

## CASE STUDY:

# Anishinaabe Agriculture Inst. & Winona's Hemp, LLC

**Osage, MN** Founded in 2015 by Winona LaDuke

LEAD PROJECT MANAGER: Don Wedl | LIFT ECONOMY: Erin Axelrod | RIVERSTYX FOUNDATION: Kevin Bayuk

## ABOUT AAI / WINONA'S HEMP

Our vision is to nurture a tribal hemp economy in North America, as a replicable model of organic, innovative and equitable Indigenous economics. We will create a regional strategy for the restoration of a fiber hemp economy, focused on northern plains and great lakes Indigenous nations, with an emphasis on repairing our relationship to our earth and each other. AAI is raising philanthropic capital to develop a comprehensive business plan and feasibility study for an investable hemp enterprise on White Earth. We seek to build a strong relationship with other indigenous textile growers & processors, including Navajo weavers. Winona's Hemp will create model farming, milling, spinning and garment infrastructure serving multiple markets for hemp yields for tribal members by 2025.

## MAIN BARRIERS OR NEEDS

Lack of domestic hemp textile processing equipment for sale at any scale, but particularly at farm or community scale. Need R&D funds to create an open-source tribal hemp enterprise budget. Need to train and organize a network of tribal member farmers on regenerative, organic fiber hemp growing. Currently evaluating five possible R&D facility scenarios.

R&D



HEMP



## IMPACT AREAS



Equity and Justice/  
Indigenous Sovereignty



Soil Improvement



Carbon Sequestration



Economic Development/  
Job Creation

## CURRENT CAPITAL STACK A/O INVESTMENT TO DATE

- Raised **\$132,000** in gift crowdfunding to purchase farm (exceeding \$100K goal)
- **\$100,000+** in grants from WindRose Fund to acquire land for future processing facility
- **\$100,000+** in committed grants from Tam Trust
- **\$100,000+** in grants from Heron Foundation for combined food and fiber work
- **\$50,000** commitment from Patagonia (on pause due to COVID-19)
- Extensive in-kind support from Tribe members and partners

## TYPE AND MAGNITUDE OF INVESTMENT SOUGHT

We are seeking support in the form of philanthropic capital—**\$500,000** for completing R&D and first facility.

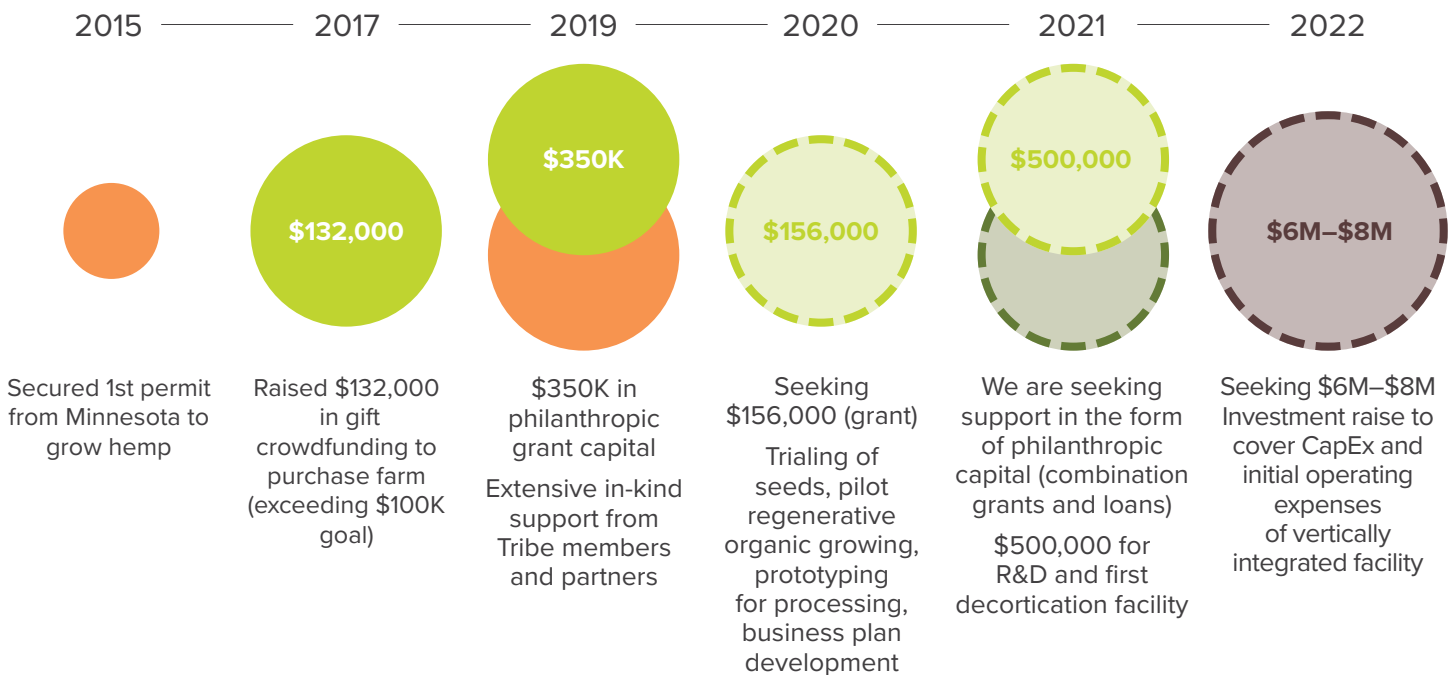
## REVENUE MODEL & PROJECTED PROFITABILITY TIMELINE

To be determined through business plan development.

## KEY RISKS

- Total costs of production (farming, processing, value-adding) result in too high of a barrier for market acceptance (being de-risked at R&D phase)
- Seed availability
- Tribal capacity to respond to multiple threats and opportunities

## INTEGRATED CAPITAL PATHWAY: AAI / WINONA'S HEMP



## TYPES OF CAPITAL

### NON-FINANCIAL SUPPORT

Business Planning TA  
Network Connections  
Advisory Support

### GRANTS

State & Federal Grants  
Philanthropic Grants

### LOAN GUARANTEES

Philanthropic Guarantees  
Guarantee Pools

### LOANS

Friends/Family Loans  
Other Debt Financing  
Bank Loans

### INVESTMENTS

Revenue Share Agreements  
PRIs & MRIs  
Equity