Tribes Working with Tribes

A Native CDFI
Formerly

NOW

A 100% Tribally owned by the Chickasaw Nation

Name change only

a Native CDFI since 2005
Both the bank and the holding company are Native American CDFIs and recipients of several grants for Tribal Housing and Native American businesses. We are one of 3 Native American BANK/CDFIs out of the total 70 NA CDFIs. We have lent over $2 billion to Indian Country.
Chickasaw Nation Governor, Bill Anoatubby, had a vision for a tribally owned bank in Oklahoma City that could uniquely meet the needs of both Indian Country and the greater community alike.

We rebranded in January 2020 as Chickasaw Community Bank to better reflect our values and heritage. Our Mission Statement is

“Building Better Lives for Everybody”.

I cannot think of a better way to live this mission than to help tribes and their members build and/or obtain housing.

The bank through the holding company, is a 100% wholly owned subsidiary of Chickasaw Nation. We are members of the Federal Reserve and the Federal Home Loan Bank of Topeka. As of January 2021, Bauer Financial rated the bank as a 5-star bank and has been consistently placed in the top 15% of all U.S. banks by Seifried & Brew LLC.
A CDFI

What it can do!

Deposit/Checking
Business loans
  Business training
Home mortgages
  Credit Counseling/homebuyers education
Other Services
YOUR CDFI

What is the purpose?
What is the ultimate Goal?
How to work thru your tribal decision making process?
What are the demographics?
Influencing Demographics

Population of Tribal members
Location of Tribal Members
  On Reservation
  Off Reservation
Density of Tribal Members
Income
Age
MAKING A DIFFERENCE!
HOME OWNERSHIP

Do you want to work with the tribal member to put their loan package together

Provide the education, training, gathering of documentation, coaching,

Or Originate the loan

Be the Mortgage Broker  not funding loan but working with lender such as CCB who will complete loan, close and fund

Or close and fund the loans

Be the Mortgage Company- complete the loan package, close the loan, fund it and then sell to lender such as CCB
The HUD 184 is a long-term (15 or 30 year) fixed rate Mortgage loan program for Enrolled Native Americans, Tribes and TDHEs across the Indian Country in the approved states and designated areas. This presentation is discussing for the individual Tribal member.
Individual Tribal member must be

KEY POINTS

✓ An ENROLLED member

✓ of a FEDERALLY Recognized tribe
  (including the 6 state tribes as noted on the ONAP website)
HUD 184 Loan Program

- Borrower can
  - Construct
  - Rehab existing
  - Purchase
  - Purchase and Rehab
  - Construct a modular home
  - Purchase (have constructed) a new Manufactured home
  - Refinance existing home

A home can be a single family residence up to a 4-plex
HUD 184 Eligible Area
(map from ONAP website 2022)
Mortgage Origination Considerations

- Licensing
- Support Staff
- Compliance
- Profitability
- Software/IT
Other Options

• Down Payment Assistance
  • Grants
  • Forgivable 2\textsuperscript{nd}
  • True 2\textsuperscript{nd}

• Homeownership and Credit Counseling

• Rent to Own Units
Funding - Uses & Sources

- Operations of program
- Loans to tribal members (including grants, DPA, 2nds)
- Loan Loss reserve
- Other - capital assets

- Sustainable source-
  - Profitability
  - Tribal annual line-item budget

- Short term sources
  - Grants
  - Startup funds investors
What resources are already available internally and other sources

Staff
Computers
Office space
Knowledge
Education/ Compliance Training

Funding can be provided by Lender such CCB for mortgage closing and funding or a Secondary market- purchasing the already closed loan. (source of loan funding but also source of income)
What can be done to facilitate the mortgage process?

- Tribal Realty Department contact
- BIA Contact
- Land Jurisdiction and Status Report completed
<table>
<thead>
<tr>
<th>Lease</th>
<th>Certified TSR</th>
<th>Survey</th>
<th>Environmental</th>
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</thead>
<tbody>
<tr>
<td>Standardized</td>
<td>Current</td>
<td>Current</td>
<td>Current</td>
</tr>
<tr>
<td>Acknowledged by BIA &amp; HUD</td>
<td>Signed</td>
<td>No construction / improvement restrictions</td>
<td>Required</td>
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<tr>
<td>50 years (can be 25yrs auto renewable)</td>
<td>Refinance – lease recorded</td>
<td>Easements</td>
<td>On all tribal lands</td>
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*Side note: Also need to determine internally who is responsible for the individual loans for getting, ordering and paying— including ‘above income’ members.*
Need all the pieces of the puzzle = Success!
Need all the pieces of the puzzle = Success!
is helping
Building Better LIVES for
Native Americans.

TRIBES HELPING TRIBES
MAKE A DIFFERENCE!!
Breakout session 10 minutes

Discuss among your group the options including training, education for business as well as mortgage, requirements, sources & uses of funds.

The outcome is to have started a questionnaire for your tribe to ascertain and prioritize your goals within your existing resources and possible resources.
Questions?

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