Native Art Grants

	Amount Committed	Amount Paid	Balance to pay
Big Arm, Dayton & Elmo Community Committee (Elmo, MT) For residing of the Ksukqali-nam Artist Co-op.	\$3,500	\$1,750	\$1,750
Brett Wagner (Browning, MT) For painting and display of art works.	\$1,000	\$500	\$500
Chuck Williams / American West Archives (The Dalles, OR) For 2009 version of the "Undamned River People" Calendar.	\$1,000	\$500	\$500
Coup Marks Cooperative (Ronan, MT) For marketing and promotional materials.	\$3,000	\$1,500	\$1,500
Dara Dickinson (Willamina, OR) For equipment, tools, and supplies.	\$1,000	\$500	\$500
Duwamish Tribal Services (Seattle, WA) For art design for the new Duwamish Longhouse & Cultural Center.	\$4,000	\$2,000	\$2,000
Earle Thompson Media Lab at Chief Seattle Club (Seattle, WA) For the establishment of a media lab at the Chief Seattle Club.	\$1,500	\$750	\$750
Floyd Jones & Jake Jones (Kingston, WA) For a Native American Story Pole at Wolfle Elementary School.	\$3,500	\$3,500	
Gene Tagaban (Ferndale, WA) For video production.	\$2,500	\$1,250	\$1,250
Kalispel Tribe of Indians (Usk, WA) For illustration of 10 Kalispel traditional stories.	\$1,000	\$500	\$500
LaRae Wiley (Chewelah, WA) For production of songs in Nselxcin heritage language.	\$2,500	\$1,250	\$1,250
Lisa Brown / Native Creations (Siletz, OR) For operating costs.	\$500		\$500
Matika Wilbur Photography (La Conner, WA) For a photography project.	\$500		\$500
Morgan Strang (Powers, OR) For Fetal Alcohol Syndrome Awareness Day.	\$500	\$500	
Northwest Indian College (Bellingham, WA) For the Weavers Teaching Weavers Conference & Native Arts Sale Day.	\$4,000	\$2,000	\$2,000
Pat Courtney Gold (Scappoose, OR) For filming of the Northwest Native Basketweavers.	\$2,500	\$1,250	\$1,250
Sondra Simone Segundo (Seattle, WA) For publication of a children's book "Killer Whale Eyes".	\$3,000	\$3,000	
Tulip Tribal Art Manufacturing & Training Center (Tulip, WA) For training is Coast Salish carving techniques.	\$1,000	\$500	\$500
Yakama Nation Museum (Toppenish, WA) For a Plateau Basket Weaving Conference.	\$1,000		\$1,000
Totals	\$37,500	\$21,250	\$16,250



John Halliday



Janeen Comenote



Claudia Kauffman



Bob Kelly



Ryan Wilson

2007 Leadership Honoring

	Amount Paid
Economic Development <i>named in honor of Antone Minthorn:</i>	John Halliday \$500
Cultural Preservation <i>named in honor of Fran James:</i>	Janeen Comenote \$500
Civic Participation <i>named in honor of Pearl Capoeman-Baller:</i>	Claudia Kauffman \$500
Natural Resource Protection <i>named in honor of Billy Frank, Jr.:</i>	Bob Kelly
Education <i>named in honor of Patricia Whitefoot:</i>	Ryan Wilson
Total	\$1,500



Journey to Successful Fundraising



The Journey to Successful Fundraising workshops are a first step to help groups become more successful with their fundraising.

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.

In 2007 we prepared and ran our first programs on non-profit financial management and how to establish a non-profit. These new programs will continue in 2008 and we will again expand our offerings with a general planning workshop and a media management workshop. In 2007 we also received funding from First Nations Development Institute to support six young native leaders to improve their management capacity.

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

Association of Small Foundations

Grantmakers in the Arts

Native Americans in Philanthropy

National Committee for Responsive Philanthropy

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
Luanne Belcourt (Chippewa Cree)
Natalie Charley (Quinault), Vice-President
John Chess
Scott Clements
Charlotte Cote (Nuu-chah-nulth)
Shelly Hanson (Grand Ronde)
Chandra Hampson (Winnebago/White Earth Chippewa), Treasurer
Colleen Jollie (Turtle Mountain Chippewa), Secretary
Kirby Jock (Mohawk/Iroquois), Officer at Large
Meredith Parker (Makah)
Jim Thomas (Tlingit)
Jeff Pile (Board Intern)



Staff

Dana Arviso (Navajo), Finance and Evaluation Manager
Ken Gordon, Executive Director
Justin Finkbonner (Lummi), Program Coordinator
Lawrence Leake, Office Manager

Committee Chairs

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

Volunteers



2007 Volunteers

Alex Mendoza

Art Ribail, Ribail, Stauffer & Associates PLLC

Aurolyn Stwyer (Warm Springs)

Bridget Ray (Turtle Mountain Chippewa),
SparrowHawk Consulting Company

Celine Cloquet-Vogler (Cowlitz), WSDOT Northwest Region

Chenoa Egawa

Cherie Ike (Te-Moak Tribe of Western Shoshone),
Columbia River InterTribal Fish Commission

Chholing Taha (Cree/Oneida/Seneca), Shawl Lady dot Com

Dawn Houle (Quinalt)

Elizabeth Hikida

Iris Friday (Tlingit), Native Action Network

Jeff Smith (Makah), American Friends Service Committee

Jennifer Sanscrainte, Short Cressman & Burgess PLLC

Jenn Brandon, Community Voice Mail

Jolene Atencio (Warm Springs),
Confederated Tribes of Warm Springs

Jill Arnow, Community Activist/ Artist

Judy de Barros, Nonprofit Assistance Center

Kim Teraberry, Starbucks

Lenora Trahant (Navajo)

Liz Woody (Warm Springs/Wasco-Navajo), Ecotrust

Marc Taylor (Lummi),

United Indians of All Tribes Foundation

Mary Lou Salter (Suquamish)

Michelle Campobasso (Colville)

Nina Butler (Lummi), Chief Seattle Club

Perri McDaniel (Grand Ronde)

Preston Singletary

RedWolf Pope (Western Shoshone),

United Indians of All Tribes Foundation

Renco and Yukako Leake

Rodger Fernandes (Lower Elwha Klallam)

Susan Balbas (Cherokee)

Southwind Native American Foundation

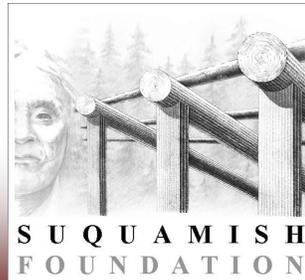
Tara Hastings, Washington Mutual

Tracy Rector, Longhouse Media/Native Lens

Victorah Arsenian, Northwest Native Business Today



2007 Gala



Philanthropists of the Year

Each year Potlatch Fund recognizes individuals or organizations who have done something extra-ordinary to support philanthropy within the Northwest and within Indian Country.

This year the award was presented jointly to:

- ◆ The Suquamish Foundation.
- ◆ The Spirit Mountain Community Fund.

These two foundations were recognized because of the way that they have worked to establish clear giving structures, the strategic directions that they have established and because they have both reached out to ensure that that their communities are being made stronger.

The Suquamish Foundation is a 501(c)(3) non-profit chartered by the Suquamish Tribe. The Foundation's mission is to build on the Tribe's ancestral vision to enhance culture, education, environment and physical wellbeing of the Tribe and the greater Suquamish community.

The Spirit Mountain Community Fund's focus is to improve the quality of life in Northwest Oregon through community investments that provide lasting benefits consistent with the Tribes culture and values.

Key Note Performer - Jana

This year's key note performer Jana had people tapping their toes at this year's Gala. Grammy winner and Grammy nominee Jana wowed the audience with a mix of traditional and modern songs, and with her recent video "The Enlightened Time". For her video she was joined on stage by traditional dancers from the Red Eagle Soaring Dance group. The Red Eagle Soaring dancers returned for the final songs and were also joined on stage by our intrepid MC Jim Thomas.



Our Intrepid MC - Jim Thomas

Jim Thomas was the highlight of this year's Gala. He regaled the audience with tales of Eagles and Ravens, had people rolling with laughter about ED Ken Gordon's accent, and backed up by drummers from Red Eagle Soaring helped to raise a surplus of over \$60,000. As Jim talked about the importance of Potlatch Fund's work, Potlatch Fund held its first ever Potlatch and hundreds of donations and pledges were given to support our work in 2008. Many of these donations and pledges will be matched by the W. K. Kellogg Foundation which sets us up well for 2008.

2007 Profit & Loss



Profit & Loss Budget vs. Actual

January 2005 through December 2007

	Jan - Dec 05	Jan - Dec 06	Jan—Dec 07	Budget
Income				
Contributions	\$82,182	\$111,322	\$50,533	\$90,000
Event Sponsorship	\$71,050	\$30,700	\$60,200	\$70,000
Event Ticket Sales	\$8,885	\$33,090	\$33,510	\$40,000
Fee for Service	\$6,176	\$1,225	\$11,028	\$15,000
Grants	\$457,700	\$303,000	\$501,542	\$650,000
Interest	\$2,692	\$2,201	\$3,684	\$4,000
Reimbursements	\$5,842	\$18,194	\$12,886	\$0
Total Income	\$634,528	\$499,733	\$673,383	\$869,000
Dues & Memberships	\$1,181	\$4,450	\$3,836	\$4,000
Finance/Bank Charges	\$881	\$688	\$633	\$1,000
Food & Entertainment	\$31,637	\$48,328	\$14,577	\$5,000
Gala	-	-	\$61,240	\$75,000
Gifts and Honorariums	\$13,023	\$1,644	\$2,530	\$5,000
Grant making	\$92,555	\$122,375	\$81,958*	\$150,000
Insurance	\$1,951	\$2,080	\$2,422	\$7,500
Marketing & Public Relations	\$1,526	\$2,752	\$632	\$4,500
Meetings & Conferences	\$34,937	\$3,457	\$6,358	\$7,500
Office Eqmt & Software	\$4,458	\$1,288	\$12,927	\$1,500
Payroll Expenses	\$213,032	\$213,292	\$334,165	\$330,000
Postage & Delivery	\$2,149	\$2,822	\$4,829	\$6,500
Printing & Reproduction	\$21,477	\$18,902	\$9,533	\$3,000
Professional Fees	\$90,488	\$117,320	\$32,663	\$25,000
Rent	\$30,140	\$42,255	\$29,282	\$33,000
Sponsorships	\$1,750	\$500	\$650	\$0
Staff Training	\$750	\$105	\$2,687	\$2,500
Supplies	\$8,655	\$8,832	\$13,970	\$10,000
Telecommunication	\$9,120	\$11,653	\$7,842	\$13,000
Travel	\$43,696	\$35,275	\$41,916	\$35,000
	\$603,404	\$638,018	\$664,650	\$719,000
Expense	\$31,124	(\$138,285)	\$8,734	\$150,000

* Actual Grant making in 2007 was \$95,350.

The number shown here reflects the cancellation / repayment of previous year's commitments / grants.

Note: Total sums vary slightly due to rounding

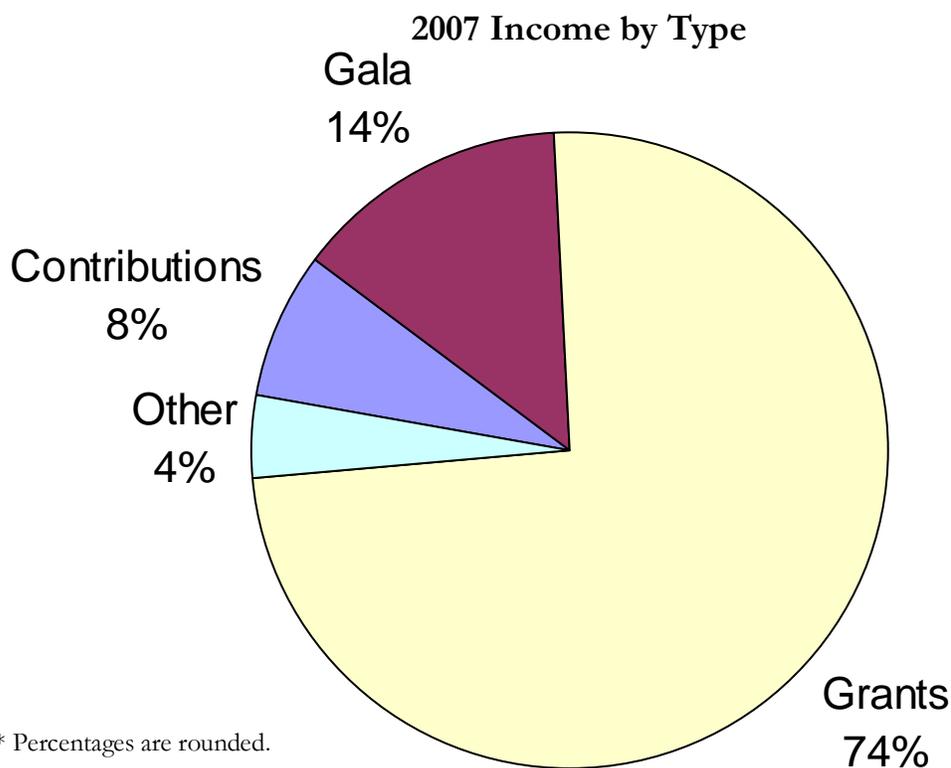


2007 Balance Sheet

Consolidated Balance Sheet

Year ending December 31, 2007

ASSETS	2005	2006	2007
Cash	342,300	116,706	150,054
Grants, Notes and Accounts Receivable	34,644	106,408	100,912
Fixed Assets	5,184	5,184	6,898
Total Assets	\$382,128	\$228,298	\$257,865
LIABILITIES & EQUITY			
Accounts and Grants Payable	23,700	20,761	26,245
Other Liabilities	4,525	(8,081)	7,248
Total Liabilities	\$28,225	\$12,680	\$33,512
Retained Earnings	322,780	353,903	215,617
Net Income	31,124	(138,285)	8,734
Total Equity	\$353,903	\$215,618	\$224,352
Total Liabilities & Equity	\$382,128	\$228,298	\$257,865



* Percentages are rounded.

2007 List of Supporters



Tribes

Confederated Tribes of the Siletz
Confederated Tribes of the Umatilla
Cowlitz Indian Tribe
Jamestown S'Klallam Tribe
Lower Elwha Klallam Tribe
Lummi Indian Business Council
Lummi Nation Services Organization
Makah Tribal Nation
Muckleshoot Indian Tribe
Port Gamble S'Klallam Tribe
Quinalt Corporate Enterprises
Spirit Mountain Community Fund
Squaxin Island Tribe
Squaxin Island Tribe
Suquamish Indian Tribe
Tulalip Tribes Charitable Fund
Tulalip Tribes of Washington

Foundations

Bill & Melinda Gates Foundation
Boeing Company
Butler Foundation
First Nations Development Institute
Ford Foundation
Greater Everett Community Foundation
Hugh & Jane Ferguson Foundation
WK Kellogg Foundation
M J Murdock
Marguerite Casey Foundation
Meyer Memorial Turst
Norcliffe Foundation
Paul G. Allen Foundation
Tides Foundation
The Seattle Foundation

Organizations

American Friends Service Committee
Bethany United Church of Christ
Indian Law Resource Center
Native American Youth & Family Center
Native Americans in Philanthropy
Nonprofit Assistance Center
Northwest Indian College Foundation
NW Native American Basketweavers Assoc.
Olympic Coast Investment Inc.
Red Eagle Soaring
Salish Kootenai College
The 13th Regional Heritage Foundation
Washington Mutual Foundation
Western Coalition of Alaska Natives

Corporations

Bateman Consulting, LLC
Clements Partners, LLC

DML Insurance Services
Foss Maritime
Microsoft Giving Campaign
Morisset, Sclusser, Jozwiak & McGaw
Nielsen Company
POWTEC
Ridolfi, Inc
Spectra Communications, Inc.
The Legacy Ltd.
United Indians of All Tribes
Washington Mutual Foundation
Williams Kastner

Individuals

All those who wish to remain anonymous
A. Celia Takekawa
Ada Cole
Alan and Andrea Rabinowitz
Alesha Black
Alexandra Harmon & James Douglas
Anna Kakos
Anne Xuan Clark
Antone Minthorn (Board Member)
Audrey Gray
Batur & Lauren Oktay
Ben Thomas
Beth Castro
Bill & Debbie Cole
Brooke Pinkham
Caitlin Moughon
Callie Ridolfi
Carolee Morris
Casey Grannis & Melody Spidell
Caterina Johnston-Goodstar
Cathleen Taylor
Cathy Pelzel
Celine Cloquet-Vogler
Chad & Kristen Smith
Chad T. Lewis
Chandra Hampson (Board Member) & Christopher Shanon
Charles Durham
Charlotte Cote (Board Member)
Cheryl Crazy Bull
Chip Lazenby
Chris Smith
Christopher Shainin & Hope Wechkin
Creon Thorne & Chris Tobar-Dupres
David & Laurel Stitzhal
David Socha & Caroline Socha
Davina Greive
Debra Ross
Denise Stiffarm
Denise Tagas
Denny Hurtado
Don Chalmers



2007 List of Supporters (Cont)

Douglas Macdonald
Edmund Sherman
Edwin and Tatiana Bendixen
Elaine Nonneman
Elizabeth Whitford
Ellen Ferguson
Erin Shades
Ernie Vargas
G.I. James
Gail Miller
Gale Morris
Georgette Mendez
Harold Ashton
Irene Miller
Jackie Cook
Jackie Jacobs
Jacqueline Ettinger
Jeff Pile (Board Intern)
Jim & Tyson Halliday
Jo Ann O'Connor
John and Maria Mc Intyre
John Chess (Board Member)
John E Campbell
John Holliday and Tobi Iverson
John Vogelsang
Judy & Paul De Barros
June Sherar
Karin Olson Rogers
Katrin Wilde
Ken Gordon (Staff member) and Jenn Brandon
Kimberly Craven
Kimberly Teraberry
Kira Druyan & Joel Walker
Kirby Jock (Board Member)
Kluane Baer
Kristine Olson
Laura Pierce
Laverne & Roger Wise
Lawrence Spotted Bird
Les Swanson
Marc Taylor (Staff member)
Marilyn & Doug Wandrey
Mark Ufkes & Lois Schipper
Martha Sands
Marty Argel-Laronal
Marty Sands
Mary and Chris McNeil
Meredith Edwards
Meredith Parker (Board Member)
Michael Burton & Allison Hamilton
Michael Tulee
Michael Verchot
Michelle & Doug Hansen
Michelle Campabasso
Millie & Robert Kennedy
Monica Hall
Neil E McCaw
Nichole Leigh
Nichole Maher
Noah & Nikki Brumbley
Nora Colleen Jollie (Board Member)
Norine Hin
Patricia Whitefoot
Patti Gobin & Mike Alva
Paul W. Chavez
Peter & Jennifer McIntyre Cole
Peter Magurean III
Phillip Martin
Preston Singletary
Ralph W LeDrew
Randy Ross
Reatha & Keith Tom
Rebecca Bendixen
Rhonda Sunae
Richard & Rissa McCollough
Rodney & Heike Wolfe
Ruth Little
S. Young
Sarah Works
Scott Clements (Board Member)
Sean Dyers
Shelley Hanson (Board Member)
Sheryl FryBerg
Stephen & Sandell Reichard
Steve & Tricia Trainer
Sung-Eun Choi and Erik Hendriks
Tara Hastings
Terry Cross
Terry Smith
Theresa Maresca & Michael Grijalva
Tim Otani
Timothy & Janet Rohleder
Tom & Judy Leask Gothrie
Tracy Hughes & Taylor AaWik
Vaughnetta J. Barton
Vincent & Helyn Jameson
William & Claudia Stelle

2008 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 Northwest Indian Country

Date:	Destination/ Event:	Training:	Trainers:
Jan 17-18	Warm Springs, OR	JSF workshop	Justin & Ken
Jan 24	ATNI, Yakima, WA	Meet the Funders	Justin & Ken
Feb 7-8	Potlatch Fund, Seattle, WA	Non-profit Creation	RedWolf & Ken
Mar 20-21	Quileute, WA	JSF workshop	Justin & Lawrence
Apr 17-18	Kootenai, ID	JSF workshop	Justin & Lawrence
Apr 28-29	Warm Springs, OR	Funders' Tour	Justin & Ken
May 3	Native Americans in Philanthropy Conference, Washington, DC	Short JSF Workshop	Justin & Ken
May 12-15	ATNI, Chehalis	JSF workshop	TBD
May 21-22	Fort Peck, MT	JSF workshop	Justin & Ken
Jun 19-20	Fort Belknap, MT	JSF workshop	Justin & Dana
Jul 17-18	Kalispel, WA	JSF workshop	Justin & Ken
Jul 24-25	Missoula, MT	Financial Management	Ken & Dana
Aug 21-22	Nez Perce, ID	JSF workshop	Justin & Ken
Sep 11-12	Portland, OR	Financial Management	Justin & Dana
Sep 22-24	ATNI, Umatilla, OR	JSF workshop	Justin
Sep 25-26	Umatilla, OR	JSF workshop	Justin & Lawrence
Oct 16-17	Potlatch Fund, Seattle, WA	JSF workshop	Justin & Ken
Nov 6-7	Potlatch Fund, Seattle, WA	Financial Management	Dana & Ken
Nov 20-21	Cow Creek, OR	JSF workshop	Justin and Ken
Dec 18-19	Crow, MT	JSF workshop	Justin & Lawrence

Trainers: Justin Finkbonner (Lummi), Dana Arviso (Navajo), Marc Taylor (Lummi), Redwolf Pope (Western Shoshone), Lawrence Leake (Office Manager) and Ken Gordon (Executive Director)

****Schedule is subject to change****

Save the Date!

Saturday, November 15, 2008

Potlatch Fund Fifth Annual Gala

Reception 5~7pm; Dinner 7~9pm

Grand Hyatt Hotel

721 Pine St.; Seattle, Washington 98101

Pura Fe — 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

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!