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
Clearinghouse CDFI provides economic opportunities and improves the quality of life for lower-income individuals and communities through innovative and affordable financing that is unavailable in conventional markets.
FINANCING OVERVIEW

Since Inception 1996 – 2017
✓ $1.55 Billion cumulative lending, 1,820 total projects
✓ Paid a dividend to shareholders each of past 15 years

Fiscal Year 2017
✓ $103 Million in loans originated
✓ $38.5 Million in New Markets Tax Credits deployed

First Quarter 2017, ended March 31
✓ $441 Million in Total Assets
✓ $346 Million in Net Loans Receivable

- Affordable Housing
- Community Facilities
- Commercial Real Estate
- Small Business
- New Markets Tax Credits
IMPACT OVERVIEW

Since Inception 1996 – 2017
✓ Over 500 loans and almost $500 Million to nonprofit organizations
✓ 1.5 million clients served
✓ 18,000 jobs created or retained
✓ 10,750 student spaces created or retained

Fiscal Year 2017
✓ 300 units of affordable housing
✓ 3 Out of 5 loans funded to woman or minority led/owned organizations
✓ 40% of loans to organizations with environmentally sustainable efforts
NATIVE AMERICAN ADVISORY BOARD

GERALD SHERMAN – Chair
Oglala Lakota. Bar K Management

KARLENE HUNTER
Oglala Sioux Tribe. Co-founder Native American Natural Foods

BOB CRUTHERS
Citizen Potawatomi CDC (NCDFI)

LENELL CARTER
IPA1 Community Loan Fund, San Pasquale Band of Mission Indians

SHAWN NELSON
Navajo. Lifelong artist specializing in fine art sand paintings

DAVID MURRAY
Rosebud Sioux Tribe. Native Capital Access (NCDFI)
$10 Million of Federal NMTC Allocation, $2 Million of NV State NMTC Allocation, & a $5.6 Million Loan - Washoe Reservation, NV
Sustainable Revenue Source for the Washoe Tribe of Nevada and California

The development of the Washoe Travel Plaza on Native American reservation land produced a diversified and sustainable source of revenue for this Nevada and California tribe.

Clearinghouse CDFI provided key financial resources to the project, including $10 million of Federal NMTC allocation, $2 million of Nevada State NMTC allocation, and a $5.6 million loan to the Washoe Tribe. This transaction is one of the first of its kind in the State of Nevada.

The Washoe Tribe’s debut of the new travel plaza is a part of its ongoing business initiative to revitalize the reservation and its surrounding communities. Development of additional businesses on tribal land is already underway. Tribal leaders anticipate that the resulting increase in employment opportunities and resources will help Tribal members achieve long-term economic self-sufficiency.
Clearinghouse CDFI provided $9 million of NMTC allocation for the development of a healthy foods grocery store, fuel station, and storage facility in Cusick, WA on Kalispel tribal land.
$10 Million NMTC Allocation Helps Connect a Distressed, Alaskan Community via Internet

Alaskan Native Village Statistical Area
Villages of Kiana, Noatak, Deering and Kotlik
Affordable, Environmentally Sustainable Plumbing for Low-Income Families in Navajo Nation

Navajo Tribal Utility Authority, Arizona
debra from Des Moines: tanka bites This is the best jerky I have ever had!

ANCIENT NUTRITION FOR TODAY'S HEALTHY LIFESTYLE

Tanka products are built on our ancestors' knowledge of the Ideal Portable Energy for endurance, top performance and healthful life. Based on traditional wasna and pemmican, we combine high-protein, prairie-fed buffalo and tart-sweet cranberries. ORDER NOW

Kyle, South Dakota
$2.24 Million Loan to Purchase Land to Further Tribal Enterprises and Economic Development

Ukiah, California
# Loan and New Markets Tax Credit Activity - $56,000,000

<table>
<thead>
<tr>
<th>Organization Name</th>
<th>Location</th>
<th>Activity</th>
<th>Funding</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Washoe Tribe of Nevada and California</td>
<td>Nevada &amp; California</td>
<td>$10 Million NMTC $2.0 Million NVTC $5.6 Million Loan</td>
<td>Truck Plaza</td>
<td>$12,870,000 in Loans (13)</td>
</tr>
<tr>
<td>Kalispel Tribe of Indians</td>
<td>Washington</td>
<td>$9 Million NMTC</td>
<td>Grocery Store &amp; Fuel Station</td>
<td>$43,300,000 in New Markets Tax Credits (5)</td>
</tr>
<tr>
<td>Navajo Tribal Utility Authority</td>
<td>Arizona</td>
<td>$12.8 Million MM NMTC with USDA</td>
<td>Water Treatment Facility</td>
<td>$250M in Loans (25)</td>
</tr>
<tr>
<td>Native American Natural Foods</td>
<td>South Dakota</td>
<td>$250M Loan $500M Investment</td>
<td>Permanent Working Capital</td>
<td>$2.0 Million Participation in $2.23 Million Loan with Indian Land Capital Company NCFDI</td>
</tr>
<tr>
<td>Pinoleville Pomo Nation</td>
<td>California</td>
<td>$2.0 Million Participation in $6.5 Million Loan with Native American Bank NCFDI</td>
<td>Purchase back Land from Private Owner</td>
<td>$2.6 Million Participation in $6.5 Million Loan with Native American Bank NCFDI</td>
</tr>
<tr>
<td>Red Lake Band of Chippewa Indians</td>
<td>Minnesota</td>
<td>$250M</td>
<td>Trading Post, Fuel Station, Retail Stores</td>
<td></td>
</tr>
<tr>
<td>Shakopee Mdewakanton Sioux Community</td>
<td>Minnesota</td>
<td>$250M Shareholder in CCDFI</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- $12,870,000 in Loans (13)
- $43,300,000 in New Markets Tax Credits (5)