

Thank you so much for all of the work and passion you put into your presentation! There was quite a bit of great information provided, making it very clear how much you care about your community and their wellbeing.

This document shares some suggestions and feedback on the presentation you gave at the workshop. We wish you the best of luck as you move your project forward.

If you would like a set of eyes to read over any proposals you write for Mino Pimaticiwin Ooza Wasqa-mashkiki, please feel free to contact Julie Price or Katie Daman at julie.price@tidescanada.org or kdaman@cfmanitoba.ca.

Main strengths of the presentation:

1. The introduction of your team members was very strong. I liked the way that you spoke about each person's experience and place in life, demonstrating how important their contribution was to the project.
2. The history you provided on cannabis was very helpful. I particularly liked how you told a story about how it had previously been used as medicine by Indigenous Peoples but has since become misused. This was an excellent way to make your presentation both personal and factual.
3. Overall – great connections between people, culture and project goals.
4. The use of visuals and lists was a really good idea. This was a clear and effective way to communicate information, and it also helped other team members get involved in the presentation.
5. Excellent confidence, pride and 'stage presence' in the verbal presentation. Voice projection was really good. This type of confidence will spread and be 'infectious' to your funders in a good way. Really well done.

Suggestions to strengthen the presentation/proposal:

- In your executive summary, remember to mention the project's location. This would be a good thing to include on presentation slides as well. If you're located in a more remote community, maps /visuals can be helpful for the funder or reader.
 - o At the beginning, it would be helpful to clearly describe what a dispensary clinic is and it's main purpose. Your audience might know nothing about the topic, so you need to be super clear about what it is that you building/doing.
 - o Briefly touch on the problem or issue that this clinic will help to solve so that your funder understands why the project is important and needed (see below for further tips on this).
- Find a way to speak about the overview or overall project in a way that summarizes the information.
 - o Tip: If you have a lot of important facts or details, you could include *links* to the information in your proposal that the reader can chose to read or not. Or, you could provide these details as *supplementary documents* attached to the end of your proposal. If you're presenting the idea in person, you can have a slide at the end that says "Links with Further Information" or something similar.
 - o Tip: Practice your "elevator speech" with each other so you are able to remember all of the most important facts when describing the project to someone and can avoid being "sidetracked" by your passion for the project.
 - o Remember – passion is GOOD, but there are many ways to get this passion across to your funder.

- When you talk about history of this idea, remember to include any planning that has already happened. This helps the funder understand if it is a brand-new idea or if there is a long history in turning the dream into a reality.
 - What has already happened in the community? Are there any small versions of this program running?
 - Has there been planning meetings? Other kinds of planning? Meeting and dreaming together?
 - Are there people who have already committed to volunteer and support the vision?

- It would be good to talk more about key supports for this project.
 - You mentioned the health centre, which is great, but perhaps it would be good to expand on their role and what the partnership looks like. Sometimes this is done by creating a visual chart that shows how your management or team structure will look.
 - It would also be great to get a sense of other local support for the project (this is always fairly important in a small community). This makes funders feel like they are getting on board with something that the community is already invested in and ready to support into a reality.
 - Some examples... Chief and Council? Other important groups? Do the elders support it? Do the kids and families want it to happen?
 - It is nice to demonstrate this support through letters of support or band council resolutions

- Talk a little bit more about the project activities for this project, such as how it will be completed. It was slightly unclear where and how you would be operating, how or if you would be making money (generating revenue – through sales of cannabis, through workshops, through both or neither?), whether this would be done in /with the health centre or be a separate entity?
 - What are the day to day activities?
 - How will your activities support your goals?
 - What is the timeline for your activities? Is it achievable? Could it be scaled (start small with some education and workshops, and grow slowly to include cannabis sales)?

- Is there any research or training that needs to happen?
 - Will you need permits to sell cannabis?
 - Who is qualified to provide medical information or prescriptions?

- Budget
 - Advertising and marketing should be a separate expense (not included with overhead and contingency)
 - Overhead and contingency should also be their own expenses (not combined together)
 - The budget could use more notes and detail about each item. Be super clear on what you need and the detail about each item.
 - For example, what type of laboratory equipment do you need?
 - Where is your in-kind contribution coming from?
 - Provide more explanation on training for healthy uses – is this a workshop you're running or training for employees?
 - Should there be an expense for the building you are operating out of?
 - Quotes are always great if you can get them.