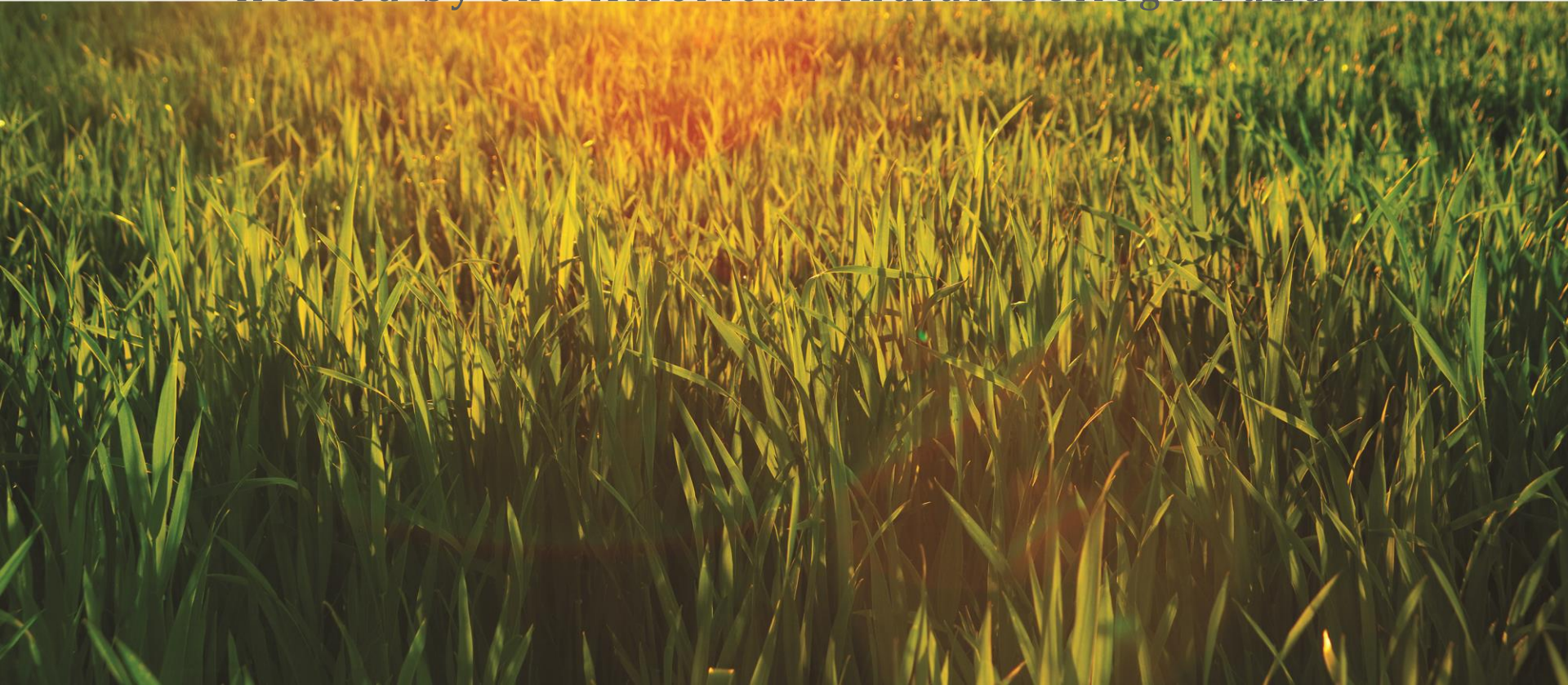




**TCU Webinar: Creative Thinking - COVID Project  
Ideas**

Hosted by the American Indian College Fund



# Legal Disclaimer

- The purpose of this engagement is limited to providing TCUs with applicable information and advice to assist in the decision making process concerning the investment of Education Stabilization Funding (ESF) and Higher Education Emergency Relief Funding (HEERF).
- FSA Investment Group, Inc. (dba FSA) is not a law firm and this engagement does not create an attorney-client relationship.
- All information and opinions expressed within this engagement are based on professional interpretations made by and through the due diligence and research performed by FSA.
- Any assumptions, opinions and estimates expressed constitute the assessments and judgments of FSA and not those of the American Indian College Fund (aka College Fund).

# Confidentiality Statement

- FSA adheres to strict client confidentiality standards.
- Any information and materials disclosed by or on behalf of a TCU to FSA in connection with this engagement that can be reasonably considered to be confidential will be kept in confidence and used by FSA only for the purpose of this engagement.
- Any materials created, provided or shared by FSA throughout this engagement with any TCU is not intended to be shared with any third-party without the written consent of the College Fund.

Thanks and we look forward to working with you!

# Session Agenda

- Re-Introductions
  - FSA & FSA Team
  - Rules for Engagement – Setting the Expectation
  - FSA Support Services Overview
- Examine Strategies, Approaches and Best Practices Used
- Assess TCU Continuing Needs and Wants through Brainstorming
- Discuss Next Steps

# About FSA

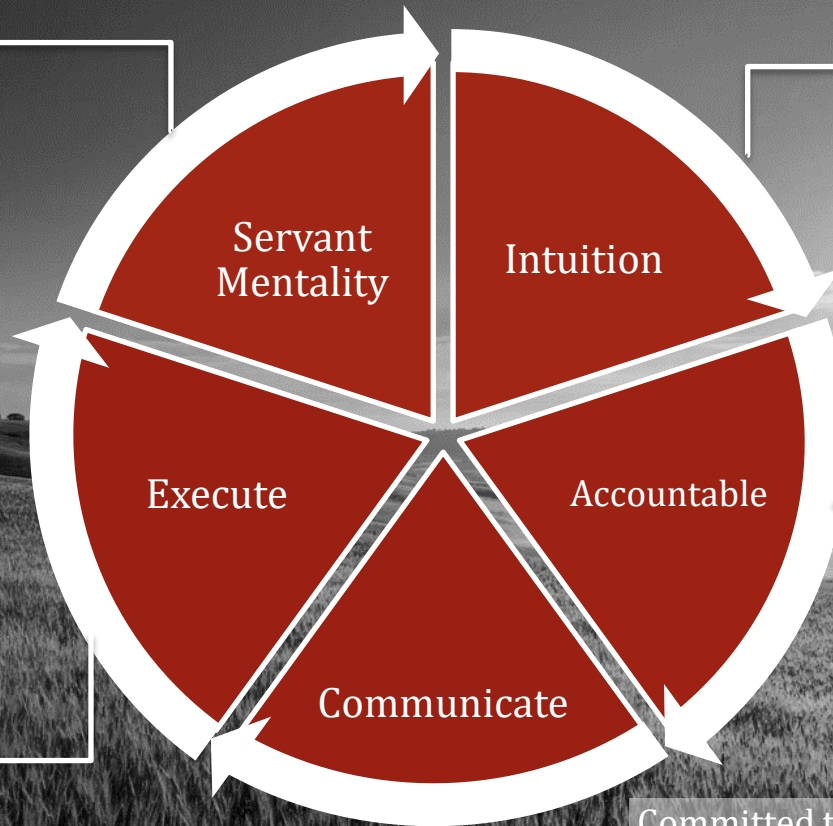
- An American, Indian-Owned financial advisory firm formed in 2004 to provide advisory services tailored to the needs of tribes.
- The FSA Family:
  - FS Advisors, Inc.
    - *Tribal Member Benefits, Member Health Plans & Consulting*
  - FSA Risk & Benefits, LLC
    - *Risk Management & Employee Benefits*
  - FSA TPA, LLC
    - *Third Party Administrator for Tribal Member Benefits*
  - FSA Investment Group, LLC, a Registered Investment Advisor
    - *Investment Management*
    - *Business Development and Financial Advisory Services*
      - *COVID Advisory Services for Tribes and TCUs*



# FSA Investment Group – Core Values

Humbly listening to and serving our clients with an intense desire to exceed expectations in the facilitation of projects.

Experience-based knowledge and insight in anticipating and determining the best course of action for our clients.



Utilizing developed processes to coordinate people and resources for the timely completion of client deliverables.

Behaving ethically, acting with honesty and integrity, and being responsible for commitments made and resulting outcomes.

Committed to consistent and transparent sharing of information, insight and advice while actively listening to the needs and concerns of our clients.

# FSA TCU Services

## Sponsored by THE College Fund

To assist TCUs, the College Fund has obtained the professional expertise of FSA\* to:

- I. Provide a repository of resources, including but not limited to guidance from applicable federal granting agencies, and forms and templates that will assist TCUs spending plans and meeting reporting and documentation requirements for COVID Relief Funding – [TCU COVID Resources](#)
- II. Conduct four (4) synchronous training programs that support TCU learning and management of COVID Relief Funding, and
- III. Provide one-on-one direct consulting on matters related to COVID Relief Funding.
  - Contact Mike Myhre ([mmyhre@fsa-ig.com](mailto:mmyhre@fsa-ig.com)) and Gloria-Ann Billings ([gabillings@fsa-ig.com](mailto:gabillings@fsa-ig.com)) to schedule your appointment.

# Welcome and Introductions



## **Mike Myhre**

[mmyhre@fsa-ig.gov](mailto:mmyhre@fsa-ig.gov)

(850) 607-4844

Michael Myhre joined FSA in September 2020 as a Relationship Manager. He holds nearly 30 years of business and economic development experience, dedicating his career to advocating and securing success for entrepreneurs and small businesses. Prior to joining FSA, Mike served as the CEO for the Florida Small Business Development Center Network; the state's small business development agency. In this role, Mike provided strategic direction and leadership of the organizations 45 offices and nearly 250 employees for over 10-years.

Prior to his tenure with the Florida SBDC, Mike held the position of Executive Director for the Office of Entrepreneurship and Small Business Development for the State of Minnesota Department of Employment and Economic Development. In this position, Myhre served as administrations liaison and leader state's leading office of entrepreneurial and small business policy and support services, including direction of the Minnesota SBDC Network.

Mike has served as the Board Chairman of America's SBDCs; the association representing the nation's largest small business development organization with nearly 1,000 offices and 5,000 employees. He has also served on the Board of Directors of CareerSource Florida, Florida Economic Development Council, Florida Chamber of Commerce, among others.

Mike is a graduate of the University of Minnesota, Carlson School of Business and Management, and earned a certificate for passing the CPA exam. Mike lives in Pensacola Beach with his wife and has three adult children (Chelsea, Melissa and Dakota) and shih tzu (Chewy).



# Welcome and Introductions



**Gloria-Ann  
Billings**

[gabillings@fsa-ig.com](mailto:gabillings@fsa-ig.com)

(907) 310-8368

Gloria Ann joined FSA Investment Group in February 2021 as a Financial Analyst. Prior to joining FSA, she started her career with the Florida SBDC as a Financial Grants Specialist. During this time at Florida SBDC, she graduated from University of West Florida in 2020 with a double major in Bachelors of Finance and Bachelors of Accounting. Gloria Ann is currently pursuing a Masters of Accounting at the University of West Florida and studying for the CPA exam. Gloria-Ann lives in Gulf Breeze, Florida with her husband Nick and enjoys spending her free time with family and friends, trying new recipes, and crocheting.

## FSA Tribal Government COVID Team



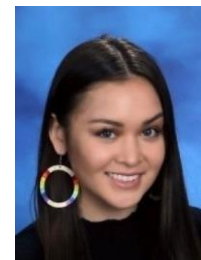
**Jennifer  
Parisien**



**Sabrina  
Renteria**



**Justin  
Lepscier**



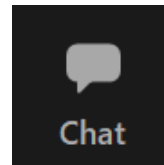
**SaNoah  
LaRocque**



# Engagement for Introverts

	<b>Introverts near people</b>
	<b>Introverts alone</b>
	<b>Introverts online</b>
	<b>Introverts in their imaginations</b>

- Use and enter your comment or question in the Chat window field.



Chat Button  
(bottom of screen)

To: Everyone ▾  
Type message here...

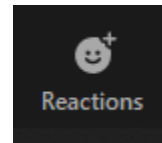


With the “To” set to Everyone,  
enter your comment or  
question  
(bottom of screen)

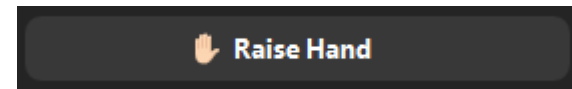
# Engagement for Extroverts



- Use the Raise Hand feature to be recognized.



Reactions Button  
(bottom of screen)



Click "Raise Hand"  
Button

Wait to be Recognized





Tribal Colleges and Universities  
Creative Thinking – COVID Project Ideas



# Construction Allowability with BIE Funds

**From:** Aguilar, Dominic J <DOMINIC.AGUILAR@BIE.EDU>

**Sent:** Monday, September 13, 2021 3:31 PM

**To:** Campbell, Katherine <Katherine.Campbell@bie.edu>

**Cc:** Ward, Douglas E <douglas.ward@bie.edu>; Garcia, Kimberly A <Kimberly.Garcia@BIE.EDU>; Coury, Jake R <jake.coury@bie.edu>; Palmer, Lawrence L <lawrence.palmer@bia.gov>

**Subject:** Re: CFDA

Hi Dr. Campbell,

The construction money will be using the CFDA# 15.027. Please let us know if you have any other questions.

Thank you,

*Dominic Aguilar*

Budget Analyst, School Operations

*Bureau of Indian Education*

U.S. Department of the Interior

1011 Indian School Road, NW - Suite 332

Albuquerque, New Mexico 87104

Cell Phone: 505-239-9373

# Zoom Poll



# Poll

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# SurveyMonkey Results

## COVID Projects

Monday, December 13, 2021

Powered by  SurveyMonkey

# 19

**Total Responses**

Date Created: Wednesday, December 01, 2021

Complete Responses: 19



# Identify the types of initiatives your institution invested in students using COVID-19 funding.

ANSWER CHOICES	RESPONSES
▼ Technology	100.00% 19
▼ Food Security	84.21% 16
▼ Internet Access	84.21% 16
▼ Additional Financial Services (gas stipends, housing assistance, book costs, ect.)	84.21% 16
▼ Mental Health Support	78.95% 15
▼ Tuition Waiver	73.68% 14
▼ Scholarships	52.63% 10
▼ Tutoring	52.63% 10
▼ Transportation	52.63% 10
▼ Increased Communication	47.37% 9
▼ Physical Health Support	36.84% 7
▼ Childcare	31.58% 6
▼ Cultural and Spiritual Support	31.58% 6
<b>Total Respondents: 19</b>	

# Other investments your institution made or offered students not listed?

- Student debt cancellation/discharge
- Provided surveillance COVID - 19 testing and vaccination clinic transportation and booster clinic on campus
- Additional financial support includes emergency aid financial assistance directly to students based on credits attempting for each semester
- Student /staff support backpacks
- Drop out detective software
- Additional advising staff
- Persistence scholarships that covered the cost of tuition, fees and books - had to have SAP (satisfactory academic progress)
- Vaccination incentive; transferring assistance
- Paying off debt owed during COVID semesters
- Purchased 500 laptops, so students can check out a laptop for online education if needed
- Emergency Aid - to travel home

Has making these investments encourage retention and reengagement with students?

100%

Yes!

# I'd like more information about how my colleagues are investing COVID funding in ...

ANSWER CHOICES	RESPONSES
▼ Cultural and Spiritual Support	47.37% 9
▼ Transportation	36.84% 7
▼ Physical Health Support	31.58% 6
▼ Childcare	31.58% 6
▼ Increased Communication	31.58% 6
▼ Scholarships	21.05% 4
▼ Mental Health Support	21.05% 4
▼ Other (please specify):	<a href="#">Responses</a> 21.05% 4
▼ Tuition Waiver	15.79% 3
▼ Tutoring	15.79% 3
▼ Food Security	10.53% 2
▼ Technology	10.53% 2
▼ Internet Access	10.53% 2
▼ Additional Financial Services (gas stipends, housing assistance, book costs, ect.)	5.26% 1
<b>Total Respondents: 19</b>	



# I'd like more information about how my colleagues are investing in ... (Other responses)

- Student debt cancellation/discharge
- Bus purchase, student transport, storage buildings-containers etc. outside furnishings-outdoor classroom-outdoor eating area, wellness equipment, workout-gym, meditation, yoga etc. outdoor sports equipment, New staff positions to process Cares expenditures-accounting Type and amount of Covid related duties in positions now funded by cares act monies, gas stipends for students
- Somehow we need to build more classroom space to accommodate social distancing and smaller classes (so have to offer it more than once at one time) , need something better for distance delivery. Zoom is ok, owl cameras so-so. Surely there are better formats?

Cultural restoration and perpetuation given the losses

# Are there any additional students services your institution would like to offer?

- On campus nurse-medical station student lounge - movie room etc.
- We would like to have mental health counselors (yes there is money, the issue is finding someone in rural MT willing to), IDK all this money and we still have low enrollment.
- We need construction funding as there is a severe housing shortage and our college does not have student housing.

# Identify the types of initiatives your institution invested in the school using COVID-19 funding.

ANSWER CHOICES	RESPONSES
Technology	94.74% 18
Transition to Online	89.47% 17
Offered Support Services to Faculty and Staff	89.47% 17
Enhancements to Facility (HVAC, ventilation, dividers, ect.)	89.47% 17
Vaccine Incentives	84.21% 16
Hired Additional Faculty and Staff	78.95% 15
Internet Access	78.95% 15
Mask Campaign	73.68% 14
Additional Financial Services (gas stipends, housing assistance, food security, ect.)	57.89% 11
Testing and Vaccination Sites	36.84% 7
Hired Additional Medical Personnel	15.79% 3
Modular Offices	10.53% 2
Modular Classrooms	5.26% 1
Construction of New Facilities	5.26% 1
<b>Total Respondents: 19</b>	

# Other investments your institution made in the institution not listed?

- Ability to work from home as long as compliance is followed.
- Security systems, Cameras, access control systems, equipment and supplies for facilities management, restroom remodels and other building remodels, flooring, roofs, siding.
- Health and safety on campus, touchless fixtures, Covid Safety Officer Position. On campus food pantries. Wellness activities. Staff and Faculty computer upgrades, internet work from home abilities. Teleconference and zoom enable all computers, offices etc.
- Broader use for facilities upgrades
- Keyless door entry system Touch free bathroom fixtures Water stations installed in lieu of water fountains
- Mental health and physical training services for all employees, students and Head Start families
- Renovation of dilapidated building, debt forgiveness.
- On-line Orientation

# I'd like more information about how my colleagues are investing COVID funding in ...

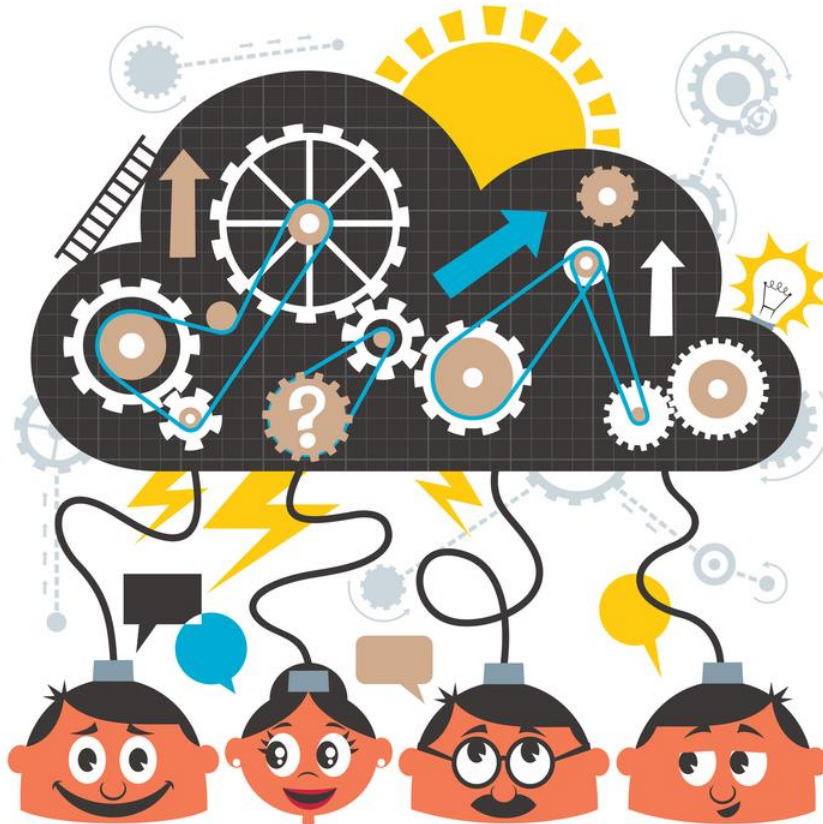
ANSWER CHOICES	RESPONSES
Construction of New Facilities	84.21% 16
Enhancements to Facility (HVAC, ventilation, dividers, ect.)	47.37% 9
Modular Classrooms	42.11% 8
Modular Offices	36.84% 7
Offered Support Services to Faculty and Staff	36.84% 7
Hired Additional Faculty and Staff	31.58% 6
Technology	26.32% 5
Additional Financial Services (gas stipends, housing assistance, food security, ect.)	15.79% 3
Other (please specify) <a href="#">Responses</a>	15.79% 3
Hired Additional Medical Personnel	10.53% 2
Transition to Online	10.53% 2
Mask Campaign	10.53% 2
Internet Access	5.26% 1
Vaccine Incentives	0.00% 0
Testing and Vaccination Sites	0.00% 0
<b>Total Respondents: 19</b>	



# I'd like more information about how my colleagues are investing in ... (Other responses)

- Childcare Services
- Vehicles
- Financial Aid Support

# Open Session - Brainstorming



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# Possible Project Ideas – For Students

## Cultural and Spiritual Support

Hire a local elder for cultural advising

Offer Cultural Enhancement Opportunities

## Transportation

Purchasing a bus for social distancing

Gas stipends to aid students traveling to campus

Bus pass to help students without vehicles travel

## Physical Health Support

Add a modular health clinic on campus

Hire additional nurses to meet needs of students

Engage and host students in activities while meeting appropriate CDC guidelines

# Possible Project Ideas – For Institution

## Construction of New Facility

Consider BIE funds

## Enhancements to Facility

Extension of utility lines: water and electricity

Redesigning food service facilities

Food gardening opportunities

## Modular Classrooms

Modular storage

Modular furniture

Modular tutoring stations/library aid

# Thank you! Final Questions?



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Gloria-Ann Billings  
Analysts  
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Cell: (907) 310-8368