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
Increasing Access to Capital for Homeownership Lending

Pacific Grove, CA ~ June 12, 2018
Our presenters

• **Susan Hammond**, Four Directions Development Corporation

• **Marvin Ginn**, Native Community Finance

• **Stephanie Provost**, Mazaska Owecaso Otipi Financial
Four Directions (2001)

- **Service area:** 4 Wabanaki tribes in Maine and Native Americans in Maine
- **Types of homeownership loans:**
  - 30-year fixed rate
  - Construction loans
  - Home improvement loans
  - Equity/debt consolidation loan
  - Credit builder consumer loan
- **Average size of loan:** approximately $70,000
- **Average interest rate:** 6%
- **# loans originated:** over 210
Native Community Finance (2007)

- **Service area:** New Mexico
- **Types of homeownership loans:**
  - 30-year mortgage for POL home loan program
  - Construction loan for 184/VA/USDA take outs
  - Rehab (mainly roofs)
  - Gas conversion loan
- **Average size of loan:** approximately $150,000
- **Average interest rate:** 1 – 8.5%
- **# loans originated:** 121
Mazaska (2004)

- **Service area:** Pine Ridge Reservation & adjacent communities, and Cheyenne River Reservation

- **Types of homeownership loans:**
  - Home opportunity loan (5 year balloon)
  - Traditional mortgage (30-year) mortgage
  - Construction
  - Rehab

- **Average size of loan:** approximately $70,000 (after subsidies)

- **Average interest rate:** 7%

- **# loans originated:** 89
Funding for homeownership lending: Four Directions

- NACA FA
- TD Bank (Line of Credit)
- Katahdin Trust (Line of Credit)
- Oweesta
- Bangor Savings Bank (EQ2)
- Capital campaign
- OFN
Funding for homeownership lending: Native Community Finance

• NACA FA
• Pueblo of Laguna
• NM Mortgage Finance Authority
• Native Capital Access
Funding for homeownership lending: Mazaska

- NACA FA
- Northwest Area Foundation
- SD VOAD (Disaster)
- Thunder Valley CDC
- Enterprise Foundation
Thank you!

- **Susan Hammond**  
  Shammond@fourdirectionsmaine.org

- **Marvin Ginn**  
  marving@nativecf.org

- **Stephanie Provost**  
  stephanie@mazaskacdfi.org