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PROSPECT DEVELOPMENT 2023 !!

August 28-31 | Indianapolis, Indiana | JW Marriott Indianapolis



PROSPECTING IN INDIAN COUNTRY

A Longitudinal Understanding of Tribal Nations in
Research



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OSAGE LANGUAGE EXERCISE

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OSAGE LANGUAGE EXERCISE

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How are
you?

LEARNING OBJECTIVES

1. Attendees will gain insights on strategies to **identify** and **analyze** the unique **philanthropic interests** and obscure **revenue streams of tribal nations** to inform fundraising strategy
2. Attendees will learn about **cultural** and **ethical considerations** before approaching a tribe for partnerships or funding


SESSION OVERVIEW



HISTORY & FRAMEWORK





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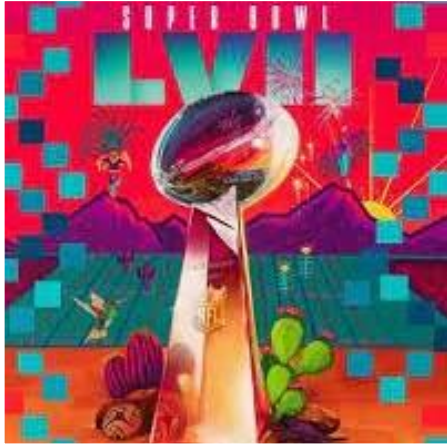
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RICH HISTORIES, MODERN CONTRIBUTIONS



WHAT ARE TRIBAL NATIONS?

Sovereign Nations

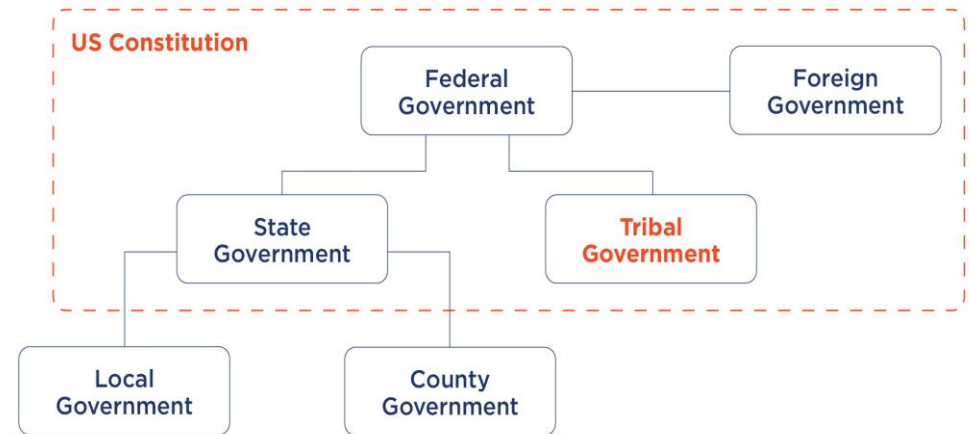
- Every tribe has a unique history, culture, and even government structure
- Tribal sovereignty has existed since time immemorial

Federal Recognition

- Required to gain gov-gov relationship and thus eligibility for millions of dollars in resources
 - Recognition can have a profound impact on tribes

Tribal Nations are Recognized Sovereigns

The US Constitution explicitly recognizes four sovereigns:



Source: Domestic Policy Caucus

American Indians and Alaska Natives in the United States

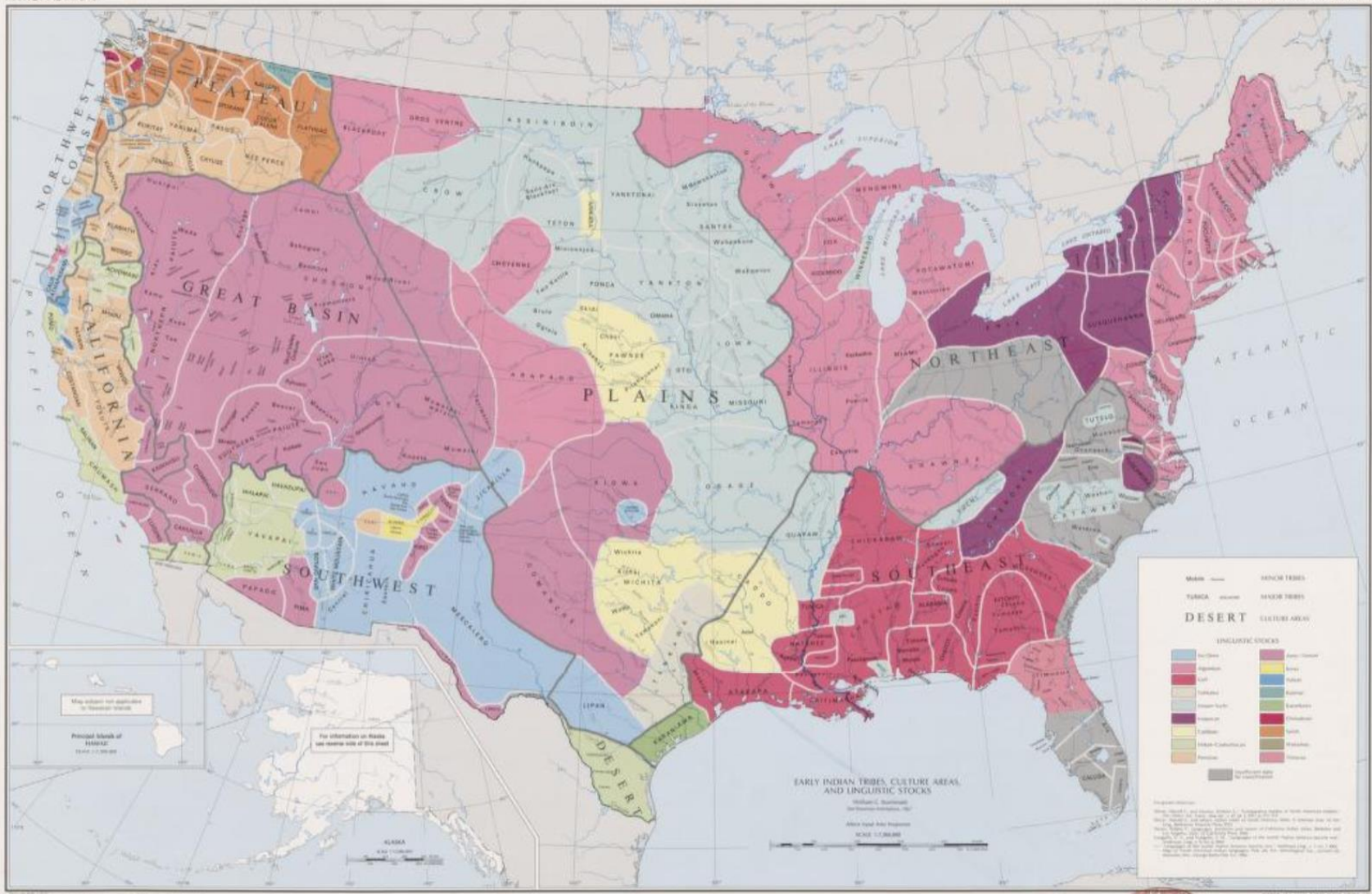


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Source: US Census 2020





Source: Library of Congress

TRIBAL BUSINESS & PHILANTHROPY



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UNDERSTANDING TRIBAL BUSINESSES

True or False?: Tribes don't pay taxes

- True

Tribal Corp Benefits	Federal (IRA of 1934 / OIWA) Charter	Tribally Chartered	State Chartered
Tax Immunity	X	/	
State/Fed Filings		/	X
Easy to Form		X	X

Index	
X	Yes
/	Yes.... With Conditions

Source: US Bureau of Indian Affairs; OCU Law Review

WHERE ARE THE WEALTH INDICATORS

Businesses

- [Voluntary Transparency](#)



Federal contracts

- USAspending.gov
- Preference – Buy Indian Act



WEALTH INDICATORS

True or False: Tribes provide payments to their citizens

- Trick question. Some do Per Cap, most don't

Casinos

- 520 licensed gaming ops by 250 tribes in 29 states (Source: NIGC 2021)
 - State compacts / annual exclusivity fee reports



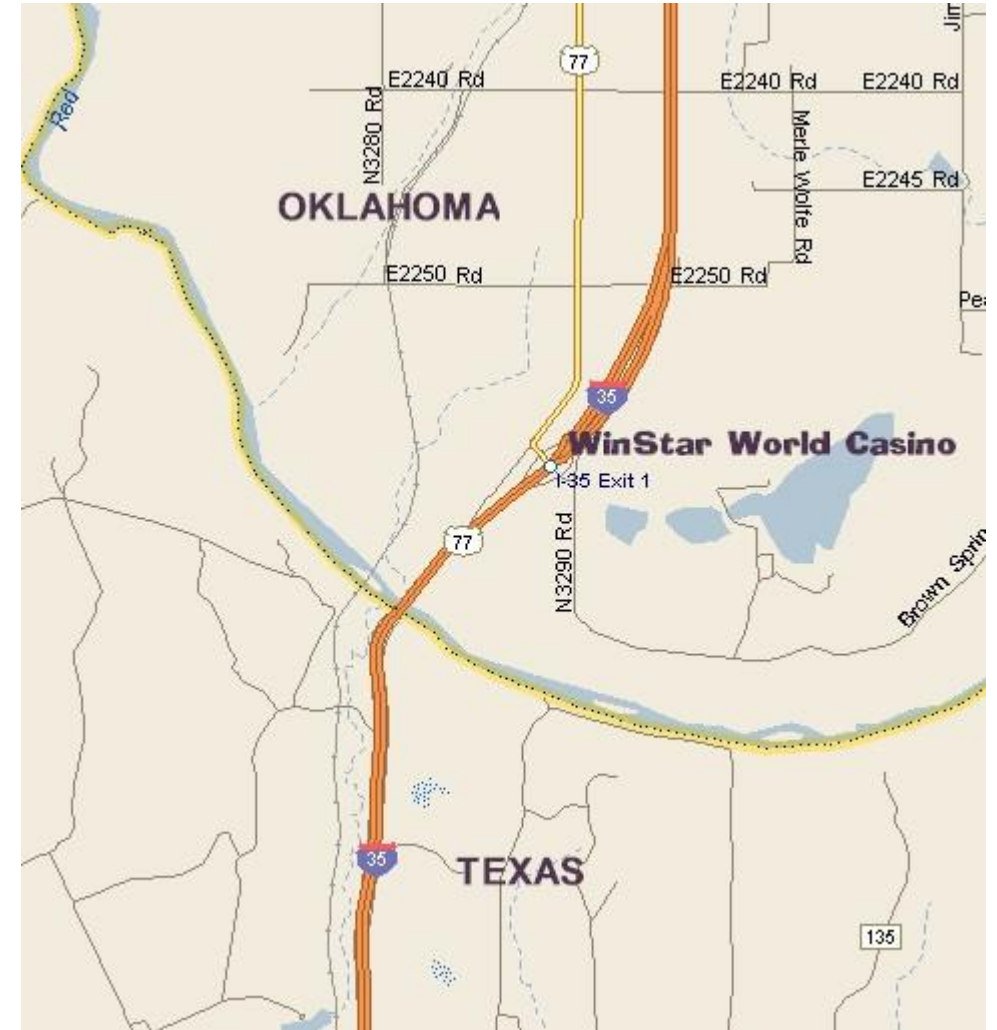
GAMING OPENS DOORS

Means to an end

- People and Ways come first
- Diversification for sovereignty and protection



GAMING OPENS DOORS



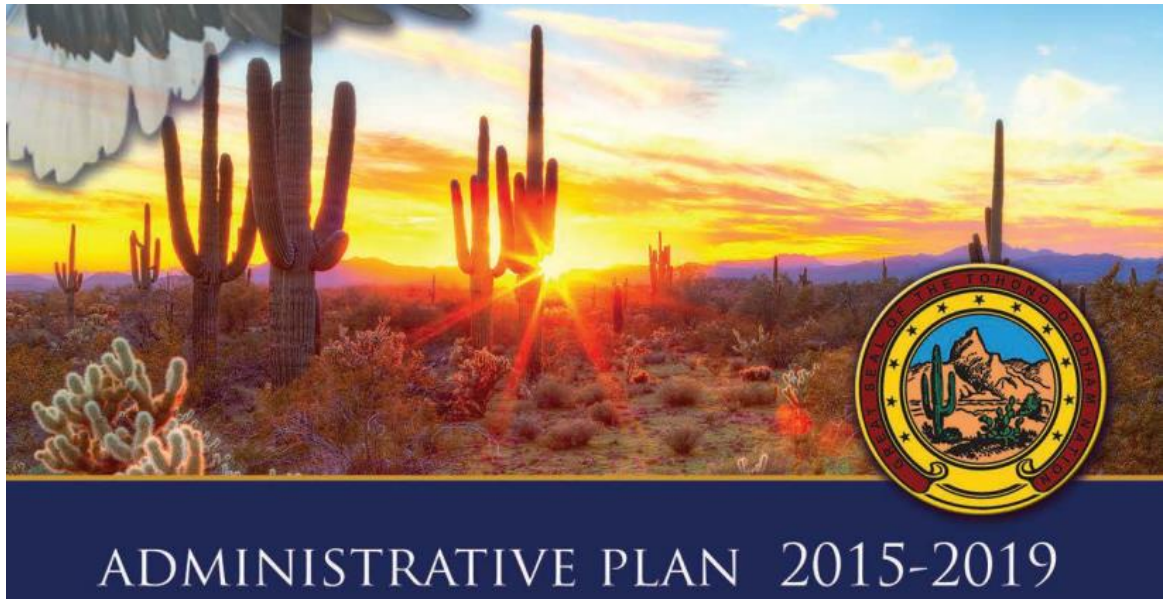
PHILANTHROPIC INDICATORS/INTERESTS



PHILANTHROPIC INDICATORS/INTERESTS

Strategic Plans

- Example: Tohono O'odham Nation



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PHILANTHROPIC INDICATORS/INTERESTS

Over-arching community considerations

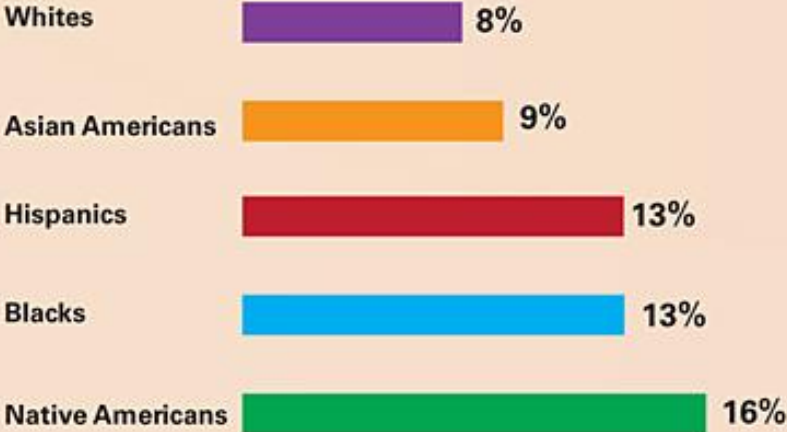
- Health disparities, suicide, language, culture revitalization
- Each tribe is distinct and has its own challenges, needs, interests, economy



EXAMPLES IN OKLAHOMA

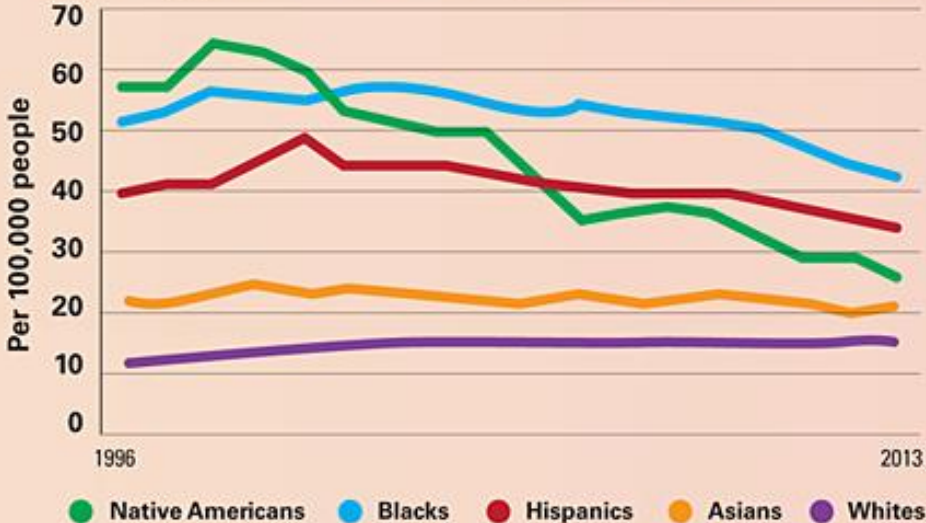
Team-based and population approaches reduce kidney failure from diabetes in Native Americans: can be a model for other groups.

Native American adults have more diabetes than any other race or ethnicity.



SOURCE: National Health Interview Survey and Indian Health Service, 2010-2012.

Kidney failure from diabetes in Native Americans has dropped more than any other race or ethnicity.



SOURCE: United States Renal Data System (USRDS), 1996-2013, adults 18 and older.

EXAMPLES IN OKLAHOMA

OU Health | Harold Hamm Diabetes Center

- Cherokee Nation Will Rogers Health Center Nowata
- Cherokee Nation Outpatient Health Center Tahlequah
- Cherokee Nation Three Rivers Health Center Muskogee
- Chickasaw Nation Diabetes Care Center Ada
- Chickasaw Nation Health Clinic Ardmore
- Choctaw Nation Diabetes Wellness Center Tallhina
- Choctaw Nation Regional Medical Clinic Durant



EXAMPLES IN OKLAHOMA




COLLEGE OF
Osteopathic Medicine
CHEROKEE NATION

ETHICAL ENGAGEMENT

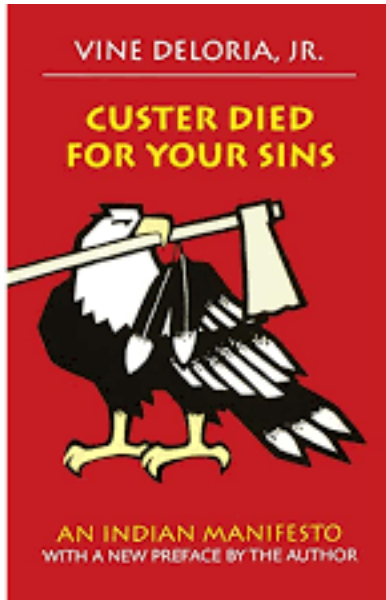


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ETHICAL CONSIDERATIONS

Don't: Conduct Helicopter Research/Fundraising



Do: Exercise Patience, Engage at Executive Level & Seek Reciprocity

- Educate yourself before meeting
- Send your leaders to theirs
- Respect Sovereignty & Self Determination
- Reinforce their Priorities
 - See MSU's *Reciprocal Research: A Guidebook to Centering Community Partnerships with Indigenous Nations*

VERIFYING HOMELANDS



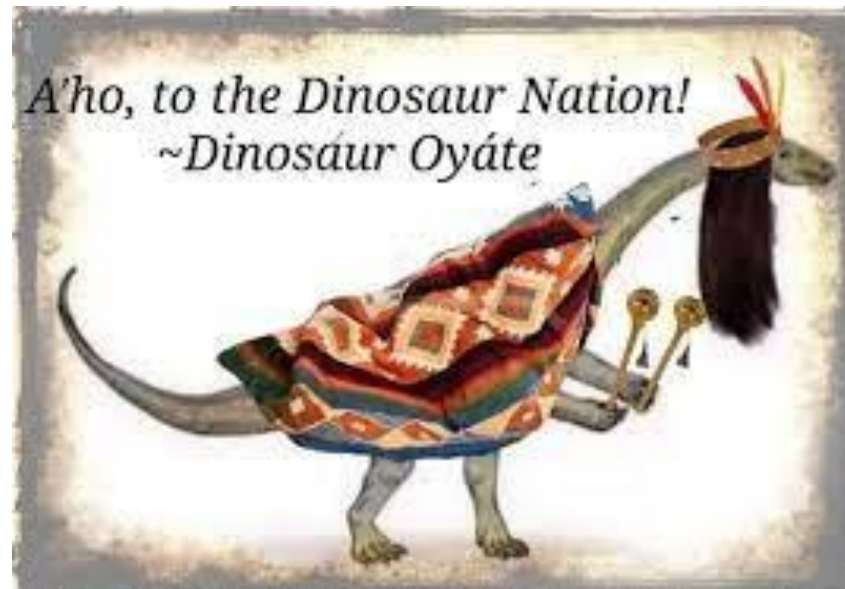
ETHICAL CONSIDERATIONS

Regional Partnership & Verifying Homelands

- <https://native-land.ca>

Ethically identifying tribal citizens

- Storage of data



Q&A

Takeaways:

- Federal Recognition = great potential for capacity
- Understanding a tribe's history may reveal resources
- Philanthropy often based around well-being of their people/nation, but tribal foundations and strategic plans can illuminate opportunities
- Partnership & Reciprocity should play a role in donor-centric tribal engagement

Contact information:

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THANK YOU!

Please complete your session evaluations in
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