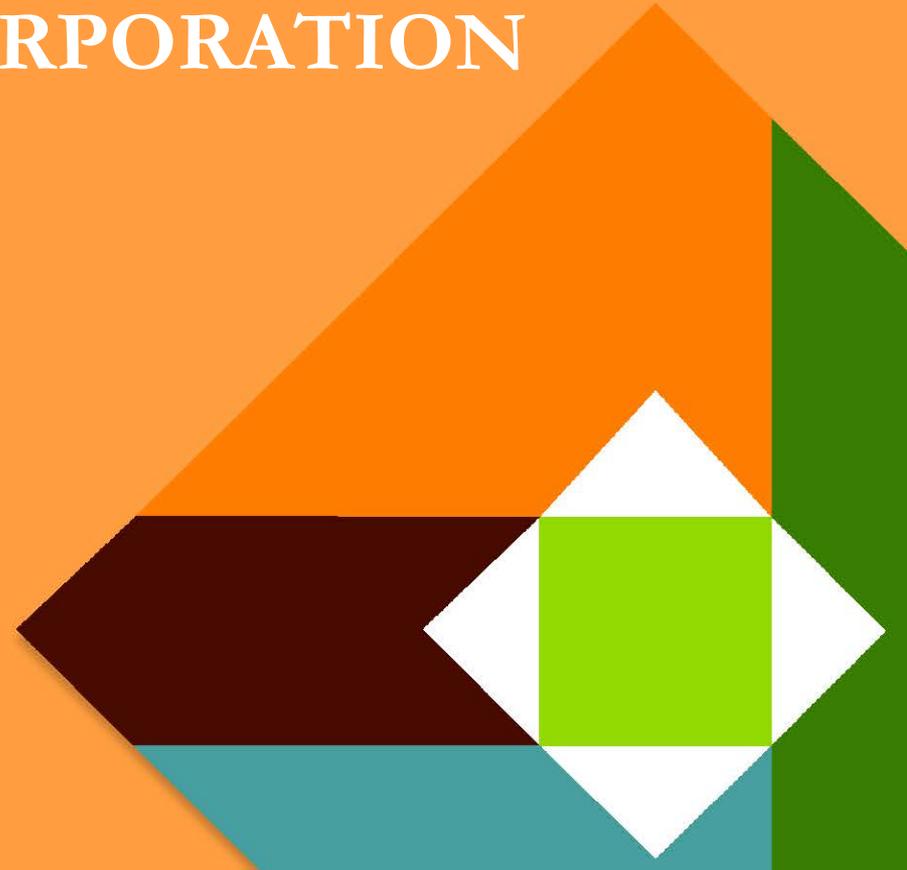


Investing in the hopes and dreams of Wabanaki People since 2001

FOUR DIRECTIONS DEVELOPMENT CORPORATION



FOUR DIRECTIONS

DEVELOPMENT CORPORATION

A nonprofit *Community Development Financial Institution (CDFI)*, certified by the U.S. Department of Treasury, and Supervised Lender, licensed by the State of Maine



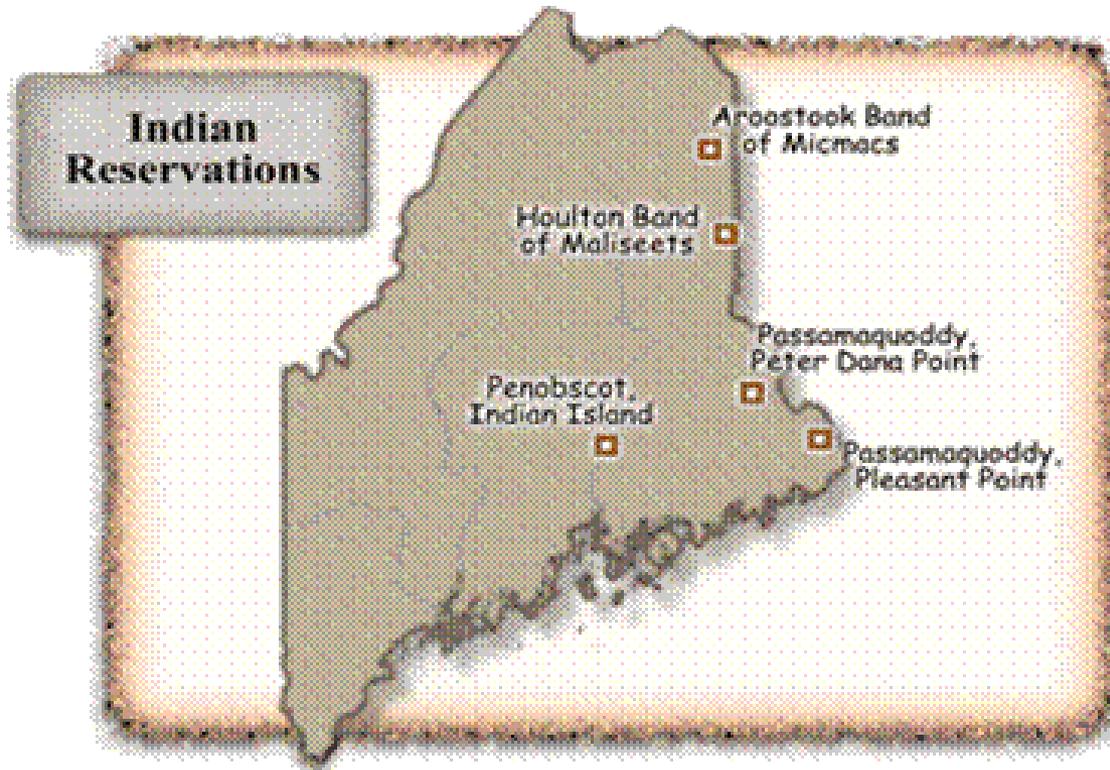
MISSION

To improve the social and economic conditions of the Wabanaki tribes in Maine – the Maliseet, Micmac, Passamaquoddy, and Penobscot – through education and investment in affordable housing, tribal ventures and Native entrepreneurship.



About the Wabanaki Tribes in Maine

People of the Dawnland



Myths & Realities of Lending in Indian Country

Myth 1. Borrowing for a home on a reservation is the same as borrowing on fee simple land.

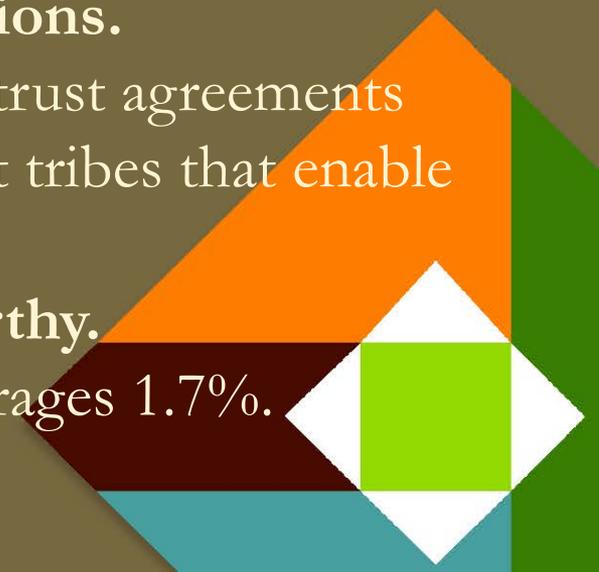
- “Restraint on Alienation” means banks cannot take land or structures on reservation as collateral because on-reservation land and buildings can be owned only by a tribal member or the tribe itself.

Myth 2. Lending is impossible on reservations.

- As a Native entity, Four Directions has trust agreements with the Passamaquoddy and Penobscot tribes that enable it to make loans on-reservation.

Myth 3. Tribal members are not credit worthy.

- FDDC’s ten year historical loss rate averages 1.7%.





- ❖ FDDC Mortgage
- ❖ HUD 184
Guaranteed
Mortgage
- ❖ Home
Improvement
- ❖ Energy Efficiency
- ❖ Mutual Help Home
Improvement
- ❖ Credit Builder
- ❖ Positive Change
- ❖ Housing
Development

Four Directions has made \$7.5 million in mortgages, home improvement, energy efficiency, and small consumer loans to 162 families.



A Borrower Story

My husband and I bought a mobile home in Olamon, where I was born and raised. We couldn't get a bank loan, and ended up with a high interest mortgage. Our Social Security checks covered the payments, but when my husband passed away, I fell behind. I was only weeks away from losing my house when I went to Four Directions for help. They gave me a low interest loan that cut my payments in half, so I could afford to stay on the land of my ancestors. **Bertha M., Penobscot Elder**

Loan: \$18,000

Original Interest Rate: 13%

FDDC Interest Rate: 4.33%





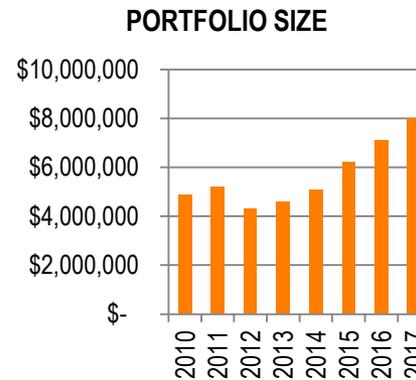
- ❖ One-on-one counseling
- ❖ Credit and budgeting
 - Pre-purchase
 - Post-purchase
 - Delinquency
- ❖ Group Education & Training
- ❖ Volunteer Income Tax Assistance (VITA)

Four Directions has counseled or trained 500 tribal members to buy homes, repair credit, and better manage household budgets. We have helped 195 Wabanaki families access \$200,000 in Earned Income Tax Credit refunds.





Demand is growing. The loan portfolio will nearly double to \$8 million by 2017.



Why?

- Target Market has expanded to all Native Americans and their descendants in Maine.
- Competitors' products are less accessible.
- A new marketing campaign will begin in 2015.



FDDC consistently deploys its lending capital to meet loan demand from tribal communities.

Since 2005, FDDC has met or exceeded the CDFI Fund benchmark of 70% deployment. (Ave. 79%)

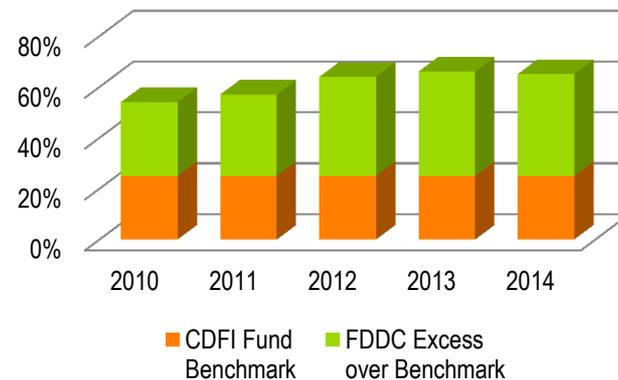
To meet growth projections, FDDC will need more low cost, longer-term capital.



Four Directions is able to grow.

- Net assets have averaged 62% since 2005, and exceeds the CDFI Fund benchmark of 25% by more than two times.

NET ASSETS





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DEVELOPMENT CORPORATION

Goals

- Grow the loan portfolio from \$5 million to \$8 million by 2017
- Increase housing development lending to meet tribal developer demand
- Build self-sufficiency to 50%
- Decrease reliance on federal funds from 80% in 2012 to 50% in 2017



“We invested in FDDC because putting our money to work for Maine's Native people was the right thing to do, and the return on our investment is beyond measure!”

Rev. Brad Hirst

Pastor, Second Christian
Congregational Church,
Kittery, Maine

Investment Opportunities

- Loans - \$5,000 to \$500,000
- Terms - 5 to 15 years
- 0% to 2% Fixed Rates
- Annual Interest Payments
- Balloon Payments

Wabanaki Partners



“Four Directions has been an essential part of creating a private housing market in Maine Indian Country, and supported the first residential subdivision made up exclusively of private Native American homeowners.”

Craig Sanborn
In house Legal
Counsel, Aroostook
Band of Micmacs



Passamaquoddy Tribe,
Pleasant Point



Passamaquoddy Tribe,
Indian Township



Penobscot Indian Nation



Houlton Band of Maliseet Indians



Aroostook Band of Micmac Indians

Financial Partners



“Bangor Savings Bank believes in Four Directions’ mission to affirm the dignity and worth of every individual they serve and to help them build a more prosperous and secure future for themselves and their families.”

John Moore
Senior Vice President,
Bangor Savings Bank



Management & Governance

Staff

Susan Hammond, *Founding Member & Executive Director*



Johanna Anderson, *Housing Program Manager*

Lou Chamberland, *Staff Accountant*

Rachel Grivois, *Chief Financial Officer*

Helen Scalia, *Development Officer*

Board of Directors

Aaron Greenlaw, *Maliseet Housing Dept.*

Susan Hammond, *Four Directions*

James Francis, *Penobscot Cultural & Historic Preservation Department*

Marie Harnois, *Passamaquoddy*

Clayton Cleaves, *Passamaquoddy Tribe, Pleasant Point*

Richard Silliboy, *Micmac Artist*

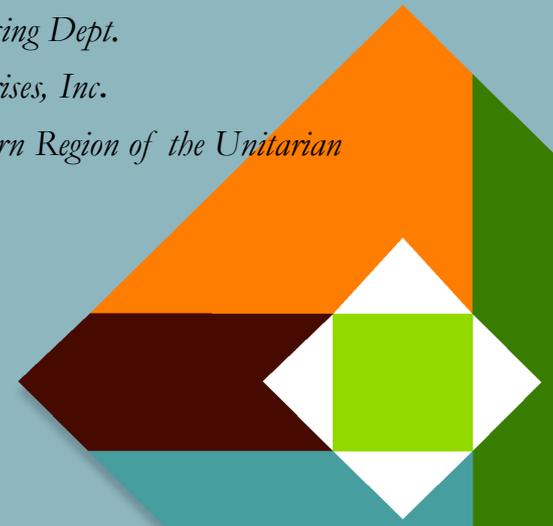
Jeffrey Nathan, *Bank of America*

John Moore, *Bangor Savings Bank*

Michael Bush, *Penobscot Housing Dept.*

Keith Bisson, *Coastal Enterprises, Inc.*

Charles Boothby, *Northeastern Region of the Unitarian Universalist Association*



Strategic Directions

- Creating Financial Security for Wabanaki Women & Families
- Increasing the availability of on-reservation and near-reservation housing in Maine that addresses the full spectrum of community housing needs from subsidized rentals to home ownership
- Strategic Alliances & Partnerships





FOUR DIRECTIONS
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Woliwoni
Thank you



Susan Hammond

Executive Director

shammond@fourdirectionsmaine.org