Thank you so much for your great presentation and strong commitment to your community's wellbeing. It is very clear that the group cares strongly about Garden Hill, and is working hard to make it a safe, healthy and happy place for everyone.

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 your "Sikoopeeng Inc." project, 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 use of visuals was really strong in both your management structure chart as well as in chart outlining the sustainability of the company. The map included on the executive summary page was also a good idea.
2. The page outlining the sustainability of the company did a really good job at describing the project activities, including a breakdown of the impact each of those activities would have on the community.
3. The extra explanations of the budget (on the budget timeline page) that showed the company's projected earnings was really beneficial to the funder/reader. This is a good thing to include on any grant proposal.

    o   To expand on this, it was a very good idea to provide details about earnings & revenue generation. This concept, which is similar to a 'social enterprise' (business for community or environmental benefit) is becoming more and more popular.

4. The idea is very strong in terms of the activities (recycling, infrastructure & landscaping); they make sense to put in the same category as they are all related to the environment. You also outlined a clear need for these activities in the community, which is a key element of any proposal.

Suggestions to strengthen the presentation/proposal:

-   We had really limited time at the workshop, but I suggest you practice the presentation a few times before presenting so that you are comfortable and ready to share the information. If you have future presentations be sure to practice multiple times, and in front of a volunteer audience if you can.
-   In your overview, it would be good to be a little bit more specific about what the company does.
    o   The term "environmental aspects" is very broad. It could be expanded on by saying something to the effect of "environmental aspects, including recycling, infrastructure, and landscaping".
    o   Work on a strong, very clear 'hook' for your project. What is the issue that needs to be addressed? How are you addressing it through Sikoopeeng Inc, and what will the overall positive impact in the community? (jobs, beautification, sanitation, community pride, etc)
    o   Spend a few minutes explaining that GNFN is a fly-in community and what that means. Lots of funders will have no idea about this and need to be told.

-   Suggestion to rename the page "sustainability of the company" to something such as project activities. It is more clear.
    o   You do a very good job at outlining the project activities on this slide, which I really like. However, it seems like you are starting to get into some *business planning* here. If that's the case, it would be good to make this clearer. This could be done on a second slide /section as I think the section is very strong as it is, just is a bit confusing because of being mis-named.
    o   If you wanted to specifically mention sustainability of the company, you could have a section that talks about the "legal structure" or "Type of Business" where you describe this in more detail. For example, you could

have a "non-profit business", a "band-owned business", a "for-profit business", or a "co-operative business" as a few examples. Here you could talk about how and why you would like the company to be sustainable through its earnings or revenue generation.
  o For example: "We are creating a not-for-profit business that is band-owned to help pay for the business's jobs rather than continue to rely on grants and band funding. We think that this will help the business stay in operation for the long-term rather than the short term".
  o While the long-term sustainability of the company is important, this could also come across in the information or content provided (throughout the proposal or presentation) without having it be identified as a main section.

- Remember to use your proposal to get your passion across! Talk about the <u>history</u> of this idea, 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. Talk about the <u>community need</u> for a project like this.
  o What has already happened in the community? Are there any small versions of this program running?
  o Have there been planning meetings? Other kinds of planning? Meeting and dreaming together?
  o Are there people who have already committed to volunteer and support the vision?
  o It might also be good to talk about statistics or facts to illustrate why this business is important to your community. This is related to the community need. For example, when you talk about jobs, you could reference a statistic about unemployment in your community.

- Your <u>impacts</u> are strong (better environment, local employment, better psychological impact), but it could be good to talk about how you will measure or track these impacts.
  o For example, greener space – do you have a target? Perhaps, two new green spaces that will be accessible to the community in year 1? This way the <u>impacts</u> are <u>measurable.</u>

- It would be good to talk more about <u>key supports</u> for this project.
  o It would 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.
  o Some examples… Chief and Council? Other important groups? Do the elders support it? Do the kids and families want it to happen?
  o It is nice to demonstrate this support through letters of support or band council resolutions

- <u>Budget</u>
  o The numbers do not add up, unfortunately ($20,000 inkind for capital/equipment + $200,000 from funder does not equal $200,000 total). Some of the other numbers do not add up either. This is so important to have done correctly in a proposal, but there are people who are able to help with these budgets if you need! Remember to use the resources that are available to you and don't be afraid to ask any questions.
  o The capital/equipment should be broken down in more detail as it is a very high number requested, with very little information about what you are requesting that money for.
  o The explanation for salaries is good, but you could make it a little bit clearer for the reader (ie. When you say 11.50 is that 11.50/hr? Also – it looks like this number is rounded. The funders usually like to see exact numbers, not rounded numbers in proposals.
  o What is the category "expendables" for? Remember to expand and provide descriptions for the funder/reader. It is unlikely they will want to fund something if they are not sure what it is.
  o I wasn't sure who hires you or who will pay for the project - try to explain this part clearly early on in the presentation.