

The ANA Messenger

SPECIAL EDITION ON PARTNERSHIPS Administration for Native Americans

Promoting the Goal of Social and Economic Self-Sufficiency for All Native Americans

• May 2008

Message from the Commissioner

I am happy to introduce The ANA Messenger Special Edition on Partnerships. Over the past several years, ANA has begun to stress the significance of partnerships. Partnerships are extremely important to project success because they ensure community support and involvement, and thus, partnerships tie directly to project sustainability. Partnerships may be formal commitments designated by an official letter of commitment or MOU, or they may be informal collaborations beneficial to both parties.

In 2007, ANA conducted impact visits to 93 projects and measured 1,411 partnerships formed or an average of 15.17 partnerships per project. This is a 48% increase from 2006. In fact, 22 of the projects visited in 2007 listed more than 20 partnerships created during project implementation. This is great news! This year, I am proud to demonstrate the example of the Association of American Indian Physicians in Oklahoma who developed 62 partnerships during project implementation; the goal of this project was to establish a coalition of Oklahoma native community organizations to develop a youth violence prevention curriculum.

It is my sincere hope that you are inspired by the information on partnerships presented in this Special Edition, and reach out within your community and network to form partnerships. We all have something to gain from sharing and working together for our communities.

Sincerely,

Quanah Crossland Stamps
Commissioner, ANA

Mark your Calendar!

ANA Grantee Meeting

Date: Tentative September 2008

Location: Washington, DC

ANA is holding an ANA Grantee Meeting to provide training and technical assistance to support the implementation of successful projects. The Meeting will be a wonderful opportunity for grantees to share information and network. More information will be coming soon from your Program Specialist!

Partnership Best Practices

- Build Partnerships early.
- Learn from your partners.
- Partner and collaborate with programs of a similar mission.
- Share and learn best practices.
- Be willing to share your ideas.
- Partner with tribes and share resources.

Best practices shared by grantees during impact visits.

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T/TA Corner: Tips on Developing Partnerships

ANA has included partnerships as a mandatory impact indicator for ANA projects because strong partnerships build strong projects. They create, strengthen and broaden support networks that can sustain the work of a project past funding timeframes. Partnerships also provide an opportunity to share vital resources such as curriculum, volunteers, expertise and ideas.

The definition of partnerships in ANA Program Announcements:

Agreements between two or more parties that will support the development and implementation of the proposed project. Partnerships include other community-based organizations or associations, Tribes, Federal and State agencies, and private or non-profit organizations.

When we engage in ongoing collaborations with other entities as part of our daily business, securing the support and cooperation of those organizations as partners in planning new projects and programs becomes a much easier task. Building and maintaining effective partnerships is an activity that we should incorporate into our daily operations.

Here are some things to consider as you develop partnerships:

- Build partnerships with organizations that have similar interests and therefore have the potential for long-term associations.
- Set aside time for regular contact with partners. Establish a monthly or quarterly network meeting to discuss resource development opportunities or issues of mutual concern and strategies for addressing those issues.
- Explore cooperative operations that involve each partner collaborating on work normally performed, but refocus how that work is carried out. The resulting joint efforts create a more holistic benefit for community members.
- Be willing to respond to requests for collaborative assistance from organizations that have provided assistance to you.

In addition to building partnerships with organizations that have missions similar to yours, work on developing relationships with entities that have expertise or capabilities your organization does not have. You may want to create a working relationship with a tribal college, for example, that could provide resources for designing community assessments or conducting project and program evaluations.

Don't forget about building and maintaining internal, as well as external partnerships. Some of our most valuable partners can be other departments, programs and components of our own organization. A proposed project that focuses on increasing services and enhancing the effectiveness of the tribe's TANF program, for example might include the tribe's Employment and Training Department as an internal partner for the project.

Remember, partnerships are usually built over time; they are built on trust; they involve give and take. Like other elements of community-based planning, building partnerships starts long before you begin the processes of writing a project application. The partnerships described in project proposals should already be in place; they are part of the resource package you bring to the table as you start your work on specific projects and applications.

Language Partnership Success – Aleutian Pribilof Islands Association



Mentor Iliodor Philemonof and Unalaska Apprentice Piama Oleyer-Robinson work on the Aleutian Pribilof Islands Association language project.

Language projects use partnerships to raise awareness of the language. The Aleutian Pribilof Islands Association is in the final year of an ANA-funded language project to preserve and revitalize the Unangan Tunuu (Aleut) language. The project, in Alaska, develops mentor-apprenticeship teams to conduct community language workshops in the Aleutian Pribilof Islands. The project partners with Alice Taff at the University of Alaska to offer the apprentices five college credits for each year of participation in the program. Millie McKeown-Chuluulux, project director, states that “it made a big difference” to have Ms. Taff as part of the team.

Successful Partnerships Build Sustainable Projects

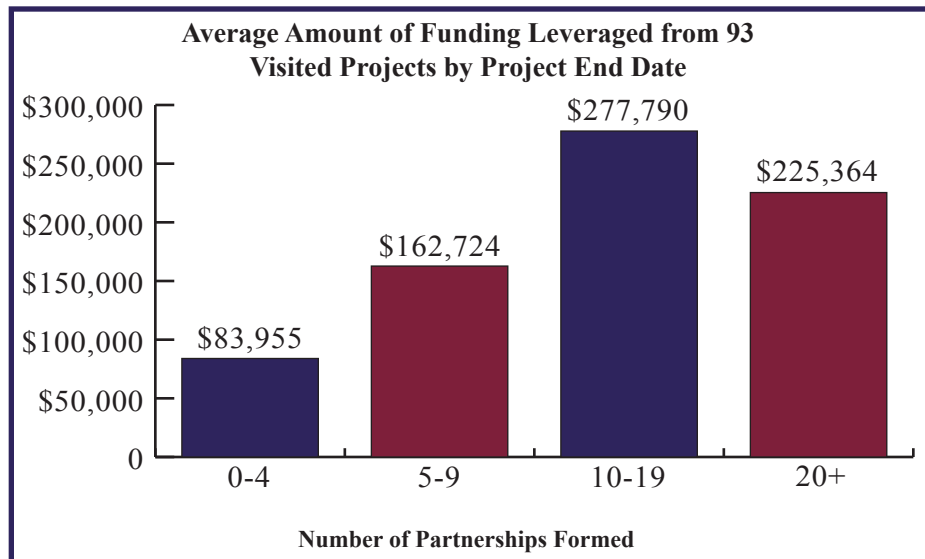
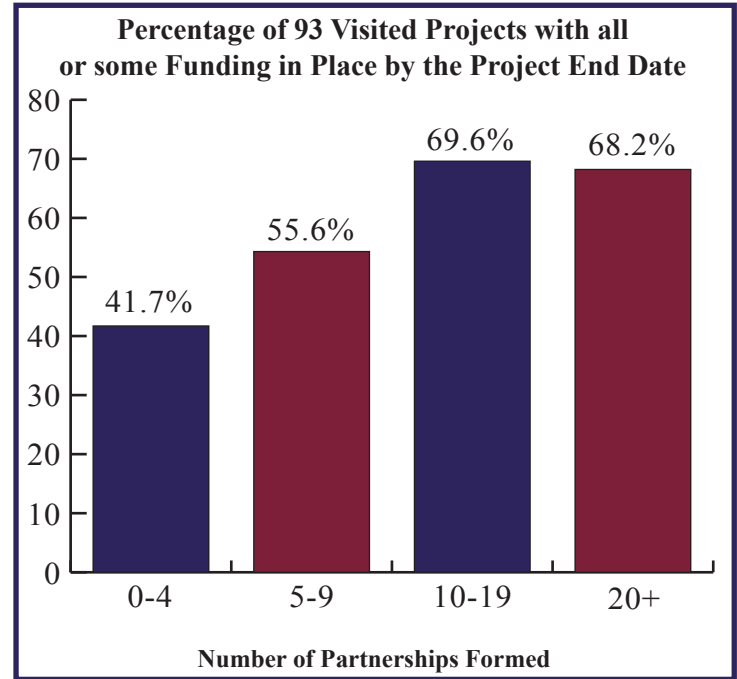
ANA conducts impact visits to roughly 70% of all projects nearing their end dates to glean best practices and other useful data. In 2007, ANA visited 93 projects and gathered extensive information on best practices and community impact.

Data collected from the 93 projects visited in 2007 confirms the important role of partnerships, demonstrating the more partnerships projects had, the more sustainable they were. To analyze the data, ANA looked at the number of partnerships formed during each project and the continuation funding they had in place at the end of the project.

The 12 projects that formed less than 5 partnerships had some or all of their desired funding in place in only 5 instances, or 41.7%. In contrast, projects that formed more than 5 partnerships had sustainability funding in place at rates consistently higher than 55%. For projects that formed more than 10 partnerships, that number was almost 70%. In other words, the projects with more partners secured sustainability funding by their end more often than projects with fewer partners.

ANA also analyzed the relationship between partnerships and leveraged resources. ANA defines leveraged resources as “the non-ANA resources acquired during the project period that support the project and exceed the 20 percent match required for ANA grants¹.” The link between leveraged resources and project sustainability is obvious: the more resources attracted to a project, the more community support for a project, the more likely the project will continue after ANA funding ends.

The chart below divides projects by the number of partnerships they formed. The twelve projects that formed less than 5 partnerships attracted an average of \$83,995 in leveraged resources. By comparison, projects that formed more than 5 partnerships averaged over \$150,000. The projects averaging the highest amount of leveraged resources (almost \$280,000) were those that formed between 10 and 19 partnerships.



ANA does not promote a specific number of project partners and there is no magic calculation for how many partners are needed to keep projects operating after ANA funding has ended. In fact, we believe the key to partnerships is quality, rather than quantity. In this instance, however, the data corroborates the message from other grantees – partnerships make sustainable projects!

¹ Such resources may include any natural, financial and physical resources available within the Tribe, organization or community to assist in the successful completion of the project. An example would be an organization that agrees to provide a supportive action, product, service, human or financial contribution that will add to the potential success of the project.

Resource Spotlight: Parents Speak Up National Campaign

The Parents Speak Up National Campaign, funded by the U.S. Department of Health and Human Services, encourages parents to talk with preteens and teens about waiting to have sex. Parents are the number one influence on many aspects of their children's lives, especially abstinence. Therefore, the Parents Speak Up National Campaign encourages parents to use their influence to speak with their children about sexual activity. The nationwide campaign sponsors TV and radio advertising, and community events. Additional information, interactive tools, statistics and tips on beginning difficult discussions can be found at www.4parents.gov.

The **Native American Outreach Center (NAOC)** is operated by Kauffman and Associates, Inc. (KAI), an Indian owned, woman owned consulting firm based in Spokane, WA. KAI is one of three organizations conducting outreach to target populations as a part of the Parents Speak Up National Campaign. The three specific populations in addition to the general population include the Native American, Hispanic, and African American communities. The Native American population was chosen in part due to the vast health disparities we face. The NAOC will be conducting outreach to Native American parents, grandparents, and other caregivers at 6 national and regional events throughout the U.S. in 2008 through exhibit booths, workshops, and Training of Trainers. For more information go to www.4parents.gov/shareyourvision.

Every Native community has its own rites of passage that transition pre-teens and young teens from childhood to adulthood. These coming-of-age ceremonies are a traditional time for family members to give instruction and to prepare their young people for the responsibilities they will assume as adults. With these traditions in mind, NAOC hopes to encourage parents and other family members to take this opportunity to share their vision for their child's future, to talk about waiting to have sex, and about the direction they want for their child's life.

If you have any questions or want additional information about the NAOC or the Parents Speak Up National Campaign, please call or email Liz Henry at KAI at (509) 747-4994 or liz@kauffmaninc.com.



SEDS Partnership Success - Ely Shoshone Tribe

SEDS governance projects use partnerships to increase local control and decision making over resources. The Ely Shoshone Tribe is in the second year of an ANA-funded project to revise, develop and adopt seven law and order codes for the tribe. The project, in Nevada, works with tribal, county, state and federal partners to ensure the tribal codes best serve tribal membership and are easily accessed and understood by local and state agencies. The tribal codes are given the same statute numbers and written as a mirror image of the Nevada revised statutes, while ensuring the codes do not infringe on tribal sovereignty. This coordination of statute numbers and language has allowed the Ely Shoshone Tribal Police Force and the White Pine County Sheriff's Department to cross-deputize, the first partnership of its kind in Nevada. This partnership has improved police protection for all residents of the White Pine County and the Ely Shoshone Tribe. Delores Manchester, project coordinator, is enthusiastic about the benefits of this partnership, "we're happy working together and we share everything we have."

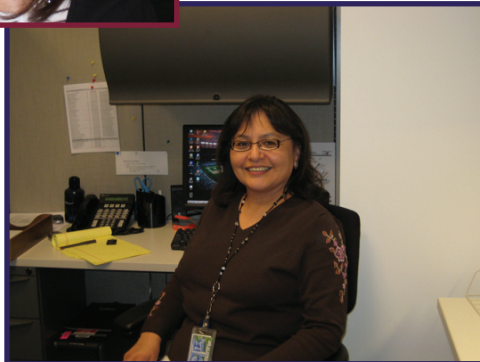
From the ANA Help Desk

This is an eventful time of year at the ANA Help Desk! Over the last few months, we have been very busy fielding questions related to project application deadlines, review sessions, training and technical assistance, and quarterly reporting deadlines. The ANA Help Desk connects callers with the appropriate Training and Technical Assistance Center and ANA Program Specialist.

The ANA Help Desk can be contacted toll-free at (877) 922-9262, Monday through Friday, 8:30 AM to 6:30 PM EST. You can also contact the Help Desk via email at anacomments@acf.hhs.gov.



Jill Kane



Joanne Ashley

Introducing the ANA Help Desk Team

Joanne Ashley joined the ANA team in November 2007. Joanne is a member of the Navajo Nation. She lived in Sault Ste. Marie, Michigan for 22 years, where she worked with the Sault Ste. Marie Tribe of Chippewa Indians and the Bay Mills Indian Community. Jill Kane is the newest member of the ANA Help Desk Team; she recently joined us in March 2008. Jill was born in Washington, DC and currently resides in southern Maryland.

Environmental Partnership Success – Burt Lake Band of Ottawa and Chippewa Indians

Environmental projects use partnerships to increase environmental knowledge in communities. The Burt Lake Band of Ottawa and Chippewa Indians, Inc is in the first year of an ANA-funded project to develop a nine-session training program that integrates traditional and scientific ecological knowledge. The grantee defines traditional ecological knowledge as adaptive information about a specific area and its natural features that has been fine-tuned to the seasonal, environmental and resource realities over countless generations of living close to and relying completely on the land. Scientific ecological knowledge is defined by the grantee as specific qualitative and quantitative methods and techniques that are used to measure, identify, assess, and monitor natural habitats and organisms as well as to inform environmental policy decisions. The project, in Michigan, partners with local governments, non-governmental organizations, universities, and elders to ensure the broadest amount of knowledge is disseminated and discussed. Matt Peirle, project director, believes a key to recruiting and maintaining partnerships is to “keep the channels of communication open and to put an emphasis on putting the traditional ecological knowledge on equal footing with the scientific ecological knowledge.”



Hank Parkey and son Dave tap a Maple tree in a Burt Lake Band of Ottawa and Chippewa Indians Environmental Workshop.

Suggestions? Comments? Questions? You can contact ANA via 1-877-922-6962 or email anacomments@acf.hhs.gov

Face-to-Face with Rosia Tavita, Program Specialist



Q: Now you live and work in Washington DC with ANA. But DC is not your home town, right? How long have you been in DC and where are you from?

A: I'm from American Samoa and I've been in DC since March 2007, gradually adjusting to the cold temperatures.

Q: What do you miss most about American Samoa?

A: I miss having Samoan food, the warm temperatures that allow me to do a lot of outdoor activities, like going to the beach, snorkeling and scuba diving too; I miss family, friends, the feeling of security, that one can just walk over to the next door neighbor's for some extra salt or sugar, and especially Samoan hospitality.

Q: Where did you work before ANA?

A: I worked for the National Oceanic & Atmospheric Administration (NOAA) National Marine Sanctuary Program as the education coordinator for Fagatele Bay. I promoted marine science and environmental education projects; I also drafted and reviewed grant proposals.

Q: What work do you do here at ANA?

A: As a program specialist, I monitor projects, review grantee reports, and assist grantees with their projects in terms of grant action requests and follow ups.

Q: What is your favorite food? Music? Hobbies?

A: My favorite food is Chinese. Music – Samoan & Hip-hop. Hobbies – reading (mainly Oprah's book club), Sudoku puzzles, and watching a movie with a good story-line.

Q: Do you have anything to say to the grantees?

A: Please contact me if you need assistance. Keep up the great work! And about partnerships... Partnerships provide the opportunity for sharing knowledge, resources, and experiences that we alone would require more time, energy, and finances to gain. I strongly encourage partnerships for progress and success.

"All of tomorrow's flowers are in the seeds of today."

Healthy Marriage Partnership Success - Black Feet Business Council

Native American Healthy Marriage Initiative projects use partnerships to recruit and maintain project participants. The Blackfeet Tribal Business Council is in the second year of an ANA-funded Healthy Marriage Initiative project to provide relationship enhancement skills using the Love's Cradle program. The project partners "one way or another with the whole reservation" says Mary Lee Crowe, project coordinator. The project, in Montana, works with community partners to provide a variety of services for project participants. One of the partnerships is with federal programs, such as TANF that provides fuel stipends; other partners include academic institutions, such as the Blackfeet Community College that provides continuation education credits and the University of New Mexico that works on training project staff members and data collection. Ms. Crowe recognizes the valuable role partnerships play in the success of the project "if we didn't have partnerships, the project couldn't work."

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