



4th Annual

Native CDFI Capital Access Convening

June 25–27, 2019 • Lihue, Hawaii

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**Northwest Area
Foundation**

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ASSOCIATIONS



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

Native CDFI Hawaiian Panel



- Robin Danner, SCHHA Chairman & Homestead Housing Authority CEO
- Jeff Gilbreath, Executive Director, Hawaii Community Lending c/o Hawaiian Community Assets
- Kuhio Lewis, Chief Executive Officer, Council for Native Hawaiian Advancement



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A 33 Year Old Coalition of Self Governing Homestead Associations & native Hawaiian Beneficiaries. To Advance the Tenets of our Land Trust.

Homes ~ Farms ~ Ranches ~ Mercantile ~ Nonprofit Projects

HCDC/HHA

Homestead • Community
Development • Corporation
Homestead • Housing • Authority

A 10 Year Old CDC Tax Exempt Nonprofit, dedicated to affordable housing and job creation on or near our Trust Lands. Similar to an Tribal Housing Authority that Develops Housing & Econ Projects.

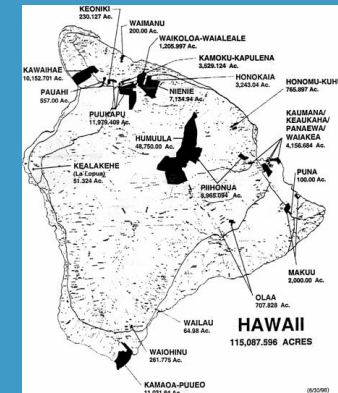
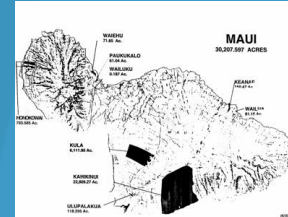
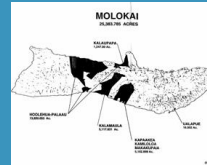
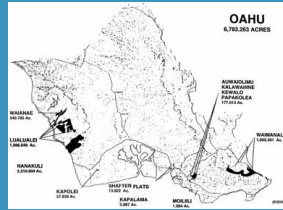
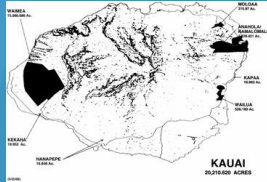
Housing ~ Econ Development ~ Loan Fund



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- ◆ Depicts only the HHCA lands
 - Missing Lanai!

**Where Our Trust Lands Are Located
Is Where We Work.**



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Our Trust Land or Homestead Communities



- Land Trust Authorized by Congress for native Hawaiians
 - 50% or More Blood Quantum – Homesteaders (small n Hawaiian category)
 - To Receive Land & Resources for:
 - Homes.....Farms.....Ranches.....Mercantile Businesses
 - To Use Land for:
 - Public Purposes like schools, clinics, for ourselves & general public
 - And if Land not required, may be used for commercial purposes of general public



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Our Trust Land or Homestead Communities



- 203,000 Trust Land Acres on 6 Islands
- 10,000 native Hawaiian land awards for homesteading over 100 years
 - Resident population of approximately 45,000 (small n, Big N, No N)
- 22,000 native Hawaiians on a State waiting list to receive an award
- Hawaii is in the midst of a housing crisis, a homeless epidemic
- We Know We Have a Major Role & Responsibility as SCHHA/HCDC
 - Actual housing development yes.....and economic development to create jobs
 - Facilitating Access to Capital & Tax Credit Instruments



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Federally Defined Associations



- HHCA Federal Regulations 43 CFR Part 47 & 48
- Defines Homestead Association as per the HHCA

Homestead Association means...

A beneficiary controlled organization that represents and serves the interests of its homestead community; has as a stated primary purpose the representation of, and provision of services to, its homestead community; and filed with the Secretary a statement, signed by the governing body, of governing procedures and a description of the territory it represents.

- **We are Self Governing Organizations**



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Our SCHHA/HCDC Strategy



Operate a Statewide CDC on Our Lands – Governed by Homesteaders

- Assist Waitlist Families to Build Homes for Ownership on Allotments
 - Self Help methodology
 - Tiny Home and Small Home methodology
- Build & Operate Economic Development Projects
 - Social Enterprises (certified kitchen, marketplaces, etc) to create jobs
- Build Affordable Rentals for Hawaiians
 - Transitional to address homelessness
 - Rental for shelter due to high cost of ownership in Hawaii



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Our SCHHA/HCDC Strategy



Operate a Statewide CDC on Our Lands – Founded in 2009

- And in 2018.....**Add a Loan Fund**
 - Dev Services – Micro Enterprise, Tiny Home Seminars, Foreclosure Prevention
 - Add Direct Lending in 2019/2020
- A Full Continuum Specialized in Trust Lands
 - Housing Development ~ Housing Services ~ Foreclosure Prevention
 - Economic Development ~ Business Facilities ~ Business Training
 - Access to Capital ~ Home Loan Packaging ~ Making Direct Loans



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Our Nonprofit Structure



HCDC/HHA

Homestead • Community •
Development • Corporation
Homestead • Housing • Authority

Econ Dev - (Jobs)

Community Center
Certified Kitchen
Marketplace
Campground
Solar Farm
Youth Center
Salon & Offices



HCDC/HHA Mission

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Affordable Housing

22 Homes for Waitlist
Built Pilot Tiny Home
Mali Rental Project
WoRTH Project
Tiny Home TA

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22 Homes for Waitlist
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Homestead Capacity Building

Organizational
Project Training
Grant Training
Leadership Training
Policy & Advocacy
Annual Summit

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Homestead Loan Fund

Agricultural Loans
Tiny Homes Loans
Transportation Loans

Biz Training
Foreclosure
Prevention
Lender Training

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Approach of HCDC Loan Fund



Incorporates Strong Expertise in Land Trust Complexities

1. Delivering Micro Enterprise Assistance Program (Biz Training)
2. Delivering Foreclosure Prevention & Lease Cancellation
3. Delivering Lender TAP (Prequals & Homeownership Training)
4. Delivering Tiny Home TAP & Seminars
5. Delivering Realty Services – Available Properties



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Approach of HCDC Loan Fund Add Loans



Incorporate Strong Expertise in Land Trust Complexities

1. Farming & Ranching Business Loans (supporting family jobs)
 - 7 Year Terms at up to \$50,000
2. Transportation & Related Loans (growing capacity to get to jobs)
 - 5 Year terms at up to \$15,000
3. Micro Enterprise Business Loans (creating jobs)
 - 3-7 Year terms at up to \$25,000
4. Tiny Home Start Up Loans (ADUs to age in place, overcrowding)
 - 15 Year terms at up to \$125,000 (direct and/or packaging function)



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Where We Are as a Native CDFI



- Delivering Development Services Now Including Loan Packaging
- First Equity Capital Dedicated to Loan Fund in 2019
- IDA Product Funded by OHA State Agency in 2019
- Application Under NACA for TA to Establish Subsidiary
- Hired Loan Fund Manager, Adopted Loan Policies
- First Direct Loans Scheduled for 2020

What We Know.....In-depth Knowledge of Land Trust Purposes
Needed via Homesteaders Serving Homesteaders



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- Name
- Name



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HAWAII COMMUNITY LENDING



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Hawaii Community Lending



- Wholly-owned nonprofit subsidiary of Hawaiian Community Assets
- Department of the Treasury certified native CDFI
- Founded in 2014
- 2.25 FTE loan staff + 1 FTE HCA counseling staff/120 loans
- 3 Board Members appointed by HCA Board
- \$1 million loan fund
- Statewide reaching serving Native Hawaiians residing in Hawaii



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Story of Hawaiian Community Assets



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Kahua Waiwai



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Kahua Waiwai



Building A Foundation Of Wealth
Homebuyer Edition

Kahua Waiwai



Building A Foundation Of Wealth

Kahua Waiwai



Building A Foundation Of Wealth
Keiki Edition

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FOUNDATIONS FOR THE FUTURE



EMPOWERMENT ECONOMICS IN THE NATIVE HAWAIIAN CONTEXT



National Coalition for Asian Pacific American Community Development & Council for Native Hawaiian Advancement

ASIAN AMERICAN & PACIFIC ISLANDER ANTI-DISPLACEMENT STRATEGIES #OURNEIGHBORHOODS



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Story of Hawaii Community Lending



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2002-2010: HCL Created as HCA Program



- Response to lack of mortgage financing for Hawaiian Home Lands beneficiaries
- Hawaii's first nonprofit mortgage brokerage
- \$128 million in loan originations
- 1021 low- and moderate-income households achieved dream of homeownership

We don't say NO, we say WHEN



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2011-2013: Pivot to Address Homeless Crisis



- Address rise in homelessness stemming in part from foreclosure crisis
- Emerging native CDFI
- 3-year, \$1.3 million pilot project
- Consumer loans to build/improve credit
- Assist homeless households financially qualify for rental housing
- 149 Native Hawaiian children and adults secured housing



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2014-2018: HCL Founded as Nonprofit



- Grow HCA social enterprise and certified Native CDFI
- Pipeline of 3000 Native Hawaiian borrowers through HCA
- Assist Native Hawaiian households improve financial capacity to rent or own homes
- 447 households obtain rentals, purchase homes, or prevent foreclosure/eviction
- \$14 million in capital accessed by households through mortgage financing, grants, loans



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2018: HELP Launched and Expanded



- Hawaii Emergency Loan Program
- Mass rental evictions and evictions of homeowners from Hawaiian Home Lands; later – natural disasters
- Consumer loans for 1st month's rent/deposit or past due rent/mortgage; natural disaster housing recovery
- First 18 months:
 - 179 low-income households served with free financial counseling
 - \$395k in loan capital deployed
 - 65 low-income households built, preserved, or accessed affordable homes



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2019: Housing Innovation and Down Payment Assistance



- Need for 50k units of housing affordable for households earning \$75k annually or less by 2025
- Affordable housing AD&C loans and down payment assistance
- 6 households impacted by natural disasters have rebuilt homes
- \$85k acquisition loan
 - 1 Native Hawaiian contractor funded
 - 3 units acquired and renovated
 - 4 jobs created or saved



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2019 - 10 units @ \$75k-\$225k, appraising 20% over purchase price

Let's keep our families here



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Impact Report



FY 2018	TO DATE (as of 4.30.19)
Loans # of Loans Originated 52	Loans # of Loans Originated 264
Capital \$ of Capital Deployed \$145,638	Capital \$ of Capital Deployed \$745,634
Access \$ of Mainstream Capital Accessed \$844,700	Access \$ of Mainstream Capital Accessed \$3,802,733
Homes # of Homes Secured, Sustained, or Built 50	Homes # of Homes Secured, Sustained, or Built 257

- Leverage ratio at \$5 for every \$1 deployed
- < 10% delinquency rate
- 0.8% default rate



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Financial Ratios



Lending Ratios	
Portfolio Growth Rate (FY18-FY19 FY19-FY20)	298% 191%
Deployment Ratio	94%
Equity/Total Capital	100%
Lending Growth Rate	215%
Cost of Debt Capital	0%
Operating Ratios	
Self-Sufficiency Rate	11%
Net Operating Ratio	11%
Operating Expenses	\$86,628 at 1.25 FTE



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2020-2025: Hawaii Affordable Housing Fund



- \$1 million secured = 100% grants
 - \$250k in credit assistance
 - \$300k in down payment assistance
 - \$150k in housing innovation
 - \$300k in emergency loans
- \$325k in loan guarantee monies available
- Mortgage brokerage and USDA loan packaging services - HCL
- Free HUD housing counseling services and affordable housing training/technical assistance - HCA

Goal = \$5 million fund to assist low-income households and communities build, preserve, or access 5000 units in 5 years

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Key Staff and Leadership



- **Jeff Gilbreath, Director**
 - 18 years of experience; established HCL as nonprofit, certified CDFI; created existing product offerings
- **Winona Kauhane, Loan Officer**
 - 25 years of experience in mortgage lending; established HCL brokerage in 2002
- **Rona Kahoonei, Office Manager**
 - 14 years of experience in CDFI accounting and financial reporting
- **Board of Directors**, 3 Native Hawaiian leaders with 40 years experience in mortgage/consumer lending, accounting, loan fund management, community development

We share a combined 97 years of community lending experience



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Contact Us



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