

CDFI-COMMUNITY DEVELOPMENT FINANCIAL INSTITUTIONS IN YOUR BACKYARD

WIBA-Wisconsin Indian Business Alliance



WIBA-WISCONSIN INDIAN BUSINESS ALLIANCE



- **Becky Albert-Breed, First Nations Community Financial**
- **Fern Orie, Wisconsin Native Loan Fund**
- **Gary Mejchar, First American Capital Corporation**
- **Pamela Boivin, NiiJii Capital Partners Inc.**



FIRST NATIONS
COMMUNITY FINANCIAL

BECKY ALBERT-BREED, EXECUTIVE DIRECTOR

- Was incorporated in 2011, May of 2013 became certified as Native CDFI & became a 501c3 in May of 2015
- A Leading Native CDFI in consumer lending - Dispatched over \$7.1M loan funds into communities, including \$2.6M small business loans since inception
- Current year, we have lent over 1,400 loans for over \$1.3M
- Products include Personal, Emergency, Auto, Fresh Start, Small Business loans
- Began Family Roots (Mortgages) & Holiday Loans in 2018
- Held 9 successful annual financial event for youth “Financial Frenzy/Game of Life”, summer school, head start and other community events
- Support community fundraisers, financial education opportunities, head start programs, public schools, tribal program, and emergency one-on-one financial coaching



FERN ORIE, CHIEF EXECUTIVE OFFICER

- Closed 527 loans totaling more than \$4,186,202 to tribal members on 9 Wisconsin Indian Reservations
- Improved financial skills of over 4,166 clients
- Over 2,400 clients received free tax preparation and tax credit counseling
- WINLF provides Housing, Consumer, and Business loans: Products include: home purchase, home improvement, down payment assistance, debt consolidation, auto, consumer, microbusiness, and small business loans

SUCCESS STORY

- A Native American family was able to consolidate debt from a 44.99% interest vehicle loan to 7.75%, reducing their high interest debt to qualify to purchase their first home.



GARY MEJCHAR, ASSISTANT DIRECTOR/ PROJECT MANAGER

- The First American Capital Corporation, Inc. (FACC) is the sister Native CDFI organization of the American Indian Chamber of Commerce of WI (AICCW) – which was launched in 1991.
- The FACC was launched in 2002 in response to AICCW members' requests to find solutions to challenges/barriers accessing traditional business bank loans.
- The FACC was certified as a Native CDFI in 2004, and became an SBA Microlender in 2007 – and has deployed ~\$7.5MM in loans with ~1:1 leverage: ~\$14MM in project impacts in Wisconsin – both on and off rez.
- Measurable impacts include: assisting Native owned businesses start-up/expand; build business management capacity; and facilitate FACC borrowers' "graduating" to qualify for the credit standards of business banks.

PAMELA BOIVIN, EXECUTIVE DIRECTOR



- NiiJii Capital Partners, Inc. (NiiCaP) was established in 2005 and received CDFI certification in 2007.
- Objective of NiiCaP: to provide under-served persons and small business owners of Menominee, Mole Lake, and Lac du Flambeau communities with financial and practical resources to launch or expand their business ventures to improve economic health.
- Products include Small Business Loans, Micro-enterprise, and Super-micro loans alongside provisions of Development Services.
- Accomplishments to Service Area: Provided Enhanced Technical Assistance to over 480 clients and has created or retained over 215 jobs
- Total of 60 loans closed to small businesses and entrepreneurs deploying over \$1,274,000 in loan capital



INDIVIDUAL VOLUNTEER ACTIVITY



INDIVIDUAL VOLUNTEER ACTIVITY





INDIVIDUAL VOLUNTEER ACTIVITY





GROUP VOLUNTEER ACTIVITY



GROUP VOLUNTEER ACTIVITY





GROUP VOLUNTEER ACTIVITY





STRENGTH IN NUMBERS-WIBA

The more expertise, experience, cooperation, and collaboration produces greater results!



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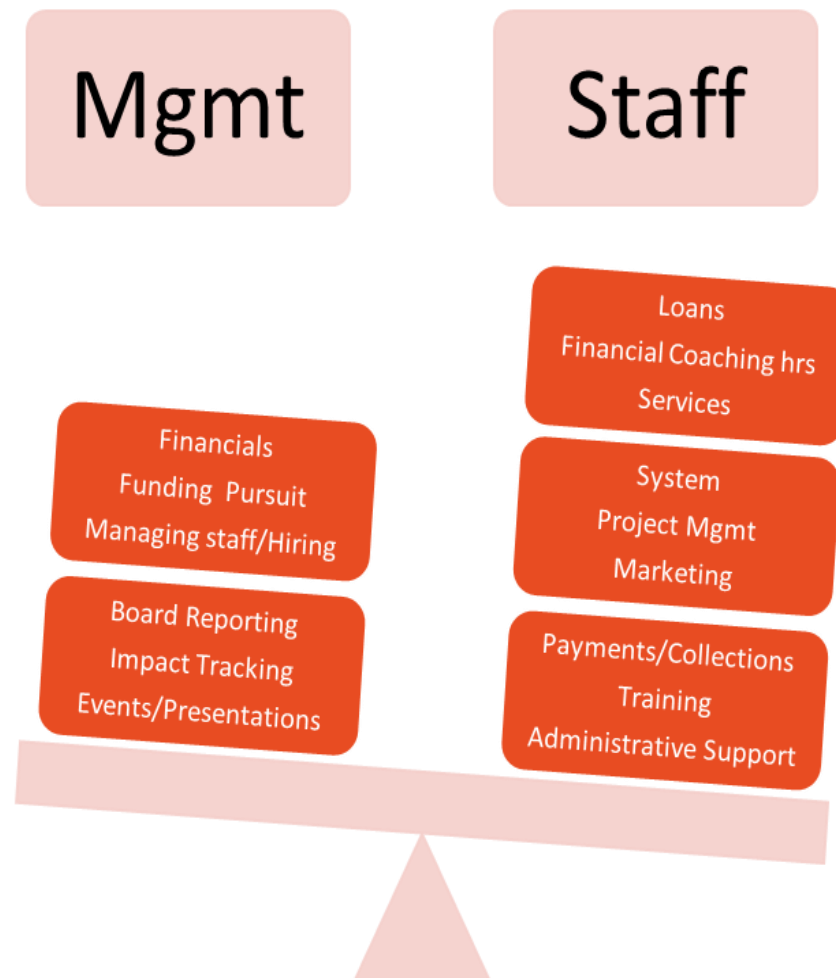


Working together, WIBA's four Native Community Development Financial Institutions (CDFIs) coordinate and leverage resources to maximize access to loans, training and counseling to best serve Wisconsin Indian Country – both on and off federally recognized reservation communities.



INDIVIDUAL CDFIs - CHALLENGES

Limited time – staffing & management
Limited product/serving offerings – to fulfill customers needs
Limited resources – takes time, \$\$\$ to find partnerships, build relationships

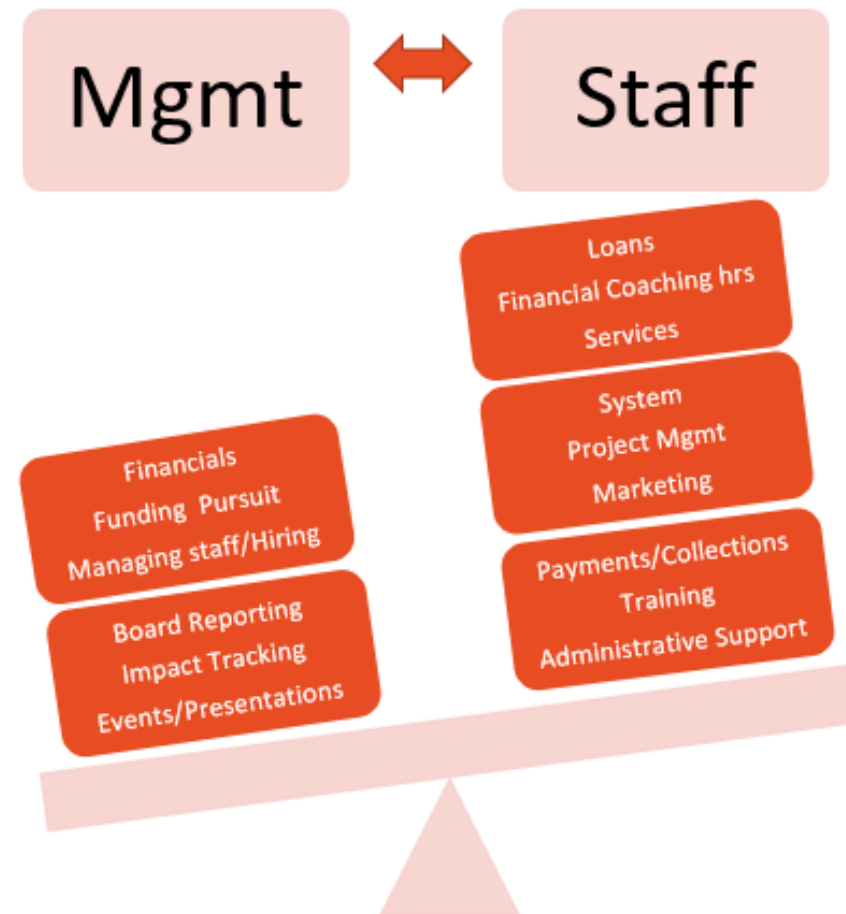


LIMITED TIME, LIMITED TIME, LIMITED TIME!



INDIVIDUAL CDFIs - CHALLENGES

- Limited time** – staffing & management
- Limited product/serving offerings** – to fulfill customers needs
- Limited resources** – takes time, \$\$\$ to find partnerships, build relationships
- Smaller balance sheets** – to attract larger funding opportunities
- Less services/events** – many variety of services are needed; personal financial, tax, investment, credit, budget, etc.
- Reporting time consumption** - board, funding agencies, committees, partnerships, outside entities

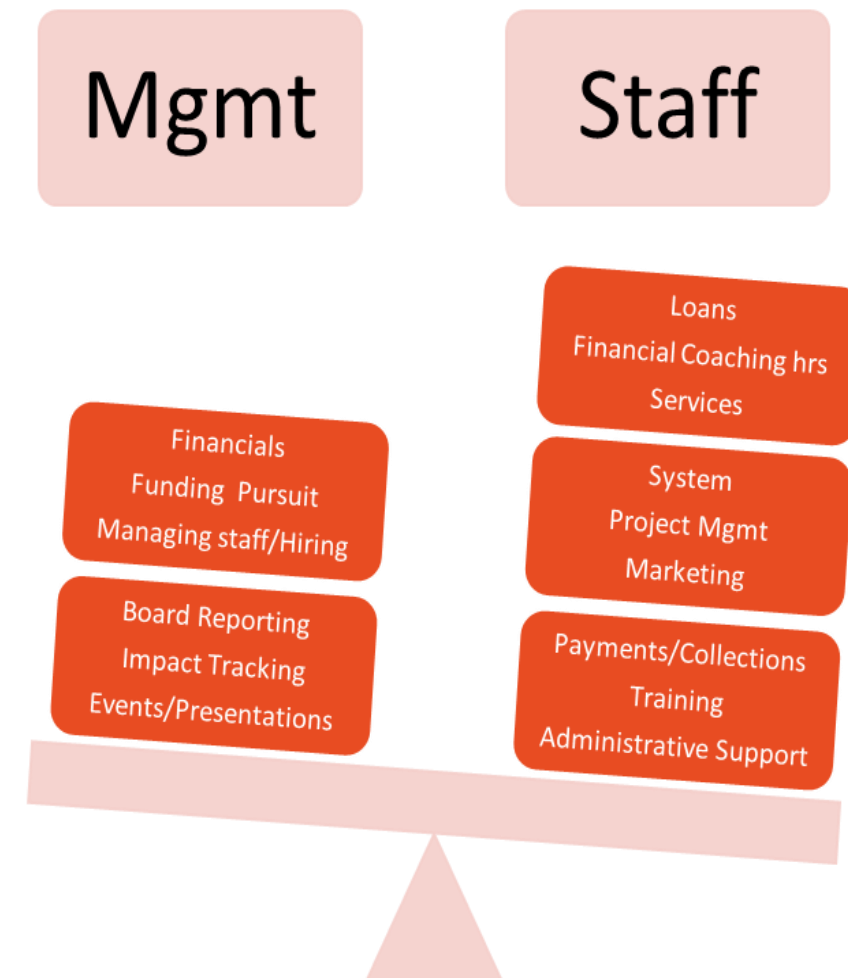


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INDIVIDUAL CDFIs - CHALLENGES

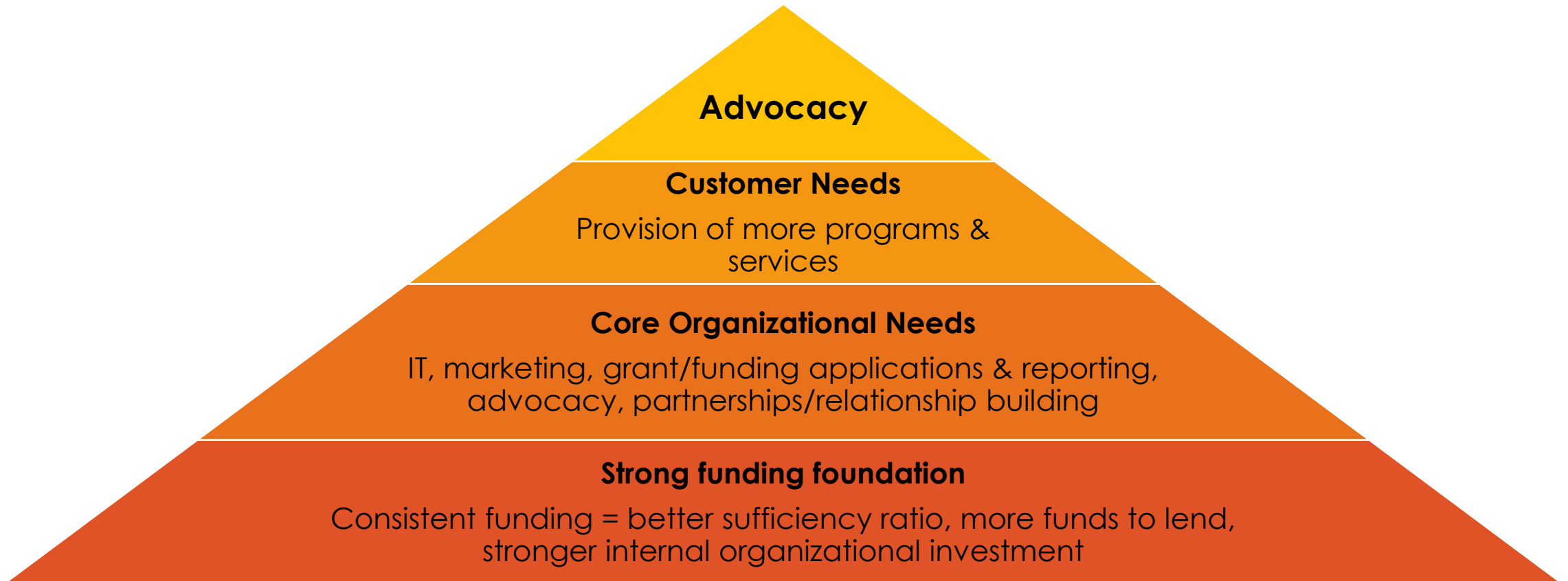
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- Reporting time consumption** - board, funding agencies, committees, partnerships, outside entities
- Limited expertise/knowledge** – technology, system, marketing, grant writing, social marketing
- Limited training time** – certifications, licenses



LIMITED TIME, LIMITED TIME, LIMITED TIME!

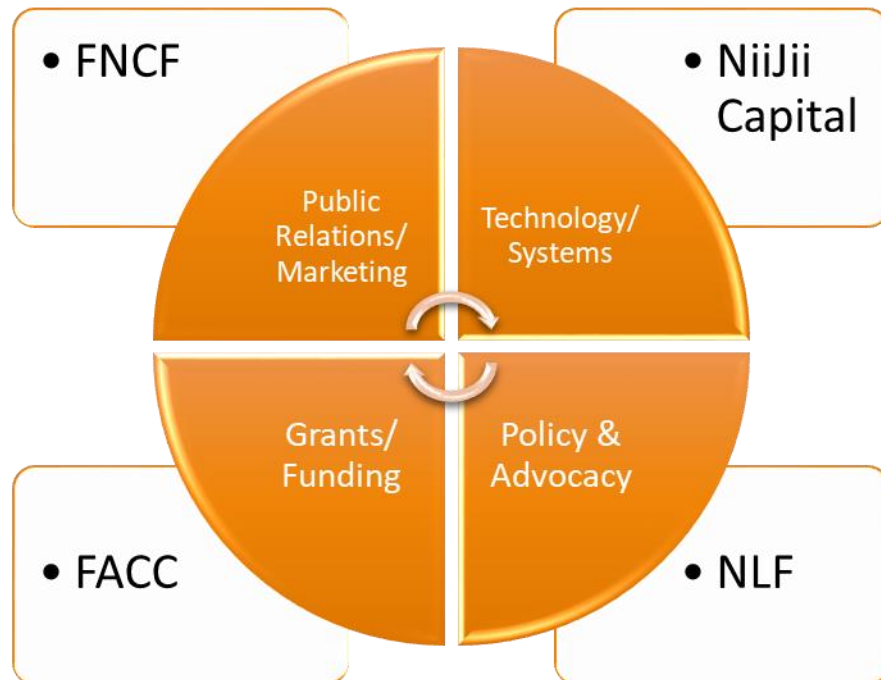


KEY STRATEGIES FOR WIBA ALLIANCE





PROPOSED STRUCTURE - SOLUTIONS



1. Cost Savings!
2. Stronger systems = financials, impact tracking
3. Higher visibility with government, funders, partnerships
4. More expertise & experience combined
5. Greater resources
6. Stronger impacts
7. Stronger financial loan portfolios
8. More efficiencies + accuracy = stronger foundation
9. Provide more development services
10. Bigger voice for advocacy
11. Greater awareness & access throughout the communities















IMPACTS/SERVICES



WIBA Member's Continuum of Products & Services				
WINLF	NIJCAP	FNCf	FACC	
Native Business Loan Products				
X	X		X	Fast Track Business Loan - less than \$10,000
X	X	X	X	Micro-enterprise Loan - less than \$50,000
X	X		X	Small Business Loan up to \$250,000
X	X	X	X	Refinancing
Native Business Development Services				
X	X	X	X	Start-Up Business Development Services
			X	Preparing to Qualify for a Bank Loan Program
X	X	X	X	Business Growth and Expansion Services
Native Consumer & Home Loans				
X		X		Auto Loan
X	X	X		Consumer Loan
X		X		Credit Repair Loan
X				Debt Consolidation Loan
X				Down Payment Assistance Loan
		X		Holiday Loan
X		X		Home Purchase Loan
X				Home Improvement Loan
Native Consumer & Home Ownership Development Services				
X		X		Consumer Credit Development Services
X	X	X		Financial Literacy Development Services
X		X		Home Ownership Development Services
X	X	X		Pre-Loan and Loan Readiness Development Services
				Preparing to Qualify for a Bank Loan Program
X	X	X		Post Loan Development Services

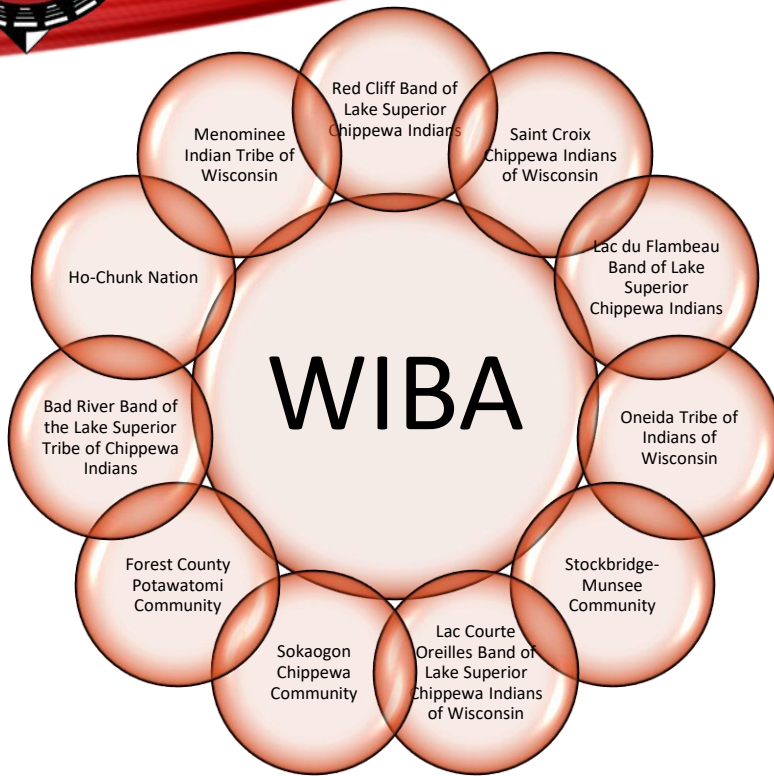


INFUSION OF CAPITAL INTO NATIVE ECONOMIES – WISCONSIN NATIVE TRIBES & SURROUNDING COMMUNITIES \$19.5 MM POSITIVE IMPACT INCLUDING SERVICES, HOUSING, EDUCATION, SMALL BUSINESS

 WIBA Member	 Bad River Band of Lake Superior Chippewa	 Forest County Potawatomi	 Ho-Chunk Nation	 Lac Courte Oreilles Band of Lake Superior Chippewa	 Lac du Flambeau Band of Lake Superior Chippewa	 Menominee Indian Tribe of Wisconsin	 Oneida Nation	 Red Cliff Band of Lake Superior Chippewa	 Sokaogon Chippewa Community	 St. Croix Chippewa Indians of Wisconsin	 Stockbridge- Munsee Community Band of Mohican Indians	Other Tribal, Minority or Disadvan- taged Borrowers	Total
FACC (Business)	\$239,400.00	\$80,000.00	\$50,000.00	\$403,578.00	\$1,290,000.00	\$1,003,506.00	\$1,909,661.00	\$56,800.00		\$99,529.00	\$55,000.00	\$2,308,320.00	\$7,495,794.00
FNCF (Business)			\$2,637,476.00										\$2,637,476.00
FNCF (Consumer)	\$73,500.00	\$3,000.00	\$4,072,776.00	\$157,287.00		\$6,150.00	\$1,500.00				\$1,500.00	\$182,526.00	\$4,498,239.00
NiiCaP (Business)					\$531,992.95	\$592,247.61			\$74,649.84				\$1,198,890.40
WINLF (Business)	\$13,500.00			\$10,000.00	\$148,032.70		\$102,555.31						\$274,088.01
WINLF (Housing & Consumer)	\$157,000.72	\$7,161.66	\$8,000.00	\$51,649.78	\$2,381,670.48	\$161,059.42	\$446,706.05	\$157,992.11		\$91,993.78			\$3,463,234.00
TOTAL WIBA LOANS DEPLOYED	\$483,400.72	\$90,161.66	\$6,768,252.00	\$622,514.78	\$4,351,696.13	\$1,762,963.03	\$2,460,422.36	\$214,792.11	\$74,649.84	\$191,522.78	\$56,500.00	\$2,490,846.00	\$19,567,721.41



PARTNERSHIPS



Innovation, Collaboration & Cooperation are key elements to our success.

Strategic Partnerships are necessary to support our efforts Statewide for Wisconsin tribal and surrounding communities.

We would love to discuss partnerships to help move our communities forward!



**KEY
STRATEGIC
PARTNER**



*Member of the
Wisconsin Economic
Development
Association*



**PROSPERITY
NOW**



EXAMPLE WIBA SUCCESSES

- **Integrated WIBA website** - <https://wibanative.org/>
- **Periodic WIBA e-Newsletter/Social Media** (1,500+ distribution including local/state/tribal/federal elected leadership, tribal program staff, funders, stakeholders & clients:
<http://campaign.r20.constantcontact.com/render?m=1127918425409&ca=ee2079d1-ecfc-429a-9970-efa178af7b17>
- **WIBA Strategic/Capitalization Plans** – future growth & expansion
- **Collaboration funding:** WI Economic Development Corporation (WEDC) Key Strategic Partner (KSP) annual performance contract - \$75,000 FY20 / Prosperity Now/Wells Fargo CDFI Collaborative Capacity Building Initiative - \$20,000
- **In depth financial/CAMEL and organizational assessments** of all four WIBA organizations and their CDFI Board of Directors – WEDC funded as pre-KSP process improvements



EXAMPLE WIBA SUCCESSES

- **Participation & Session Leaders** for the *2019 Wisconsin CDFI Day* at the Capital – awareness building / advocacy for statewide CDFIs – leading to follow-up meets with WI Senators/Representatives
- **Participation 2019 WEDA Legislative Day** – leading to follow meets with Gov Evers policy advisors (e.g. WIBA work with Gov-Elect Evers Transition Team)
- **WIBA Networking Booths:** e.g. Annual Governors Conference on Minority Business Development/Native American Tourism of WI (NATOW)
- **WIBA sponsored/organized Tribal events:** *2nd Annual WI Tribal Business/Economic Development Toolbox Tour* – meetings a all 11 tribal communities, in cooperation with the U.S. Economic Development Administration, WEDC, GLITC, Regional Planning Commissions...



EXAMPLE WIBA SUCCESSES



First Annual *WIBA Tribal Leaders Breakfast* event for the State of the Tribes at the State Capital



Second Annual *WIBA Tribal Leaders Breakfast* event for the State of the Tribes at the State Capital

WIBA SUCCESS STORIES



FACC through encouragement, assisted Allen with **Go-Green Painting, LLC**. He kept in communication with his mentors at FACC and Bay Bank, who offered support and technical assistance. Allen repeatedly shared that he felt his business would have failed in the first year without support from FACC and Bay Bank.

WINLF was able to provide a Native family with a debt consolidation loan to refinance their high interest auto loan, which qualified the family to purchase their first home through the HUD 184 loan program. The **Wisconsin Native Loan Fund** was also able to provide them with a down payment assistance loan to qualify for the HUD Loan.



Sweetgrass Stables, LLC., is a 100% Native and U.S. Veteran owned and operated business served by a **First Nations Community Financial (FNCF) small business loan**. Sweetgrass Stables offers a number of engaging opportunities for disabled children and veterans to make new, lifetime relationships with our four-legged friends.



NiiCaP provided an expansion loan to assist **Mercer Well CM** in warehouse improvements and machinery additions. Their well drilling business office is located on the Lac du Flambeau reservation, and they house their drilling machinery in Mercer.



**THANK YOU-
WE WORK TO BUILD UP BOTH NATIVE
AND THE SURROUNDING
COMMUNITIES THAT WE LIVE, WORK
AND PLAY IN! STAY TUNED.....**