



# CHICKASAW

Community Bank

A Native CDFI



## Tribes Working with Tribes



Formerly

**NOW**



A 100% Tribally owned by the Chickasaw Nation

**Name change only**

a Native CDFI since 2005



**CHICKASAW**  
Community Bank

## Chickasaw Banc Holding Company

Both the bank and the holding company are Native American CDFIs and recipients of several grants for Tribal Housing and Native American businesses. We are one of 3 Native American BANK/CDFIs out of the total 70 NA CDFIs. We have lent over \$2 billion to Indian Country.



# CHICKASAW

## Community Bank

Chickasaw Nation Governor, Bill Anoatubby, had a vision for a tribally owned bank in Oklahoma City that could uniquely meet the needs of both Indian Country and the greater community alike.

We rebranded in January 2020 as Chickasaw Community Bank to better reflect our values and heritage. Our Mission Statement is

“ Building Better Lives for Everybody”.

I cannot think of a better way to live this mission than to help tribes and their members build and/or obtain housing.

The bank through the holding company, is a 100% wholly owned subsidiary of Chickasaw Nation. We are members of the Federal Reserve and the Federal Home Loan Bank of Topeka. As of January 2021, Bauer Financial rated the bank as a 5-star bank and has been consistently placed in the top 15% of all U.S. banks by Seifried & Brew LLC.

# A CDFI

## What it can do!

Deposit/Checking

Business loans

*Business training*

Home mortgages

Credit Counseling/homebuyers education

Other Services

# YOUR CDFI

What is the purpose?

What is the ultimate Goal?

How to work thru your tribal decision making process?

What are the demographics?

# Influencing Demographics

Population of Tribal members

Location of Tribal Members

On Reservation

Off Reservation

Density of Tribal Members

Income

Age





**MAKING A DIFFERENCE!**







Converting your business from Good to Great









## HOME OWNERSHIP

**Do you want to work with the tribal member to put their loan package together**

*Provide the education , training,  
gathering of documentation, coaching,*

**Or Originate the loan**

*Be the Mortgage Broker not funding loan but working with  
lender such as CCB who will complete loan, close and fund*

**Or close and fund the loans**

*Be the Mortgage Company- complete the loan package, close the  
loan, fund it and then sell to lender such as CCB*

# First what is the HUD 184

The HUD 184 is a long-term (15 or 30 year) fixed rate Mortgage loan program for Enrolled Native Americans, Tribes and TDHEs across the Indian Country in the approved states and designated areas. This presentation is discussing for the individual Tribal member.



HUD 184  
Mortgage Loan  
Program  
Individual Tribal  
member must be

### KEY POINTS

- ✓ An ENROLLED member
- ✓ of a FEDERALLY Recognized tribe  
*( including the 6 state tribes as noted on the ONAP website)*

# HUD 184 Loan Program

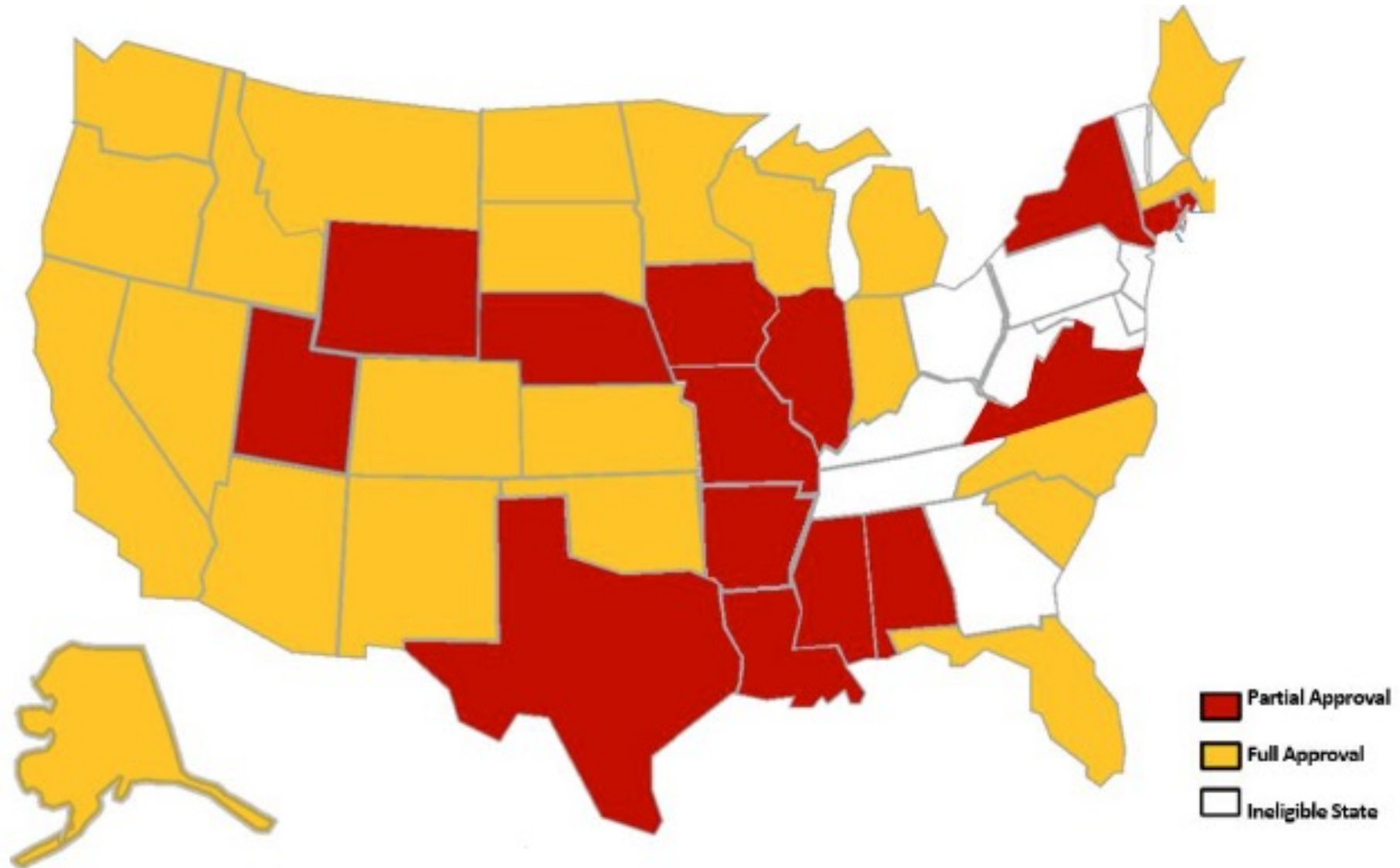
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- Borrower can
  - Construct
  - Rehab existing
  - Purchase
  - Purchase and Rehab
  - Construct a modular home
  - Purchase (have constructed) a new Manufactured home
  - Refinance existing home

A home can be a single family residence up to a 4-plex

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## HUD 184 Eligible Area ( map from ONAP website 2022)



# Mortgage Origination Considerations

- Licensing
- Support Staff
- Compliance
- Profitability
- Software/IT



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# Other Options

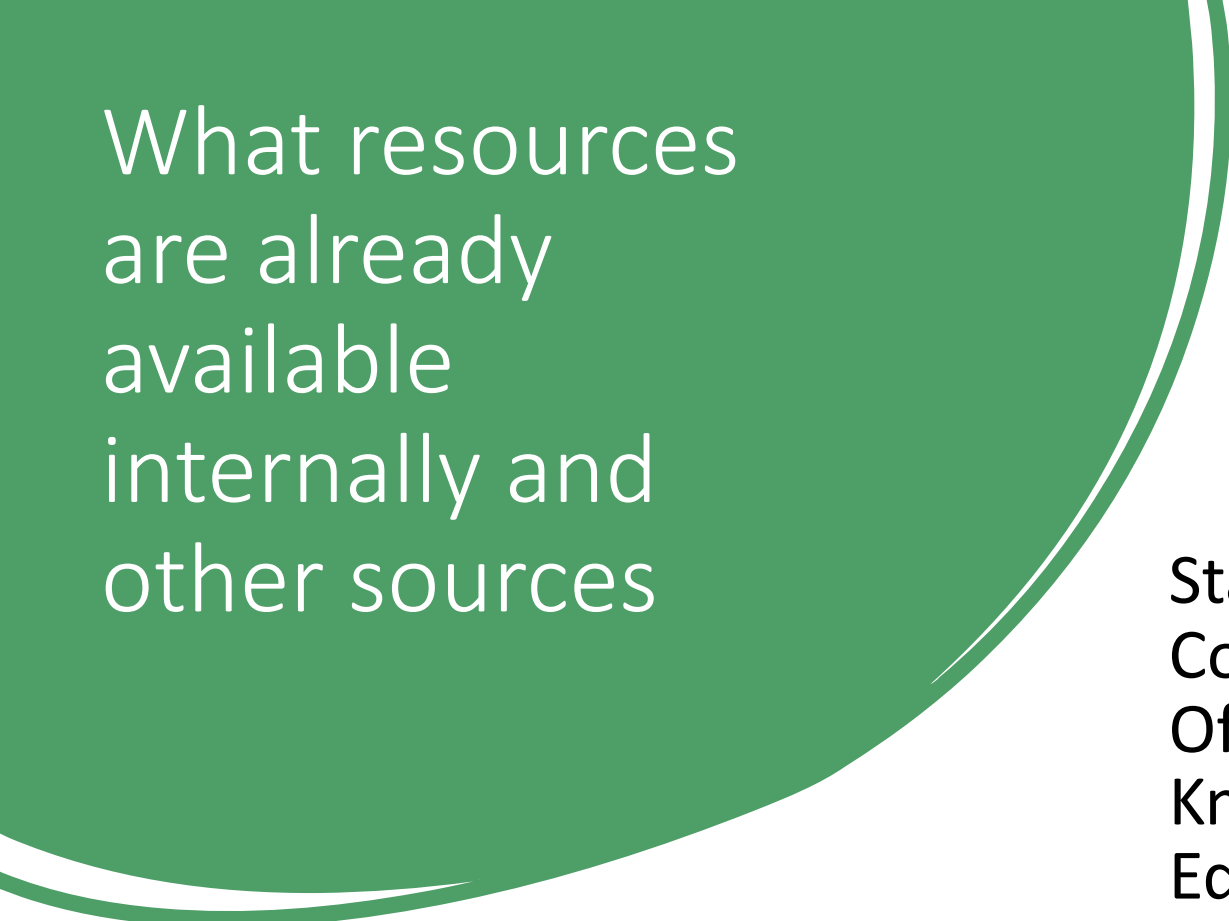
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- Down Payment Assistance
  - Grants
  - Forgivable 2<sup>nd</sup>
  - True 2<sup>nd</sup>
- Homeownership and Credit Counseling
- Rent to Own Units



# Funding - Uses & Sources

- Operations of program
- Loans to tribal members ( including grants , DPA, 2nds)
- Loan Loss reserve
- Other - capital assets
- Sustainable source-
  - Profitability
  - Tribal annual line-item budget
- Short term sources
  - Grants
  - Startup funds investors



What resources  
are already  
available  
internally and  
other sources

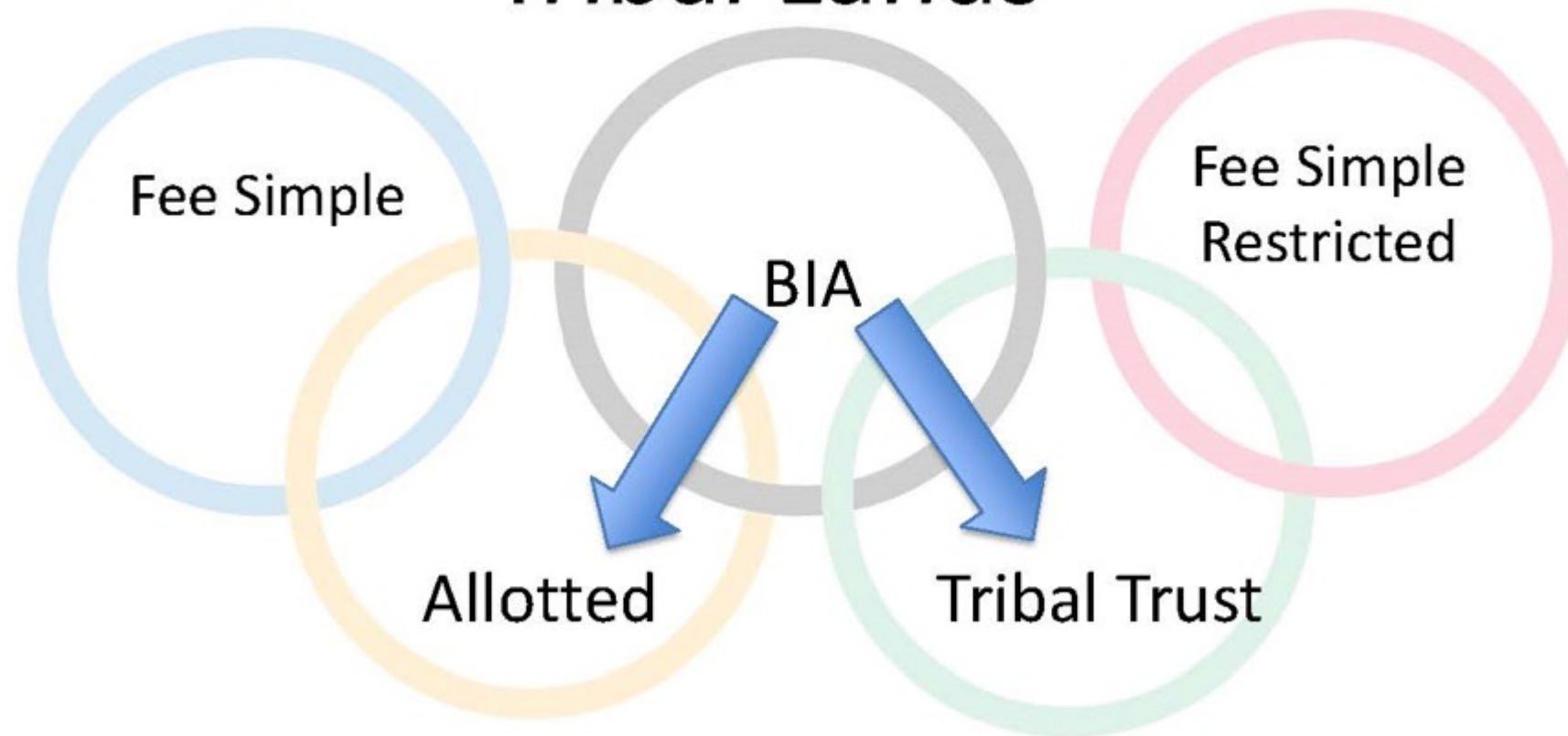
Staff  
Computers  
Office space  
Knowledge  
Education/ Compliance Training

Funding can be provided by Lender such  
CCB for mortgage closing and funding or a  
Secondary market- purchasing the already  
closed loan. ( source of loan funding but  
also source of income)

## **What can be done to facilitate the mortgage process?**

- ☐ **Tribal Realty Department contact**
- ☐ **BIA Contact**
- ☐ **Land Jurisdiction and Status Report completed**

# Tribal Lands



### Lease

Standardized

Acknowledged by  
BIA & HUD

50 years ( can be  
25yrs auto  
renewable)

HUD language

### Certified TSR

Current

Signed

Refinance –  
lease  
recorded

### Survey

Current

No  
construction  
/improvement  
restrictions

Easements

### Environmental

Current

Required

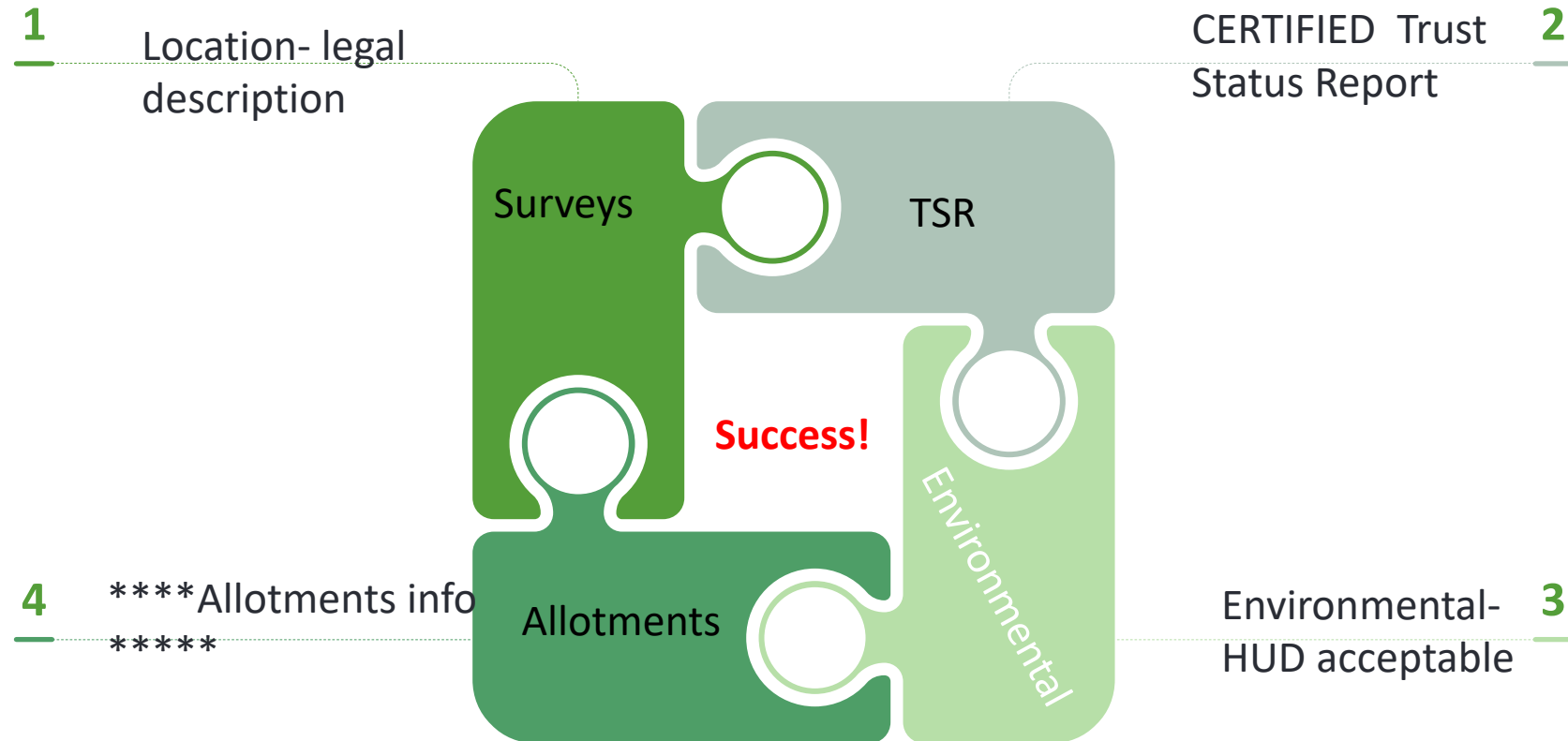
On all tribal  
lands



*Side note- Also need to determine internally who is responsible -on the individual loans for getting, ordering and paying- including 'above income " members*

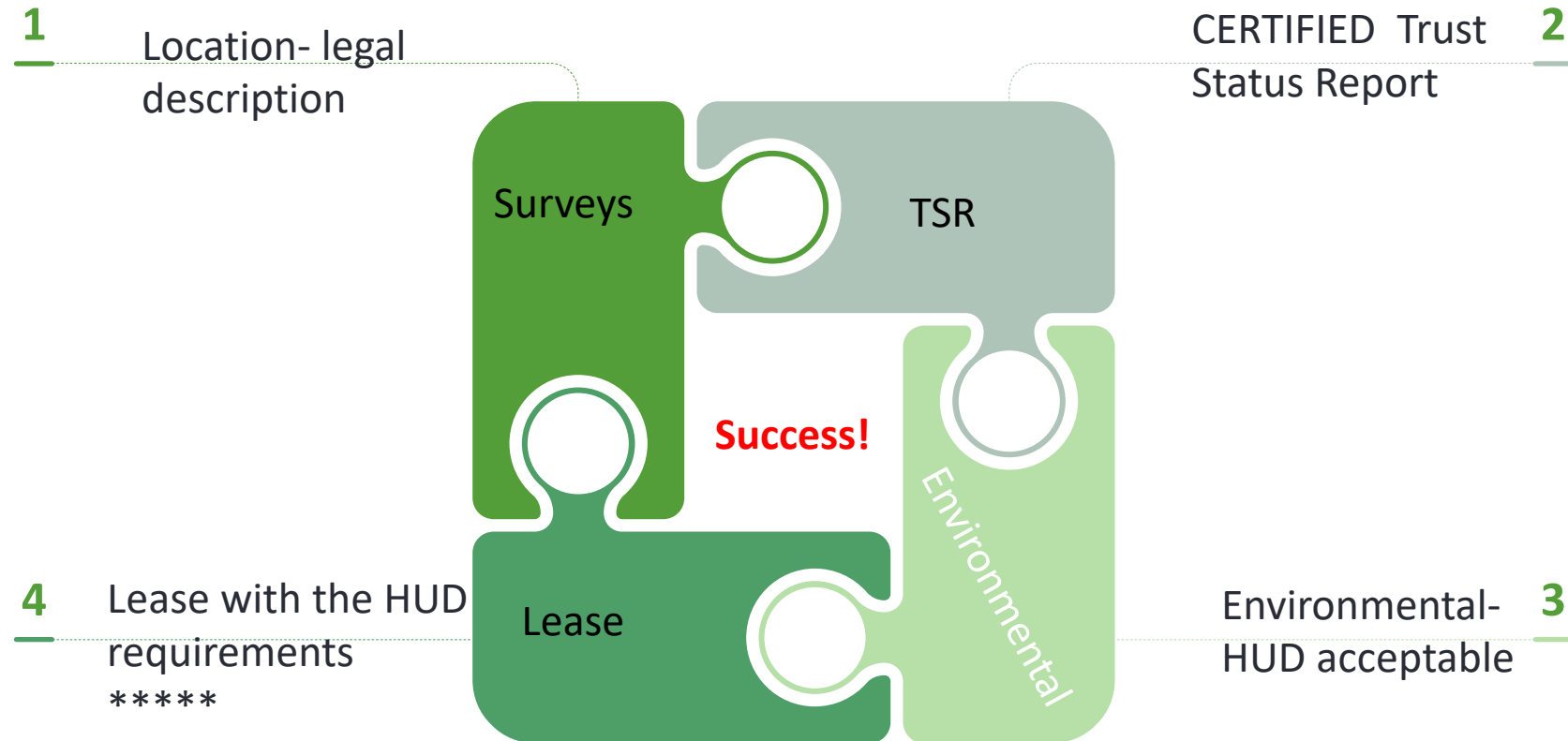


## Allotments



**Need all the pieces of the puzzle= Success!**

## Leases



**Need all the pieces of the puzzle= Success!**



**CHICKASAW**  
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is helping  
Building Better LIVES for  
Native Americans.

**TRIBES HELPING TRIBES  
MAKE A DIFFERENCE!!**

## Breakout session 10 minutes

Discuss among your group the options including training, education for business as well as mortgage, requirements, sources & uses of funds.

The outcome is to have started a questionnaire for your tribe to ascertain and prioritize your goals within you existing resources and possible resources.

# Questions?

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