



Desert Blooms: Nourishing Future Abundance Through Investment

Strengthening the Indigenous Arts Ecology

Innovations in Support Artists in Rural and Urban Communities



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Hosted by First Peoples Fund's Native Arts Ecology Building (NAEB) Grant Program



First Peoples Fund's Mission Statement

We honor and support the Collective Spirit of First Peoples artists and culture bearers. By supporting artists and culture bearers, First Peoples Fund helps Native communities heal and thrive. Collectively, we approach our work with rootedness, intuition, listening, humility and deep relationships.



Introductions



9th Annual Native CDFI



Capital Access Convening

Facilitator: Lara Evans



- Lara Evans, Vice President, Programs at First Peoples Fund
- Lara is s a scholar, curator, artist, and enrolled member of the Cherokee Nation
- Ph.D. in art history at the University of New Mexico in 2005, specializing in contemporary Native American art.
- Guided the IAIA Artist-in-Residence Program from its inception in 2015 into its eventual growth into the IAIA Research Center for Contemporary Native Arts



Panelist: Lakota Vogel



- Executive Director at Four Bands, a Native CDFI located in Eagle Butte, SD on the Cheyenne River Sioux Reservation
- A graduate of Notre Dame and Washington University
- The NCAIED named Lakota as part of its “Native American 40 Under 40” in 2018
- Sits on the Federal Reserve Bank of Minneapolis’ board of directors



Panelist: Rory Taylor



- Director of Development and Partnerships at Mni Sota Fund, an urban Native CDFI based in Minneapolis
- Co-founder and founding executive director of the Indigenous Lacrosse Alliance
- Fulbright Scholar at Waipapa Taumata Rau in New Zealand



Panelist: Kerry Shàbi



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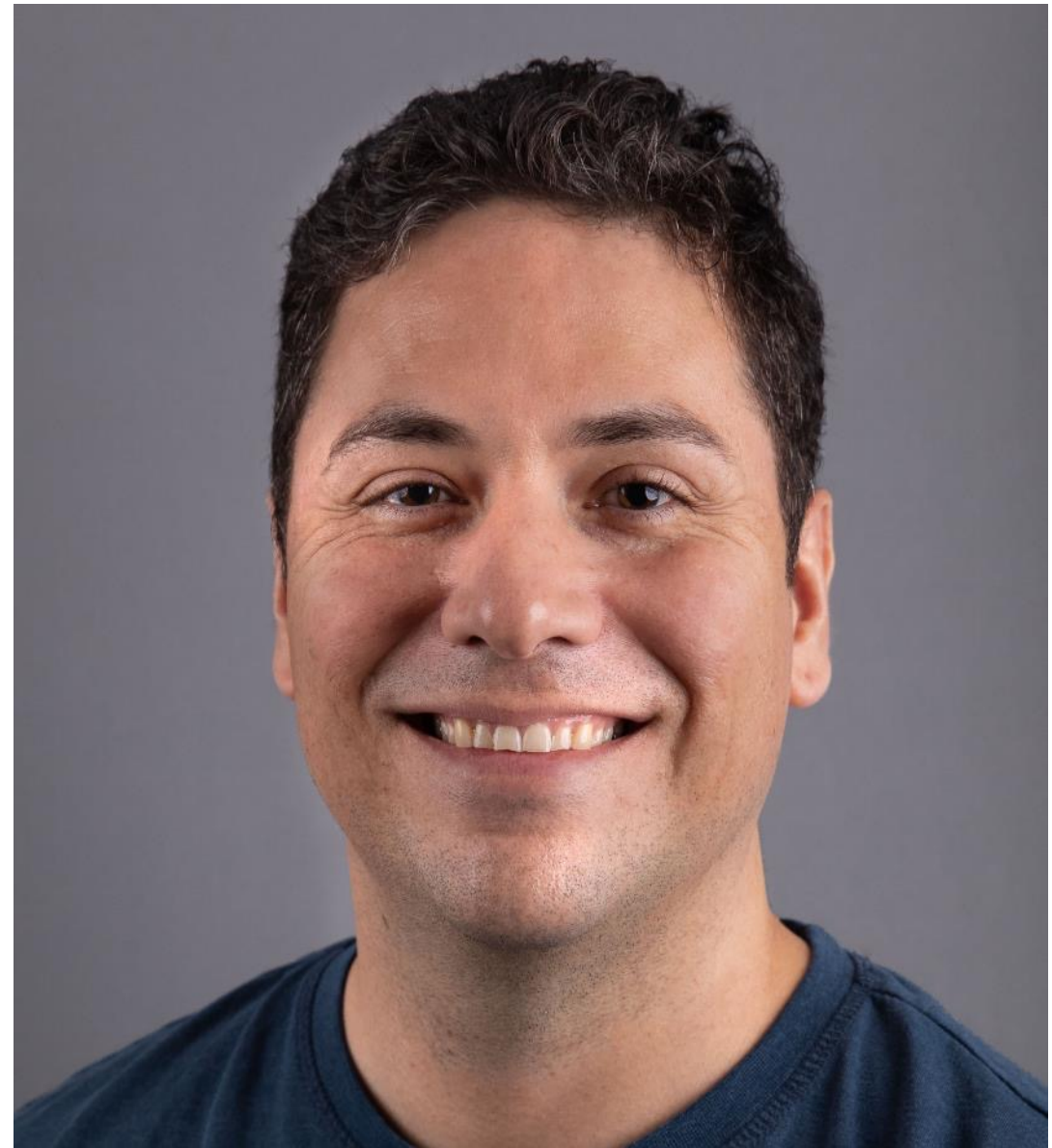
- Executive Director at Montana Native Growth Fund on the Fort Belknap Indian Reservation
- Oversees the day-to-day operations and management of staff
- Provides long-range strategy and development for the growth of MNGF's program & services
- Kerry has 8 years of experience in loan management
- Enrolled tribal member of the Aaniih Tribe



Panel Support Ryan Parker



- Program Manager, Community Development at First Peoples Fund
- Northern Cheyenne from Lame Deer, MT
- Manages the Native Arts Ecology Grant Building (NAEB) program, an arts-focused grant program for Native CDFIs
- With a BA in Community Development from Portland State University, Ryan has worked in the nonprofit field for 15 years.



Native Arts Ecology Building Grant Program

- The Native Arts Ecology Building Grant (NAEB) is a powerful tool that enables us to extend our impact beyond individual artists by supporting Native nonprofit organizations, including Native CDFIs and cultural arts organizations in their efforts to uplift Native artists in their communities.



Indigenous Arts Ecology



- The Indigenous Arts Ecology is a relationship-based, collective system of arts ecosystems grounded in ancestral knowledge and is inclusive of environments, spirit, people and lifeways.
- Indigenous arts ecosystems are local or regional communities of individuals, formal and informal networks, resources, cultural infrastructure, and organizations and businesses.
- These communities interact as a system and provide support to Indigenous artists and culture bearers.
- Indigenous arts ecosystems are led by the artists and culture bearers whose art and lives embody the values, traditions and aspirations of their communities.

Panelist Presentations



- FPF asked our partners to share an arts-focused project they have undertaken to strengthen their community's Indigenous Arts Ecology
- Four Bands utilized its grant to help build the arts, culture, and tourism on the Cheyenne River Reservation
- Mni Sota Fund used its grant to start a fellowship program for Native artists
- Montana Native Growth Fund is making strides by promoting entrepreneurship in the arts and the Native fashion

Four Bands Community Fund

- The Cheyenne River Reservation is rich in art, culture, and natural beauty
- Yet several barriers are faced in fully tapping these markets
- As a result, Four Bands is focusing on capacity building for individuals and businesses, while implementing a marketing plan to draw in visitors



Four Bands

- Build economic layers to support successful future growth
- Build capacity of local art entrepreneurs
- Provide resources & capital for small businesses
- Utilize Four Bands' Indigenous Arts Ecosystem



Four Bands

- Foster regional and statewide partnerships
- Develop and implement a marketing campaign
- Provide resources & capital for small businesses
- Utilize Four Bands' Indigenous Arts Ecosystem

City of Eagle Butte, Four Bands Community Fund, and State Bank of Eagle Butte are pleased to bring you

8TH ANNUAL **Art** 
IN THE PARK

 July 16, 2021 | 9:00am - 4:00pm
Shupick City Park | Eagle Butte, SD

PERFORMING ARTS | CULTURAL ARTS | FINE ARTS
 FOOD | FUN | FREE KID ACTIVITIES

VENDOR BOOTHS
Booth space is available and costs \$15/table. All artisan vendors welcome!

MORE INFORMATION
Call Sheila Ganje at 964-8783 or Lacey Turning Heart at 964-3687.

Event is **FREE** to the public!
This is a drug & alcohol free event.



Rory Taylor | Mni Sota Fund



Ozhigin Fellowship



What is Ozhigin?



Ozhigin – Formation of Growth

OJIBWE: /ozhigin-/: /oN-/
arrange, form ; /-gin/ it
grows

Ozhigin is a fellowship for Native artists in Minnesota interested in creating or expanding an arts-based business.

Mni Sota Fund Intro

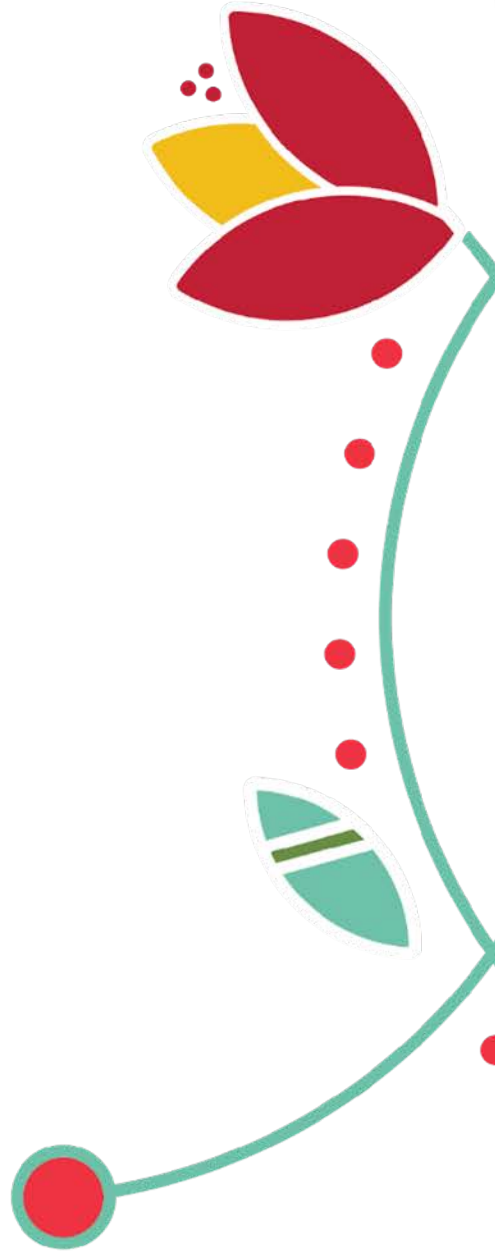
- **Native CDFI based in Twin Cities.**
 - Focused on urban Indian community at present, but we work statewide.
- **Founded in 2011, but we became a CDFI in 2019.**
- **Our core services:**
 - Loan Fund
 - Financial Wellness Education
 - Asset-Building Services (Business Lab & First-Time Homebuying)

What is Ozhigin?



- **Technical Training:** Artists receive guidance on bookkeeping, tax preparation, legal considerations, and grant writing to enhance their business skills.
- **Community Collaboration:** Participants engage in creative practice sessions with a mentor and collaborate within the Indigenous arts community to foster artistic growth and network building.
- **Operational Funding:** The fellowship provides operational funding to support artists in developing and executing their creative projects and ideas.

Ozhigin History



- Started as a general business fellowship.
- Recognized need to build *confidence* and *community* among clients and others in our work.
- Allowed us to package services in a unique way – bookkeeping, grants, TA.

Ozhigin History

2021: Cohort #1 General Business

2022: Cohort #2 General Business

2023: Cohort #3 Arts-Based



Why the Switch?

- ❑ Majority of business ideas in Cohort #1/#2 were arts-based businesses.
- ❑ Survey feedback noted that arts-businesses were excluded in larger Twin Cities arts industry.
- ❑ Arts-businesses were critical not just to economic development, but cultural development.



What's Next

Semester-Based Program

Concept Design

- **TA Classes**
- **Refine concept idea w/ Mentor.**
- **Build business plan for pitch showcase.**
- **Grant (5-10k)**

Concept Execute

- **Execute business plan.**
- **Utilize free services i.e. bookkeeping.**
- **Engage in monthly classes and mentor check-ins.**
- **End-of-year showcase and celebration.**

Logic Model – Program Implementation MSF

Resources	Activities	Outputs	Short- and Long-Term Outcomes	Impact
<p><i>In order to accomplish our set of activities we will need the following:</i></p>	<p><i>In order to address our problem or asset we will accomplish the following activities:</i></p>	<p><i>We expect that once accomplished these activities will produce the following evidence or service delivery:</i></p>	<p><i>We expect that if accomplished these activities will lead to the following changes in 1-3 then 4-6 years:</i></p>	<p><i>We expect that if accomplished these activities will lead to the following changes in 7-10 years:</i></p>
<ul style="list-style-type: none"> -Consistent track record of technical assistance to businesses. -Revolving loan fund that does consistent volume of commercial loans. -Significant ecosystem of (Native) arts funding and activism. -Community trust of arts stewardship i.e. people trust us with their ideas/experiences. 	<ul style="list-style-type: none"> -Technical assistance to arts-based businesses on basic business formation and concepts. -Intentional additional TA services to help support client needs i.e. bookkeeping. -Grants to cover initial startup costs and experimentation. -Organization-led cohort sessions focused on peer learning and connectivity. -Mentorship from community artists and business partners. -External site visits to Native arts ecosystem institutions to build networking in Twin Cities/Minnesota. 	<ul style="list-style-type: none"> -Increased knowledge of business formation and administration for arts fellows. -Increased network both peer to peer and with funding sources for future work. -Executed six-month 'pilot' of business plan. -Established arts-business mentorship between mentor and arts fellow. -Arts business will be considered 'loan-ready' for potential growth-stage idea. 	<ul style="list-style-type: none"> -Increase in number of Native arts & culture businesses in Twin Cities/Minnesota. -Increase in community organization and knowledge of business formation and administration. -Increase in # of arts-based business institutions (temporal/permanent) i.e. marketplaces. -Increase in MSF loans to arts-based business both in volume/dollar amount. -Expansion of MSF-based Ozhigin Fellowship to accommodate deeper learning and larger group(s). 	<ul style="list-style-type: none"> -Robust ecosystem of Native arts businesses, training institutions, and arts infrastructure on American Indian Cultural Corridor. -Expanded size of various arts businesses based on previous growth i.e. staff size, revenue, etc. -Growth as Twin Cities as regional convening site for arts-based businesses in Minnesota and Upper Midwest.



Kerry Shàbi | Montana Native Growth Fund



Fort Belknap Business Symposium And Fashion Show



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Resources

- MONTANA NATIVE GROWTH FUND
- AANIHH NAKODA COLLEGE
- STATE OF MONTANA- INDIAN COUNTRY PROGRAMS



Activities

- Free Business Symposium
- Fashion Show
- 2 day-Vendor Market
- Networking
- Free Marketing for small businesses



Outputs

- Initiate Business Development
- Identify available resources within or in close proximity to our reservation
- Execute Business Startups
- Establish a community event to provide support for local artisans interested in the Fashion Industry
- Provide mentorship to local designers with their first fashion show
- Connect startups with resources
- Networking
- Free Marketing for small businesses



Short and Long Term Goals

- Increase the number of native owned businesses in the State of MT
- Identify available resources for small businesses located on reservations
- Provide TA to Business Startups and expansions
- Establish community markets to provide support for local artisans
- Create positive relationships through mentorships
- In 5 years, we will have a Business Incubator on the reservation



Impacts

- 8 Native Designers have stepped into the fashion industry.
- 50% of the Native models participated in the Fashion show have submitted model calls at future shows
- 7 Business Startups have registered for MNGF Entrepreneurship workshops
- MNGF received \$20,000 grant from the State of Montana IEF to provide support to Native owned businesses on the Fort Belknap Indian Reservation



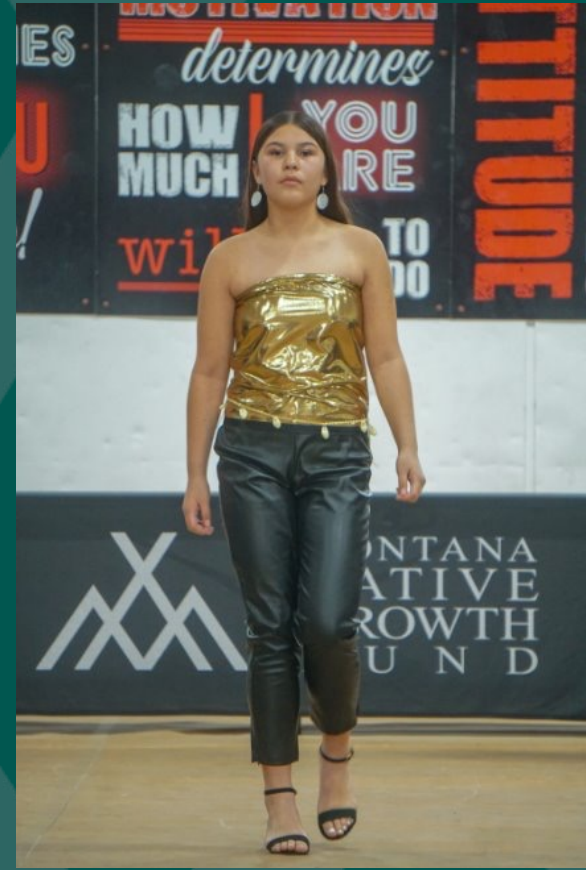
FASHION SHOW



FASHION SHOW



FASHION SHOW



FASHION SHOW



FASHION SHOW



MONTANA NATIVE GROWTH FUND Logic Model – Program Implementation Template

Resources	Activities	Outputs	Short- and Long-Term Outcomes	Impact
<p><i>In order to accomplish our set of activities we will need the following:</i></p>	<p><i>In order to address our problem or asset we will accomplish the following activities:</i></p>	<p><i>We expect that once accomplished these activities will produce the following evidence or service delivery:</i></p>	<p><i>We expect that if accomplished these activities will lead to the following changes in 1-3 then 4-6 years:</i></p>	<p><i>We expect that if accomplished these activities will lead to the following changes in 7-10 years:</i></p>
<ul style="list-style-type: none"> • Initial implementation plan for the Fort Belknap Business Symposium and Fashion event with ANC. • Secure funding for the event • MNGF Business Development Coordinator, Cora Chandler owns the production business, Cora K Productions • EVENT Budget • Collaborators for the event contacted (Kasey Nicholson, Angela Howe, Brocade Black Eagle, Luke Robinson) 	<ul style="list-style-type: none"> • Launch event flyer to the public. • Coordinators schedule weekly planning meetings. • Secure venue Red Whip Gym for the fashion show. ANC will provide a venue for Business Symposium • Design business start-up presentation for the business symposium. • Design event flyer. • Designer call • Vendor call 	<ul style="list-style-type: none"> • Initiate Business Development • Identify available resources within or in close proximity to our reservation • Execute Business Startups • Establish a community event to provide support for local artisans interested in the Fashion Industry • Provide mentorship to local designers with their first fashion show • Connect startups with resources • Networking • Free Marketing for small businesses 	<ul style="list-style-type: none"> • Increase the number of native owned businesses in the State of MT • Identify available resources for small businesses located on reservations • Provide TA to Business Startups and expansions • Establish community markets to provide support for local artisans • Create positive relationships through mentorships • In 5 years, we will have a Business Incubator on the reservation 	<ul style="list-style-type: none"> • 8 Native Designers have stepped into the fashion industry. • 50% of the Native models participated in the Fashion show have submitted model calls at future shows • 7 Business Startups have registered for MNGF Entrepreneurship workshops • MNGF received \$20,000 grant from the State of Montana IEF to provide support to Native-owned businesses on the Fort Belknap Indian Reservation



Q&A Session

- An opportunity to inquire more deeply into how each organization implemented its arts-focused programming
- Please feel free to ask questions of the panelists!



Logic Model Group Exercise

- Please split into small groups
- Pick a tablemate who is with a Native CDFI
- Discuss how their CDFI can better support artists in their community
- Fill out the logic model template provided
- Two-minute share out from each group



Thank you!

- Lakota Vogel: Lakota@fourbands.org
- Rory Taylor: Rory@mnisotafund.org
- Kerry Shabi: Kerry@nativegrowthfund.org

- Lara Evans: Lara@firstpeoplesfund.org
- Ryan Parker: Ryan@firstpeoplesfund.org



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