

# Nations Business Group

## Providing Grant Writing Services to Native American Firms and Small Business Organizations

Under President Obama, the federal government is increasing the amount of grant funding available to tribal governments and small businesses that have projects which meet specific requirements. In 2009, [Grants.gov](http://Grants.gov), the primary government grant site, received over 300,000 submissions, a 50 percent increase over 2008. NBG's business development team looks for grants in more than 20 federal agencies. Our team provides assistance with primary research, identification of grant announcements and applications, and initiating discussions with federal points of contact. Our nominal fees cover helping to write the grant proposal and ensuring submission of all proper documents – including all required financial information.

This year, the federal government will spend over \$10 billion in grant money. The following is a list of the primary issues and areas distributing grant money:

1. Health Care / Scientific Research / Elder Care
2. Community Development Block Grants / USDA Rural Development Authority Grants
3. Energy Technology / Energy Efficiency / Alternative fuels
4. Homeland Security / Planning and Emergency Response
5. Technology / Broadband for Rural America
6. Defense and Information Technology
7. Trade Development / Export Development Grants

Grant projects must align with the requirements of the specific federal agency providing funds and with the needs of your community. Grant evaluators want to see clearly the necessity of your program. Our team will help you do some preliminary research to determine the merits of your grant program and help to map out the steps necessary to complete your project, including appropriate funding at each step. We also assist with the development of a project outline or worksheet that will help you gauge and fairly evaluate your project using the measures that will be employed by federal decision makers.

Areas of NBG assistance may include:

- Project Overview
- Explanation of Need for Project
- Research Sources
- Amount Needed
- Special School/Community Circumstance
- Evaluation Methods

The second wave of ARRA (American Recovery and Reinvestment Act) funding for Broadband grants to rural areas is launching now – if your tribe has a **specific and detailed** project in need of funding, please contact us for assistance in submitting a grant request.

For more information, please contact Greg Farrell of Nations Business Group at 703-821-6600 x204.

Greg Farrell  
Nations Business Group  
8206 Leesburg Pike, Suite 301  
Vienna, VA 22182

**GREG A. FARRELL**  
**Partner, Nations Business Group**  
**Principal, Laconia Group**  
**Vienna, VA 22180**  
**(703) 507-3345**  
**gfarrell@laconiagroup.com**

---

**SUMMARY of QUALIFICATIONS – BUSINESS DEVELOPMENT and PROJECT MANAGEMENT**

Over 20 years experience in Business Development, Project Management, Account Management, Strategic Planning and Execution in both government and commercial sectors of homeland security, defense, technology, recruitment, assessment, training, workforce development, innovation and business process reengineering. Extensive experience in performance metrics and performance- based management. Skilled leader with strong analytical skills and experience building high performance teams working in fast-paced environments. Proven ability to implement efficient and effective project management solutions and work within budget constraints. Mr. Farrell holds a secret security clearance.

**MAJOR ACCOMPLISHMENTS**

- Over 20 years of diverse experience including homeland security, defense, technology, energy, and others
- As Capture Manager, wrote and won a \$500M contract to support the DHS Transportation Security Administration (TSA) in the recruitment, screening, testing, assessment and hiring of over 40,000 airport screeners and workers
- Managed large teams of 150-300 people, including 20-30 direct reports
- Completed/ managed six successful projects and contracts with value exceeding \$500 million
- Demonstrated improvement in organizational productivity, quality, customer satisfaction, and revenue
- Implemented management information and decision support systems to help plan and manage operations supporting 400+ employees at 10+ locations
- Directed multiple contracts and client engagements with a team of 10+ direct reports

Mr. Farrell serves as a lead proposal manager for both Nations Business Group and Laconia Group, where he has been a partner since 2008. In these capacities, he operates as business development and project leader for clients doing business in national security, defense, homeland security, energy and environment, justice, law enforcement, health care and other areas.

**Rick Thomas**, Tatunka Mni, was born and raised on the Santee Sioux Reservation. In 1965, he joined the United States Army, with an MOS (Military Occupational Specialty) of 11B 2P, combat infantry. He served with the 101<sup>st</sup> Airborne Division, from January 1966 to January 1967. During his tour of duty, he was wounded twice, and is currently classified with 100% disability from the VA (Veteran's Affairs). His expertise is in clinical administration in the area of alcohol and drugs. He is also the co-founder of the Red Road Approach and has been teaching and training others in holistic, Native American Healing techniques for over 26-years.

Mr. Thomas has served on many boards and commissions including:

- One year as Chairman of the Santee Sioux
- 9 years in Tribal Government
- 5 years as Vice-Chairman of the Black Hills Sioux Nation Treaty Council
- 4 years as chairman of the Great Plains Indian Gaming Association
- 10 years as Indian Commissioner for the State of Nebraska
- 2 years serving on the Mediation Commission for the Nebraska Supreme Court

Mr. Thomas has also acted as a national trainer for Justice Assistance Grant (JAG) recipients at Fox Valley Technical College. The JAG program provides states, tribes and local governments with funding for critical law enforcement, crime and drug treatment, prevention and education programs. His life's work has been to promote healing from issues related to crime, drugs and domestic violence. He focuses particularly on PTSD (Post Traumatic Stress Disorder), with which he has personal experience due to involvement with heavy fighting in Vietnam.

For the last 30 years, he has been a pipe carrier and a sun dance chief. He recently retired from sun dancing due to injuries he received in Vietnam.

**Gina K. Bass** is an enrolled member of the Muscogee (Creek) Indian Nation of Florida and has lived in York, South Carolina (near Charlotte, North Carolina) for the past 13 years. During her youth, Gina was involved in 4-H where she raised poultry, showed American Quarter Horses and held offices in Student Government. Her professional background includes work for a South Carolina Children's advocacy organization and helping people with disabilities achieve their employment goals through vocational rehabilitation. Through her grant writing and program development activities, she has generated over \$2.4 million in funding for tribal and minority communities and has reviewed over \$130.4 million in grant proposals for several federal agencies. Gina's passionate about American Indian issues and values cultural preservation and lifelong learning. She earned a B.S. degree in Vocational Program Development, Technical-Vocational Studies from the University of West Florida and a M.Ed. in Adult Education from Penn State University. Gina is excited to have the opportunity to work with Native Americans in her part of the country. "The southeast has so many unique areas of agriculture that my brothers and sisters in Indian Country are involved in. I see myself as a conduit to help them reach their goals."

Gina is a proud mom to son Logan, 17. She enjoys watching Logan play football and soccer and preparing him for college. She participates in hiking, outdoor activities, historical research, and helping others.

**Erica Matson** grew up in the Seattle area and graduated from Oberlin College in 2007 with a B.A. in Law and Society. She studied law, politics, history, sociology, psychology, philosophy and economics, as well as French and Spanish. She participated in two month-long study abroad programs in Central America studying Spanish in Mexico and living with a host family, and travelling with a Human Rights Accompaniment group in Guatemala. In college, she was a member of Amnesty International, and participated in a volunteer program teaching Spanish language and culture to students at a local elementary school. After graduation, she spent a year in China teaching English to Chinese students at all levels, focusing on a group of high school students whose goal was to attend University abroad. When she was not teaching she spent her time travelling and studying Chinese. Back in the United States, she has completed internships with three United States Senators, (Senators Murray and Cantwell of Washington State, and Senator Brown of Ohio), a policy internship with Washington State Representative Ross Hunter, and an internship as an assistant investigator at The Defender Association, a public defense firm in Seattle. In her personal life, she has volunteered her time to help with reconstruction and disaster relief in the ninth ward of New Orleans after Hurricane Katrina, and to help with a variety of political campaigns in the 2008 election cycle. In October, Erica joined the team at Nations Business Group as a research, marketing and writing assistant and has been actively involved in the xpedx and LifeGlider3000 projects as well as grant writing, research and support. She has otherwise been engaged in preparing for and taking the LSAT, GRE and FSOT (Foreign Service Officer Test). She is interested in a career in Foreign Affairs, will be attending the Foreign Service interview stage in February 2010, and is currently applying to graduate schools in pursuit of a joint MA/JD degree in East Asian Studies and Law.

**Samantha Gavagan** received her B.A. in Integrative Studies/ International Studies in August, 2009 at George Mason University. During spring semester 2007 she was enrolled in the Global Humanitarian Action Program (GHAP), which involved weekly learning seminars and an internship with a non-profit organization in Washington, DC. During the program she was a youth advocate with the Campaign for Youth Justice, a non-profit organization dedicated to ending the practice of trying, sentencing, and incarcerating youth under 18 in the adult criminal justice system. In spring, 2008 she was a policy intern with Global Action for Children, a nonpartisan, results-oriented organization dedicated to advocates for orphans and vulnerable children in the developing world. Her interest and experience in the field of children's issues led to her decision to complete a Service Learning Program in Community Development in Stellenbosch, South Africa. During this semester long program she was the Co-coordinator of an after-school program at Ikaya Primary School, located in the poverty-stricken community of Kayamandi. This experience undoubtedly nurtured her commitment to act as a change agent for children's rights, focusing on the mobilization and empowerment of youth in developing countries. During her last semester as an undergraduate, she completed an Independent Study in Kigali, Rwanda on Forgiveness and Reconciliation in Divided Communities, and stayed on to work with a local center for former street kids and orphans. Samantha will pursue an M.A. in International Development and Social Transformation in the spring of 2010. She will also be working part-time on campus as a Research Assistant for the study: Peacebuilders in South East Asia and the Caucasus describing consciousness and transformation. She has recently joined the team at Nations Business Group working primarily on grant research and related projects.