



# San Xavier Allotee Association Meeting

January 11, 2025



# Local First Arizona is a statewide nonprofit organization

Founded in 2003

- Increase Access to Capital and Financial Power
- Invest in Entrepreneurship
- Retain Wealth, Resources and Talent in Rural and Tribal communities
- Rebuild Arizona's Food System
- Reduce Carbon Impacts and Build a Green Economy

---

# Tribal Community Connections

Build tribal relations that enable increased access to resources and opportunities for Tribal nations within the State of Arizona.

Provide technical assistance, facilitation, and fund development in partnership with Tribal nations, government agencies, non-profits, and other key stakeholders to support investments in entrepreneurial ecosystems, food systems, and workforce development.

- **Developing start-up entrepreneurs, providing small business technical assistance and fund access**
  - **Strengthening Tribal food systems while increasing food access**
  - **Connecting Tribes to services that increase federal and foundation grant revenue**
  - **Facilitating between private sector employers, Tribal governments, and jobs skills training entities to increase available quality jobs for Tribal members**
-



# Supporting Locally Grown Businesses

We believe that Arizona thrives on the foundation of a strong, competitive local business community. For 20 years, Local First Arizona has offered a comprehensive approach to aiding locally-owned businesses through education, one-on-one assistance and training.

- **Arizona Green Business Certification**
  - **Business Coalition**
  - **Good Food Boot Camp**
  - **Green Business Boot Camp**
  - **Retail Boot Camp**
  - **Green Community Fund**
  - **REAP Program**
  - **Rooted Relative Fund**
  - **Business Support Services**
-

# Rooted Relative Fund

Access to Capital

- Relational
- Reciprocal
- Responsive
- Character Based
- Minimum of 2 Years in Business
- Minimum of \$30,000
- Maximum of \$250,000
- Business Support Services
- Business Development Services

---

# Arizona Economic

RESOURCE CENTER

Serving Tribal & Rural Communities



Local First Arizona launched the Arizona Economic Resource Center (AZERC) in May 2021 to enable more qualified Arizona cities, towns, counties, tribal communities, and nonprofits to win competitive federal, state, and foundation grants by increasing their capacity to compete.

Free services offered through the AZERC include grant writing, reviewing and editing; budget guidance; facilitation; project management; economic impact analysis; and strategic planning.



# QUALIFYING PARTICIPANTS



NonProfits  
Municipalities (cities, towns)  
Tribes and Tribal Organizations

- Must not have a dedicated, full-time staff for development. *Ask if you qualify!*
- Proposed application concept that includes at least 3 partnering organizations or entities are encouraged
- Are interested in applying for work that supports a regional or local strategic plan
- Meet the definition of Rural as defined by the ACA, or be in LMI urban census tracts



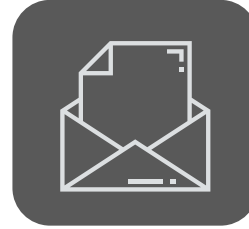


# AREAS OF SUPPORT



## GRANTSEEKING CAPACITY DEVELOPMENT

Developing organizational capacity to pursue and win grant funding, through training, strategic assessment, and benchmarking.



## FUNDING RESEARCH

Identifying and evaluating grant opportunities aligned to member projects, while enabling longer-term planning through funded project research and forecasting.



## PRE-PROPOSAL SUPPORT

Assessing and developing competitive project concepts, helping members to navigate funder requirements and build relationships prior to completing submissions.

Organization	Grant Awarded	Grant Amount
Fort Apache Heritage Foundation	EDA Indigenous Communities	\$4,611,625.00
Pascua Yaqui Development Corporation	EDA	\$4,000,000.00
Navajo Tourism Department	Visit Arizona Initiative (VAI) Marketing Grant	\$40,000.00
Hopi Utility Authority	DOE Grid Development	\$25,000,000.00
Navajo Tourism Department	Visit Arizona Initiative (VAI) Outdoor Grant	\$250,000.00
Rez Refuge	Classics for Kids	\$2,010.00
Cocopah Tribe	DOE Grid Development	\$5,000,000.00
Pascua Yaqui Development Corporation	USDA RBDG	\$320,300.00
Dine College	EDA EAA Strategy & Implementation (Wool Mill)	\$354,407.00
Dine College	EDA EAA Implementation (Tech Transfer)	\$386,000.00
Southwest Native Asset Coalition	Wells Fargo	\$400,000.00
Cocopah Tribe	EDA PWEAA	\$70,000.00
Tohono O'odham Nation	USDA FDPIR	\$562,676.00
Southwest Native Asset Coalition	US Bank	\$25,000.00
	Total:	\$41,022,018.00

# Arizona Economic RESOURCE CENTER

By The Numbers

Local First Arizona launched the **Arizona Economic Resource Center (AZERC)** in May 2021 to enable more qualified Arizona cities, towns, counties, tribal communities, and nonprofits to win competitive federal, state, and foundation grants by increasing their capacity to compete.

**Free services offered** through the AZERC include grant writing, reviewing and editing; budget guidance; facilitation; project management; economic impact analysis; and strategic planning.

## Results to Date



1194

Requests for Assistance



647

Consultants Deployed



198

Submitted Grants Funded

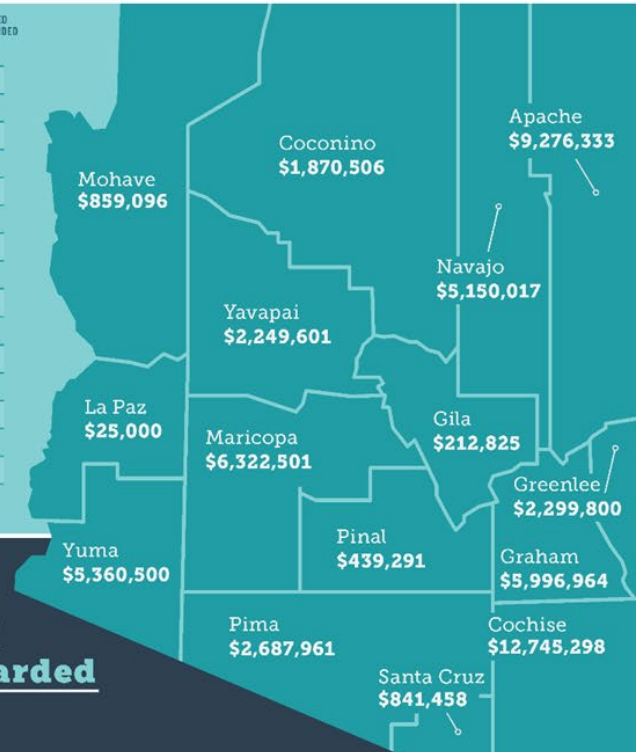


\$82.2 Million

**Total Dollar  
Amount Awarded**

## Breakdown by County

COUNTY	ORGANIZATIONS ASSISTED	CONSULTANTS DEPLOYED	SUBMITTED GRANTS FUNDED
Apache	42	35	10
Cochise	64	27	16
Coconino	59	42	17
Gila	36	15	7
Graham	29	15	6
Greenlee	9	6	4
La Paz	17	5	1
Maricopa	463	251	57
Mohave	29	21	4
Multi-County	62	41	10
Navajo	51	14	5
Pima	105	54	9
Pinal	70	38	15
Santa Cruz	55	27	16
Yavapai	74	41	15
Yuma	29	15	6
<b>TOTAL</b>	<b>1194</b>	<b>647</b>	<b>198</b>





# Sustainability Initiatives

REAP

- A team dedicated to support tribal organizations, governments and nonprofits
- Secure grants and financial resources to address local tribal community needs and priorities
- Technical support provided

---

# The Goal

The Rural Energy for America Program (REAP) provides grants to assist farmers, ranchers, and rural small businesses in making energy efficiency improvements and in purchasing and installing renewable energy systems for their farms and businesses.

## The Grant Provides

- Can provide up to 50% of the cost of the project
- Can be combined with other incentives

## How Local First can Help

- Step by step support throughout the project.
  - Assistance in design creation and project execution
-

# Q & A