The ANA Messenger

Administration for Native Americans

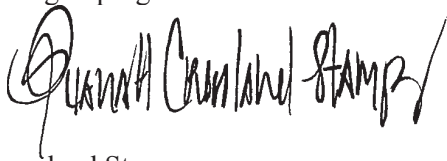## Welcome from the Commissioner

Dear Readers,

It is with great excitement that ANA launches our new Quarterly Newsletter. I hope this newsletter will serve as a forum to share ideas, highlight successful projects and provide vital information.

ANA's Training and Technical (T/TA) Assistance Providers encompass a vast array of experience and expertise. I encourage you to take advantage of this free resource during application development and throughout the project period. Pre-Application training topics include ANA grant programs and announcements, project development, organizational capacity, impact indicators, and budget justifications. T/TA Pre-Application Training provides valuable knowledge for the ANA application process, as well as an opportunity to network and trade experience with other leaders in Native communities.

In addition to Pre-Application Training, T/TA assistance is available to ANA grantees throughout the project period at no cost. If you are experiencing difficulty implementing your ANA grant, we want to help! For additional information about T/TA resources in your region, please consult the ANA Website at: www.acf.hhs.gov/programs/ana/index.html.

Sincerely,

Quanah Crossland Stamps

Quanah Crossland Stamps

Traditional wedding vases presented to each couple from First Nations Community Health Source, PAIRS Course Graduation

Native American Healthy Marriage Initiative

"All My Relations" Community Advisory Committee at the PAIRS Course Graduation

In 2005, the Administration for Native Americans launched the Native American Healthy Marriage Initiative to strengthen relationships and families in Native communities. Since its inception, ANA has funded 20 new healthy marriage awards and has continued three grants that focus on healthy marriages and relationships. This translates to over 4 million dollars in funds granted to Native Communities to strengthen relationships and families.

A NAHMI section has been added to the redesigned ANA website. This section includes information on the ANA Healthy Marriage grants, upcoming events, interesting news and tidbits, and resources that can be utilized to develop domestic violence protocols, assist with curriculum development and research.

ANA is working on several activities that further this initiative in Native communities. Please continue to check the ANA Healthy Marriage Initiative webpage for news about new activities. Also, feel free to contact the ANA Healthy Marriage Program Specialist Sarah Skriloff at (202) 205-4328 to learn more about this initiative. If you would like to receive information on news and upcoming events, please visit our website at www.acf.hhs.gov/programs/ana/programs/NAHMI.html and sign up for the ANA Healthy Marriage Initiative Listserv.

ANA 2007 Grant Forecast

Projected closing dates for ANA applications are as follows:

March 12, 2007 for Native Language Preservation and Maintenance, Environmental Regulatory Enhancement, and Environmental Mitigation grants

March 26, 2007 for Social and Economic Development Strategies (SEDS), SEDS-Alaska, and Native American Healthy Marriage Initiative grants

Question & Answer Session - Training & Technical Assistance

Q: What ANA training and technical assistance is provided?

A: ANA provides free training and technical assistance (T/TA) to potential applicants and current grantees through contractors in each ANA geographic region. Training topics include "Developing a Project and Submitting an ANA Grant Application" (Pre-Application Training) and "How to Manage an ANA Grant" (Post-Award Training). Technical Assistance (TA) is provided upon request to ANA eligible organizations for a variety of issues to support capacity building in the areas of ANA project development, grant application preparation and grant award management.   Each center also operates a toll free information phone line which applicants and grantees can take advantage of during regular business hours should you require immediate attention. To access a schedule of upcoming trainings, visit www.acf.hhs.gov/programs/ana/tech_assistance.

Q: When are the Pre-Application and Post-Award Trainings held?

A: Generally, pre-application training sessions are held before the Program Announcements are released to allow applicants to get an early start on the development of their project. The requirements for an ANA grant do not change significantly from year to year so the sooner you start working on your application, the better. Post-Award training is normally held in November or January so that approved grantees are aware of ANA, Office of Grants Management (OGM), and Department of Payment Management (DPM) requirements and reporting policies.

Q: How early can I request T/TA?

A: We encourage all applicants to begin working on their ANA grant applications in the fall. In the early stages of project development, applicants can call the toll free line to get their questions answered. If further assistance is needed after the applicant has begun writing the narrative, they should contact their regional T/TA provider. All T/TA requires ANA approval prior to the delivery of services so please do not wait until the last minute to make a T/TA request. If you have an application that was denied in the last competition and are planning on resubmitting the application, you can request T/TA immediately.

Q: What does T/TA cost?

A: It's free of charge to ANA eligible Tribes and organizations. If you are unsure as to whether your organization is eligible, please call the ANA help-line at (877) 922-9262.

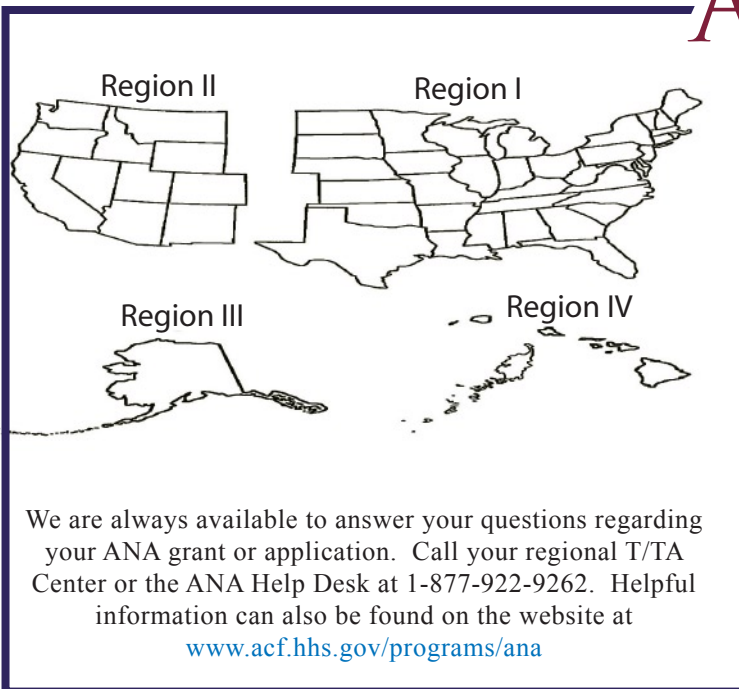**Q:** I'm applying for an ANA grant. How do I receive T/TA?

A: Forward a written request on your Tribe or organization's letterhead to your regional T/TA center. Visit the ANA website at www.acf.hhs.gov/programs/ana to obtain T/TA contact information for your region. If you are preparing a new grant application, your letter will need to indicate the type of grant for which you're applying, your contact information, and it will need to be signed by an officer of your Tribe or organization. You should also indicate whether the project was a previously denied submittal, and if you have attended an ANA training session. To expedite the processing of your request, fax the completed letter to your regional provider.

Q: I faxed a request for T/TA. When can I expect to hear from a consultant?

A: Processing of your request should occur within 15 business days from receipt of your request. Please contact your T/TA provider to determine the status of your request if you have not received a response within that time.

Q: I am a current ANA grantee. Can I receive T/TA?

A: Yes, you can receive T/TA to help administer your current grant. Fax a letter of request to your regional T/TA center or contact your ANA Program Specialist via the ANA Help Desk at (877) 922-9262.

ANA

Region II   Region I

Region III   Region IV

We are always available to answer your questions regarding your ANA grant or application. Call your regional T/TA Center or the ANA Help Desk at 1-877-922-9262. Helpful information can also be found on the website at www.acf.hhs.gov/programs/ana

Q: **How will the approved T/TA be provided?**

A: Generally, most technical assistance is 'electronic' in nature. You will be working with a consultant exclusively via telephone, email, and fax. Occasionally ANA does provide on-site T/TA. Requests for on-site T/TA concerning ANA grant application development require applicants to submit a 2 page summary of the project, status of the application and an explanation as to how the organization would benefit from on-site assistance. The type of T/TA for current ANA grantees varies based on situation and need.

Q: **I received T/TA but I could use more help working on my grant application. Can I apply for more T/TA?**

A: Generally sixteen hours is sufficient time to work with you on your application. Should you require additional time, you will need to forward an additional letter of request to your T/TA provider. Please note that you must have attended an ANA Pre-Application Training in order to take advantage of tailored T/TA (exceptions made on a case-by-case basis). If you have not yet attended an ANA Pre-Application Training, check the T/TA website to see if a session is being held in your area.

Q: **Can we use the ANA consultants in our grant application to help us with implementation of the project?**

A: No, consultants who provide T/TA are prohibited from working for entities they have assisted within the last 12 months.

Face to Face with Sheila Cooper

Q: How long have you been working with ANA?

A: I've been with ANA for 6 years. The first couple of years I was a Program Specialist. I think Program Specialist work is one of the most important positions within any federal office. Specialists are the primary contact for grantees and good specialists are one of the greatest assets for the grantees. The last several years I have been the Director of Program Operations. I may be biased but I have always said the Program Specialist is the core of the program.

Q: What is rewarding about your job?

A: I thoroughly enjoy my work. I am an educator at heart and I also love to learn and this job allows me to do both. The educator part comes into play as ANA refines the numerous internal processes needed to make grant awards and ensure successful projects. My professional growth comes from interaction with our grantees, our Technical Assistance Providers, our ANA Proposal Reviewers and my colleagues. There is no other single office where you can discuss and affect Native language immersion, telecommunications, tourism, governmental capacity building or aquaculture within the span of a day. These are just a few of the project areas ANA supports. The two most rewarding parts of my job are being able to assist in a process that provides funding to a Native community and then seeing that they have surpassed their expectations while achieving the project goals. Who could ask for a better job?

Q: How does your experience help you in this job?

A: I haven't been a federal employee all of my career. I've worked within my own Tribe and in border towns. I understand the internal and external challenges of operating a program at the local level. So when I came to the federal government to work, I made a conscious effort to ensure that I share my experience with my colleagues.

*** ANA Project Tip ***

ANA applicants are encouraged to use AmeriCorps and VISTA volunteers in their ANA projects. The time these volunteers contribute to a project can be included in the ANA Non-Federal Share (NFS) match requirement using the following formula: Market value of the job or service rendered minus the volunteer stipend = $ amount that can be counted toward the NFS. More information on AmeriCorps and VISTA volunteers can be found by visiting the Corporation for National and Community Service website at www.cns.gov.

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How ANA Is Making a Difference

ANA's Division of Planning, Policy and Evaluation has conducted numerous evaluations in conjunction with contractors to determine the impact and effectiveness of ANA grants. In FY05, impact teams visited grantees in the field and conducted impact evaluations on 31 ANA-funded projects. The purpose of these evaluations was threefold:

1) To assess the impact of ANA funding on Native American communities
2) To learn more about the successes and challenges of ANA grantees in order to improve ANA service delivery; and
3) To increase transparency and share the unique stories of ANA grantees with the public.

Projects were selected for site visits using the following criteria: 1) projects were approaching their end dates; 2) projects were geographically clustered (i.e., within a day's drive of another ANA project); and 3) projects received high-dollar awards. The projects selected encompassed all three of ANA's program areas and yielded the following results:

ANA 2005 Impact Summary

Total Dollar Amount of 31 Projects Evaluated	$16,673,592
Jobs Created	387
Businesses Created	135
Revenue Generated	$7,799,902
Resources Leveraged	$8,643,943
Partnerships Formed	210
People Trained	3,873
Elders Involved	530
Youth Involved	639

In addition, evaluators compared grantees' initial objectives with their actual accomplishments to determine the extent to which grantees achieved their objectives and met the stated expectations of their projects. Evaluators found that 4 projects exceeded expectations and created significant economic/social development opportunities within the community (13%); 19 met expectations and had a positive impact on the community (61%); 5 fell short of expectations but moderate benefits to the community were visible (16%); and 3 did not achieve expected outcomes (10%).

ANA is evaluating 1/3 of its grant portfolio in 2006 (approximately 80 grants) and is using the data collected and lessons learned to improve the performance of current and future grantees. These evaluations allow ANA to better support grantees in the field and ensure the accountability not just of grantees but of ANA staff and program partners.

Attention Grantees

As many of you know, ANA is recommending that grantees use a new, standardized format to submit their quarterly Objective Progress Reports (OPRs). This format will soon be mandatory for all grantees and therefore it is a good idea for everyone to get in the habit of using it. Using this standardized form allows ANA to compare similar outcomes across projects and better serve ANA grantees in the implementation of their projects. All ANA forms are available via the website under "Forms."

Upcoming 2007 Report Due Dates
1/31, 4/30, 7/31, and 10/31

1) Via e-mail to a new e-mail address: anareports@acf.hhs.gov (**recommended method**).
2) Via e-mail directly to your program specialist.
3) Via fax at (202) 690-8145 or (202) 690-7441.
4) Via mail to the Administration for Native Americans, 370 L'Enfant Promenade SW, 8th Floor West, Washington, DC 20447.

Please remember that a copy of the OPR and SF269 must be submitted to ANA and the originals must be sent to the Office of Grants Management. ANA has improved its monitoring and evaluation processes and is intensively reviewing reports and flagging grantees that are not submitting in a timely manner. The importance of submitting quarterly reports on time cannot be overstated and failure to do so can result in serious consequences for grantees, as outlined in the Department of Health and Human Services (DHHS) Administration for Children and Families (ACF) Standard Terms and Conditions:

"Failure to submit reports (i.e., financial, progress, or other required reports) on time may be the basis for withholding financial assistance payments, suspension, termination or denial of refunding. A history of such unsatisfactory performance may result in designation of 'high risk' status for the recipient organization and may jeopardize potential future funding from DHHS."

ANA Fast Facts

5,814
Total number of projects funded by ANA since its inception

$81,561,100
Demand for ANA Projects in FY06

$44.8 million
Amount Congress appropriated to ANA in FY06

$168,741
Average amount of project funding awarded to ANA grantees in FY06

Calling All Native Nonprofits

The Administration for Native Americans is committed to fostering economic and social development in Native American communities. To forward that goal in partnership with ANA's Technical Assistance Provider, ACKCO, we have developed the National Native American Nonprofit Directory.

The purpose of the National Native American Nonprofit Directory is to assist the nonprofits in the directory in securing additional resources. It also helps to coordinate services and programs that safeguard the health and well-being of people. All of these things are essential to a thriving and self-sufficient community.

The Directory is a reference to help your organization find other Native nonprofits in your state or region that can be project partners or information resources. The Directory will also provide corporations, foundations, and local, state, and federal government entities with information about Native American nonprofits that they might want to support or assist.

We invite Native American nonprofit organizations to register with the Directory and add their information to help increase access to resources. To join the Directory, please visit www.ackco.com/nnp.

If you have any questions regarding the National Native American Nonprofit Directory, please contact Mr. Theron Wauneka at (800) 525-2859, extension 155, or by e-mail at theron.wauneka@ackco.com.

AK Tribal Cache Products from the Seldovia Village Tribe. The Village is expanding this enterprise with ANA SEDS Funding.

Steps to a Successful Project

1 Attend ANA Post-Award Training.

2 Effective management.

3 Qualified and experienced staff.

4 Follow the Objective Work Plan.

5 Proactively evaluate and address emerging challenges.

6 Strong project monitoring and reporting processes.

7 Know when to ask for help. Call ANA for free training and technical assistance.

8 Strong community partnerships.

9 Track project accomplishments.

10 Active participation of beneficiaries throughout the project.

James Cadena, Economic Developer for the Ak-Chin Indian Community, presents the Master Plans for the economic development of Ak-Chin Reservation.

Raising Funds for Your Tribe or Organization: Understanding the Seven Faces of Philanthropy

Submitted by Tom Okleasik, Region III NAMS - Alaska Office

How can your tribe or nonprofit organization raise funds more effectively? That is a common question for many ANA applicants, especially as many Native communities are in areas that have limited resources. A good start is to understand why people and organizations give money and resources to others.

An excellent resource for understanding giving, or philanthropy, is the book "The Seven Faces of Philanthropy: A New Approach to Cultivating Major Donors." This research was based on an examination of donors in the United States that donate $50,000 or more per year, and had individual assets of at least $1 million. This research revealed that such major donors (and many individuals) donate to charities and nonprofits based on seven "faces," summarized as follows:

The Communitarian

The motivation for these donors (either private or government) is that "doing good makes good sense" for the community. A profile of these givers generally shows them having local history or roots tied to the community. They also feel their success is tied to the success of the community.

They often feel giving is an exchange – meaning they feel a win-win relationship is created in their contribution to a tribe or nonprofit. This group generally wants feedback on their gift, including how the money was used, the impact it made in the community and name recognition. These donors are most likely to be volunteers for board service with nonprofits.

The Devout

The motivation for these donors is often associated with "doing good is God's will." Their giving is strongly tied to religion and faith. As expected, many of these donors contribute to churches, as well as outreach and mission work with faith-based institutions.

Their philanthropy is often made with a sense of obligation. These donors are noted for giving in their community as well as in other areas across the country or globe based on others' needs. Interestingly, this group of donors expects little accountability in their gift as they rely on faith to direct their giving. Also, this group does not expect name recognition – rather, they feel satisfaction by a sense of fulfilling their faith. Generally, these donors do not volunteer for board service and may prefer field or program volunteer work.

The Investor

The motivation for these donors is "doing good is good business." These donors give after careful investigation of a nonprofit and view philanthropy as a business relationship. Tax benefits are a high motivator, and often the size of the gift is linked to timing (budget cycle) and tax benefits to be realized.

Investors like to be treated as customers and see the gift as an option and a business exchange. As can be expected, most corporations make gifts in this characterization. Recognition is important – particularly among their business peers. Generally, these donors do not volunteer for board service, however, they may enjoy being a part of advisory groups.

The Socialite

The motivation for these donors is that "doing good is fun." These donors will donate to organizations, however they view themselves as fundraisers for a group they feel matches their reputation in the community. They view philanthropy as a social exchange and are often motivated through the planning of events.

This group likes to be recognized for their efforts, particularly at events which honor them in public. In addition, they feel valued when they receive special treatment by staff (staff know their names, can meet with the director, etc.). This group often does not prefer board service but rather would like to organize special fundraising events.

The Re-payer

The motivation for these donors is "doing good in return." Their gifts are in response to life changing experiences – for instance, a nonprofit service that helped them in a time of need or a charity that works in an area related to an important part of their life.

Their giving is generally inspired by a benefit or service they received; therefore, their giving tends to be highly focused with an emphasis on beneficiaries (people that may experience similar needs as they did, etc). This group of donors likes to be kept informed and often tracks a nonprofit's effectiveness.

The Altruist

The motivation for these donors is "doing good feels right." Their gifts are very genuine and internally driven in a selfless way. Many feel an obligation to give, and contributions are made to address social issues (usually through nonprofit organizations and/or charities.) This group generally does not care for plaque recognition and does not tend to serve on boards.

The Dynast

The motivation for these donors is "doing good is a family tradition." Gifts here are based on a strong family value of philanthropy – many family foundations fit this "face." Generally, this group seeks little recognition and believes a nonprofit or project should have many people supporting the organization (not based on one funder). This group also selects nonprofits for gifts based on the core mission of institutions.

This information can be applied effectively in how proposals are worded in order to invoke a response from the prospective funder. Take some time in developing a relationship with a funder and understand their motivation to make gifts to tribal and nonprofit causes. In addition, the research can be integrated into staff training to solicit grants, identifying the profiles of boards, and enriching your philanthropic vocabulary in communicating with donors.

Frequently Asked Questions

Q: **Why are Program Announcements (PA) not issued sooner?**
A: ANA and other Federal agencies must incorporate new components into PAs as a result of Congressional or other mandates and directives. Incorporating those components and securing approval for the revised PA can be time consuming. ANA actually posts their PAs relatively early in the FY compared to other federal offices. In addition, they post a Grants forecast on their website in the Fourth Quarter that includes proposed deadlines and anticipated funding available.

Q: **Must we file electronically this year?**
A: No. ANA is required to offer the option to submit applications electronically, however applicants are not required to submit via www.Grants.gov. Hard copy applications are readily accepted. Fiscal Year 2006 (10/1/05 - 9/30/06), with application submission due dates of March and April 2006, was ANA's first attempt to offer electronic submission of grant applications through Grants.gov.

Q: **Why are funding levels lower than in previous years?**
A: The amount of funds available for new competition varies from year to year depending upon the amount needed to support the continuation of multi-year grantees.

Q: **Is page numbering of an application required?**
A: Page numbering is required in the narrative section (Part Two) of your ANA application. Providing page numbering for the entire application will greatly assist the ANA Proposal Reviewers in their evaluation and scoring of your application.

Q: **What is the CFDA?**
A: The Catalogue of Federal Domestic Assistance is an online catalog that provides access to a database of all Federal programs available to state and local governments (including the District of Columbia); federally-recognized Indian Tribal Governments; Territories (and possessions) of the United States; domestic public, quasi-public, and private profit and nonprofit organizations and institutions; specialized groups; and individuals.

Q: **What is the difference between leveraging and match?**
A: Leveraged resources are federal or non-federal resources that are committed to expand or enhance an ANA funded project and are not included in the 20% matching requirement.

Q: **What kinds of match are allowable for the 20% match?**
A: Cash and in-kind contributions.

Q: **How are ANA Proposal Reviewers selected and are they trained in ANA evaluation criteria?**
A: Proposal Reviewers are sought by ANA annually and they are required to meet certain requirements in qualifications and experience for ANA program areas. ANA looks for individuals with community development experience rather than just experience writing grants. Proposal Reviewers must be skilled and trained in the program area they will be evaluating and must have experience working with Native American communities. For more information, visit 'Becoming an ANA Proposal Reviewer" at www.acf.hhs.gov/programs/ana/peer_panel/reviewers.html.

WE WANT TO HEAR FROM YOU!

If you have any feedback, suggestions, success stories, or best practices that you would like to share with ANA and other grantees, please contact us at anacomments@acf.hhs.gov.

Make your Mark on the ANA Newsletter