

# Native CDFI Financial and Lending Performance Report



## Acknowledgements

This snapshot was written by Alexandra Shaughnessy and Florence Sterling Ludka from Oweesta Corporation. We believe in widely sharing best practices, key findings and successful or promising models with practitioners in Indian Country, government entities (federal, state, local and tribal), mainstream philanthropy, and the public at large. For more information, or to order additional copies of this report, please email [florence@oweesta.org](mailto:florence@oweesta.org).

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## About CDFIs and Oweesta Corporation

A Community Development Financial Institution (CDFI) is a specialized financial institution dedicated to servicing low-income, low-wealth, and other disadvantaged peoples in communities underserved by traditional financial institutions. CDFIs provide affordable loan products and development services (financial education, entrepreneurship training, homeownership counseling, etc.) not easily accessible in rural and persistent poverty communities. CDFIs can be structured in many ways and include for-profit and nonprofit entities. They include regulated institutions like community development banks and community development credit unions, and unregulated institutions such as loan funds and venture capital funds. A Native CDFI is a CDFI providing at least half of its financing products and development services to Native peoples. Though there are many kinds of Native CDFIs, this report focuses on Native CDFI revolving loan funds (RLFs).

Oweesta Corporation (Oweesta) is a national nonprofit organization located in Longmont, Colorado. Oweesta is a Native CDFI intermediary offering financial products and development services exclusively to Native CDFIs and Native communities. Specifically, Oweesta provides training, technical assistance, investments, and research to help Native communities develop an integrated range of asset-building products and services. To learn more about Oweesta, visit [www.oweesta.org](http://www.oweesta.org).

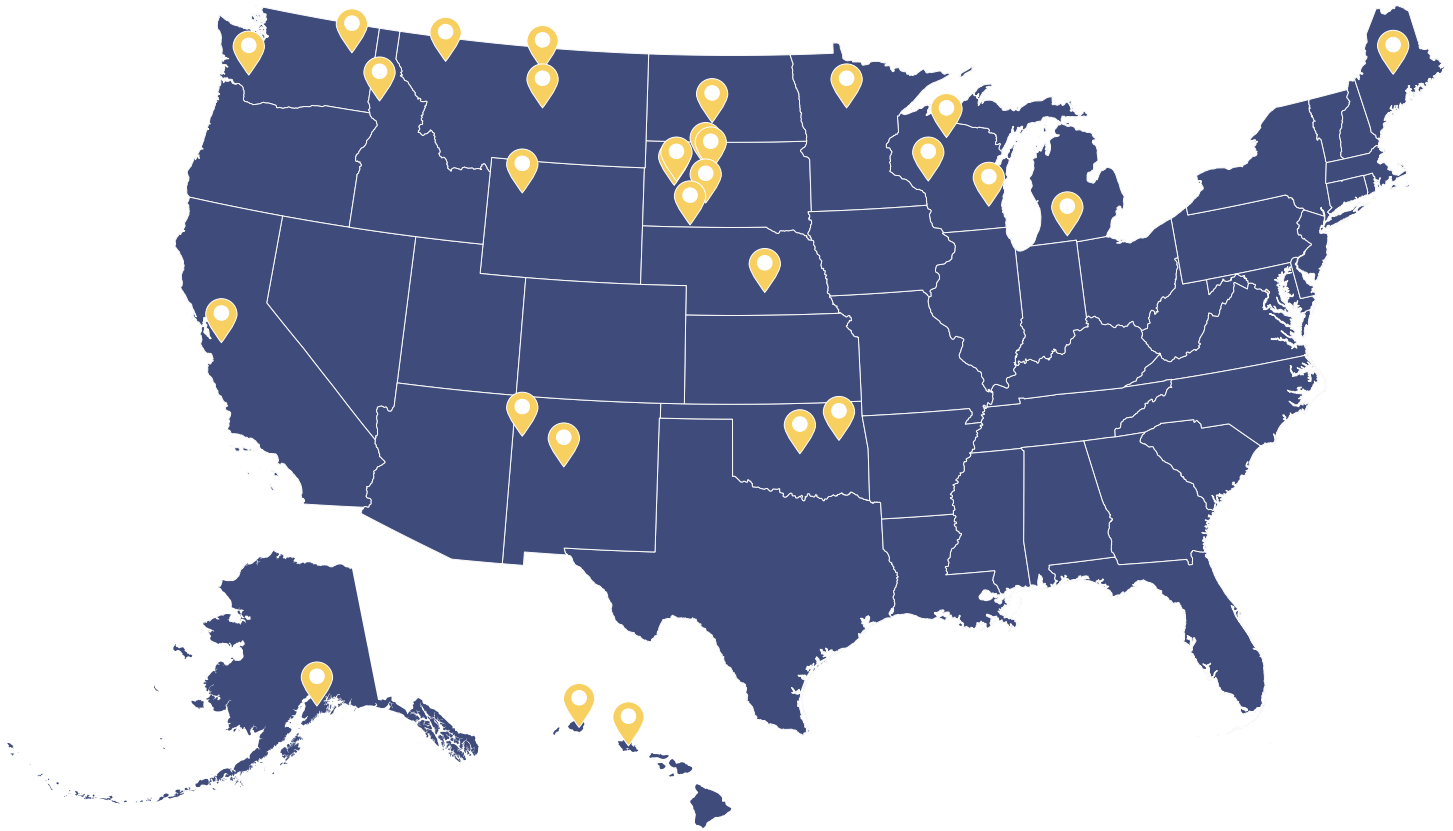
Oweesta's mission is to provide opportunities for Native people to develop financial assets and create wealth by assisting in the establishment of strong, permanent institutions and programs contributing to economic independence and strengthening sovereignty for all Native communities. Embedded in our strategy is the belief that when armed with the appropriate resources, Native peoples hold the capacity and ingenuity to ensure the sustainable, economic, spiritual, and cultural well-being of their communities.

## Overview of Industry Snapshot

Oweesta Corporation will be producing the Native CDFI Financial and Lending Performance Report annually. It is based on the analysis of source data collected from reporting required by participants in Oweesta's loan portfolio. Oweesta collects this data to evaluate the overall effectiveness of our lending activities in meeting our objectives and to measure the financial, economic and social impacts on communities, target markets and underserved Native populations.

This industry snapshot is a reference guide for Native CDFIs and all stakeholders in the Native CDFI industry. In this report, we focused on 28 Native CDFI revolving loan funds and one Native CDFI banking institution. The data presented is from calendar year 2020.



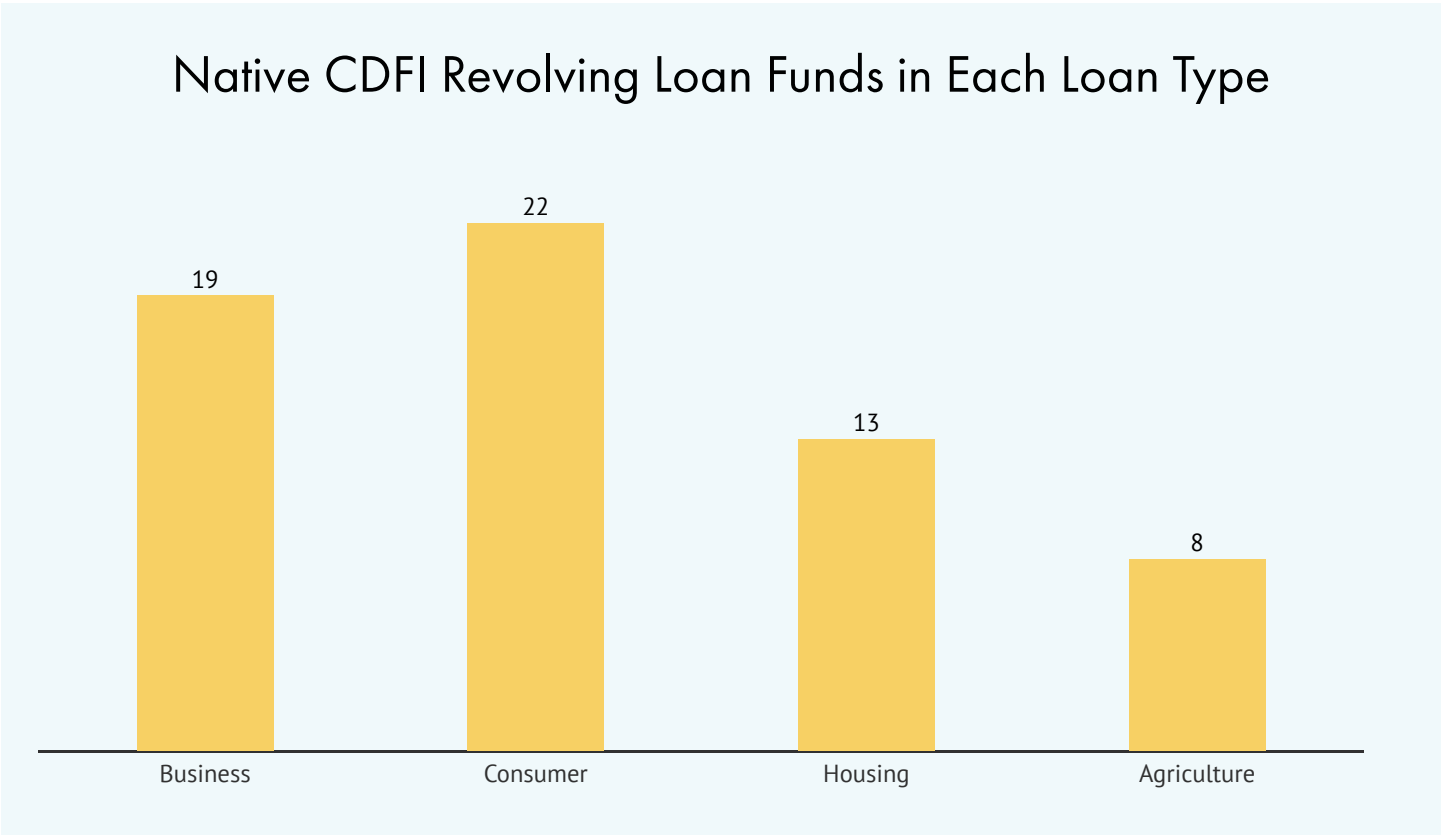


## Geographic Area

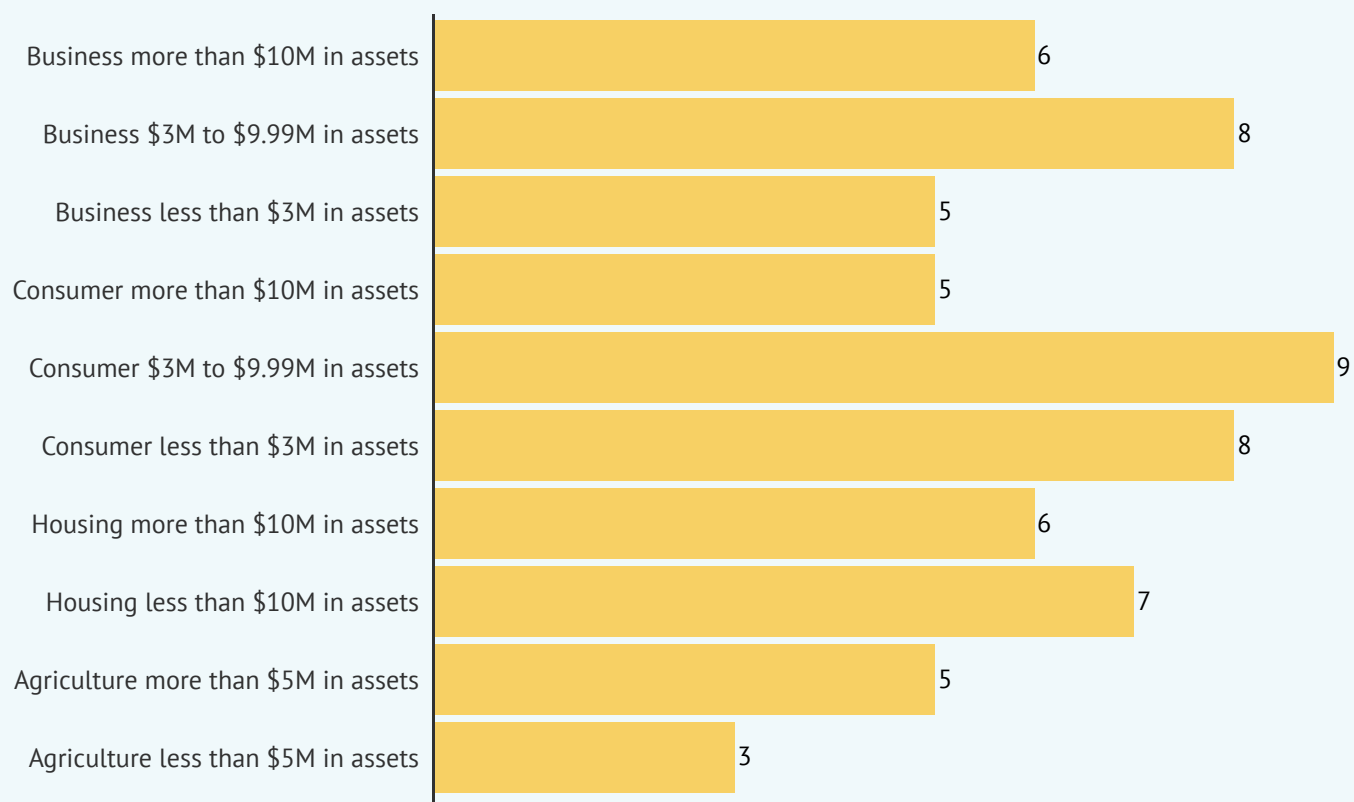
The 28 Native CDFI revolving loan funds and one Native CDFI banking institution represented in this report are located across the lower 48 United States, Alaska and Hawaii. Most of these loan funds serve target markets consisting of small rural Native communities located in persistent poverty zones. The above map showing locations of Native CDFIs and the communities they serve indicates Native people are clustered in certain regions, counties, and neighborhoods rather than spread evenly across the Nation. Native Americans in these persistently poor areas face many barriers including poor housing and health conditions, higher crime and school dropout rates, and employment dislocations.

# Peer Group Definitions

For this report, we used data from 28 Native CDFI revolving loan funds and one Native CDFI banking institution. To group similar Native CDFIs revolving loan funds together, we split the 28 RLF organizations into fifteen groups based on their primary type of lending and asset size. Within the group of Native CDFI RLFs, there are many different types of lenders. Some Native CDFIs focus on housing lending and others focus on business lending or consumer lending, but nearly all Native CDFIs do more than one type of lending. As such, some organizations are included in more than one group based on the loan types listed in their 2020 loan portfolios. See the chart below to see our group definitions and how many Native CDFIs are in each group.



## Native CDFI Revolving Loan Funds in Each Category



## Ratio Definitions

<b>Net Asset Ratio</b>	<i>Net Assets / Total Assets.</i> This ratio shows the amount of equity an Organization has as a percentage of its total assets. A general guideline is that a financially healthy CDFI RLF has a net asset ratio of at least 20%.
<b>Net Asset without Donor Restrictions Ratio</b>	<i>Net Assets w/o Donor Restrictions / Total Assets.</i> This ratio shows what percentage of an organization's total assets are composed of unrestricted net assets.
<b>Leverage Ratio</b>	<i>Total Debt / Total Net Assets.</i> This ratio shows the rate at which an organization is leveraging its net assets. A ratio of 100% would show that for every \$1 in net assets, an organization is leveraging \$1 in debt.
<b>90+ Delinquency Ratio</b>	<i>Total \$ Amount of Loans 90+ Delinquent / Portfolio Balance.</i> This ratio shows the percentage of the portfolio that is 90 days or more delinquent.
<b>Charge-Off Ratio</b>	<i>Total Loans Charged Off / Portfolio Balance.</i> This ratio shows the percentage of the year end portfolio balance that was charged off during the year.
<b>Loan Loss Reserve Ratio</b>	This ratio shows the percentage by which the value of the portfolio has been reduced to account for expected loan losses.
<b>Self-Sufficiency Ratio</b>	<i>Earned Revenue / Total Expenses.</i> This ratio shows the percentage of operating expenses covered by earned revenue.
<b>Earned Revenue</b>	The average amount, in dollars, of earned revenue generated over the year. Earned revenue is defined as income generated from operations. Typically earned revenue is generated from loan interest and fees or a contract to provide development services.
<b>Net Income</b>	<i>Total Income – Total Expenses.</i> The difference between income and expenses.
<b># Loans Closed to FTE</b>	<i># Loans Closed / # FTE.</i> This ratio shows how many loans were closed per FTE <sup>1</sup> over the year.
<b>\$ Loans Closed to FTE</b>	<i>\$ Loans Closed / # FTE.</i> This ratio shows how many dollars in loans were closed per FTE over the year.
<b>Operating Expenses to # Loans Closed</b>	<i>Operating Expenses / # Loans Closed.</i> This ratio shows how many dollars, on average, it costs the organization to close a loan.
<b>Operating Liquidity</b>	<i>Operating Cash &amp; Cash Equivalents / (Total Expenses / 12).</i> This ratio shows how many months of operating cash the organization had at calendar year-end 2020.

1. FTE (Full-time equivalent) employee.



## 2020 Collective Impact

Total Loans Closed by Native CDFIS	2,734
Total Native American Borrowers	2,930
Total Dollar Amount Lent by All Native CDFIS	\$71,276,743
Average Size of Loan	\$26,070

<b>Total Number All Business Loans</b>	<b>321</b>
Total Number General Small Business Loans	263
Total Number Commercial Real Estate Small Business Loans	34
Total Number Artist Loans	9
Total Number Tribal Enterprise Loans	3
Total Number Other Business Loans <sup>2</sup>	12

<b>Total Number All Consumer Loans</b>	<b>2,147</b>
Total Number Auto Loans	261
Total Number Credit Builder/Repair Loans	243
Total Number Debt Consolidation Loans	126
Total Number Employee Loans	345
Total Number Emergency Loans	601
Total Number Holiday Loans	309
Total Number Home Improvement Loans	23
Total Number Other Consumer Loans <sup>3</sup>	239

2. According to Native CDFI submissions through Oweesta's Quarterly Borrower Report, Other Business Loans include land acquisition loans for a workforce housing development, lines of credit for affordable housing development, SBA PPP loans, and tool/equipment loans.

3. According to Native CDFI submissions through Oweesta's Quarterly Borrower Report, Other Consumer Loans include personal loans, general consumer loans, tire loans, legal fees loans, and COVID-19 relief loans.

## 2020 Collective Impact

<b>Total Number All Housing Loans</b>	<b>174</b>
Total Number Single-Family Home Purchase Loans	75
Total Number Single-Family New Construction Loans	16
Total Number Single-Family Refinance Loans	1
Total Number Single-Family Rehab Loans	12
Total Number Single-Family Other Loans <sup>4</sup>	5
Total Number Multi-Family Home Purchase Loans	1
Total Number Multi-Family New Construction Loans	1
Total Number Multi-Family Refinance Loans	1
Total Number Closing Cost Assistance Loans	28
Total Number Down Payment Assistance Loans	28
Total Number Other Assistance Loans <sup>5</sup>	4

<b>Total Number Agriculture Loans</b>	<b>92</b>
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<b>Total Amount All Business Loans</b>	<b>\$38,211,136</b>
Total Amount General Small Business Loans	\$26,247,416
Total Amount Commercial Real Estate Small Business Loans	\$11,112,261
Total Amount Artist Loans	\$301,793
Total Amount Tribal Enterprise Loans	\$275,000
Total Amount Other Business Loans	\$274,665

4. According to Native CDFI submissions through Oweesta's Quarterly Borrower Report, Single-Family Other Loans include manufactured home loans, builder loans, and other rehabilitation loans.

5. According to Native CDFI submissions through Oweesta's Quarterly Borrower Report, Other Assistance Loans include mortgage reinstatement loans, mortgage packaging loans, land clearing loans, and building loans.

## 2020 Collective Impact

<b>Total Amount All Consumer Loans</b>	<b>\$9,468,430</b>
Total Amount Auto Loans	\$3,915,417
Total Amount Credit Builder/Repair Loans	\$810,272
Total Amount Debt Consolidation Loans	\$1,361,461
Total Amount Employee Loans	\$608,920
Total Amount Emergency Loans	\$1,123,385
Total Amount Holiday Loans	\$176,370
Total Amount Home Improvement Loans	\$183,964
Total Amount Other Consumer Loans	\$1,288,642

<b>Total Amount All Housing Loans</b>	<b>\$19,509,440</b>
Total Amount Single-Family Home Purchase Loans	\$13,435,612
Total Amount Single-Family New Construction Loans	\$2,280,172
Total Amount Single-Family Refinance Loans	\$139,750
Total Amount Single-Family Rehab Loans	\$181,619
Total Amount Single-Family Other Loans	\$242,811
Total Amount Multi-Family Home Purchase Loans	\$30,000
Total Amount Multi-Family New Construction Loans	\$216,000
Total Amount Multi-Family Refinance Loans	\$60,000
Total Amount Closing Cost Assistance Loans	\$1,205,594
Total Amount Down Payment Assistance Loans	\$1,205,594
Total Amount Other Assistance Loans	\$421,087

<b>Total Amount Agriculture Loans</b>	<b>\$4,087,738</b>
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## **Revolving Loan Fund Breakdown by Type of Lending and Asset Size**

There are fifteen sections below. The first section shows figures for all 28 Native CDFI RLFs together. These figures represent an average Native CDFI Loan Fund without controlling for asset size or type of lending. All figures are based on financial statements and required reporting for each organization as of calendar year-end 2020.

## All Loan Types and Native CDFIs

Twenty-eight organizations are included in the data below.

Characteristics	Average <sup>6</sup>	Low	High
Age of Organization (Years)	14	1	34
Number of FTE	5	1	22

Capital Structure			
Asset Size	\$8,061,005	\$105,207	\$48,892,121
Net Asset Ratio	65.6%	23.8%	100.3%
Net Asset w/o Donor Restrictions Ratio	46.2%	(22.8)% <sup>7</sup>	100.3%
Leverage Ratio	44.0%	0.0%	90.6%

Portfolio			
Portfolio Size	\$4,393,042	\$11,520	\$32,700,977
90+ Days Delinquency Ratio	3.9%	0.0%	28.9%
Charge-Off Ratio	1.0%	0.0%	7.9%
Loan Loss Reserve Ratio	5.6%	0.0%	27.7%

6. The low and high outlier was removed from the Self-Sufficiency ratio and Operating Liquidity averages to provide a more accurate figure. The outlier was skewing the averages significantly to the point of inaccuracy.

7. The low figure is negative because two of the Native CDFI RLFs included had negative net assets without donor restrictions at year-end.

Characteristics	Average	Low	High
<b>Earnings</b>			
Net Income	\$916,735	\$(897,537)	\$4,616,654
Earned Revenue	\$419,472	\$378	\$1,867,932
Operating Expenses	\$1,613,936	\$25	\$14,544,964
Self-Sufficiency Ratio	42.3%	0.9%	1512.0%
Operating Liquidity (Months)	22.0	0.9	42,470

<b>Fiscal Year 2020 Lending</b>			
Number of Loans Closed	131	2	2,072
Amount of Loans Closed	\$1,397,438	\$12,109	\$11,515,972

<b>Efficiency</b>			
# Loans Closed / FTE	23.3	-	-
\$ Loans Closed / FTE	\$271,976	-	-
Operating Expenses / # Loans Closed	\$92,906	-	-
Operating Expenses / \$ Loans Closed	\$5	-	-



# Business Lending



Adam and Angela are perfect examples of the impacts of Nimiipuu Community Development Fund's small business loans. Adam and Angela wanted to acquire real estate where they operated their deli, but local banks wanted a burdensome down payment. Nimiipuu partnered with Northwest Native Development Fund to make a participation loan to finance the whole project that allowed Adam and Angela to purchase the building. Their business loan helped to cement a Native-owned restaurant on the Nez Perce Reservation where community members can spend their money on the Rez and support local Native business owners in doing so. Even though this business started during the pandemic, their take-out services were popular and helped Hogsback quickly generate a profit.

**Photo:** Adam and Angela stand inside their restaurant Hogsback, financed through the help of Nimiipuu Community Development Fund and Northwest Native Development Fund.

**Photo credit:** Nimiipuu Community Development Fund

## All Business Lenders

Nineteen organizations are included in the data below.

Characteristics	Average <sup>8</sup>	Low	High
Age of Organization (Years)	15	1	34
Number of FTE	6	1	22

Capital Structure			
Asset Size	\$9,596,221	\$105,207	\$48,892,121
Net Asset Ratio	64.4%	45.9%	85.1%
Net Asset w/o Donor Restrictions Ratio	43.7%	(14.2)% <sup>9</sup>	85.1%
Leverage Ratio	49.8%	15.1%	90.6%

Portfolio			
Portfolio Size	\$5,136,349	\$11,520	\$32,700,977
90+ Days Delinquency Ratio	4.6%	0.0%	28.9%
Charge-Off Ratio	0.6%	0.0%	3.0%
Loan Loss Reserve Ratio	4.9%	0.0%	11.5%

8. The low and high outlier was removed from the Self-Sufficiency ratio and Operating Liquidity averages to provide a more accurate figure. The high outlier was removed from the Operating Expenses/\$ Loans Closed average to provide a more accurate figure. The outliers were skewing the averages significantly to the point of inaccuracy.

9. The low figure is negative because one of the Native CDFI RLFs included had negative net assets without donor restrictions at year-end.

Characteristics	Average	Low	High
<b>Earnings</b>			
Net Income	\$1,140,855	\$(60,448)	\$4,616,654
Earned Revenue	\$448,859	\$378	\$1,867,932
Operating Expenses	\$1,976,348	\$25	\$14,544,964
Self-Sufficiency Ratio	38.8%	2.2%	1512.0%
Operating Liquidity (Months)	24.8	0.9	42,470

<b>Fiscal Year 2020 Lending</b>			
Fiscal Year 2020 Lending	64	2	395
\$ Loans Closed / FTE	\$1,663,933	\$18	\$11,515,972

<b>Efficiency</b>			
# Loans Closed / FTE	12.2	-	-
\$ Loans Closed / FTE	\$293,562	-	-
Operating Expenses / # Loans Closed	\$110,475	-	-
Operating Expenses / \$ Loans Closed	\$1,830	-	-

## Business Lenders with Less than \$3 Million in Assets

Five organizations are included in the data below.

Characteristics	Average <sup>10</sup>	Low	High
Age of Organization (Years)	8.4	1	14
Number of FTE	3.4	1	8

Capital Structure			
Asset Size	\$986,994	\$105,207	\$2,275,031
Net Asset Ratio	59.7%	47.9%	85.1%
Net Asset w/o Donor Restrictions Ratio	46.4%	(14.2)% <sup>11</sup>	85.1%
Leverage Ratio	53.0%	15.1%	90.6%

Portfolio			
Portfolio Size	\$239,251	\$11,520	\$709,292
90+ Days Delinquency Ratio	6.2%	0.0%	28.9%
Charge-Off Ratio	0.0%	0.0%	0.2%
Loan Loss Reserve Ratio	0.9%	0.0%	3.0%

10. The low and high outlier was removed from the Self-Sufficiency ratio and Operating Liquidity averages to provide a more accurate figure. The outlier was skewing the averages significantly to the point of inaccuracy.

11. The low figure is negative because one of the Native CDFI RLFs included had negative net assets without donor restrictions at year-end.

Characteristics	Average	Low	High
<b>Earnings</b>			
Net Income	\$21,072	\$(23,481)	\$99,776
Earned Revenue	\$87,523	\$378	\$322,783
Operating Expenses	\$282,594	\$25	\$869,911
Self-Sufficiency Ratio	23.7%	14.9%	1512.0%
Operating Liquidity (Months)	10.8	3.7	42,470

<b>Fiscal Year 2020 Lending</b>			
Number of Loans Closed	18	9	30
Amount of Loans Closed	\$133,540	\$33,022	\$386,151

<b>Efficiency</b>			
# Loans Closed / FTE	10.3	-	-
\$ Loans Closed / FTE	\$94,967	-	-
Operating Expenses / # Loans Closed	\$25,328	-	-
Operating Expenses / \$ Loans Closed	\$3	-	-

## Business Lenders with Between \$3 Million and \$9.99 Million in Assets

Eight organizations are included in the data below.

Characteristics	Average	Low	High
Age of Organization (Years)	14.5	9	19
Number of FTE	7	2	22

Capital Structure			
Asset Size	\$5,392,663	\$3,211,573	\$6,659,983
Net Asset Ratio	68.8%	53.8%	83.0%
Net Asset w/o Donor Restrictions Ratio	41.3%	10.3%	72.7%
Leverage Ratio	43.5%	17.3%	66.8%

Portfolio			
Portfolio Size	\$2,416,928	\$222,777	\$3,431,337
90+ Days Delinquency Ratio	4.6%	0.0%	19.5%
Charge-Off Ratio	1.0%	0.0%	2.9%
Loan Loss Reserve Ratio	6.6%	2.5%	11.5%



Characteristics	Average	Low	High
<b>Earnings</b>			
Net Income	\$1,425,899	\$522,768	\$3,713,119
Earned Revenue	\$356,943	\$130,237	\$765,266
Operating Expenses	\$1,979,000	\$490,097	\$6,634,047
Self-Sufficiency Ratio	43.0%	2.2%	101.3%
Operating Liquidity (Months)	21.4	0.9	49.2

<b>Fiscal Year 2020 Lending</b>			
Number of Loans Closed	63	2	248
Amount of Loans Closed	\$1,128,297	\$18,000	\$2,173,866

<b>Efficiency</b>			
# Loans Closed / FTE	11.3	-	-
\$ Loans Closed / FTE	\$246,901	-	-
Operating Expenses / # Loans Closed	\$189,932	-	-
Operating Expenses / \$ Loans Closed	\$8	-	-

## Business Lenders with More than \$10 Million in Assets

Six organizations are included in the data below.

Characteristics	Average	Low	High
Age of Organization (Years)	20	12	34
Number of FTE	8	4	13

Capital Structure			
Asset Size	\$22,375,320	\$10,554,000	\$48,892,121
Net Asset Ratio	62.3%	45.9%	77.8%
Net Asset w/o Donor Restrictions Ratio	44.5%	21.3%	55.8%
Leverage Ratio	55.6%	35.4%	77.3%

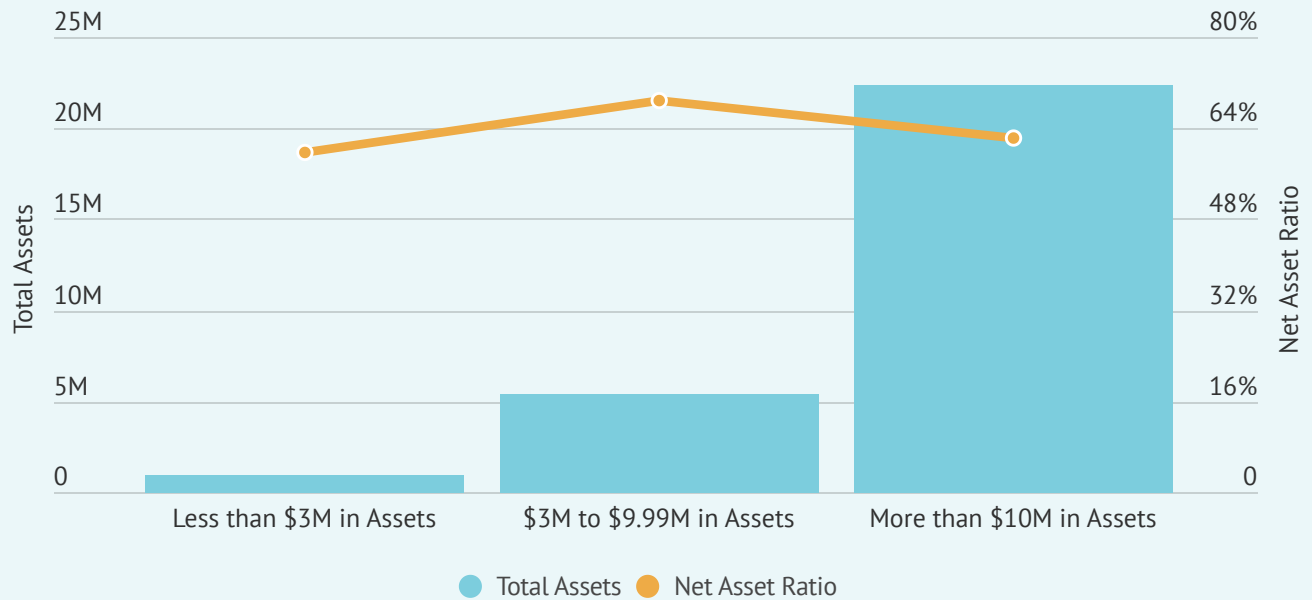
Portfolio			
Portfolio Size	\$12,843,157	\$4,739,411	\$32,700,977
90+ Days Delinquency Ratio	3.2%	0.5%	7.1%
Charge-Off Ratio	0.7%	0.0%	3.0%
Loan Loss Reserve Ratio	6.0%	1.9%	10.2%

Characteristics	Average	Low	High
<b>Earnings</b>			
Net Income	\$1,693,949	\$(60,448)	\$4,616,654
Earned Revenue	\$872,526	\$294,983	\$1,867,932
Operating Expenses	\$3,384,273	\$564,742	\$14,544,964
Self-Sufficiency Ratio	43.3%	12.1%	111.2%
Operating Liquidity (Months)	38.6	6.1	88.0

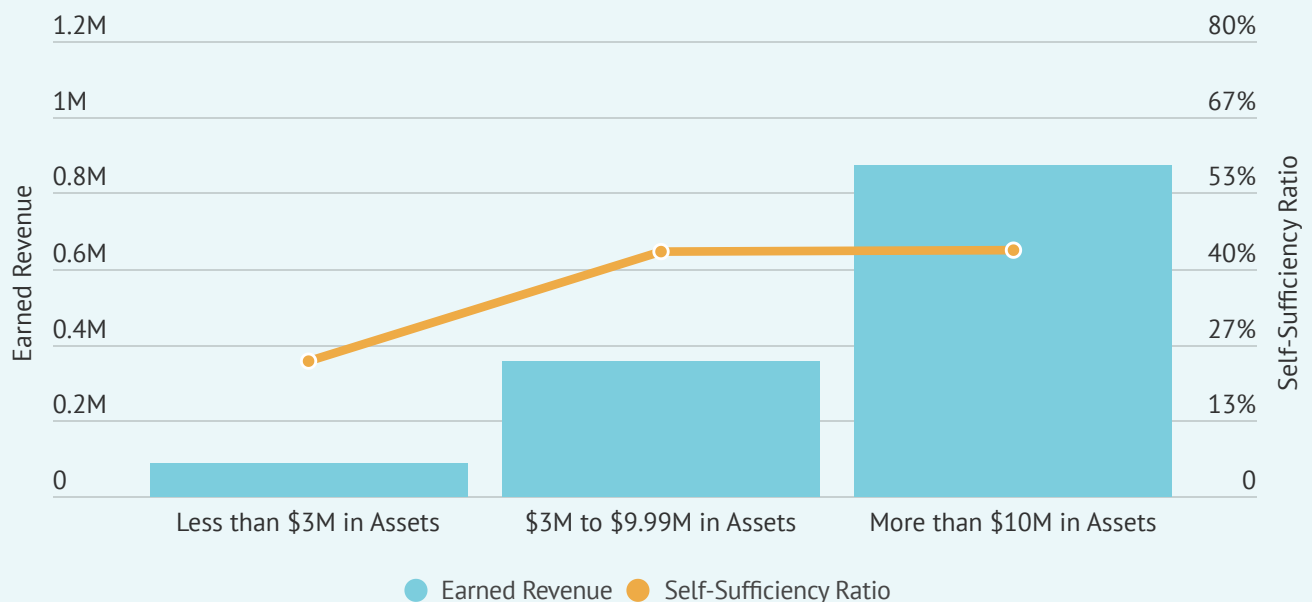
<b>Fiscal Year 2020 Lending</b>			
Number of Loans Closed	106	9	395
Amount of Loans Closed	\$3,656,439	\$853,370	\$11,515,972

<b>Efficiency</b>			
# Loans Closed / FTE	15.0	-	-
\$ Loans Closed / FTE	\$521,273	-	-
Operating Expenses / # Loans Closed	\$75,489	-	-
Operating Expenses / \$ Loans Closed	\$2	-	-

## Averages for Business Revolving Loan Funds



## Averages for Business Revolving Loan Funds



# Consumer Lending



Jazmyn is 20 years old and started her journey with credit building with Tiwa Lending Services. She inquired about counseling services in October 2020 and signed up for a One-on-One Credit Counseling appointment. After learning how to build, manage, and monitor credit she opened a secured credit card. In February 2021, she called Tiwa about a possible home purchase and asked about home loan options and the process. She decided the home purchase was not best at the moment and instead talked about building a loan repayment history. After these discussions, she was ready to utilize Tiwa's Consumer Loan program. She has mid-600 scores and not too much debt. She is on her way to building her credit score and to become homebuyer ready.

**Photo:** Jazmyn participated in a One-on-One Credit Counseling with Tiwa Lending Services, a Native CDFI offering home mortgage loans, credit repair loans, and Financial and Homeownership Education to the Isleta Pueblo Community. **Photo credit:** Tiwa Lending Services

## Consumer Lenders for All Entities

Twenty-two organizations are included in the data below.

Characteristics	Average <sup>12</sup>	Low	High
Age of Organization (Years)	13	1	34
Number of FTE	5	1	22

Capital Structure			
Asset Size	\$7,081,760	\$105,207	\$48,892,121
Net Asset Ratio	65.4%	23.8%	100.3%
Net Asset w/o Donor Restrictions Ratio	45.7%	(22.8)% <sup>13</sup>	100.3%
Leverage Ratio	43.8%	0.0%	90.6%

Portfolio			
Portfolio Size	\$3,950,616	\$11,520	\$32,700,977
90+ Days Delinquency Ratio	3.7%	0.0%	28.9%
Charge-Off Ratio	1.2%	0.0%	7.9%
Loan Loss Reserve Ratio	5.8%	0.0%	27.7%

12. The low and high outlier was removed from the Self-Sufficiency ratio and Operating Liquidity averages to provide a more accurate figure. The outlier was skewing the averages significantly to the point of inaccuracy.

13. The low figure is negative because two of the Native CDFI RLFs included had negative net assets without donor restrictions at year-end.



Characteristics	Average	Low	High
<b>Earnings</b>			
Net Income	\$987,394	\$(897,537)	\$4,616,654
Earned Revenue	\$377,146	\$378	\$1,867,932
Operating Expenses	\$1,222,502	\$25	\$6,634,047
Self-Sufficiency Ratio	39.8%	0.9%	1512.0%
Operating Liquidity (Months)	22.8	0.9	42,470

<b>Fiscal Year 2020 Lending</b>			
Number of Loans Closed	157	6	2,072
Amount of Loans Closed	\$1,476,376	\$12,109	\$11,515,972

<b>Efficiency</b>			
# Loans Closed / FTE	27.8	-	-
-	\$289,490	-	-
Operating Expenses / # Loans Closed	\$80,328	-	-
Operating Expenses / \$ Loans Closed	\$4	-	-

## Consumer Lenders with Less than \$3 Million in Assets

Eight organizations are included in the data below.

Characteristics	Average <sup>14</sup>	Low	High
Age of Organization (Years)	8	1	14
Number of FTE	3	1	8

Capital Structure			
Asset Size	\$1,012,691	\$105,207	\$2,275,031
Net Asset Ratio	66.6%	44.7%	100.3%
Net Asset w/o Donor Restrictions Ratio	49.1%	(22.8)% <sup>15</sup>	100.3%
Leverage Ratio	41.5%	0.0%	90.6%

Portfolio			
Portfolio Size	\$397,260	\$11,520	\$1,338,355
90+ Days Delinquency Ratio	5.3%	0.0%	28.9%
Charge-Off Ratio	1.4%	0.0%	7.9%
Loan Loss Reserve Ratio	5.7%	0.0%	27.7%

14. The low and high outlier was removed from the Self-Sufficiency ratio and Operating Liquidity averages to provide a more accurate figure. The outlier was skewing the averages significantly to the point of inaccuracy.

15. The low figure is negative because two of the Native CDFI RLFs included had negative net assets without donor restrictions at year-end.

Characteristics	Average	Low	High
<b>Earnings</b>			
Net Income	\$191,966	\$(23,481)	\$682,640
Earned Revenue	\$65,977	\$378	\$322,783
Operating Expenses	\$298,666	\$25	\$869,911
Self-Sufficiency Ratio	18.5%	0.9%	1512%
Operating Liquidity (Months)	9.8	3.7	42,470

<b>Fiscal Year 2020 Lending</b>			
Number of Loans Closed	31	7	78
Amount of Loans Closed	\$118,015	\$12,109	\$386,151

<b>Efficiency</b>			
# Loans Closed / FTE	14.5	-	-
\$ Loans Closed / FTE	\$72,455	-	-
Operating Expenses / # Loans Closed	\$21,031	-	-
Operating Expenses / \$ Loans Closed	\$5	-	-

## Consumer Lenders with Between \$3 Million and \$9.99 Million in Assets

Nine organizations are included in the data below.

Characteristics	Average	Low	High
Age of Organization (Years)	15	9	24
Number of FTE	7	2	22

Capital Structure			
Asset Size	\$5,479,476	\$3,000,676	\$8,300,015
Net Asset Ratio	61.9%	23.8%	81.3%
Net Asset w/o Donor Restrictions Ratio	41.3%	10.3%	63.5%
Leverage Ratio	46.8%	22.6%	66.8%

Portfolio			
Portfolio Size	\$2,724,965	\$1,410,961	\$5,496,466
90+ Days Delinquency Ratio	3.2%	0.0%	19.5%
Charge-Off Ratio	1.2%	0.0%	2.9%
Loan Loss Reserve Ratio	5.8%	2.5%	10.8%

Characteristics	Average	Low	High
<b>Earnings</b>			
Net Income	\$1,098,765	\$(897,537)	\$3,713,119
Earned Revenue	\$474,462	\$130,237	\$1,606,779
Operating Expenses	\$2,139,921	\$443,236	\$6,634,047
Self-Sufficiency Ratio	38.5%	2.2%	88.6%
Operating Liquidity (Months)	22.7	0.9	54.7

<b>Fiscal Year 2020 Lending</b>			
Number of Loans Closed	288	6	2,072
Amount of Loans Closed	\$1,324,914	\$246,167	\$2,173,866

<b>Efficiency</b>			
# Loans Closed / FTE	43.3	-	-
\$ Loans Closed / FTE	\$271,569	-	-
Operating Expenses / # Loans Closed	\$169,054	-	-
Operating Expenses / \$ Loans Closed	\$4	-	-

## Consumer Lenders with More than \$10 Million in Assets

Five organizations are included in the data below.

Characteristics	Average	Low	High
Age of Organization (Years)	18	9	34
Number of FTE	5	2	8

Capital Structure			
Asset Size	\$19,676,382	\$10,375,263	\$48,892,121
Net Asset Ratio	69.6%	57.5%	77.8%
Net Asset w/o Donor Restrictions Ratio	48.1%	21.3%	73.4%
Leverage Ratio	42.3%	19.1%	73.6%

Portfolio			
Portfolio Size	\$11,842,156	\$4,739,411	\$32,700,977
90+ Days Delinquency Ratio	2.1%	0.0%	4.7%
Charge-Off Ratio	0.8%	0.0%	3.0%
Loan Loss Reserve Ratio	6.0%	0.9%	10.2%

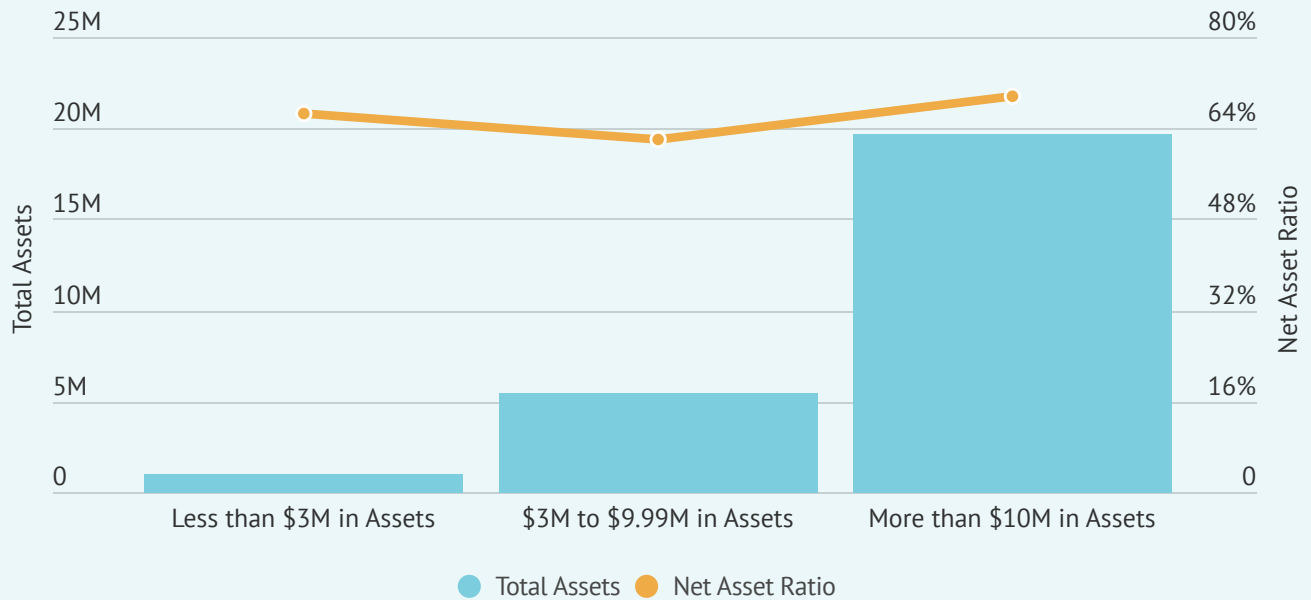


Characteristics	Average	Low	High
<b>Earnings</b>			
Net Income	\$2,059,611	\$164,695	\$4,616,654
Earned Revenue	\$699,848	\$294,983	\$1,867,932
Operating Expenses	\$1,049,284	\$243,041	\$1,738,554
Self-Sufficiency Ratio	71.9%	18.3%	154.5%
Operating Liquidity (Months)	41.0	14.2	88.0

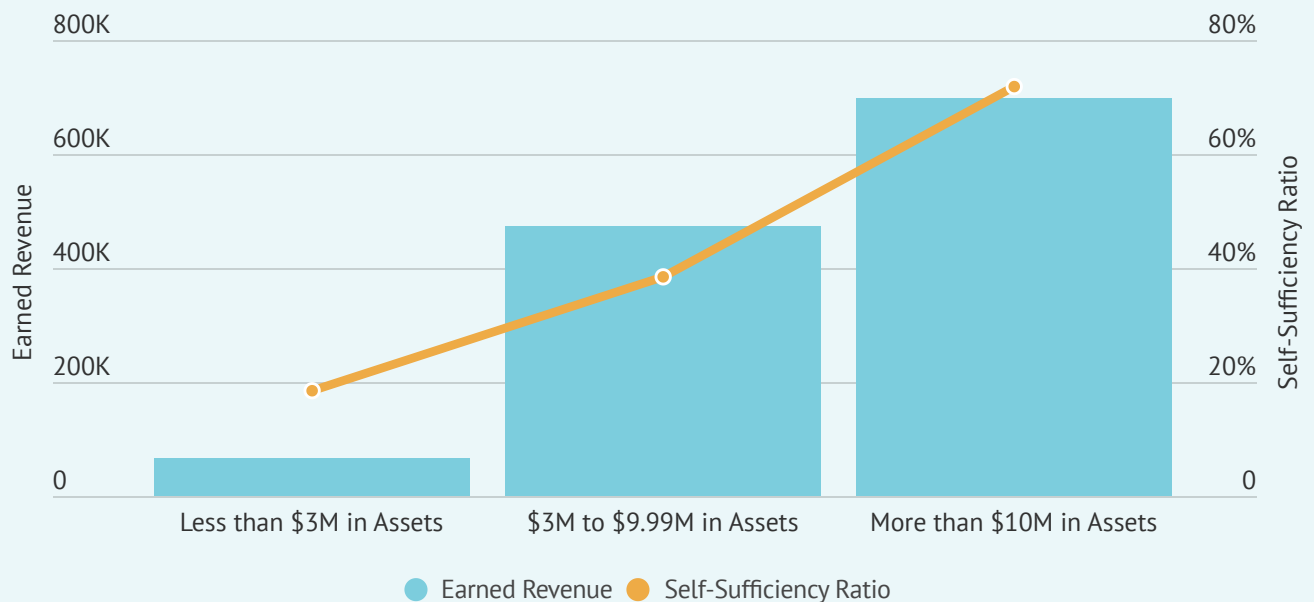
<b>Fiscal Year 2020 Lending</b>			
Number of Loans Closed	124	44	395
Amount of Loans Closed	\$3,922,386	\$853,370	\$11,515,972

<b>Efficiency</b>			
# Loans Closed / FTE	21.4	-	-
\$ Loans Closed / FTE	\$669,004	-	-
Operating Expenses / # Loans Closed	\$15,496	-	-
Operating Expenses / \$ Loans Closed	\$1	-	-

## Averages for Consumer Revolving Loan Funds



## Averages for Consumer Revolving Loan Funds



# Housing Lending



In response to the overwhelming lack of housing on the Colville Indian Reservation, Northwest Native Development Fund (NNDF) addressed the issue by undertaking a project like they never had. A lot in Elmer City was purchased and a 1500 sqft. home was built. The new homebuyers worked closely with NNDF receiving homeowner direct technical assistance. They became homeowners on March 24, 2021.

**Photo:** NNDF's Executive Director Ted Piccolo helps in the construction of their first affordable home.

**Photo credit:** Northwest Native Development Fund

## All Housing Lenders

Thirteen organizations are included in the data below.

Characteristics	Average	Low	High
Age of Organization (Years)	16	9	24
Number of FTE	7	2	13

Capital Structure			
Asset Size	\$12,653,281	\$2,275,031	\$48,892,121
Net Asset Ratio	59.7%	23.8%	75.0%
Net Asset w/o Donor Restrictions Ratio	49.1%	21.3%	73.4%
Leverage Ratio	53.1%	19.1%	77.3%

Portfolio			
Portfolio Size	\$7,317,463	\$125,291	\$32,700,977
90+ Days Delinquency Ratio	1.8%	0.0%	7.1%
Charge-Off Ratio	0.5%	0.0%	2.3%
Loan Loss Reserve Ratio	4.9%	0.7%	10.8%

Characteristics	Average	Low	High
<b>Earnings</b>			
Net Income	\$681,579	\$(897,537)	\$2,181,872
Earned Revenue	\$649,093	\$130,237	\$1,867,932
Operating Expenses	\$2,400,816	\$243,041	\$14,544,964
Self-Sufficiency Ratio	50.3%	2.2%	154.5%
Operating Liquidity (Months)	27.0	0.9	88.0

<b>Fiscal Year 2020 Lending</b>			
Number of Loans Closed	237	9	2,072
Amount of Loans Closed	\$2,404,938	\$93,010	\$11,515,972

<b>Efficiency</b>			
# Loans Closed / FTE	34.6	-	-
\$ Loans Closed / FTE	\$382,865	-	-
Operating Expenses / # Loans Closed	\$70,889	-	-
Operating Expenses / \$ Loans Closed	\$2	-	-

## Housing Lenders with Less than \$10 Million in Assets

Seven organizations are included in the data below.

Characteristics	Average	Low	High
Age of Organization (Years)	15	10	24
Number of FTE	7	4	9

Capital Structure			
Asset Size	\$4,721,194	\$2,275,031	\$8,300,015
Net Asset Ratio	57.9%	23.8%	66.7%
Net Asset w/o Donor Restrictions Ratio	47.9%	23.7%	63.5%
Leverage Ratio	53.3%	24.7%	66.3%

Portfolio			
Portfolio Size	\$2,303,367	\$125,291	\$5,496,466
90+ Days Delinquency Ratio	1.2%	0.0%	4.6%
Charge-Off Ratio	0.7%	0.0%	2.3%
Loan Loss Reserve Ratio	5.2%	0.7%	10.8%

Characteristics	Average	Low	High
<b>Earnings</b>			
Net Income	\$449,828	\$(897,537)	\$1,524,227
Earned Revenue	\$451,452	\$130,237	\$1,606,779
Operating Expenses	\$1,771,498	\$443,236	\$5,776,196
Self-Sufficiency Ratio	36.8%	2.2%	51.2%
Operating Liquidity (Months)	17.4	0.9	54.7

<b>Fiscal Year 2020 Lending</b>			
Number of Loans Closed	352	9	2,072
Amount of Loans Closed	\$1,294,433	\$93,010	\$2,173,866

<b>Efficiency</b>			
# Loans Closed / FTE	50.1	-	-
\$ Loans Closed / FTE	\$208,762	-	-
Operating Expenses / # Loans Closed	\$69,809	-	-
Operating Expenses / \$ Loans Closed	\$3	-	-

## Housing Lenders with More than \$10 Million in Assets

Six organizations are included in the data below.

Characteristics	Average	Low	High
Age of Organization (Years)	16	9	20
Number of FTE	7	2	13

Capital Structure			
Asset Size	\$21,907,382	\$10,375,263	\$48,892,121
Net Asset Ratio	61.9%	45.9%	75.0%
Net Asset w/o Donor Restrictions Ratio	50.5%	21.3%	73.4%
Leverage Ratio	52.9%	19.1%	77.3%

Portfolio			
Portfolio Size	\$13,167,242	\$4,739,411	\$32,700,977
90+ Days Delinquency Ratio	2.5%	0.0%	7.1%
Charge-Off Ratio	0.2%	0.0%	0.8%
Loan Loss Reserve Ratio	4.5%	0.9%	7.9%

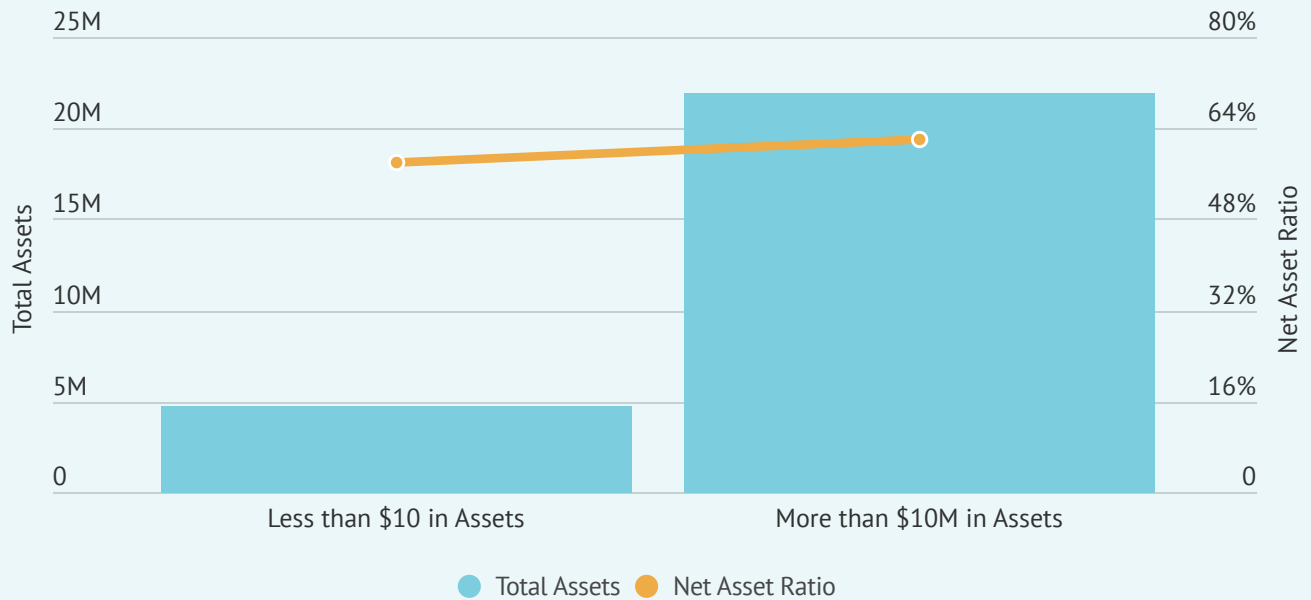


Characteristics	Average	Low	High
<b>Earnings</b>			
Net Income	\$951,955	\$(60,448)	\$2,181,872
Earned Revenue	\$879,674	\$294,983	\$1,867,932
Operating Expenses	\$3,135,021	\$243,041	\$14,544,964
Self-Sufficiency Ratio	66.0%	12.1%	154.5%
Operating Liquidity (Months)	38.2	6.1	88.0

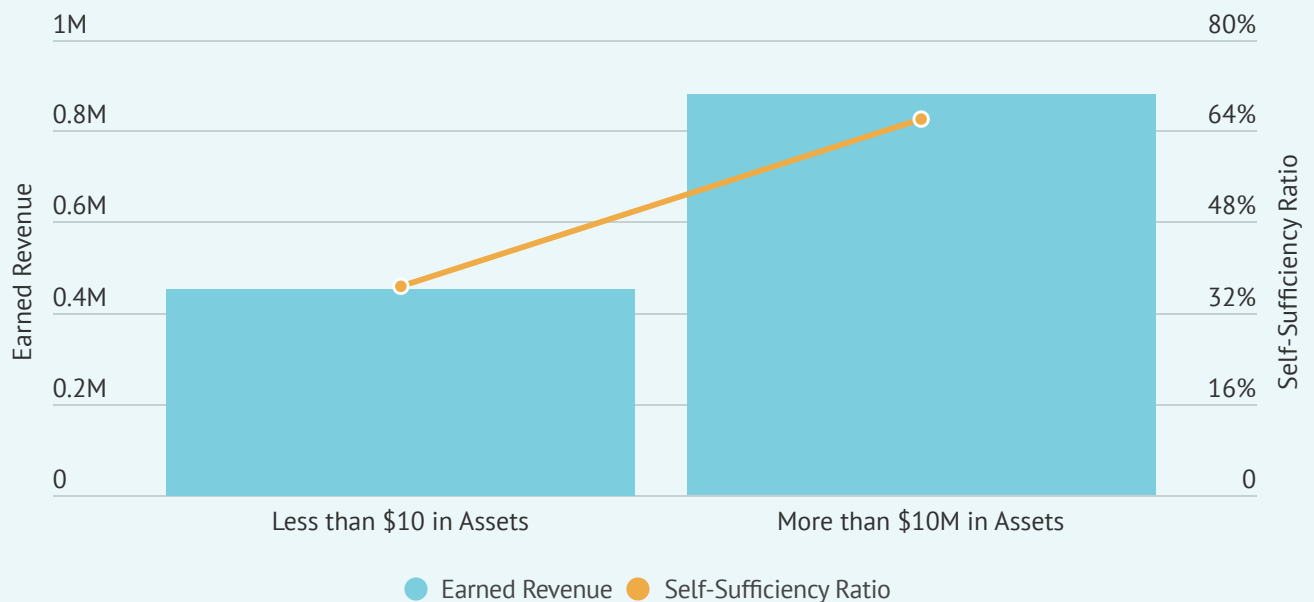
<b>Fiscal Year 2020 Lending</b>			
Number of Loans Closed	102	9	395
Amount of Loans Closed	\$3,700,526	\$1,117,895	\$11,515,972

<b>Efficiency</b>			
# Loans Closed / FTE	16.4	-	-
\$ Loans Closed / FTE	\$585,986	-	-
Operating Expenses / # Loans Closed	\$72,149	-	-
Operating Expenses / \$ Loans Closed	\$1	-	-

## Averages for Housing Revolving Loan Funds



## Averages for Housing Revolving Loan Funds



# Agriculture Lending



After getting her degree and working in Rapid City for several years, Cheyenne moved back to her home on the Rosebud Reservation in 2019. Last year, she decided it was time to get back into the family cattle business, making it a four-generation operation with her grandma, dad, and son. Cheyenne found out about Akiptan through a friend and put in an application to finance the start-up of her cattle operation. In addition, she took advantage of two classes to build her skills in agriculture accounting and herd management. Within a couple of months, she closed her loan in March 2020. In addition to an operating loan, Cheyenne financed the purchase of 52 head of cows and 2 bulls. In the mix, she has 25 head of registered Charolais and Red Angus. Now, when she's not working a 56-hour shift as an EMT, you can usually find her with the cows.

Cheyenne chose to utilize Akiptan's investment option for her purchase, which provides more patient capital. For the first five years of her repayment term, she will pay interest only and focus on growing her herd by keeping about 15 head of heifers each year.

**Photo:** Cheyenne financed the start-up of her cattle operation through Akiptan. In addition to the loan, she took advantage of two classes to build her skills in agriculture accounting and herd management. **Story and photo credit:** Akiptan

## All Agriculture Lenders

Eight organizations are included in the data below.

Characteristics	Average	Low	High
Age of Organization (Years)	14	1	34
Number of FTE	5	1	8

Capital Structure			
Asset Size	\$6,223,470	\$388,928	\$15,377,631
Net Asset Ratio	69.3%	47.9%	85.1%
Net Asset w/o Donor Restrictions Ratio	41.0%	(14.2)% <sup>16</sup>	85.1%
Leverage Ratio	42.1%	15.1%	64.3%

Portfolio			
Portfolio Size	\$2,993,214	\$108,511	\$8,526,059
90+ Days Delinquency Ratio	6.3%	0.0%	28.9%
Charge-Off Ratio	0.7%	0.0%	3.0%
Loan Loss Reserve Ratio	3.9%	0.0%	10.2%

16. The low figure is negative because one of the Native CDFI RLFs included had negative net assets without donor restrictions at year-end.

Characteristics	Average	Low	High
<b>Earnings</b>			
Net Income	\$1,305,011	\$(23,481)	\$4,616,654
Earned Revenue	\$292,744	\$19,272	\$593,341
Operating Expenses	\$764,660	\$104,753	\$1,738,554
Self-Sufficiency Ratio	42.7%	18.3%	101.3%
Operating Liquidity (Months)	17.5	3.7	36.8

<b>Fiscal Year 2020 Lending</b>			
Number of Loans Closed	29	9	68
Amount of Loans Closed	\$906,847	\$86,669	\$2,842,166

<b>Efficiency</b>			
# Loans Closed / FTE	8.9	-	-
\$ Loans Closed / FTE	\$217,716	-	-
Operating Expenses / # Loans Closed	\$30,409	-	-
Operating Expenses / \$ Loans Closed	\$2	-	-

## Agriculture Lenders with Less than \$5 Million in Assets

Three organizations are included in the data below.

Characteristics	Average	Low	High
Age of Organization (Years)	9	1	14
Number of FTE	4	1	8

Capital Structure			
Asset Size	\$1,389,514	\$388,928	\$2,275,031
Net Asset Ratio	64.4%	47.9%	85.1%
Net Asset w/o Donor Restrictions Ratio	42.3%	(14.2)% <sup>17</sup>	85.1%
Leverage Ratio	47.7%	15.1%	64.3%

Portfolio			
Portfolio Size	\$314,365	\$108,511	\$709,292
90+ Days Delinquency Ratio	10.4%	0.0%	28.9%
Charge-Off Ratio	0.1%	0.0%	0.2%
Loan Loss Reserve Ratio	0.4%	0.0%	0.7%

17. The low figure is negative because one of the Native CDFI RLFs included had negative net assets without donor restrictions at year-end.

Characteristics	Average	Low	High
<b>Earnings</b>			
Net Income	\$21,837	\$(23,481)	\$99,776
Earned Revenue	\$134,783	\$19,272	\$322,783
Operating Expenses	\$397,549	\$104,753	\$869,911
Self-Sufficiency Ratio	26.6%	18.4%	34.0%
Operating Liquidity (Months)	9.9	3.7	20.9

<b>Fiscal Year 2020 Lending</b>			
Number of Loans Closed	16	9	30
Amount of Loans Closed	\$188,610	\$86,669	\$386,151

<b>Efficiency</b>			
# Loans Closed / FTE	12.0	-	-
\$ Loans Closed / FTE	\$147,037	-	-
Operating Expenses / # Loans Closed	\$38,133	-	-
Operating Expenses / \$ Loans Closed	\$4	-	-

## Agriculture Lenders with More than \$5 Million in Assets

Five organizations are included in the data below.

Characteristics	Average	Low	High
Age of Organization (Years)	18	2	34
Number of FTE	5	2	8

Capital Structure			
Asset Size	\$9,123,843	\$5,124,329	\$15,377,631
Net Asset Ratio	72.2%	65.0%	83.5%
Net Asset w/o Donor Restrictions Ratio	40.2%	17.5%	52.8%
Leverage Ratio	38.7%	16.3%	53.7%

Portfolio			
Portfolio Size	\$4,600,524	\$2,793,414	\$8,526,059
90+ Days Delinquency Ratio	3.8%	0.1%	7.0%
Charge-Off Ratio	1.1%	0.0%	3.0%
Loan Loss Reserve Ratio	6.0%	1.5%	10.2%

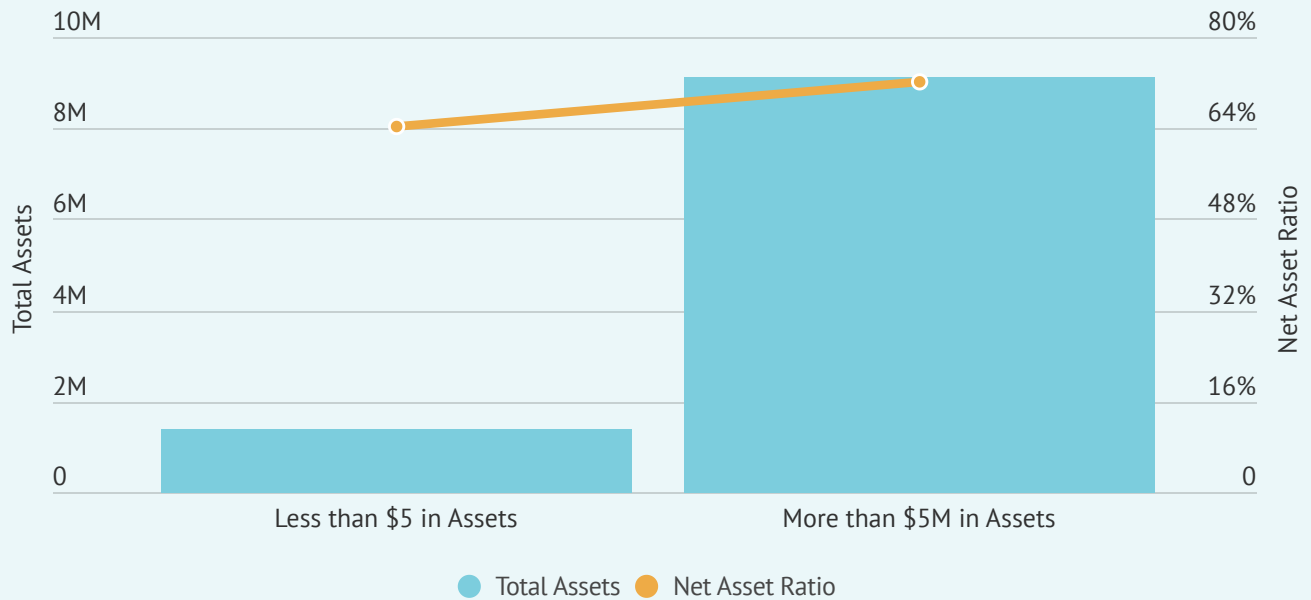


Characteristics	Average	Low	High
<b>Earnings</b>			
Net Income	\$2,074,916	\$818,848	\$4,616,654
Earned Revenue	\$387,521	\$171,750	\$593,341
Operating Expenses	\$984,927	\$263,889	\$1,738,554
Self-Sufficiency Ratio	52.3%	18.3%	101.3%
Operating Liquidity (Months)	22.0	11.8	36.8

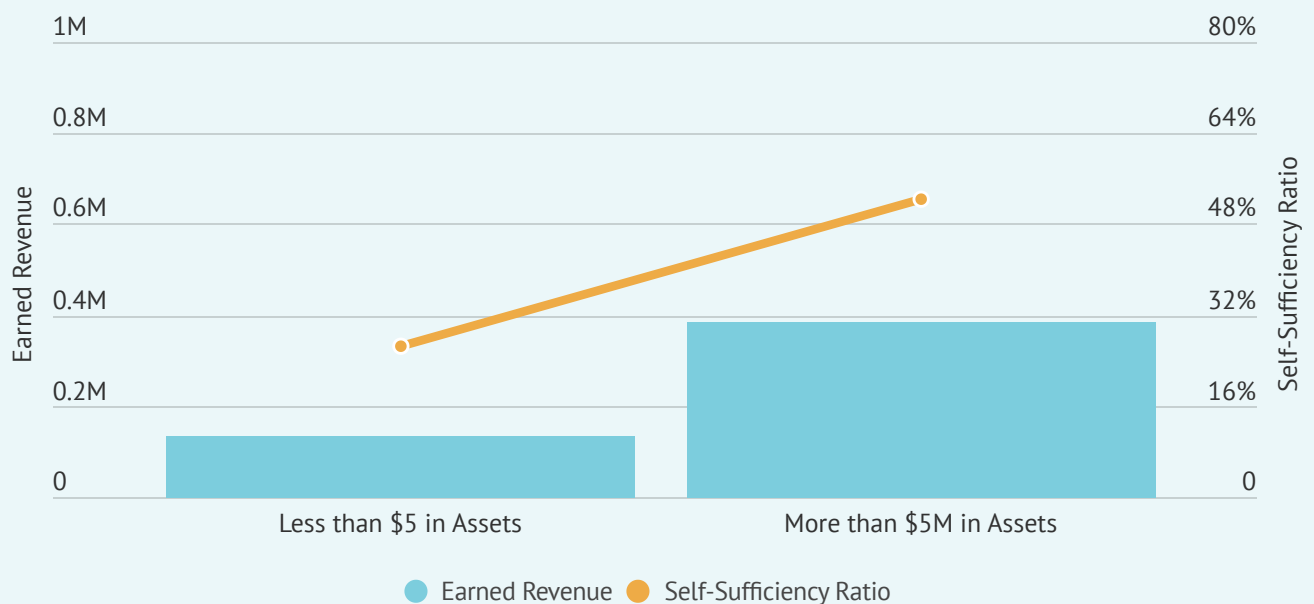
<b>Fiscal Year 2020 Lending</b>			
Number of Loans Closed	37	12	68
Amount of Loans Closed	\$1,337,789	\$708,000	\$2,842,166

<b>Efficiency</b>			
# Loans Closed / FTE	7.0	-	-
\$ Loans Closed / FTE	\$260,123	-	-
Operating Expenses / # Loans Closed	\$25,775	-	-
Operating Expenses / \$ Loans Closed	\$1	-	-

## Averages for Agriculture Revolving Loan Funds



## Averages for Agriculture Revolving Loan Funds



# Oweesta Corporation

Redefining Equity. Reclaiming Native Sovereignty. Together

## Mission Statement

Oweesta Corporation's mission is to provide opportunities for Native people to develop financial assets and create wealth by assisting in the establishment of strong, permanent institutions and programs contributing to economic independence and strengthening sovereignty for all Native communities.

## Values

We believe that when armed with the appropriate resources, Native peoples hold the capacity and ingenuity to ensure the sustainable, economic, spiritual and cultural well-being of their communities.

## Contact Us

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