



# Community Development Financial Institutions Fund

*Native American  
CDFI Assistance  
Program Awards*

FY 2013 Awards



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**COMMUNITY DEVELOPMENT FINANCIAL INSTITUTIONS FUND**

UNITED STATES DEPARTMENT OF THE TREASURY

# Overview

## FY 2013 Native American CDFI Assistance Program

### Financial Assistance and Technical Assistance Awards

Native American, Alaskan Native, and Native Hawaiian communities (Native Communities) face some of the greatest barriers to accessing capital and basic financial services in the nation. Specialized, mission-driven organizations called Native Community Development Financial Institutions—or Native CDFIs—specifically focus their activities to help Native Communities grow by increasing access to credit, capital, and financial services.

The CDFI Fund's Native Initiatives generates economic opportunity for Native Communities by supporting the creation and expansion of these Native CDFIs through the Native American CDFI Assistance Program (NACA Program) and Capacity Building Initiative trainings. The Native CDFIs in turn help to create jobs, establish or improve affordable housing, and provide accessible financial services and counseling within their communities.

### The NACA Program

Annually, the NACA Program supports Native Communities through Financial Assistance and Technical Assistance awards to Native CDFIs.

- **Financial Assistance** awards are made to support the financing activities of Native CDFIs certified by the CDFI Fund. All of the FY 2013 organizations received their Financial Assistance awards in the form of grants.  
Organizations must be certified as a Native CDFI to be eligible for Financial Assistance through the NACA Program. To be eligible for Native CDFI certification, at least 50 percent of an organization's activities must serve Native Communities.
- **Technical Assistance** grants may be used to acquire products and services, and are typically awarded to Sponsoring Entities (typically a tribe or tribal entity) seeking to start a new Native CDFI, emerging Native CDFIs on the path to certification, or to Native CDFIs working to increase their capacity to serve their Target Market.

The NACA Program is funded through an annual appropriation from the United States Congress, and the awards are made each year through a competitive process that spans several months. The CDFI Fund generally publishes its Notice of Funds Availability, which explains in detail the application process for that funding round, in the early fall.

### Learn More about the FY 2013 NACA Program Awardees

This award booklet provides a detailed breakdown of statistics on the FY 2013 round applicants and awardees. Much more information about the individual awardees themselves, including their target service areas and how they intend to focus their services to low-income communities, can be found in the CDFI Fund's Searchable Award Database at [www.cdfifund.gov/awards](http://www.cdfifund.gov/awards).

To learn more about the CDFI Fund, the Native Initiatives and the NACA Program, or other programs that the CDFI Fund administers, please visit [www.cdfiffund.gov](http://www.cdfiffund.gov).

# List of Award Recipients

## List of FY 2013 NACA Program Award Recipients

Awardee Name	City	State	Type	Total Award
Absentee Shawnee Tribe of Oklahoma	Shawnee	Oklahoma	TA	\$92,290
Alaska Growth Capital BIDCO, Inc.	Anchorage	Alaska	FA	\$750,000
Cha Piyeh, Inc.	Ohkay Owingeh	New Mexico	FA	\$150,000
Chehalis Tribal Loan Fund	Oakville	Washington	FA	\$150,000
Cherokee Nation Economic Development Trust Authority, Inc.	Tahlequah	Oklahoma	FA	\$750,000
Chi Ishobak	Dowagiac	Michigan	TA	\$135,236
Citizen Potawatomi Community Development Corporation	Shawnee	Oklahoma	FA	\$750,000
Coalition of Indian Housing Authorities in North Dakota	Bismarck	North Dakota	TA	\$138,400
Cook Inlet Lending Center, Inc.	Anchorage	Alaska	FA	\$750,000
First Nations Community Financial	Black River Falls	Wisconsin	TA	\$136,090
First Ponca Financial Inc.	Grand Island	Nebraska	TA	\$150,000
Four Bands Community Fund, Inc.	Eagle Butte	South Dakota	TA	\$147,308
Hawaii First FCU	Kamuela	Hawaii	FA	\$524,000
Hoopa Development Fund	Hoopa	California	TA	\$97,330



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Awardee Name	City	State	Type	Total Award
Hopi Credit Association	Keams Canyon	Arizona	FA	\$750,000
Hunkpati Investments, Inc.	Fort Thompson	South Dakota	TA	\$149,740
Indian Land Capital Company	Little Canada	Minnesota	FA	\$750,000
Karuk Community Loan Fund, Inc.	Yreka	California	TA	\$149,925
Keweenaw Bay Ojibwa Housing and Development Corporation	Baraga	Michigan	FA	\$250,000
Lakota Federal Credit Union	Kyle	South Dakota	TA	\$150,000
Lakota Fund, The	Kyle	South Dakota	FA	\$750,000
Lower Brule Community Development Enterprise, LLC	Falls Church	Virginia	FA	\$750,000
Mazaska Owecaso Otipi Financial, Inc.	Pine Ridge	South Dakota	FA	\$600,000
NACDC Financial Services Inc.	Browning,	Montana	TA	\$150,000
Native American Development Corporation	Billings	Montana	TA	\$145,424
NiiJii Capital Partners, Inc.	Keshena	Wisconsin	TA	\$141,550
Northwest Native Development Fund	Nespelem	Washington	FA	\$350,000
Osage Financial Resources	Pawhuska	Oklahoma	TA	\$148,545
Salt River Financial Services Institution	Scottsdale	Arizona	FA	\$750,000
San Pasqual Band of Mission Indians	Valley Center	California	TA	\$144,250

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Awardee Name	City	State	Type	Total Award
Taala Fund	Taholah	Washington	FA	\$150,000
The Queens Federal Credit Union	Honolulu	Hawaii	FA	\$659,000
Turtle Mountain CDFI	Belcourt	North Dakota	TA	\$145,327
White Earth Investment Initiative	Ogema	Minnesota	FA	\$500,000
Westwater Financial, Inc.	Geyserville	California	TA	\$146,600

# Highlights of Award Round

## FY 2013 Native American CDFI Assistance Program Financial Assistance and Technical Assistance Awards

### Awardee Highlights

For the fiscal year (FY) 2013 funding round of the NACA Program, the CDFI Fund received applications from 65 organizations of which 59 were deemed eligible to advance to the review process. Those 59 eligible organizations requested more than \$24 million in Financial Assistance (FA) and Technical Assistance (TA) awards. Upon completion of its review of the FY 2013 applicants, the CDFI Fund made 35 awards totaling almost \$12.5 million to organizations in 15 states.

The Notice of Funds Available (NOFA) was published on December 28, 2012. Applications were due on February 28, 2013.

#### Key Statistics of Awardees (FA and TA awards combined):

- 35 organizations received \$12,451,015 in awards.
- 18 FA and 17 TA awards were made.
- 30 loan funds, 3 credit unions, and 2 Sponsoring Entities were awarded.
- The organizations awarded were headquartered in 15 states.

Organizations funded under the NACA Program serve a wide range of Native Communities, and reflect a diversity of institutions in various stages of development -- from organizations in the early planning stages of creating a CDFI, to tribal entities working to certify an existing lending program, to established CDFIs in need of further capacity building assistance.

FA awards are primarily used for financing capital, and are only available to certified Native CDFIs. TA grants are usually used to acquire products or services, staff training, professional services, or other support.

## Financial Assistance Awards Highlights

### Overview

The CDFI Fund uses Financial Assistance awards through the NACA Program to invest in and build the capacity of Native CDFIs to serve low-income people and communities lacking adequate access to affordable financial products and services. The CDFI Fund provides these awards to Native CDFIs that demonstrate, through their proposed comprehensive business plans, the ability and capacity to deploy credit, capital, and financial services to their target markets or to expand into new investment areas, low-income targeted populations, or other targeted populations. Low-Income Communities are defined as those census tracts with poverty rates of greater than 20 percent and/or median family incomes that are less than or equal to 80 percent of the area median family income.

Native CDFIs use FA awards to focus on different financial sectors, typically affordable housing (housing development and homeownership) and economic development (job creation, business development, and commercial real estate development).

### Key Statistics of FY 2013 NACA Program Financial Assistance Awardees

- Total number of awards - 18 Native CDFIs received awards
- Total amount awarded - \$10,083,000
- Type of organizations receiving awards
  - Loan Funds - 16
  - Credit unions - 2
- Primary target markets of awardees (number of awardees)
  - Minor urban areas - 5
  - Rural areas - 13
- Persistent Poverty
  - Total number of awardees - 8
  - Total number of awards - \$2,710,500

### Financial Assistance Applicants and Awardees

For the FY 2013 funding round of the NACA Program, the CDFI Fund received FA applications from 30 organizations of which 27 were deemed eligible to advance to the review process. Those 27 eligible organizations requested more than \$19.6 million in FA awards.

Table 1 demonstrates the breakdown of FY 2013 Financial Assistance applicants and awardees by institution type.

Table 1—FY 2013 Financial Assistance Awards Eligible Applications vs. Awards by Institution Type				
ELIGIBLE APPLICANTS				
Institution Type	# Requested	% Requested	\$ Requested	% Requested
Credit Union	2	7.4%	\$1,183,000	6.0%
Depository Inst.	2	7.4%	\$1,500,000	7.6%
Loan Fund	23	85.2%	\$17,000,000	86.4%
<b>Total</b>	<b>27</b>	<b>100%</b>	<b>\$19,683,000</b>	<b>100%</b>
AWARDS				
Institution Type	# Awarded	% Awarded	\$ Awarded	% Awarded
Credit Union	2	11.1%	\$1,183,000	11.7%
Depository Inst.	0	0%	0	0%
Loan Fund	16	88.9%	\$8,900,000	88.3%
<b>Total</b>	<b>18</b>	<b>100%</b>	<b>\$10,083,000</b>	<b>100%</b>

### Financial Assistance Awardees Primary Line of Business

The 18 FY 2013 NACA Financial Assistance awardees provide diverse financial products in their communities. The awardees were asked to indicate the financial product they consider their primary line of business. The majority of the awardees provide affordable housing or small business loans as their primary line of business.

Table 2—FY 2013 Financial Assistance Awards Primary Line of Business		
Primary Line of Business	# Awardees	\$ Awarded
Affordable Housing	6	\$ 4,500,000
Small Business	5	739,700
Consumer Finance	4	1,500,000
Microenterprise	2	1,550,000
Commercial	1	750,000

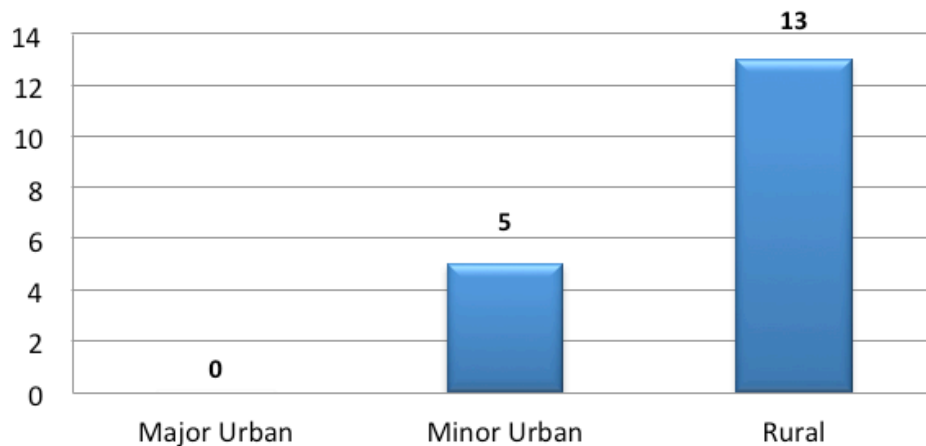
### Financial Assistance Awardees Primary Geographic Markets

The FY 2013 Financial Assistance awardees are headquartered in 10 states (number of awardees per state):

- Alaska (2)
- Arizona (2)
- Hawaii (2)
- Michigan (1)
- Minnesota (2)
- New Mexico (1)
- Oklahoma (2)
- South Dakota (2)
- Virginia (1)
- Washington (3)

The awardees serve diverse markets. The breakdown of the geographic markets served by the awardees is provided in Chart 1 below.

**Chart 1: Primary Geographic Location Served by NACA-FA Awardees**



### Financial Assistance Awardees Serving Areas of Persistent Poverty

In the CDFI Fund’s FY 2013 appropriation, Congress mandated “that of the funds awarded... not less than 10 percent shall be used for projects that serve populations living in persistent poverty counties (where such term is defined as any county that has had 20 percent or more of its population living in poverty over the past 30 years as measured by the 1990, 2000, and 2010 decennial censuses.)”

To meet this mandate, the CDFI Fund made FA awards totaling \$2,710,500 to 8 awardees that committed to deploy a portion or all of their award dollars into counties that have been designated as persistent poverty areas.

## Technical Assistance Awards Highlights

### Overview

The CDFI Fund makes Technical Assistance (TA) grants to emerging as well as established Native CDFIs to help them increase their capacity to serve their target markets. Organizations receiving TA awards under the NACA Program serve a wide range of Native Communities, and reflect a diversity of institutions in various stages of development – from organizations in the early planning stages of creating a Native CDFI, to tribal entities working to certify an existing lending program, to established Native CDFIs in need of further capacity building assistance. Unique to the NACA Program’s TA component is the ability of Sponsoring Entities to create and support Native organizations as they move toward CDFI certification.

TA awards are made in the form of grants and can be used for a variety of purposes. Established Native CDFIs often use TA grants to build their capacity to provide new products, to serve their markets in new ways, or to enhance the efficiency of their operations. Newer Native CDFIs often use their TA grants to do market research, to develop underwriting policies, and to purchase computers and other essential equipment.

### Key Statistics of FY 2013 NACA Technical Assistance Awardees

- Total number of awards - 17 organizations received awards
- Total amount awarded - \$2,368,015
- Type of organizations receiving awards
  - Loan funds - 14
  - Credit unions - 1
  - Sponsoring Entities - 2
- Primary target markets of awardees (number of awardees)
  - Minor urban areas - 2
  - Rural areas – 15

### Technical Assistance Applicants and Awardees

For the FY 2013 funding round of the NACA Program, the CDFI Fund received applications from 35 organizations of which 32 were deemed eligible to advance to the review process. Those 32 eligible organizations requested more than \$4.7 million in TA awards.



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Table 3 demonstrates the breakdown of FY 2013 TA applicants and awardees by institution type.

Table 3—FY 2013 Technical Assistance Awards Eligible Applications vs. Awards by Institution Type				
ELIGIBLE APPLICANTS				
Institution Type	# Requested	% Requested	\$ Requested	% Requested
Credit Union	1	3.1%	\$150,000	88.9%
Loan Fund	22	68.8%	\$3,251,047	11.1%
Sponsoring Entity	9	28.1%	\$1,299,599	0%
<b>Total</b>	<b>32</b>	<b>100%</b>	<b>\$4,700,646</b>	<b>100%</b>
AWARDS				
Institution Type	# Awarded	% Awarded	\$ Awarded	% Awarded
Credit Union	1	5.9%	\$150,000	6.3%
Loan Fund	14	82.3%	\$1,981,475	83.7%
Sponsoring Entity	2	11.8%	\$236,540	10.0%
<b>Total</b>	<b>17</b>	<b>100%</b>	<b>\$2,368,015</b>	<b>100%</b>

**Technical Assistance Primary Line of Business**

The 17 FY 2013 Technical Assistance awardees engage in a variety of diverse primary lines of business

Table 4—FY 2013 Technical Assistance Awards Primary Line of Business		
Primary Line of Business	# Awardees	\$ Awarded
Microenterprise	8	\$1,112,724
Affordable Housing	5	678,450
Consumer Finance	2	286,090
Small Business	2	290,751

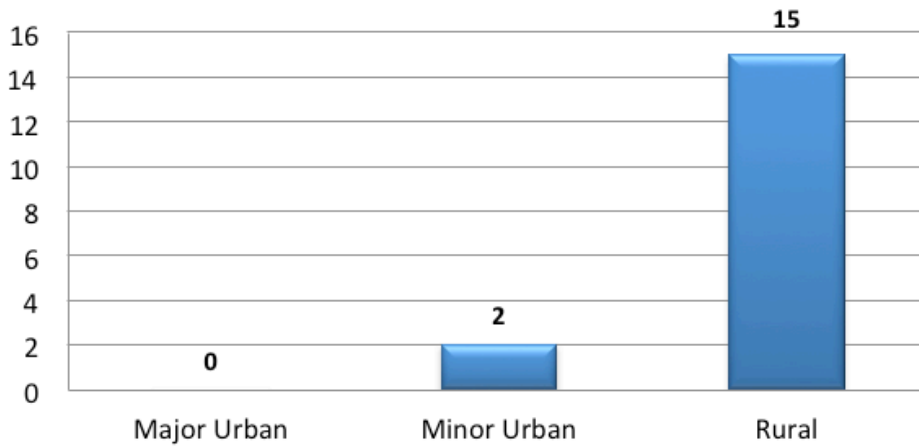
### Technical Assistance Awardees Primary Geographic Markets

The 17 TA awardees are headquartered within 8 states (number of awardees per state):

- California (4)
- Michigan (1)
- Montana (2)
- North Dakota (2)
- Nebraska (1)
- Oklahoma (2)
- South Dakota (3)
- Wisconsin (2)

The awardees reported serving diverse areas. The following chart shows the breakdown of the FY 2013 TA awardees by the primary geographic market served.

**Chart 2: Primary Geographic Location Served by NACA-TA Awardees**



### Technical Assistance Awardees Use of Funds

The FY 2013 Technical Assistance awardees received awards in one or more of the following categories:

Category	\$ Amount	% of Total
Personnel (Salary)	\$1,441,844	60.9%
Personnel (Fringe Benefits)	\$356,446	15.1%
Professional Services	\$321,557	13.6%
Travel	\$129,046	5.4%
Training	\$87,260	3.7%
Equipment & Other Capital Expenditures	\$31,862	1.3%
<b>Total</b>	<b>\$2,368,015</b>	<b>100%</b>

#### To Learn More About the FY 2013 NACA Program Awardees

Full profiles of the 2013 NACA Program awardees can be found in the CDFI Fund's Searchable Award Database at [www.cdfifund.gov](http://www.cdfifund.gov).