



4th Annual

Native CDFI Capital Access Convening

June 25–27, 2019 • Lihue, Hawaii

**WELLS
FARGO**



**Northwest Area
Foundation**

Reducing Poverty. Building Prosperity.



Fannie Mae®



Freddie Mac
We make home possible®

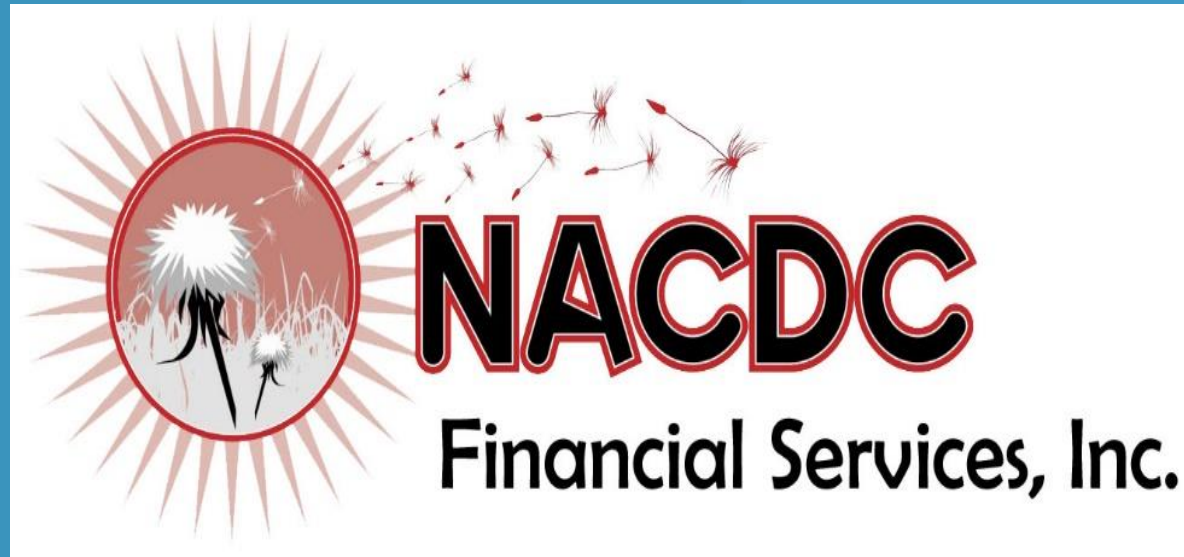
SOVEREIGN COUNCIL
OF



AI/NA Administration for Native Americans
An Office of the Administration for Children & Families



TAMALPAIS TRUST



Organizational Growth: Challenges, Anxiety, and Not So Many Solutions



NACDC Financial Services, Inc.

How we started:

- Native American Community Development Corporation started in 1996
- NACDC Financial Services, Inc. is a Native CDFI that was founded in 2010
- First loan in October 2011
- Certified by the US Department of Treasury in 2012
- Promotes economic sovereignty by removing the barriers that exists in Indian Country that prohibit the flow of capital and credit
- Addresses the critical needs in Native communities related to the growth of family assets and sustainable development



Our First Major Challenges

- Executive Director passes away in 2011
- No succession plan
- Funding was drying up
- Funders were dropping out
- Needed to lay staff off



NACDC Financial Services, Inc. Begins

- Established in 2010
- Had no lending capital
- Telephone asks to Indian Land Tenure Foundation and Oweesta
 - First two investors
- First loan was in November 2011
- Lean operating years with 3 staff
 - 2011 to 2014
 - Dollar Store Days
- Capacity Building and Technical Assistance in 2014
 - Tribal Leadership Journey Cohort
 - Building Native CDFIs Sustainability and Impact



Developing a Strong Financial Foundation

Developing a Strong Financial Foundation

- Funding in 2015
 - CDFI Fund FA Award
 - RBEG
 - Northwest Area Foundation- 2 year grant
 - Catholic Campaign for Human Development- 3 year grant
- Partnerships
 - First Peoples Fund
 - Indian Equity Program



Internal Capacity

- Employees
 - Only 3 from 2011-2014
 - Staff Turnover a Challenge
 - Administrative Assistant hired in 2015
 - Went through 7
 - Mini-Bank Coordinator hired in 2015
 - Went through 4
 - VITA Program started in 2015
 - Only 1 staf
 - Up to 10 staff in 2018



Loan Fund Growth

- Started with Credit Builder Loans and Micro and Small Business Loans
 - Slow to Start
 - Marketing through Word-of-Mouth
 - Financial Literacy Credit Management Classes
 - Classes filled!
 - 5-6 per year
 - Repayment Goes Well



Expanding Loan Products

- Grew into Ag Loans and Consumer Loans in 2016
 - Meeting the Demand
- Moved into Native Artists Credit Line
 - Created through a relationship with First Peoples Fund
 - Harvest Moon Ball
- Developed a Home Loan Program
 - First Real Estate Home in 2017
- Short-Term Loan Program
 - Developed in December 2017
 - In Response to Land Buy-Bank Program



Native Cash

- Reservations are Cash-Economies
 - Resistant to go to mainstream institutions
 - Lack of formal bank accounts
 - Lack of trust with mainstream financial institutions
- Developed a Stream of Unrestricted Funding
 - Unrestricted Funding Limited through Grant Funding



Native Cash – One Stop Cash Services

- Check Cashing
- ATM
- Western Union
- Money Orders
- 12% Short Term Loans

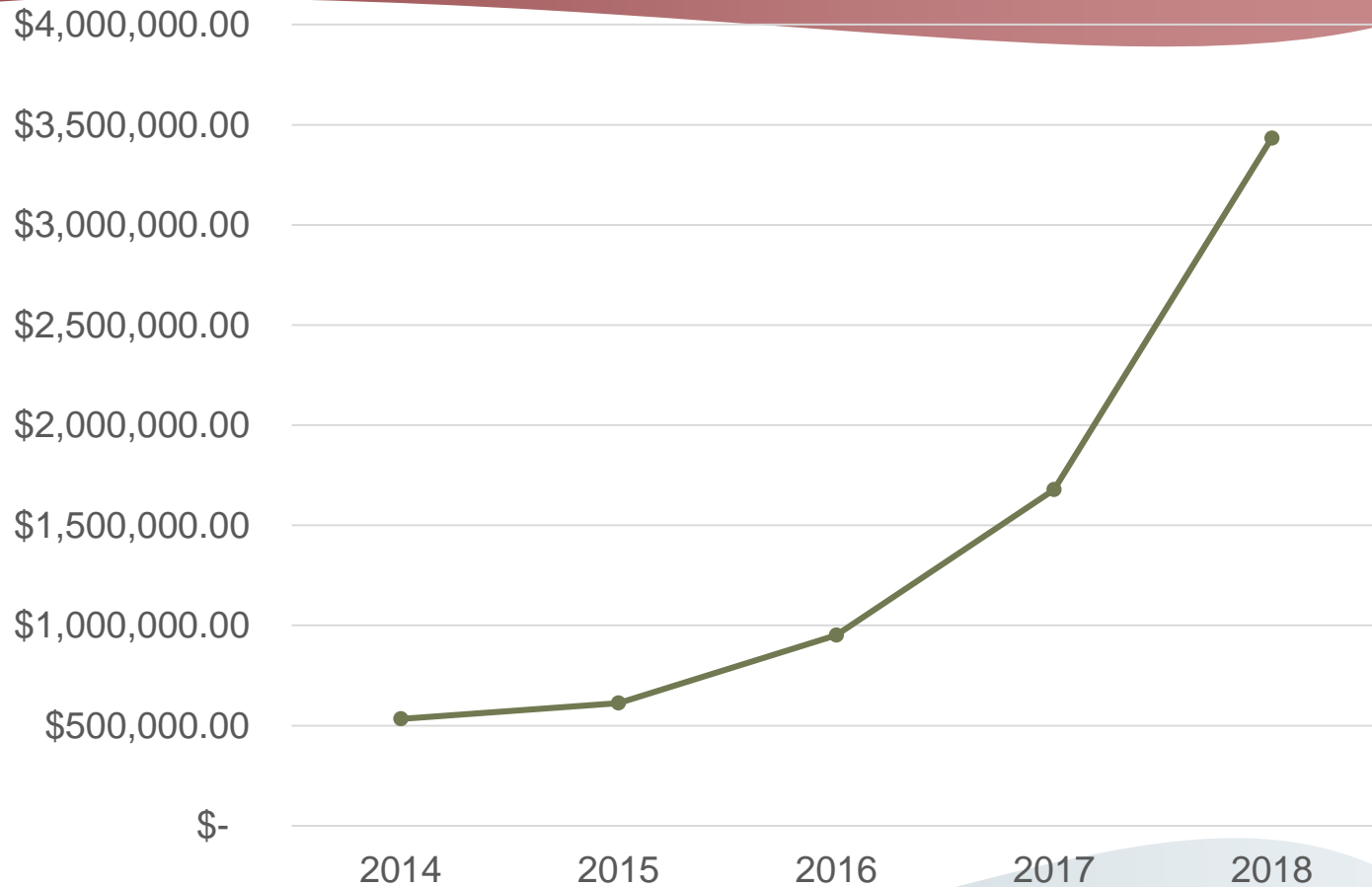


Technology Challenges & Anxiety

- Travel Distance Anxiety
 - Video Conference Equipment through Vision Net
 - Training up to 4 reservation communities
 - Linked into the same satellite system as the Tribal Colleges and Universities in Montana
- 2019 Anxieties
 - Native Cash
 - Trying eCash Software
 - Switch from eCash to DownHome
 - Centralizing Financials
 - CFO is in Denver, Colorado
 - Bringing internal in Browning, Montana
 - Consultant Currently Advising



Growth in Net Assets



Financial Growth Solutions

ASSETS	2014	2015	2016	2017	2018
Cash and Cash Equivalents	\$235,298	\$109,525	\$120,887	\$273,612	\$1,789,393
Grants Receivable	\$150,000	\$128,633	\$389,342	\$373,000	\$0
Interest Receivable	\$978	\$3,615	\$8,415	\$13,554	\$25,106
Net Loans Receivable	\$129,398	\$351,070	\$422,617	\$962,422	\$1,418,801
Other Current Assets	\$18,861	\$19,447	\$10,279	\$1,361	\$36,148
Total Assets	\$533,535	\$612,290	\$951,540	\$1,623,949	\$3,269,448
FIXED ASSETS					
Native Cash Building	\$0	\$0	\$0	\$52,112	\$161,280
Company Auto	\$0	\$0	\$0	\$2,256	\$1,760
Total Fixed Assets	\$0	\$0	\$0	\$54,368	\$163,040
LIABILITIES AND NET ASSETS					
Current Liabilities	\$51,716	\$3,111	\$147,249	\$65,475	\$8,493
Long-Term Liabilities	\$100,000	\$342,758	\$198,046	\$448,101	\$1,811,000
Net Assets	\$381,819	\$269,532	\$606,245	\$1,164,741	\$1,612,995
Total Liabilities and Net Assets	\$533,535	\$612,290	\$951,540	\$1,678,317	\$3,432,488

Not So Many Solutions

- Annual Reports Updated
- Strategic Plans Updated
- Partnerships
- Networks
- Colleagues
- Expanded Products and Services for Sustainability
- Business Plans Developed for Most Programs
- Jack Northrop said, “Debt is Good”
- Annual Audits Conducted



NACDC Financial Services, Inc.

PO Box 3029 • Browning, MT 59417 • (406)338-2099

Staff:

- Angie Main - Executive Director
- Bob Moore – Director of Operations
- Patty Gobert – Loan Fund Administrator
- Paula Crawford– Home Loan Specialist
- Matt Harrington – Ag/Business Specialist, Mini Bank Coordinator
- Kourtney Bull Child– Admin Assistant
- Tracey Thomas - Native Cash Coordinator
- James Crawford - Data Coordinator/ Cashier/IT
- Tammi Trombley – Head Cashier
- Joni Comes At Night – Short Term Loan Administrator

Board of Directors:

- Melanie Wall
- Jay Marcus
- Loretta Bell
- Roberta Harris
- Billie Jean Norgaard
- Yolanda GoodVoice
- Angie Main (*ex-officio*)

www.nacdcfinancialservices.com