



NATIVE AMERICAN AGRICULTURE FUND

8th Annual Native CDFI Capital Access Convening

Turning the Tide

Sponsored by:





HEALTHY LANDS, HEALTHY PEOPLE, HEALTHY ECONOMIES

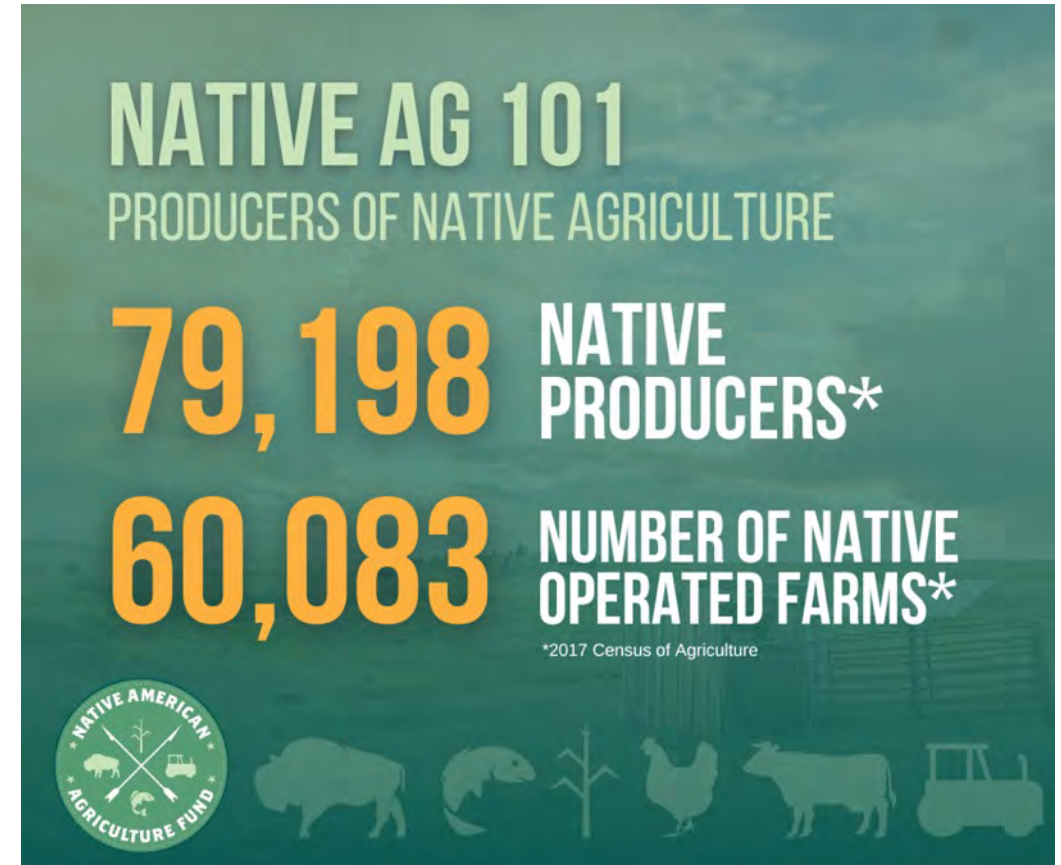
NAAF is the largest philanthropic organization devoted solely to serving Native American farming and ranching communities



8th Annual Native CDFI Capital Access Convening

Turning the Tide

AMERICAN INDIAN AND ALASKA NATIVE POPULATIONS INCREASED FROM 5.2 MILLION IN 2010 TO 9.7 MILLION IN 2020, AN 86.5% INCREASE. THAT IS 2.9% OF THE U.S. POPULATION.



8th Annual Native CDFI Capital Access Convening

Turning the Tide

2017 AG CENSUS - BY THE NUMBERS

NATIVE PRODUCERS
ARE HIGHLY
CONCENTRATED IN
FOUR STATES:
ARIZONA (19,481),
OKLAHOMA (17,102)
NEW MEXICO
(8,812),
AND TEXAS (5,663).

28% OF NATIVE PRODUCERS IDENTIFY AS
NEW/BEGINNING FARMERS.

STATES WITH LARGE NEW/BEGINNING FARMER
POPULATIONS INCLUDE THE FOLLOWING:
ALASKA (53.4%),
GEORGIA (43.5%)
LOUISIANA (41.1%),
AND NORTH CAROLINA (39.8%).

46.6% OF NATIVE PRODUCERS ENGAGE IN
FARMING AS THEIR PRIMARY OCCUPATION,
WHILE **53.4%** HAVE OTHER PRIMARY
OCCUPATION.

96% OF NATIVE FARMS ARE FAMILY FARMS.

THE AVERAGE AGE FOR A NATIVE PRODUCER
IS **56.6** YEARS.
NEARLY **5%** OF THE NATIVE POPULATION IN
ARIZONA ARE AGRICULTURAL PRODUCERS.

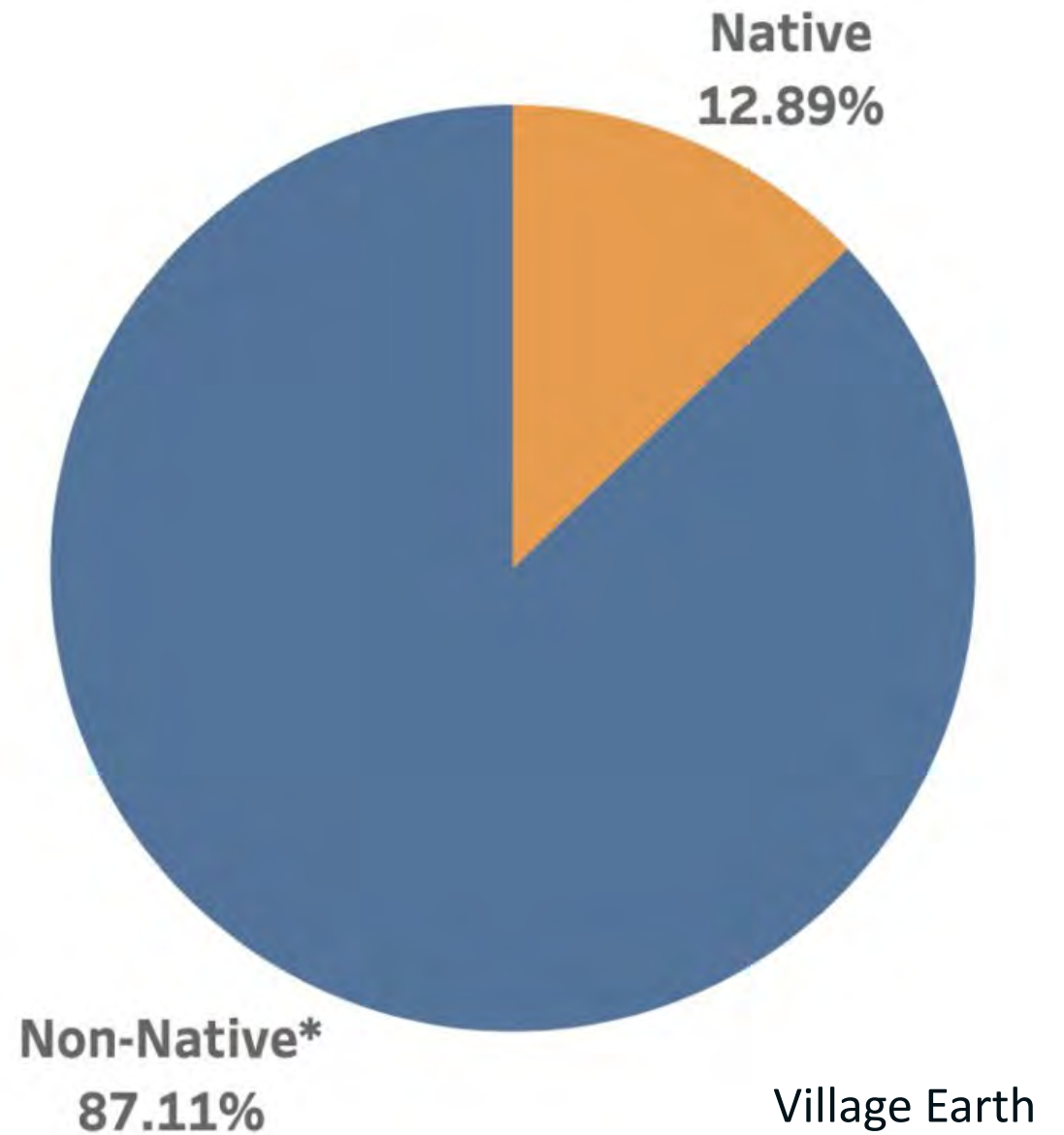
THERE ARE **19,481** NATIVE PRODUCERS IN ARIZONA, WHICH IS **24.6%** OF THE NATIONWIDE NATIVE PRODUCER POPULATION AND THE HIGHEST
NUMBER OF NATIVE PRODUCERS IN ANY STATE.



8th Annual Native CDFI Capital Access Convening

Turning the Tide

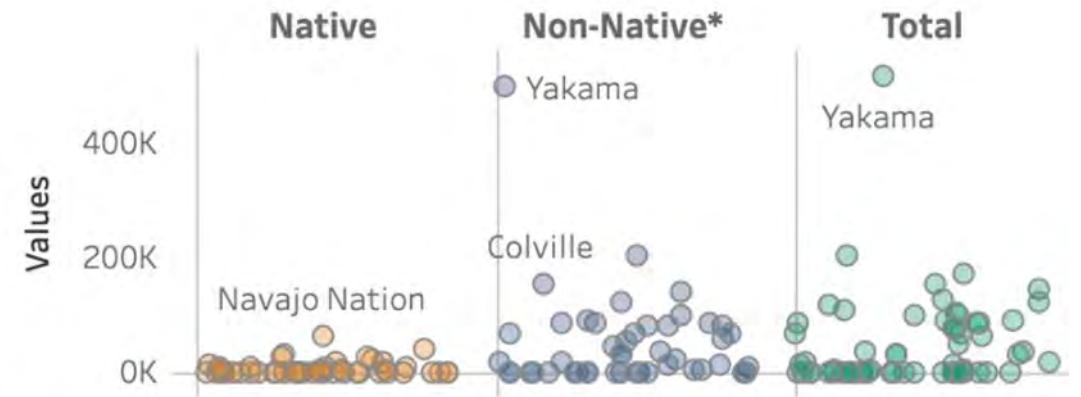
**MARKET VALUE OF
AGRICULTURAL
PRODUCTS SOLD
(\$1000) BY RACE ON
ALL RESERVATION(S) IN
2017**



8th Annual Native CDFI Capital Access Convening

Turning the Tide

MARKET VALUE OF AGRICULTURAL PRODUCTS SOLD (\$1000) BY RACE ON ALL RESERVATION(S) IN 2017



2017 Total

Native	Non-Native*	Total
363,961	2,459,200	3,162,065

2017 Median (requires two or more reservations in filter)

Native	Non-Native*	Total
1,483	23,565	15,905

% change from 2007 to 2012 and 2012 to 2017**

	2007	2012	2017
Native		+32% ▲	+1% ▲
Non-Native*		+27% ▲	+13% ▲
Total		+63% ▲	-8% ▼



8th Annual Native CDFI Capital Access Convening

Turning the Tide

NAAF OVERVIEW



Founded in 2018 as a private charitable trust created by the settlement of the Keepseagle v. Vilsack class-action lawsuit

Supports Native farmers and ranchers in:

- business assistance
- agricultural education
- technical support, and
- advocacy services

Eligible grant recipients are:

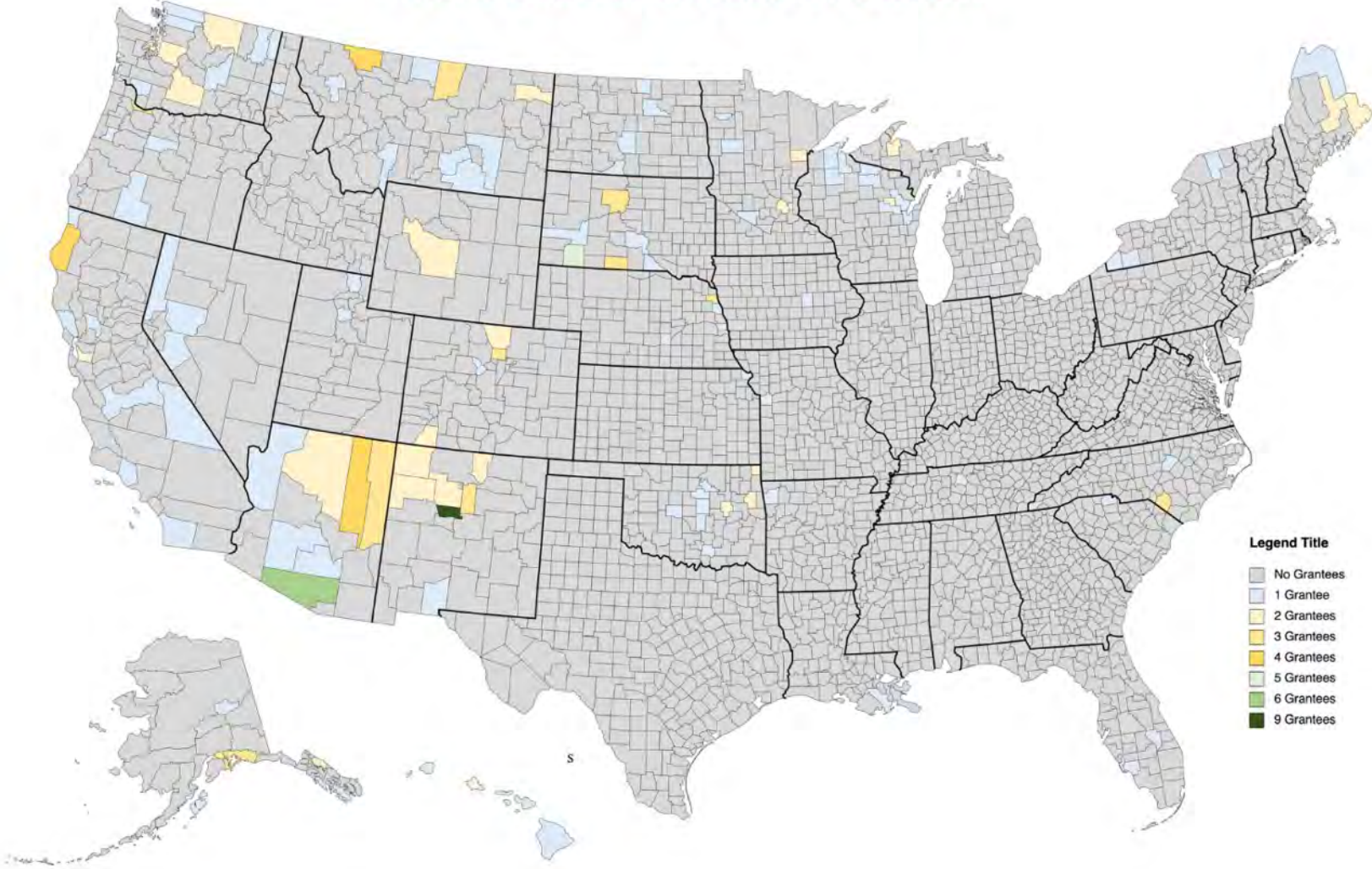
- 501(c)(3) organizations
- Educational organizations
 - Including K-12 schools and college-level institutions
- Community Development Financial Institutions (CDFIs)
- Tribes
 - State and federally recognized
 - Instrumentalities



8th Annual Native CDFI Capital Access Convening

Turning the Tide

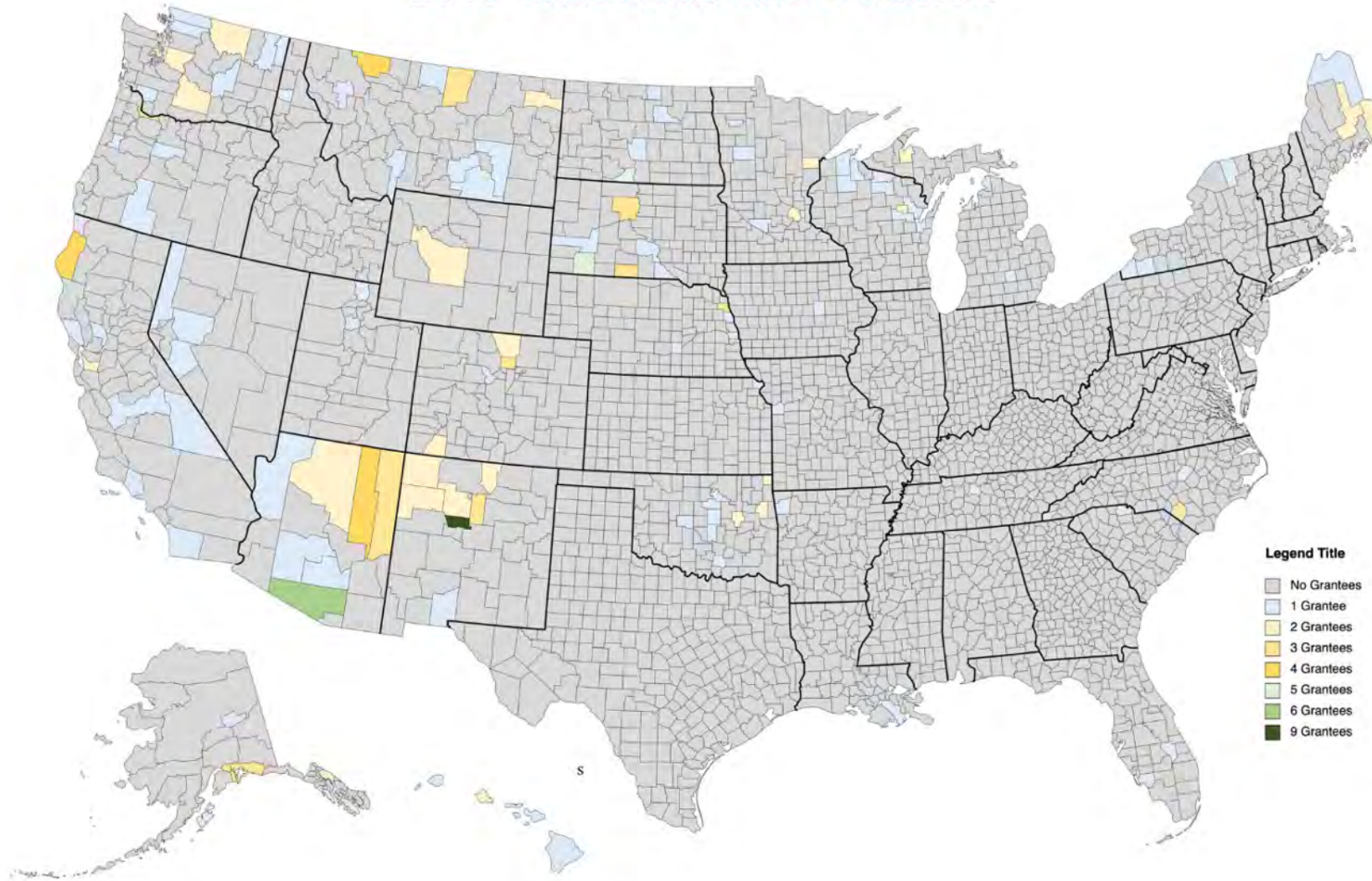
2019-2022 GRANTEES BY COUNTY



8th Annual Native CDFI Capital Access Convening

Turning the Tide

2019-2022 GRANTEES BY COUNTY



8th Annual Native CDFI Capital Access Convening

Turning the Tide

\$912,086.14 (7.6%)
Youth Programming

\$125,000.00 (1.04%)
Communal Land Acquisition

\$2,003,453.62 (16.69%)
**501(c)(3) Organization
General Focus**

\$945,489.14 (7.88%)
Climate Resilience and Conservation

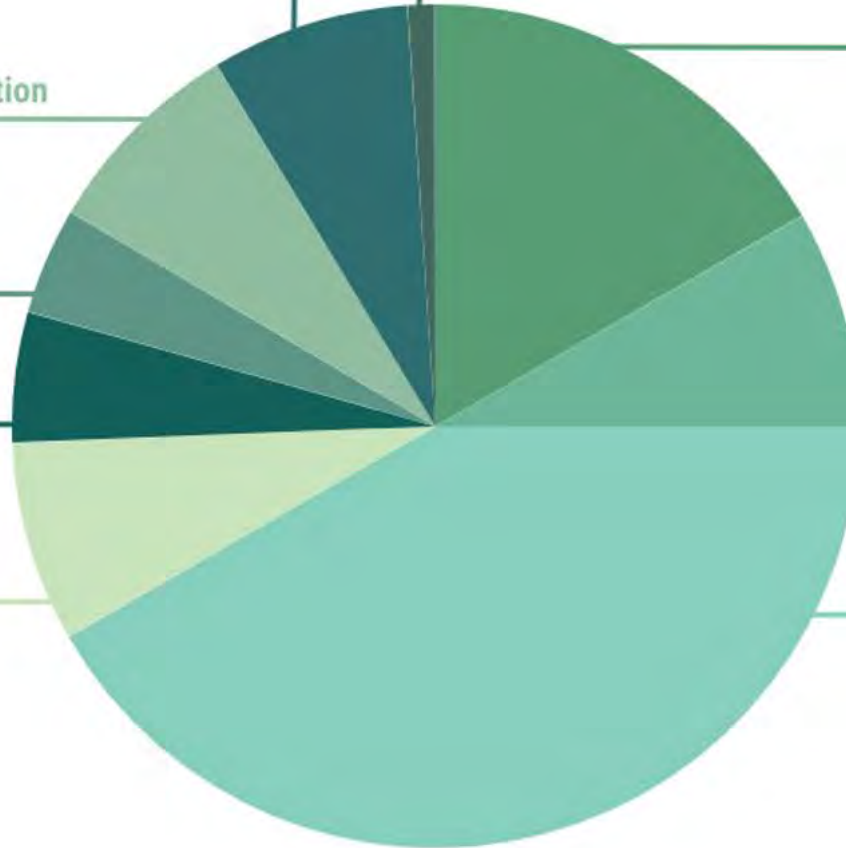
\$492,491.60 (4.1%)
Beginning Farmer and Rancher

\$598,827.00 (4.99%)
Agriculture Infrastructure

\$999,186.21 (8.33%)
**Educational Organization
General Focus**

\$924,831.29 (7.71%)
Tribe General Focus

\$4,998,635.00 (41.66%)
**Community Development
Financial Institutions (CDFI)
General Focus**



8th Annual Native CDFI Capital Access Convening

Turning the Tide

REIMAGINING NATIVE FOOD ECONOMIES

The Native American food and agriculture sector is the single most underappreciated resource for sustainable, rural economic development in our Nation.

This *Vision* provides an infrastructure framework to harness Indian Country's economic and nutritional potential to recover from COVID-19.



8th Annual Native CDFI Capital Access Convening

Turning the Tide

THE ECONOMIC IMPACTS



\$3.54 BILLION

in farm production only
accounts for 7.8% of
total "food dollar."

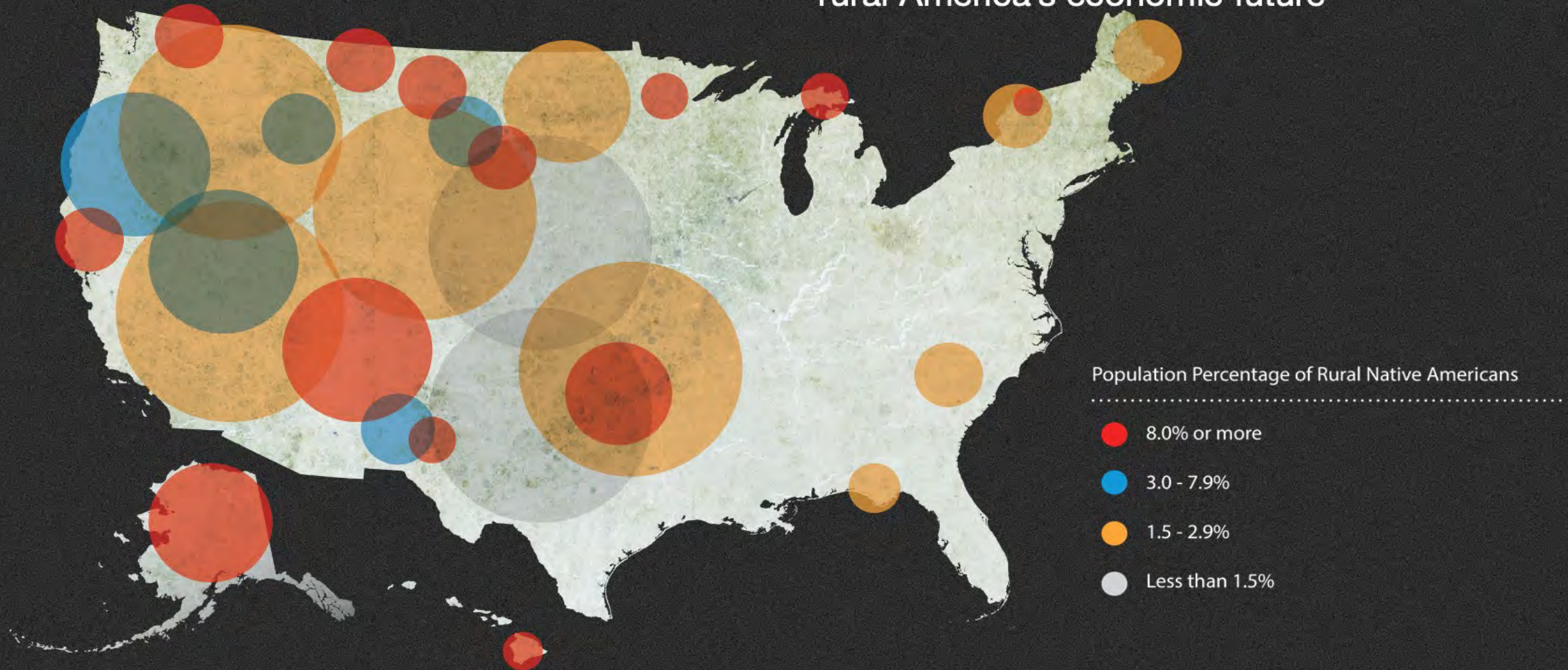


8th Annual Native CDFI Capital Access Convening

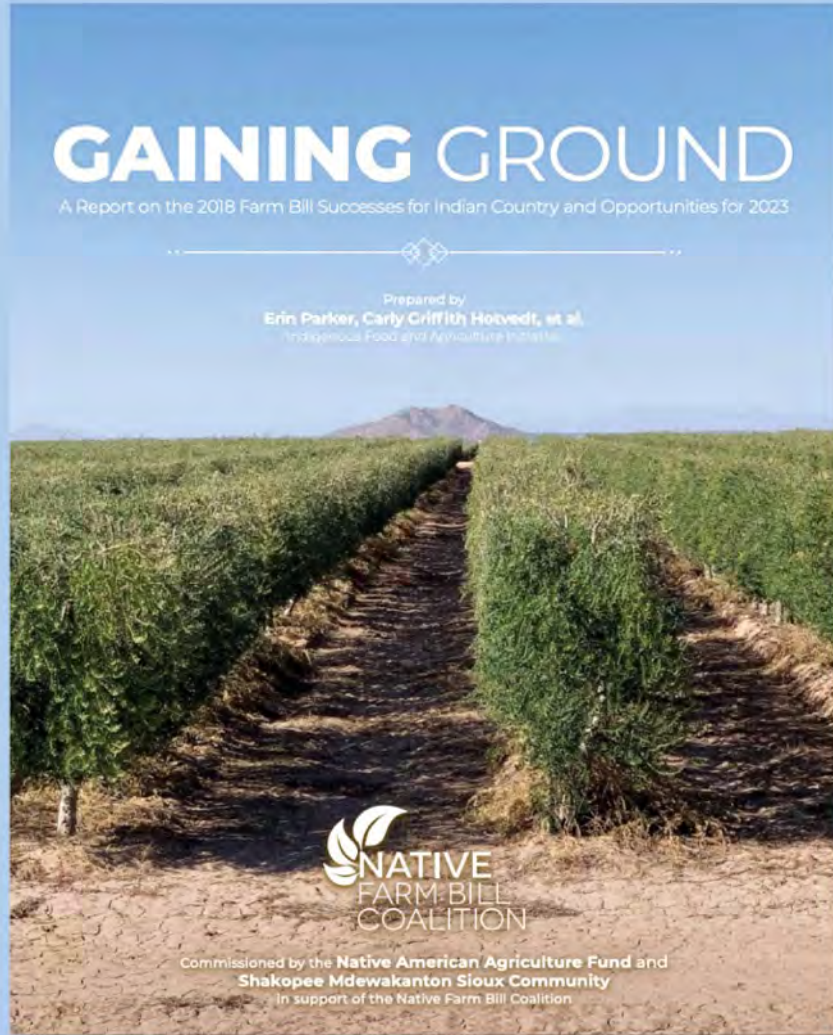
Turning the Tide

RURAL POPULATIONS

An investment in Indian Country's food and agriculture infrastructure is an investment in rural America's economic future



Turning the Tide



8th Annual Native CDFI Capital Access Convening

Turning the Tide

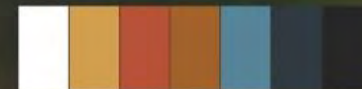


tafellows.org
[@tafellows](https://twitter.com/tafellows)

TRIBAL AGRICULTURE FELLOWSHIP



Established 2021



8th Annual Native CDFI Capital Access Convening

Turning the Tide

We are working to create sustainable networks and build pathways to pursue further education for diverse areas of study such as agribusiness, science, research, and land stewardship. We start by engaging with students to connect their educational endeavors to community, culture, and identity.

Our Vision & Mission

Movement Goal



Vision

To empower Native American, Alaska Native and Native Hawaiian students pursuing technical, undergraduate, and graduate degrees in agriculture as next gen leaders.



Mission

The mission of the Tribal Agriculture Fellowship is to create opportunities for students to advance their education in agriculture, increase specialized knowledge and preserve the legacy of agriculture in Tribal communities.



8th Annual Native CDFI Capital Access Convening

Turning the Tide



Our Fellows

2022-23

Ten students were awarded fellowships to advance their education and careers in an agriculture-related field. This cohort is comprised of educators, scientists, lawyers, doctors, entrepreneurs, and cultural knowledge keepers all with the ultimate goal of fostering sustainability within tribal and indigenous communities.



Carson Capps
Citizen Potawatomi Nation
Oklahoma State University
Agribusiness



Jaelyn Dove
Lumbee Nation
North Carolina State University
Animal Science



Henry Hainzinger
Osage Nation
Oklahoma State University
Truck Technician



Brendan Walker
Diné (Navajo)
University of Arizona
DVM Doctor of Veterinary
Medicine



8th Annual Native CDFI Capital Access Convening

Turning the Tide



Gina McGuire
'Ōiwi (Native Hawaiian)
University of Hawai'i
Geography & Environment



Marquel Begay
Diné (Navajo)
University of Arizona
Ecology, Management, and
Restoration of Rangelands



Santana Nez
Diné (Navajo)
University of Arizona
DVM Doctor of Veterinary
Medicine



Nicole Benally
Diné (Navajo)
University of Montana
Forest & Conservation Sciences



Justina Slim
Diné (Navajo)
Colorado State University
Animal Science &
Agriculture Business



Maddylon Burris
Chickasaw Nation
Redlands Community College
Agriculture Education



8th Annual Native CDFI Capital Access Convening

Turning the Tide

TAF Founding Funders



FFAR



JOHN DEERE

FARMER  **MAC**



FARM CREDIT



8th Annual Native CDFI Capital Access Convening

Turning the Tide

TAF Contact Information



+479-313-1535



@tafellows



info@tafellows.org



tafellows.org



3500 N College Ave Suite B3
Fayetteville, AR 72703



8th Annual Native CDFI Capital Access Convening

Turning the Tide

**NAAF APPLICATIONS
FOR THE NEXT NATIVE
AGRICULTURE
UNDERWRITING SCHOOL
SESSION COMING SOON**

2024 NATIVE AG UNDERWRITING SCHOOL

SAVE THE DATE
**JANUARY
22 - 26**

APPLICATIONS OPENING SOON

CONTACT BMOORE@NATIVEAMERICANAGRICULTUREFUND.ORG FOR MORE INFORMATION

**TALKING STICK RESORT
IN SCOTTSDALE, AZ**



8th Annual Native CDFI Capital Access Convening

Turning the Tide



[@NativeAgFund](https://www.facebook.com/NativeAgFund)



[@NativeAgFund](https://twitter.com/NativeAgFund)



[@NativeAgFund](https://www.instagram.com/NativeAgFund)

www.NativeAmericanAgricultureFund.org



8th Annual Native CDFI Capital Access Convening

Turning the Tide



OUR MISSION

TO PROVIDE A UNIFIED EFFORT TO PROMOTE
CHANGE IN INDIAN AGRICULTURE FOR THE
BENEFIT OF INDIAN PEOPLE.



8th Annual Native CDFI Capital Access Convening

Turning the Tide



IAC Charter Convention 1987

Origin Story

The Intertribal Agriculture Council was founded in 1987 to pursue and promote the conservation, development and use of our agricultural resources for the betterment of our people.



8th Annual Native CDFI Capital Access Convening

Turning the Tide



Technical Assistance
Network



Natural
Resources



American Indian
Foods



Policy & Government
Relations



Youth & Professional
Development



8th Annual Native CDFI Capital Access Convening

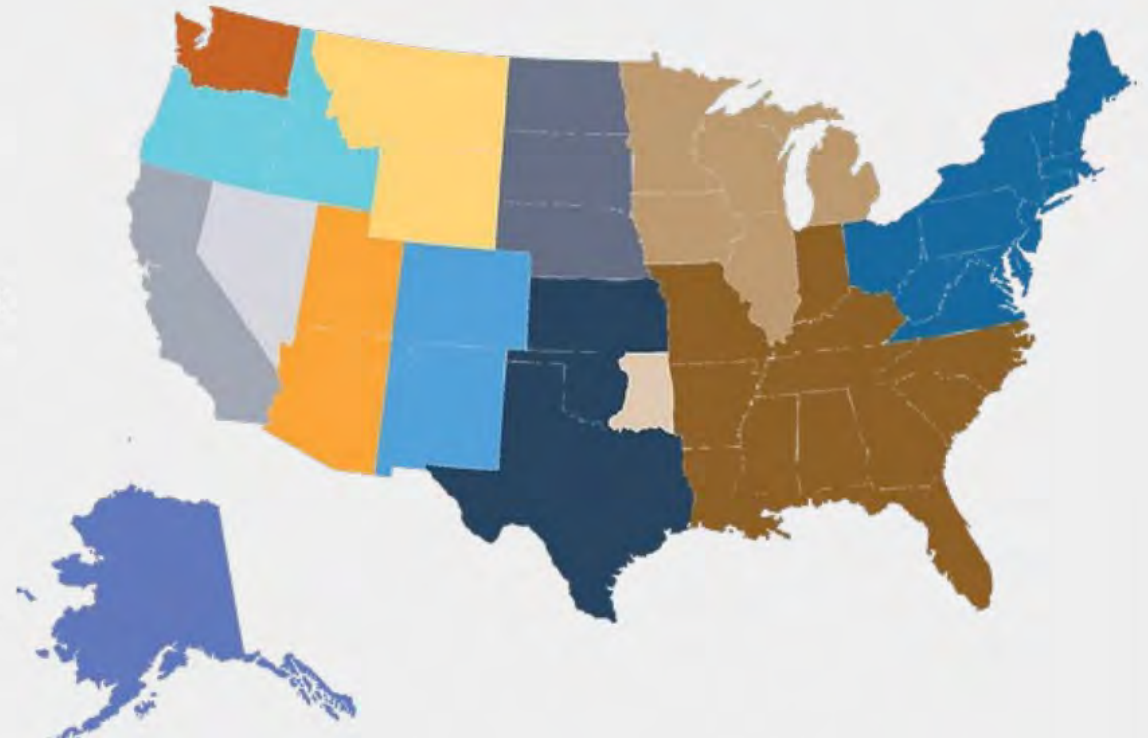
Turning the Tide



Technical Assistance Network

The Technical Assistance Network provides direct assistance with USDA program access - outreach, eligibility, applications, and contract implementation support as needed.

- ALASKA
- EASTERN - OK
- GREAT PLAINS
- GREAT LAKES
- NORTHEAST
- NORTHWEST - OR/ID
- NORTHWEST - WA
- PACIFIC - CA
- PACIFIC - NV
- ROCKY MOUNTAIN
- SOUTHEAST
- SOUTHERN PLAINS
- SOUTHWEST
- WESTERN



8th Annual Native CDFI Capital Access Convening

Turning the Tide

NATURAL RESOURCES



Are you interested in learning how Conservation Planning can improve your agricultural operation's bottom line?



Have you wondered what land stewardship practices would take your production to the next level?



The Intertribal Agriculture Council is working with the NRCS in an effort to further enhance the stewardship of Native American lands by providing improved access to conservation planning technical assistance, management resources, and useful land stewardship tools.



8th Annual Native CDFI Capital Access Convening

Turning the Tide



AMERICAN INDIAN FOODS



Food and agriculture is an important industry that has, and always will be, central to Tribal communities and economies.



8th Annual Native CDFI Capital Access Convening

Turning the Tide



"To advance the policy priorities of Native American producers in the upcoming 2023 Farm Bill through a strong, united voice."

www.nativefarmbill.com



8th Annual Native CDFI Capital Access Convening

Turning the Tide

YOUTH PROGRAMS

RESOURCES INTERNSHIP
PROGRAM

GRADUATE
FELLOWSHIP PROGRAM

NYFSA BOARD OF
DIRECTORS



It is of importance that youth be placed as a priority as they will be the next generation to uphold Indian Country



8th Annual Native CDFI Capital Access Convening

Turning the Tide



574+ Strong

Producer Perspectives • • •



Producers that believe they have sufficient financing.

43%



Producers that would approach management differently with more capital.

91%



Producers that believe they do not have financing with fair terms.

71%



Producers that are not confident they could secure financing for a year of operation.

53%



8th Annual Native CDFI Capital Access Convening

Turning the Tide



REGENERATIVE ECONOMIES



✓ Promoting the Investment of Indian Agriculture

Encourage Lending & Credit institutions to provide innovative financial solutions that work with agriculture, will provide support to and if needed training to these institutions that are seeking to provide ag credit. Support efforts for other capital resources, with a fundamental focus on funding operations that are transitioning to regenerative agriculture.

✓ Technical Assistance for Loan packaging

Provide one-on-one consultation with producers and/or businesses to understand details of operations, current barriers & issues, and positive end goals. Will take their current financials and do a complete analysis, highlighting the strengths and weaknesses of the numbers behind the business.

✓ USDA Mediation Consultation

In situations where an Indian producer has requested USDA Mediation to control the communication between a producer and their lending institution, have IAC listed as an option for the producer to request services from. Those services will include consultation, complete financial analysis, and if requested representation during the mediation event.



8th Annual Native CDFI Capital Access Convening

Turning the Tide



National Intertribal Food Business Center

The only USDA food business center prioritizing Indian Country

PARTNERS



- Agriculture (USDA) announced the Intertribal Agriculture Council as one of 12 finalists for the USDA Regional Food Business Centers. As the only finalist selected for its national reach, IAC will establish the National Intertribal Food Business Center to provide technical assistance and capacity-building opportunities for American Indian/Alaska Native food producers with increased access to USDA resources.
- IAC will partner with other Native organizations—including Akiptan, the Indian Land Tenure Foundation, and the Indigenous Food and Agriculture Initiative—to develop a coordinated national food system development plan that supports the growth and expansion of American Indian/Alaska Native food businesses. The focus will be on small- and mid-sized food and farm businesses, with more than 65% of the funding allocated for capacity-building awards.



8th Annual Native CDFI Capital Access Convening

Turning the Tide



Native Agriculture Financial Services

The mission of the Native Agriculture Financial Services (NAFS) is to be a reliable and trusted partner in providing capital for Native American farmers and ranchers.

NativeAgFinance.org



8th Annual Native CDFI Capital Access Convening

Turning the Tide

Native Agriculture Financial Services



- Janie Simms Hipp will serve as the President/CEO
- Native farmers and ranchers have long struggled to access agricultural capital for a variety of reasons.
- The Farm Credit Act includes a provision for Other Financing Institutions (OFIs) that will expand access to agricultural capital
- NAAF has provided \$12 million to a new financial institution that will apply for OFI status
- NAFS will begin by participating in loans with Community Development Financial Institutions but could eventually lend directly to producers

NativeAgFinance.org



8th Annual Native CDFI Capital Access Convening

Turning the Tide



Wóphila,

Contact Info: Tomie@indianag.org

Cell: (605)200-0276

Office: (605)964-8320



8th Annual Native CDFI Capital Access Convening

Turning the Tide



Akiptan Inc.

PO Box 858 | 408 S. Main St. | Eagle Butte, SD 57625 | 605-301-0581



8th Annual Native CDFI Capital Access Convening

Turning the Tide



Akiptan's mission is to transform
Native agriculture and food economies by
delivering creative capital, leading paradigm
changes, and enhancing producer prosperity
across Indian Country.

www.akiptan.org



8th Annual Native CDFI Capital Access Convening

Turning the Tide

Akiptan is the Lakota word for “working together, in a cooperative effort” and is reflective of our lending philosophy.

27 TRIBAL
NATIONS
REACHED

306
LOANS

\$20.5 M
IN LOANS



8th Annual Native CDFI Capital Access Convening

Turning the Tide



- In 2022 we completed a market study across Indian Country to gather information on the Native agriculture finance landscape.
- We worked with Sweetgrass Consulting, LLC to conduct the study. The Intertribal Agriculture Council, Indigenous Food and Agriculture Council, Indian Land Tenure Foundation and Native American Agriculture Fund were on our advisory council.
- Information was gathered from Key Opinion Leaders, regional focus groups, other CDFIs and producer surveys.
- We received 273 producer surveys that represented 81 tribes.



8th Annual Native CDFI Capital Access Convening

Turning the Tide

Market Study Report

Producers want more help with food sovereignty/security, strategic growth and planning, budgeting and business financials, business plans, climate-smart ag practices, and operational diversification, in that order.

31

RECOMMENDATIONS

56%

ESTABLISHED
PRODUCERS WITH NO
SUCCESSION PLAN

75%

HAVE OFF-FARM
INCOME



8th Annual Native CDFI Capital Access Convening

Turning the Tide



Scan for Akiptan's Market
Study Report

- About \$540,000 of unmet need per producer, if extrapolated to all producers, it means the industry has a total unmet need of nearly \$43 billion.
 - 73% of producers need capital for need equipment or infrastructure
 - 62% of producers are carrying debt
 - Only 52% have applied for debt in the last 5 years
- 2017-2021, lenders reported a total of nearly \$40M in ag loan requests.
 - 46% of the \$40M is what was funded
 - Ag loans represented 35% of all capital disbursed
 - Barriers are largely funding and staff capacity
 - Staff are the most liked aspect of the process



8th Annual Native CDFI Capital Access Convening

Turning the Tide

**NAAF APPLICATIONS
FOR THE NEXT NATIVE
AGRICULTURE
UNDERWRITING SCHOOL
SESSION COMING SOON**

2024 NATIVE AG UNDERWRITING SCHOOL

SAVE THE DATE
**JANUARY
22 - 26**

APPLICATIONS OPENING SOON

CONTACT BMOORE@NATIVEAMERICANAGRICULTUREFUND.ORG FOR MORE INFORMATION

**TALKING STICK RESORT
IN SCOTTSDALE, AZ**



8th Annual Native CDFI Capital Access Convening

Turning the Tide

Special Thanks to our Sponsors



8th Annual Native CDFI Capital Access Convening

Turning the Tide