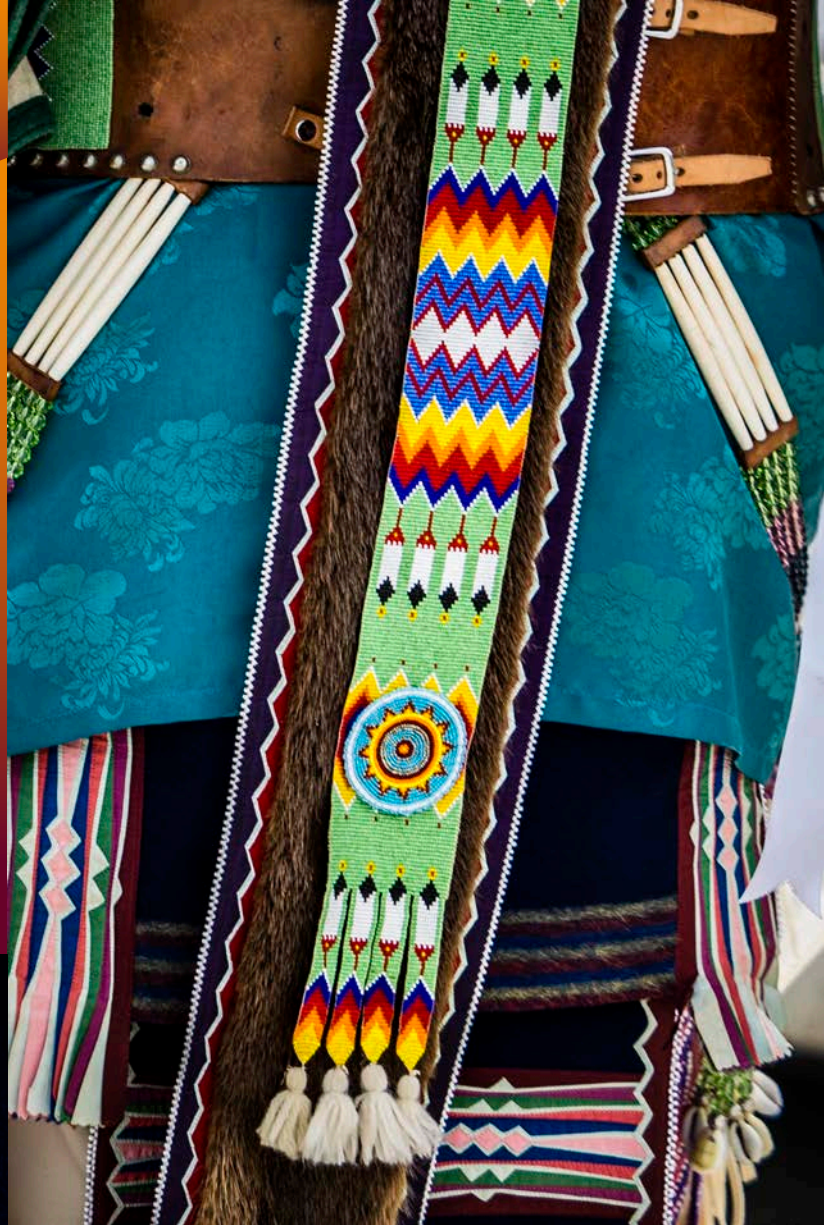


ANNUAL 2022 REPORT



OSAGE NATION
FOUNDATION



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Osage Nation Foundation

An opportunity to improve.

That's the way we define it.

The Osage Nation Foundation (ONF) Board of Trustees typically holds an in-person strategic planning session once a year, (minus the COVID years), to review ONF performance against our long-range goals and to course correct where needed. It's a time to reflect on the basic tenets of our mission, to evaluate what's working—and what can be improved. It's also a time to determine if there are any new opportunities to serve the citizens of the Osage Nation in previously unsupported ways. The guidelines are simple: stay true to our mission by finding projects that further that mission in a self-sustaining way. It was in one of these planning sessions, early in our existence, that we solidified the basic groundwork for becoming a financially self-sufficient organization by moving away from financial support from the Osage Nation.

Now, more than 10 years later, thanks to continuity in the Board seats and a steady hand of leadership provided by our Executive Director, Bill Webb, that vision has become a reality, as most of our funding comes from just four sources. While all our revenue and expenses are reflected in our annual financial reports for your review, the Board felt this would be a good platform to provide an overview of our funding sources and how they contribute to the execution of our charitable mission.

- 1) One of the most substantial developments in the life of the Osage Nation Foundation was the donation of the Freeman Ranch to the foundation by the late Osage Mark Freeman. That ranch came with operating leases that the foundation agreed to honor for 30 years. Those two leases produce revenue on an annual basis for the ONF. It was an incredible gift—and it provided a base from which we built more opportunities.
- 2) Since almost inception, the

Foundation has operated an online gift shop selling a variety of Osage branded items, including Pendleton blankets, hats, flags, and our annual commemorative Christmas ornaments. The revenue from the gift shop has been a consistent source of funding for the Foundation for the past 10 years. We have been so blessed by others through this endeavor—from our talented Osage designers to our loyal customer base.

- 3) Like many charities, we accept donations from private individuals, businesses, and other grant-making organizations. But for us, most of those donations come from individuals, including members of the Osage Foundation Board of Trustees. The amount of these donations has continued to increase over the past several years, especially as the collective story of the Osage People has become more widely known. The financial assistance provided by these individuals has impacted others in ways we may never know. What a joy it is to be included as part of an avenue for giving. We appreciate those who give and thank them so much for their kindness in contributions.
- 4) Finally, our newest source of revenue is a new program within the Osage Casinos whereby casino patrons can donate or “round up” change in many transactions that occur on premises. This program is in place thanks to, in large part, an effort by Congresswoman and former ONF Board member, Jodie Revard, and the cooperation of the Osage Casinos leadership. This program is less than a year old and revenue continues to grow each month.

As we move forward, our goal is to continue to diversify our revenue sources.

Beginning in 2023, our *Voices From the Drum* traveling exhibit will begin to produce revenue for us beginning with



an exhibit in the winter at the First American's Museum in Oklahoma City; we are so happy that the exhibit made possible by our talented Osage artists will be on display so close to home. Museums hosting the exhibition pay the Osage Nation Foundation for the right to host it. It has been our plan ever since *Voices From the Drum* was curated and now that plan is reality.

I hope this brings a little more clarity to how the ONF raises money and sustains operations. Ultimately, it is through the support of our many friends, partners, and donors that we are able to fulfill our mission.

We hope you enjoy this year's ONF Annual Report as we bring to you in these pages not only how we raise funds, but how we deploy solutions, as well.

Our primary goal is to provide value to our People and the communities of the Osage Nation. We are so blessed to be entrusted with the resources that have been provided to us and we are privileged to lead this organization as we continue down the path of providing substantial and consistent value to and for our People.

Thank you for your support of the Osage Nation Foundation and all our beneficiaries; we send our warmest regards from the Board of Trustees and our Executive Director.

All our best—

Monte Boulanger

Chairman, Osage Nation Foundation



The Mission

The mission of the Osage Nation Foundation is to promote and enhance the general welfare of the people of the Osage Nation by supporting cultural, educational, health, historical, community and other appropriate activities and programs. The specific focus of the Foundation is on projects positively impacting Osage youth and children and on projects that enhance, preserve, and protect the culture of the Nation.

About the Osage Nation Foundation

First chartered at the direction of Principal Chief Jim Gray in 2005, The Osage Nation Foundation is an independent non-profit corporation chartered under the sovereign authority of the Osage Nation and recognized as a 501 (c)(3) public charity by the Internal Revenue Service. The foundation is managed by a professional staff while oversight and strategic direction are provided by a five-member Board of Trustees. Members of the Board are appointed by the Principal Chief of the Osage Nation and confirmed by the Osage Congress. Board members serve two-year terms.

Funding for the Osage Nation Foundation comes from a variety of sources, including income related to foundation holdings and activities, our on-line gift shop as well as donations from individual and corporate donors and other fundraising activities.

The mission of the Foundation:

The mission of the Osage Nation Foundation is to promote and enhance the general welfare of the people of the

Osage Nation by supporting cultural, educational, health, historical, community and other appropriate activities and programs. The specific focus of the Foundation is on projects positively impacting Osage youth and on projects that enhance, preserve, and protect the culture of the Nation.

The Objectives of the Foundation:

- Positively impact projects deemed important to our mission while continually looking for new opportunities to expand our reach;
- Help lessen the burdens of the Osage Nation government by unobtrusively adding support to existing Osage Nation programs and activities;
- Identify and cultivate long-term strategic partnerships that will enhance the Foundation's effectiveness in the years ahead;
- Implement long-term fundraising techniques that will provide consistent and ongoing funding for the foundation.

The Osage Nation Foundation

also operates an online gift shop that provides a variety of items related to Osage culture. Funds from the gift shop support Foundation activities. Examples of items available including collectible Christmas ornaments, Pendleton blankets, hats, mugs, and various publications created through the Osage Nation Foundation Art Grant program.

The Osage Nation Foundation also acts as a fiduciary repository from time to time for projects within the Osage Nation.

The financials of the Osage Nation Foundation are certified by an outside accounting firm and the results of that process are included in the annual report.

Contact Information for the Osage Nation Foundation:

Bill Webb
Executive Director
P.O. Box 92777
Southlake, TX 76092
(214) 205-7495
bwebb@osagefoundation.org



Board of Trustees

Osage Nation Foundation



Chair

Monte Boulanger

Monte Boulanger, descendant of Osage Chief Paw-Hiu-Skah, has 28 years of leadership experience with Walmart, Inc., and the surrounding supplier community based in Bentonville, AR. In addition to serving on the Board of Trustees for the Osage Nation Foundation since its inception in 2010, he has served as Chair of Walmart's American Indian and Alaska Native Affinity Group, which engaged Walmart leaders on topics such as health & wellness, financial services, secondary education, and American Indian mascots. He is an analyst of data-driven, consumer shopping habits and has been a public speaker on underserved consumers in retail, CPG, and other vendor communities for over 20 years. He holds a BBA in Finance from Pittsburg State University in Pittsburg, KS, an MBA from Nova Southeastern University in Davie, FL, is a Lean/Six Sigma Green Belt in process improvement and a Certified Retail Analyst. He has served on the Board of Directors of The Museum of Native American History in Bentonville, AR, since 2011.

Vice Chair

Alex Tallchief Skibine

Alex Skibine is a professor at the University of Utah's S.J. Quinney College

of Law. He has served as deputy counsel for Indian Affairs on the Committee on Interior and Insular Affairs in the U.S. House of Representatives. He has served as a regional representative for the Commissioner of Indian Affairs in the Bureau of Indian Affairs and as a staff attorney and project director for the Institute for the Development of Indian Law.

Secretary/Treasurer

Nancy Pillsbury Shirley

Nancy Pillsbury Shirley brings more than 40 years experience in both the for-profit business world as well as philanthropy to the Osage Foundation. She is President of Pillsbury Marketing Company. Additionally, she serves as Executive Vice President and Treasurer of the Ed and H Pillsbury Foundation and President of the Board of the Winter Opera St. Louis. She is a graduate of Stephens College in Columbia, MO and lives in Ladue, MO.

Board Member

Julie O'Keefe

Julie O'Keefe is with Gilliland Consulting LLC. She has served on the board of the Osage Nation Foundation for 9 years. Julie is a member of the Osage Tribe and was born and raised in Pawhuska, OK. She has extensive experience in product development and importing for furniture, gifts, candles, and clothing. She has worked as a project manager on instal-

lation projects that include the Hempel Hotel in London, showrooms for national trade shows, and the Osage Visitors Center. Currently Julie is living in Tulsa, OK and is immersed in managing and restoring the Bacone Art Collection at Bacone College, one of the oldest Native American colleges in the United States. Julie has sat on several boards including Martha's Table, Smithsonian NMAI, Osage Nation Foundation, and Post Traditional Indigenous Arts.

Executive Director

Bill Webb

Bill Webb is the founder and Senior Managing Partner of Legacy Foundation and Event Management, a Southlake, Texas-based firm that develops and manages foundations and charities for professional athletes and coaches, corporations and individuals. He serves as Executive Director of the Osage Nation Foundation and manages the daily operations of the foundation. He has served in this capacity since 2011. He is also an investor and owner of a number of businesses across multiple industries. He is the author of *Igniting the Blue Flame: Answer the Call To Leadership* and speaks throughout the country on the topic of leadership. He is active in a number of charitable causes. He is married for more than 25 years to his wife Jill and has three sons, Clayton, Hayden, and Brandon.



Ava Rose Johnson

Young Singer/ Songwriter Accomplishes Big and Dreams Big

Ava Rose Johnson (Osage and Cherokee) is a singer/songwriter who has accomplished a great deal even before turning 16. But as many honors and credits as she has accumulated already, her plans and dreams are even bigger.

"Madison Square Garden; that's always a place I have wanted to see one day," Ava Rose says, "and by that, I mean looking out from the stage." The teenager, born and raised in Oklahoma, is well on her way.

A resident of Eufala, she made history in

2019 as the youngest to ever win a Native American Music Award. Winning "Best Independent Recording by a New Artist" for "Heaven's Window", co-written with Nashville producer Billy Dawson, country music breakout artist Lainey Edwards and Sean Fuller (former drummer for Florida Georgia Line). Ava's most recent hit became a staple on Sirius XM radio and on 12 FM radio stations in Canada. "There's A Boy" made it to #2 on the Indigenous Music Countdown in 2022. She was nom-

inated again for three Native American Music Awards in 2022 and won for Best Female Artist.

Ava Rose was born in Talihina at the Choctaw Nation Indian Hospital on December 5th, 2006. She lived in Kinta, Oklahoma until she was eight. She moved to Red Oak, Oklahoma, for more opportunities for theater, singing, volunteering and other educational and athletic opportunities. Then, during the pandemic, her family made the decision to move to Eu-

Continued on page 10



Continued from previous page

faula, Oklahoma. This was a very hard decision to make for the family, leaving friends and loved ones. However, with the decision to move to Eufaula, (where Ave Rose had attended church her entire life), she was able to begin a music program there, an opportunity she didn't have at Red Oak. In Eufaula, she is active in the high school band (marching), playing the keyboard and cymbals and has learned to read music.

The up-and-coming star new very early on what she wanted to do with her life. "When I was 4 years old, my sister (who is 10 years older than me) was performing in Branson, Missouri," she explained. "She had me come up on the stage and at that moment, I knew that was what I wanted to do-sing and performing on stage. I just fell in love with touching people's lives through music." Not surprisingly, she credits her family with a significant amount of her inspiration.

"My sister, who is a citizen of the Cherokee Nation-Zana Johnson-Ebingha, really was a major influence in my music," she explains. "I was able to watch her perform in many different venues, including The Apollo Theater in NYC. I have been performing since I was four years old. I began with a non-profit performing arts program that my sister was involved in also. With that program, and with my mom and dad's help, I was able to begin performing at many different types of venues."



The Osage Nation Foundation has been a supporter of Ava Rose's career through charitable grants. "The support of the Osage Nation Foundation has so impacted my career and I am very thankful and blessed by their support," she said. "I have been able to attend the Native American Music Awards in 2019 in Niagara Falls, NY with their support. I have also been able to go back into the recording studio twice with the support of the Osage Nation Foundation. It was because of their support that I was again nominated in 2022 for the Native American Music Awards as Best Female Vocalist, Best Country Recording and Best Pop Video. My music is being heard all over the world now and played on many

indigenous radio stations."

With so much success at such a young age, there's always the question of how to top that success. But Ava Rose has a firm vision of what her future looks like. "I am continuing to release songs, write songs and plan on getting back into the studio in 2023 and also booking venues for 2023, she said. "I have recently launched my website, avarosejohnsonmusic.com. I am currently collaborating with a designer, Lanie Gabbard, (who was featured a few years ago in Paris at Fashion Week) and I would love to perform at Osage events."

All this happens while she tries to maintain the life of a somewhat normal Oklahoma teenager. "My life is very busy, to say the least. I am a freshman in high school. I am busy with my school work, playing basketball, being in the band, and performing the National Anthem at sporting events, grand openings and many other events. I am also performing at venues on the weekends. I also try to spend time just being a teenager and just hanging out with my friends. But I love every minute of it."

The Osage Nation Foundation is very proud of its support of Ava Rose and hopes to develop plans to collaborate with her as her career blossoms, in Oklahoma, In Nashville, and all over the country.



2022 Osage Nation Foundation

Collectible Christmas Ornament

The Osage Sesquicentennial Celebration commemorates the 150th Anniversary of the Osage Reservation established in 1872. The event celebrates Osage resilience and recognizes major accomplishments that have sustained us as a Nation on this land. It is appropriate to recognize this historical marker to acknowledge where we came from, where we are today and where we are going in the future. Each year, a new collectible ornament is designed to commemorate some aspect of Osage culture and history so that a grand tradition and collection can be passed from one generation to the next. All proceeds from the sale of this ornament benefits the charitable mission of the Osage Nation Foundation.

Grants

The Osage Nation Foundation provides grants on an annual basis. The Charitable Grant provides a maximum of \$3,500.

The Purpose of Osage Charitable Grants is to fund projects and activities that directly benefit Osage citizens and the Osage Nation. Individuals and organizations are eligible for these grants. No matching funds from the recipient are required.

Applicants are eligible for only one grant per fiscal year (October 1 through September 30)

For a full description of our grant programs, please refer to the Osage Nation Foundation website, www.osagefoundation.org.

MATCHING ART GRANTS

Osage Nation Butcher Shop.....	\$3,783	Nokosee Fields	\$3,500	Tulsa Area Indian	
Dance Maker Performing		Keli Mashburn.....	\$3,500	Affairs Commission.....	\$1,000
Arts Academy.....	\$2,500	Francis Pipestem, Jr.....	\$3,500	Paths To Independence	\$1,500
Michael Ross Mashunkashey	\$1,500	Tom Ashmore	\$3,500	Pawhuska Huskie Football	\$500
Lynn Star Holloway	\$2,500	John Horsechief.....	\$3,500	Barnsdall Development Corp.	\$1,000
Chelsea Tayrien Hicks.....	\$2,500	Lavendar Carroll	\$3,500	Shannon Shaw Duty	\$1,000
Dance Maker Performing		Marca Cassity.....	\$3,500	Ben Johnson Memorial	
Arts Academy.....	\$840	Bernice Allen.....	\$1,000	Steer Wrestling.....	\$1,000
Sarah Eaton.....	\$3,000	Dance Maker Performing		Dividing Bread Ministry	\$1,000
Dance Maker Performing		Arts Academy Scholarships	\$2,200	Khadijah Al-Shami	\$1,200
Arts Academy Scholarships	\$1,760	Barnsdall Youth Basketball.....	\$1,000	Cavalcade Rodeo	\$1,000
Wendy Ponca.....	\$2,500	Anna Marie Jefferson	\$3,500	Sage Hawk Foundation	\$2,500
Lacey Reynolds c/o		James Cosby	\$3,000	Nokosee Fields	\$1,008
Hannah Reynolds.....	\$500	Aimee Inglis	\$2,000	Robynn Rulio - Osage Moms	\$500
Jeremy Merriman	\$3,500	Donald Mason.....	\$2,000	Friends of the Fort.....	\$500
Kathryn Bruce	\$1,000	Ava Rose Johnson.....	\$3,500	Fouad Sakhakhni.....	\$1,000
Briar Smith c/o Morgan Currey.....	\$1,000	Hominy HS Cheer.....	\$1,000	Shannon Cass.....	\$500
Barnsdall Youth Basketball.....	\$1,000	Outsider's House		Cierra Wallace	\$500
Parris Easley	\$2,500	Museum Association	\$1,000	Lottie Shunkamolah NAC.....	\$3,500
		Hominy Dougout Club	\$500	Hominy Youth Football.....	\$1,000
		Osage News.....	\$8,500	Bartlesville Gymnastics Club	\$500
		Regina Finley c/o Jeremy Finley.....	\$500	Kihekah Steh Club.....	\$2,000
		Legendary Elite Basketball Club....	\$1,000	Run the Streets Woolaroc 8K Race ...	\$500
				Pawhuska Chamber of Commerce .	\$1,000
				TOTAL 2021-22 Grants:	\$135,278

12/05/22
Accrual Basis

Osage Nation Foundation

Balance Sheet

As of September 30, 2022

	Sep 30, 2022
ASSETS	
Current Assets	
Checking/Savings	
Providence Bank Money Market	475,122.81
Operating Account	112,532.45
Total Checking/Savings	587,655.26
Other Current Assets	
Gift Shop Inventory	31,864.00
Total Current Assets	619,519.26
Other Assets	
Drum Collection	103,050.00
Freeman Ranch 9,000 acres	11,700,000.00
Total Other Assets	11,803,050.00
TOTAL ASSETS	12,422,569.26
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Restricted Accounts	
Freeman Ranch Reserve – Meade	50,298.15
Freeman Ranch Reserve – Laba...	1,245.25
James Bigheart Statue Fund	3,321.25
Total Restricted Accounts	54,864.65
Total Other Current Liabilities	54,864.65
Total Liabilities	54,864.65
Equity	
Without donor restrictions	491,282.97
With donor restrictions	11,850,000.00
Net Income	26,421.64
Total Equity	12,367,704.61
TOTAL LIABILITIES & EQUITY	12,422,569.26



OSAGE NATION FOUNDATION

P.O. Box 92777 | Southlake, TX 76092

📞 (405) 415-0383

✉ info@osagefoundation.org

🌐 osagefoundation.org