

June 12-14
Pacific Grove, California
nativecdficonvening.org



2018 Native CDFI Capital Access Convening

*Bringing Native CDFIs, Funders, and
Investors Together to Bring Capital to
Native Communities*



Corporate & Sustainable Investor Support for Indian Country: Leveraging Impact Investments



Organizing for Economic Opportunity



PURPOSE & PROCESS



1. Define and explore how Communities of Practice can leverage greater social & economic capital for Native communities.
2. Examine primary change factors within the SRI movement.
3. Impact Investments, especially within health, food sovereignty & education. **ISSUE / REGIONAL GROUP WORK**
4. Connect to existing leadership teams/Communities of Practice: Investors & Indigenous Peoples Working Group (IIPWG)
5. Explore Opportunity Zones and their potential in Indian Country.
6. Tax Reform: Requires tax credit programs and others to be more centered in Communities of Practice

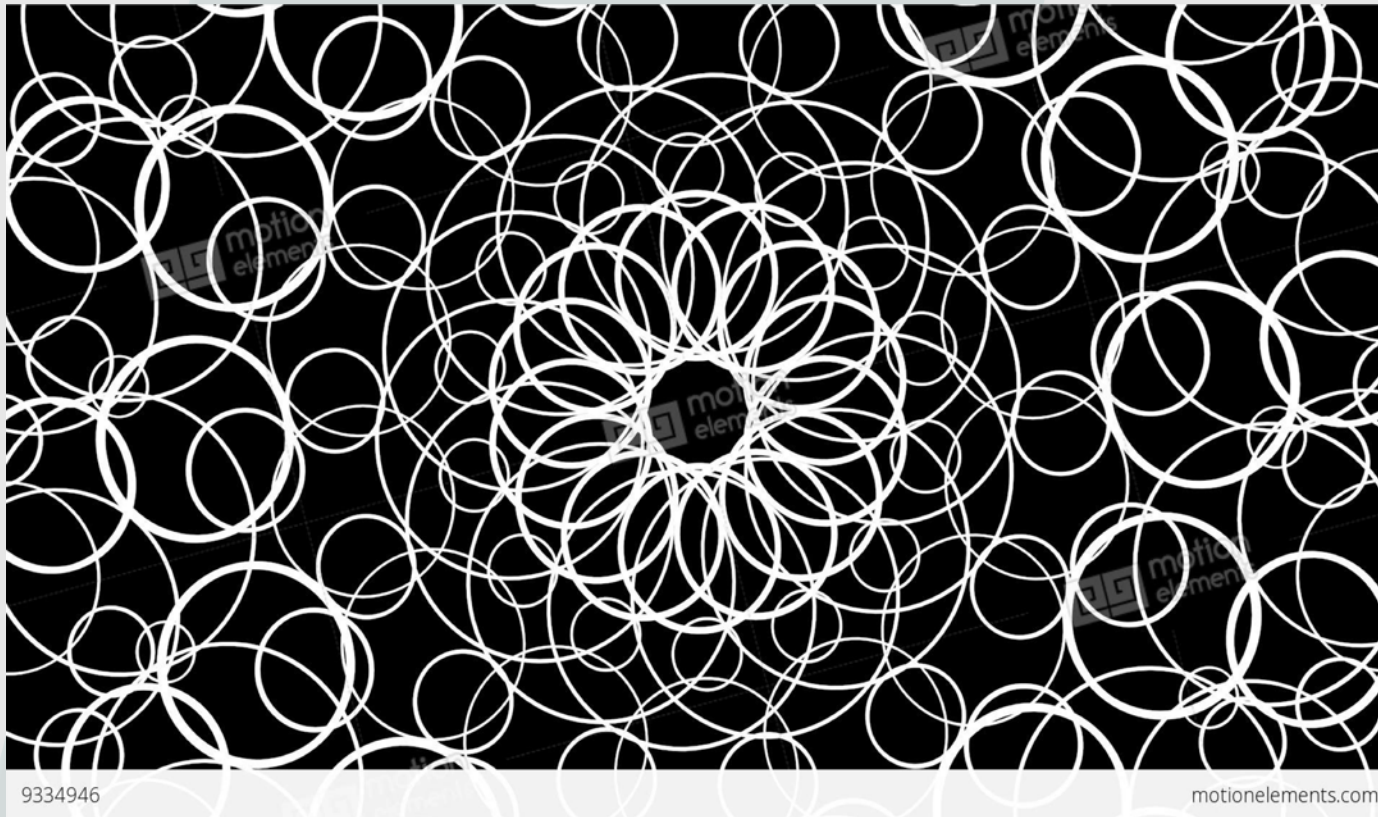


What is a Community of Practice?



A community of practice is a group of people who share a concern and/or a passion for something they do, and learn how to do it better as they interact regularly.



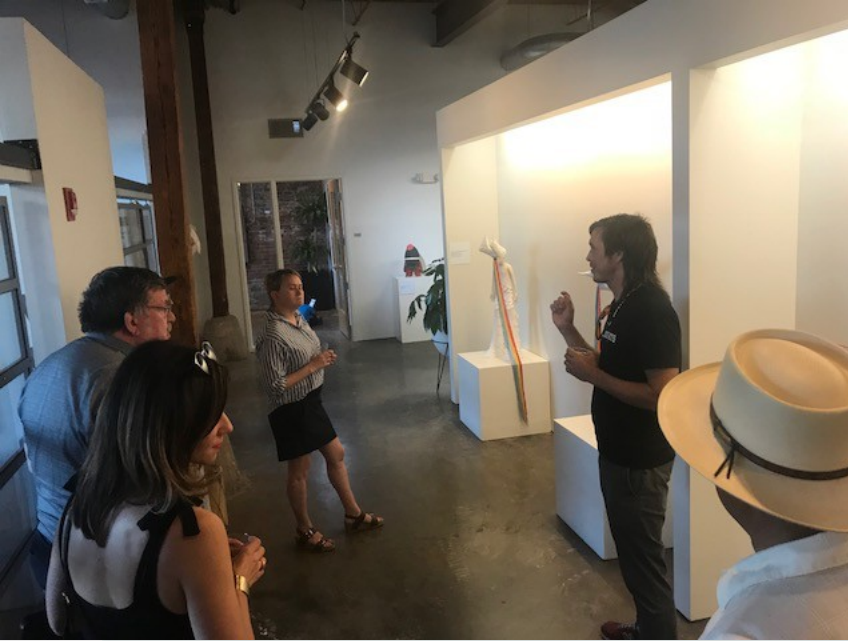


Key elements of a “Community of Practice”



- Learning need: people come together because of a shared need to learn. The learning may be explicit, i.e. how to leverage impact investments, or the learning may occur as a result of the gathering.
- Community Bond: the collective learning creates bonds of affection and trust among the community. Each individual has their own contribution to the whole, i.e. New Markets deal.
- The practice: the interactions produce resources that affect the shared and individual practice,





Missing and Murdered Indigenous Women, Girls, Queer and Trans People BEAD PROJECT (*EVERY ONE*)



Native CDFI's and Tribal Economic Development institutions can be ideal Communities of Practice



- Shared values
- Common concern for Tribe/Native community
- Passion for sustainable economic development
- Abilities: listen to & learn from community; research & envision the big idea; create and implement; learn and do it again, even better



Sustainable Responsible Impact

Investing

Attracting
Capital

Influencing



TRAVOIS™



Sustainable Responsible Impact Investing (SRI)



Communities of Practice are increasingly emerging within the SRI field.

1. Tribal investments, i.e. Oneida Nation & Ho-Chunk Nation
2. Shareholder advocacy, i.e. #NODAPL
3. Impact Investments, i.e. early learning, Inter-tribal food sovereignty & healthy food access



Indigenous values meet Times Square & Wall Street



Community of Practice for SRI & Indigenous Peoples



Investors & Indigenous Peoples Working Group (IIPWG)



NCAI Resolution-SRI



NATIONAL CONGRESS OF AMERICAN INDIANS

The National Congress of American Indians Resolution #ABQ-10-018

TITLE: Socially Responsible Investing for Indian Country

WHEREAS, we, the members of the National Congress of American Indians of the United States, invoking the divine blessing of the Creator upon our efforts and purposes, in order to preserve for ourselves and our descendants the inherent sovereign rights of our Indian nations, rights secured under Indian treaties and agreements with the United States, and all other rights and benefits to which we are entitled under the laws and Constitution of the United States, to enlighten the public toward a better understanding of the Indian people, to preserve Indian cultural values, and otherwise promote the health, safety and welfare of the Indian people, do hereby establish and submit the following resolution; and

WHEREAS, the National Congress of American Indians (NCAI) was established in 1944 and is the oldest and largest national organization of American Indian and Alaska Native tribal governments; and

WHEREAS, Socially Responsible Investing (SRI) is a broad-based approach to investing that now encompasses an estimated \$2.71 trillion out of \$25.1 trillion in the U.S. investment marketplace; and

WHEREAS, SRI recognizes that corporate responsibility and societal concerns are valid parts of investing and that SRI based investment encourages corporations to improve their practices on issues of concern to Tribes such as intellectual property rights, cultural rights, self-determination and Tribal sovereignty; and

WHEREAS, Tribal Governments are increasingly exercising their sovereignty through strengthening their institutions of government, taking over the management of their financial and resource assets and directing their financial investments towards the development of Tribal enterprises to generate jobs, income and opportunities for their Peoples; and

WHEREAS, NCAI, Native American Financial Officers Association and other financial advisors and firms recognize a growth in investable assets in Indian country; and

WHEREAS, Tribal Governments have a fiduciary responsibility to exercise due diligence for investing their funds, and socially responsible investing can assist them to utilize tribal assets to address a range of issues of concern to them, in addition to securing positive financial returns; and

EXECUTIVE COMMITTEE
PRESIDENT
Jefferson Reid
Ojibwa Nation
FIRST VICE-PRESIDENT
James High Horse
Pawnee Band - Mission Indians
RECORDING SECRETARY
Marianne Wapasha
Pawnee Band of Pawnee County
TREASURER
W. Ross Allen
Jamez Indian Nation
REGIONAL VICE-PRESIDENTS
ALASKA
William Martin
Central Council - Tlingit & Haida
EASTERN OREGON
Cora Canyon Wata
Chehalis Nation
GREAT PLAINS
Rashida "Red" Quattle
Roundup Sioux Tribe
NORTHWEST
Morgan Anderson
Mishan-Lachar-Nahcotta
NORTHEAST
Lana K. Geron
Shawnee Indian Nation
NORTHWEST
Brian Chalkley
Sawtooth Tribal Community
PACIFIC
Don Arnold
Sage Valley Band of Pomo Indians
ROCKY MOUNTAIN
Scott Russell
Crow Tribe
SOUTHWEST
Larry Townsend
Lumbee Tribe
SOUTHERN PLAINS
Robert Tappan Smith
Bassett Nation
SOUTHWEST
Jan Garcia
Chiricahua
WESTERN
Irene Galt
Ojibwa Nation
EXECUTIVE DIRECTOR
Jacqueline Johnson-Pate
NCAI
NCAI HEADQUARTERS
1518 P Street, N.W.
Washington, DC 20005
202 462 7747
202 462 7797 fax
WWW.NCAI.ORG



Influencing

DAKOTA
ACCESS
PIPELINE

LAND USE

LEGAL PROTEST

SHAREHOLDER
ENGAGEMENT

SHAREHOLDER
RESOLUTION

SHAREHOLDER
ADVOCACY

TOTAL
DIVESTMENT
--NO #DAPL



SHAREHOLDER ADVOCACY

#1

IDENTIFY INVESTMENTS

#2

CONTACT
SHAREHOLDERS &
NEGOTIATE

#3

PUBLIC PRESSURE & VOTE





SOURCES OF IMPACT INVESTMENTS



TOTAL DIVESTMENT--NO #DAPL

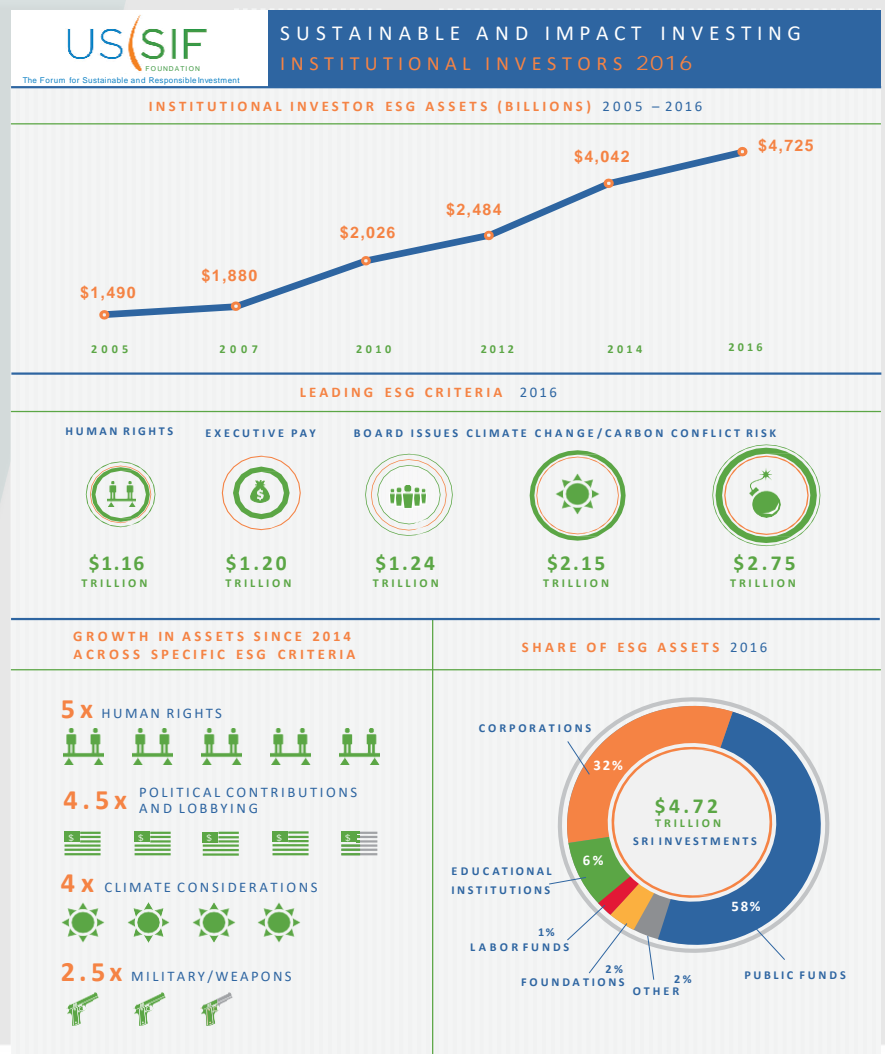


IMPACT INVESTING: Start with a Big Idea! Matika Wilbur: Project 562



Institutional Impact Investing by Asset Shares:

- *Public Funds-58%
- *Corporations-32%
- *Education-6%
- *Foundations-2%
- *Labor-1%



Turning an eye toward impact



WINNEBAGO TRIBE OF NEBRASKA: EDUCARE



TYPE: EDUCATION CENTER FOR INFANTS, TODDLERS AND
PRESCHOOLERS

YEAR COMPLETE: 2014

GAP FUNDING SOURCE: NEW MARKETS TAX CREDIT PROGRAM
(NMTC)

YEAR OF INVESTOR CLOSING: 2013

TOTAL INVESTOR EQUITY: \$3.5 MILLION

FOUNDATION CONTRIBUTION: \$5 MILLION (Buffet Early Childhood
Fund)

TOTAL PROJECT COST: \$11.4 MILLION





A few of the Tax Reform challenges...



- Traditional investors such as bigger banks have less incentive to invest in tax credits or other deals because their burden has eased.
- Per credit equity pricing in tax credit deals are not as competitive because corporations have more options and are holding onto their tax reform savings
- Opportunity Zone rules are still in flux within Treasury. They have great potential, but will require initiative and innovation.



WHAT'S YOUR BIG IDEA?



Take some time to think in small groups.




Opportunity Zones

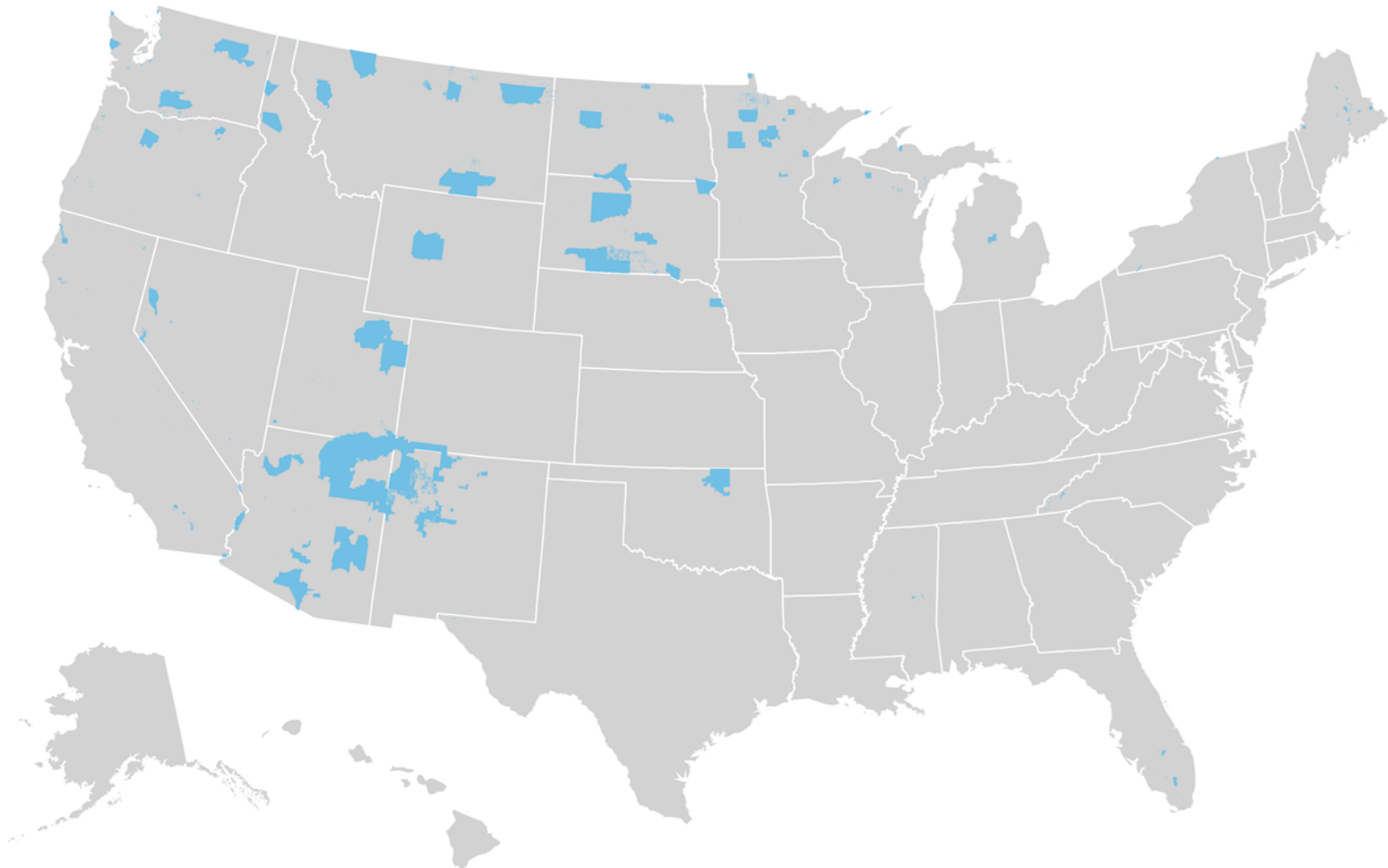


Lobbying and advocacy power was seen across Indian Country as tribes secured Opportunity Zone designation for 30% of the eligible 1,341 census tracts in tribal areas.



Tribal Areas that Include Designated Opportunity Zones

 Tribal tracts containing designated Opportunity Zones



Sources: Urban Institute analysis of 2011–15 CoreLogic, 2015 Longitudinal Employer Household Dynamics Origin-Destination Employment Statistics Workplace Area Characteristics, 2011–15 US Census Bureau American Community Survey, 2000 US Census Decennial Census, 2011–15 Home Mortgage Disclosure Act, and 2011–15 Community Reinvestment Act data

URBAN INSTITUTE

Leverage: Tax Credits + Impact Investments in Opportunity Zones = Potential



LITTLE BIG HORN COLLEGE: Health & Wellness Center





LITTLE BIG HORN COLLEGE



LOCATION: CROW AGENCY, MONTANA

TYPE: COMMUNITY CENTER

YEAR COMPLETE: 2012

GAP FUNDING SOURCE: NEW MARKETS TAX CREDIT
PROGRAM (NMTC)

YEAR OF INVESTOR CLOSING: 2011

TOTAL INVESTOR EQUITY: \$2.3 MILLION

TOTAL PROJECT COST: \$10.3 MILLION



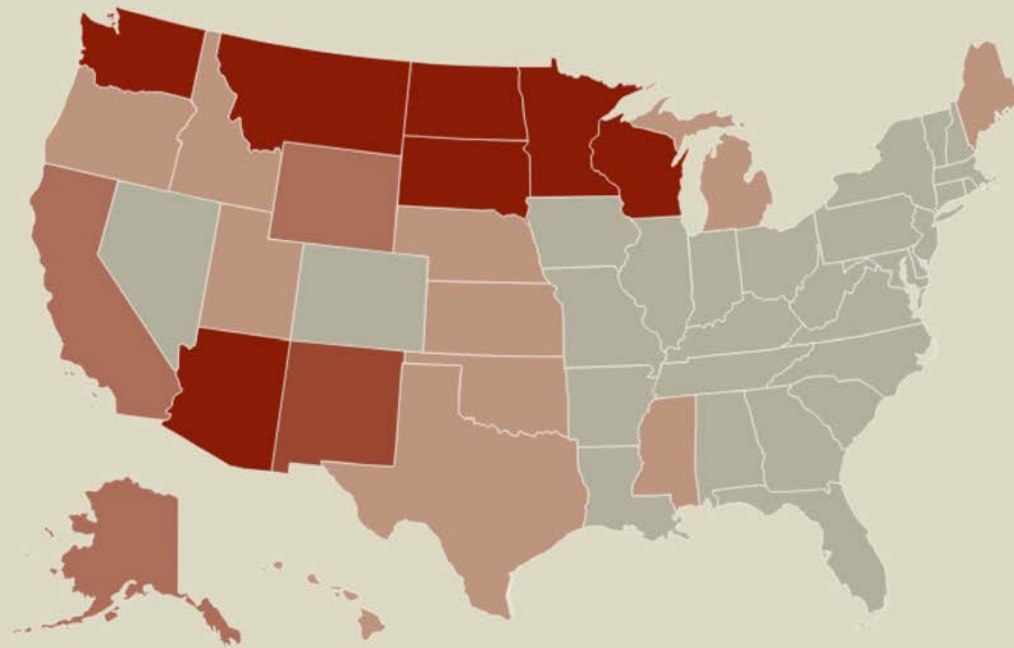
Know where you want to go. Clarify the capacity you have & need to get there.



TRAVOIS™



New Market Tax Credits: More opportunity for Partnering



HOUSING

Total Projects: 187
Total Homes: 5301
Total Costs: \$914,783,214
Total Investor Equity: \$650,578,313

ECONOMIC DEVELOPMENT

Total Projects: 21
Total Costs: \$399,072,878
Total Investor Equity: \$73,430,613

**TOTAL NATIVE
ORGANIZATIONS 90**



Reflection Time



Feedback and Next Steps

CONTACT: eva kathleen schulte Travois,
vice president for economic opportunity

eva@travois.com

@evakathleen

816-519-9624



CONNECTORS



- IIPWG (Investors & Indigenous Peoples Working Group. E-mail Steven Heim to be included in monthly calls. sheim@bostoncommonasset.com)
- ICCR (Interfaith Center for Corporate Responsibility)
- SOCAP (Social Capital Markets)
- SRI (Sustainable Responsible Impact) Conference
- Designated Qualified Opportunity Zones:
<https://www.cdfifund.gov/Pages/Opportunity-Zones.aspx>

