Community Development Financial Institutions Fund

Native American CDFI Assistance Program Awards

FY 2012 Awards
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Overview
The Native Initiatives: Generating Economic Opportunity in Native Communities

Our nation’s Native American, Alaska Native and Native Hawaiian communities (Native Communities) face unique barriers to economic development. The U.S. Department of the Treasury’s Community Development Financial Institutions Fund (CDFI Fund) works to generate economic opportunity in Native Communities through its wide-ranging Native Initiatives. The primary goal of the Native Initiatives is to increase access to credit, capital, and financial services in Native Communities by creating and expanding Native Community Development Financial Institutions (Native CDFIs).

Origins of the Native Initiatives

The Riegle Community Development and Regulatory Improvement Act of 1994—the legislation that authorized the formation of the CDFI Fund to promote economic revitalization in low-income communities—included a provision directing the CDFI Fund to conduct a comprehensive study of “lending and investment practices on Indian reservations and other land held in trust by the United States.” In 2001, the CDFI Fund published The Report of the Native American Lending Study (The Study), which identified 17 major barriers to investment in Native Communities and offered a variety of recommendations to address them.

The Study affirmed the importance of developing Native CDFIs to play a key role in the broader effort to lead Native Communities into the nation’s economic mainstream. Congress subsequently specified that the CDFI Fund use certain amounts of its annual appropriations to facilitate the development of Native CDFIs. This directive led to the creation of Native Initiatives.

What is a Native CDFI?

CDFIs are specialized financial institutions established to provide loans and other financial services in low-income communities. Native CDFIs are CDFIs created to serve Native Communities. As of June 2012, there were 72 certified Native CDFIs in 19 states.

Components of the Native Initiatives

The Native Initiatives has two main components: the Native American CDFI Assistance Program (NACA Program), and specialized training opportunities available under the CDFI Fund’s Capacity Building Initiative.

NACA Program  The NACA Program is a funding program designed to increase the number and capacity of new and existing Native CDFIs. The CDFI Fund provides two types of funding through the NACA Program:

- **Financial Assistance (FA) awards** are made to support the financing activities of Native CDFIs certified by the CDFI Fund, and are provided in the form of loans, grants, deposits, and equity investments.

- **Technical Assistance (TA) grants** may be used to acquire products and services, and are typically awarded to Native Communities seeking to start a new Native CDFI or to increase the capacity of an existing Native CDFI.
Capacity Building Initiative  The Native track of the CDFI Fund’s broader Capacity Building Initiative will provide Native CDFIs and entities creating Native CDFIs the opportunity to participate in training programs and workshops designed to create new economic opportunity in Native Communities. The Native track includes programs that foster the development of new Native CDFIs, strengthen the operational capacity of existing Native CDFIs, promote entrepreneurship, and guide Native CDFIs in the creation of financial education and asset-building programs for their communities.

Currently, the CDFI Fund is working with a cohort of 16 certified Native CDFIs as part of “The Leadership Journey: Native CDFI Growth and Excellence” series under the Capacity Building Initiative. This series supports the continued growth and long-term sustainability of experienced Native CDFIs by providing the forum, tools, and resources for Native CDFI leaders to identify and address the critical challenges of their organizations.

Eligibility Requirements
An organization must be certified as a Native CDFI by the CDFI Fund to be eligible to apply for FA through the NACA Program. Certified Native CDFIs, Emerging Native CDFIs, and Sponsoring Entities are eligible to apply for TA grants through the NACA Program and to enroll in the Capacity Building Initiative training programs.

Impact of the Native Initiatives
Through the Native Initiatives, the CDFI Fund has made a significant contribution to the growth of the Native CDFI industry. In FY 2001, when The Study was released, there were only nine certified Native CDFIs nationwide. By June 2012 there were 72 certified Native CDFIs, and the list continues to grow.

Since the Native Initiatives was launched in 2001, the CDFI Fund has provided over $80 million in Financial Assistance and Technical Assistance awards under the NACA Program.

For More Information
Please visit the CDFI Fund’s Web site at www.cdfifund.gov to learn more about the Native Initiatives and to download copies of The Report of the Native American Lending Study and Financing Native Leaders for Tomorrow: Native Initiatives Strategic Plan FY 2009-2014. You will also find information on the CDFI Fund’s other programs to create economic opportunity in America’s low-income communities.
List of Award Recipients
List of FY 2012 Native American CDFI Assistance Award Recipients

<table>
<thead>
<tr>
<th>Awardee Name</th>
<th>City</th>
<th>State</th>
<th>Type</th>
<th>Total Award</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alaska Growth Capital BIDCO, Inc.</td>
<td>Anchorage</td>
<td>Alaska</td>
<td>FA</td>
<td>$750,000</td>
</tr>
<tr>
<td>American Indian Community Development Corporation</td>
<td>Minneapolis</td>
<td>Minnesota</td>
<td>TA</td>
<td>$118,602</td>
</tr>
<tr>
<td>Bank of Cherokee County, Inc.</td>
<td>Tahlequah</td>
<td>Oklahoma</td>
<td>FA</td>
<td>$750,000</td>
</tr>
<tr>
<td>Bois Forte Band of Minnesota Chippewa</td>
<td>Nett Lake</td>
<td>Minnesota</td>
<td>TA</td>
<td>$74,088</td>
</tr>
<tr>
<td>Chehalis Tribal Loan Fund</td>
<td>Oakville</td>
<td>Washington</td>
<td>TA</td>
<td>$137,792</td>
</tr>
<tr>
<td>Chi Ishobak</td>
<td>Dowagiac</td>
<td>Michigan</td>
<td>TA</td>
<td>$145,962</td>
</tr>
<tr>
<td>Coastal Villages Community Development Fund, LLC</td>
<td>Anchorage</td>
<td>Alaska</td>
<td>FA</td>
<td>$400,000</td>
</tr>
<tr>
<td>Council for Native Hawaiian Advancement</td>
<td>Honolulu</td>
<td>Hawaii</td>
<td>FA</td>
<td>$375,000</td>
</tr>
<tr>
<td>Dry Creek Rancheria Band of Pomo Indians</td>
<td>Geyserville</td>
<td>California</td>
<td>TA</td>
<td>$131,440</td>
</tr>
<tr>
<td>First American Capital Corporation</td>
<td>West Allis</td>
<td>Wisconsin</td>
<td>TA</td>
<td>$149,601</td>
</tr>
<tr>
<td>First Ponca Financial Inc.</td>
<td>Lincoln</td>
<td>Nebraska</td>
<td>TA</td>
<td>$149,267</td>
</tr>
<tr>
<td>Four Bands Community Fund, Inc.</td>
<td>Eagle Butte</td>
<td>South Dakota</td>
<td>FA</td>
<td>$750,000</td>
</tr>
<tr>
<td>Four Directions Development Corporation</td>
<td>Orono</td>
<td>Maine</td>
<td>FA</td>
<td>$750,000</td>
</tr>
<tr>
<td>Ho-Chunk Community Development Corporation</td>
<td>Winnebago</td>
<td>Nebraska</td>
<td>TA</td>
<td>$111,400</td>
</tr>
<tr>
<td>Hunkpati Investments, Inc.</td>
<td>Fort Thompson</td>
<td>South Dakota</td>
<td>FA</td>
<td>$400,000</td>
</tr>
<tr>
<td>Indian Land Capital Company</td>
<td>Little Canada</td>
<td>Minnesota</td>
<td>FA</td>
<td>$750,000</td>
</tr>
<tr>
<td>Awardee Name</td>
<td>City</td>
<td>State</td>
<td>Type</td>
<td>Total Award</td>
</tr>
<tr>
<td>---------------------------------------------</td>
<td>------------</td>
<td>-----------</td>
<td>------</td>
<td>-------------</td>
</tr>
<tr>
<td>Karuk Community Loan Fund, Inc.</td>
<td>Happy Camp</td>
<td>California</td>
<td>FA</td>
<td>$750,000</td>
</tr>
<tr>
<td>Lakota Federal Credit Union Steering Committee</td>
<td>Kyle</td>
<td>South Dakota</td>
<td>TA</td>
<td>$147,253</td>
</tr>
<tr>
<td>Lakota Fund, The</td>
<td>Kyle</td>
<td>South Dakota</td>
<td>TA</td>
<td>$145,977</td>
</tr>
<tr>
<td>Lei Ho‘ohala</td>
<td>Kamuela</td>
<td>Hawaii</td>
<td>TA</td>
<td>$146,355</td>
</tr>
<tr>
<td>Mazaska Owecaso Otipi Financial, Inc.</td>
<td>Pine Ridge</td>
<td>South Dakota</td>
<td>FA</td>
<td>$750,000</td>
</tr>
<tr>
<td>Molokai Community Federal Credit Union</td>
<td>Kaunakakai</td>
<td>Hawaii</td>
<td>FA</td>
<td>$375,900</td>
</tr>
<tr>
<td>Native American Development Corporation</td>
<td>Billings</td>
<td>Montana</td>
<td>TA</td>
<td>$149,358</td>
</tr>
<tr>
<td>Native Community Finance</td>
<td>Laguna</td>
<td>New Mexico</td>
<td>TA</td>
<td>$149,995</td>
</tr>
<tr>
<td>Navajo Partnership for Housing, Inc.</td>
<td>Gallup</td>
<td>New Mexico</td>
<td>FA</td>
<td>$375,000</td>
</tr>
<tr>
<td>Nez Perce Tribe</td>
<td>Lapwai</td>
<td>Idaho</td>
<td>TA</td>
<td>$117,422</td>
</tr>
<tr>
<td>Northern Shores Loan Fund, Inc.</td>
<td>Harbor Springs</td>
<td>Michigan</td>
<td>TA</td>
<td>$149,999</td>
</tr>
<tr>
<td>Northwest Native Development Fund</td>
<td>Nespelem</td>
<td>Washington</td>
<td>TA</td>
<td>$141,013</td>
</tr>
<tr>
<td>Prince Kuhio Federal Credit Union</td>
<td>Honolulu</td>
<td>Hawaii</td>
<td>FA</td>
<td>$363,800</td>
</tr>
<tr>
<td>Salt River Financial Services Institution</td>
<td>Scottsdale</td>
<td>Arizona</td>
<td>FA</td>
<td>$750,000</td>
</tr>
<tr>
<td>United Houma Nation</td>
<td>Golden Meadow</td>
<td>Louisiana</td>
<td>TA</td>
<td>$128,318</td>
</tr>
<tr>
<td>White Earth Investment Initiative</td>
<td>Ogemna</td>
<td>Minnesota</td>
<td>FA</td>
<td>$750,000</td>
</tr>
<tr>
<td>Wigamig Owners Loan Fund</td>
<td>Lac du Flambeau</td>
<td>Wisconsin</td>
<td>TA</td>
<td>$140,105</td>
</tr>
</tbody>
</table>
Highlights of Award Round
FY 2012 Native American CDFI Assistance Program
Financial Assistance and Technical Assistance Awards

Awardee Highlights

The CDFI Fund has completed its fiscal year (FY) 2012 funding round of the Native American CDFI Assistance Program (NACA Program). The CDFI Fund received 66 eligible NACA applications requesting $20.941 million. The CDFI Fund made 33 awards totaling $11.47 million to organizations located in 16 states.

The Notice of Funds Available was published on November 14, 2011. Applications were due on January 18, 2012.

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

- 33 organizations received $11,473,647 in awards, all of which were grants.
- 15 FA and 18 TA awards were made.
- 28 loan funds, four credit unions, and one bank or thrift were awarded.

The NACA Program encourages the creation and strengthening of certified CDFIs that primarily serve Native American, Alaska Native, and Native Hawaiian communities (collectively referred to as “Native Communities”). 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.

Through the NACA Program, the CDFI Fund provides two types of funding – 1) Financial Assistance (FA) awards which are only available to certified CDFIs; and 2) Technical Assistance (TA) grants, which are available to certified CDFIs, emerging Native CDFIs, and Sponsoring Entities. Unique to the NACA Program, Sponsoring Entities may create and support fledgling Native organizations as they progress toward certification.

FA awards are primarily used for financing capital. TA grants are usually used to acquire products or services including computer technology; staff training; professional services, such as market analysis; and support for other capacity-building activities.

Organizational Diversity

The CDFI industry consists of a wide variety of financial institutions including banks, credit unions, loan funds, and venture capital funds. Each provides a different mix of products geared to reach specific customers, such as the following:

- Community development banks are for-profit corporations which provide capital to rebuild economically distressed communities through targeted lending and investment.

1 The figures presented for number of applications received and amount of funding requested differ from those stated in the CDFI Fund press release issued in March 2012. The original figures included organizations that were later deemed ineligible for funding or that submitted incomplete applications.
Community development credit unions are non-profit cooperatives owned by members which promote ownership of assets and savings and provide affordable credit and retail financial services to low-income people.

Community development loan funds, usually non-profits, provide financing and development services to businesses, organizations and individuals in low-income urban and rural areas, and can be further categorized based on the type of client(s) served: micro-enterprise, small business, housing and community service organizations.

Community development venture capital funds are both for-profit and non-profit organizations which provide equity and debt-with-equity features for businesses in distressed communities.

**Geographic Diversity**
The FY 2012 NACA Program FA and TA awardees are headquartered in 16 states. For more detailed geographic breakdowns by program, please refer to the individual FA and TA highlights sections that follow.

**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.

**Key Statistics of FY 2012 NACA Financial Assistance Awardees**

- Total number of awards - 15 CDFIs received awards
- Total amount awarded - $9,039,700 all of which were grants
- Type of organizations receiving awards
  - Loan Funds - 12
  - Credit unions - 2
  - Bank or Thrift-State Chartered Institution - 1
- Primary target markets
  - Major urban markets only - 0 awardees
  - Minor urban areas only - 1
  - Rural areas only - 11
  - Some major urban markets - 1
  - Some minor urban markets - 3
  - Some rural markets - 2
• Persistent Poverty
  • Total number of awardees that committed to lend in persistent poverty counties - 7
  • The minimum amount of the awards that was committed to be lent in persistent poverty counties - $2,507,590

**NACA Financial Assistance Applicants and Awardees**
The FY 2012 NACA FA awardees include 12 loan funds, two credit unions, and one bank or thrift state-chartered institution.

Native CDFIs focus, largely, on two different financial sectors: 1) affordable housing (housing development and homeownership); and 2) economic development (job creation, business development, and commercial real estate development). Some Native CDFIs serve as national or regional intermediaries, providing financial products and services to local Native CDFIs and other community development organizations.

Table 1 provides a breakdown of FY 2012 NACA Program FA applicants and awardees by institution type.

<table>
<thead>
<tr>
<th>Institution Type</th>
<th># Requested</th>
<th>% Requested</th>
<th># Awarded</th>
<th>$ Awarded</th>
</tr>
</thead>
<tbody>
<tr>
<td>Loan Fund</td>
<td>18</td>
<td>81.8%</td>
<td>12</td>
<td>80.0%</td>
</tr>
<tr>
<td>Credit Union</td>
<td>2</td>
<td>9.1%</td>
<td>2</td>
<td>13.3%</td>
</tr>
<tr>
<td>Bank or Thrift-State Chartered Inst</td>
<td>2</td>
<td>9.1%</td>
<td>1</td>
<td>6.7%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>22</strong></td>
<td></td>
<td><strong>15</strong></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Applicant Type</th>
<th>$ Requested</th>
<th>% Requested</th>
<th>$ Awarded</th>
<th>% Awarded</th>
</tr>
</thead>
<tbody>
<tr>
<td>Loan Fund</td>
<td>$12,320,000</td>
<td>84.6%</td>
<td>$7,550,000</td>
<td>83.5%</td>
</tr>
<tr>
<td>Credit Union</td>
<td>$739,700</td>
<td>5.1%</td>
<td>$739,700</td>
<td>8.2%</td>
</tr>
<tr>
<td>Bank or Thrift State Chartered Inst</td>
<td>$1,500,000</td>
<td>10.3%</td>
<td>$750,000</td>
<td>8.3%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$14,559,700</strong></td>
<td></td>
<td><strong>$9,039,700</strong></td>
<td></td>
</tr>
</tbody>
</table>
Geographic Diversity Among NACA Program FA Awardees
The FY 2012 NACA Program FA awardees are headquartered in the following nine states: Alaska, Arizona, California, Hawaii, Maine, Minnesota, New Mexico, Oklahoma, and South Dakota.

Financial Product Diversity Among NACA Program FA Awardees
FY 2012 NACA Program FA awardees provide diverse financial products in communities with the majority providing affordable housing products and small business loans. As shown in the table below, seven awardees provide affordable housing products; two provide small business and three provide microenterprise loans; two provide consumer loan products; and one provides commercial loans.

<table>
<thead>
<tr>
<th>Primary Line of Business</th>
<th>Awardees</th>
<th>Awarded</th>
</tr>
</thead>
<tbody>
<tr>
<td>Affordable Housing</td>
<td>7</td>
<td>$4,500,000</td>
</tr>
<tr>
<td>Consumer Finance</td>
<td>2</td>
<td>739,700</td>
</tr>
<tr>
<td>Small Business</td>
<td>2</td>
<td>1,500,000</td>
</tr>
<tr>
<td>Microenterprise</td>
<td>3</td>
<td>1,550,000</td>
</tr>
<tr>
<td>Commercial</td>
<td>1</td>
<td>750,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>15</strong></td>
<td><strong>$9,039,700</strong></td>
</tr>
</tbody>
</table>

Persistent Poverty Counties
In the CDFI Fund’s FY 2012 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 NACA Program FA awards totaling over $2.5 million to 7 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 awards to both established and emerging Native CDFIs for the purpose of enhancing their capacity to serve their target markets. The grants are awarded based on a competitive application process, requiring a review of the Applicant’s Comprehensive Business Plan. This is the tenth annual funding round in which TA grants have been awarded since its inception in 2002.

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 is the ability of Sponsoring Entities to create and support fledgling Native organizations as they move toward certification.

Forty-four eligible organizations applied and requested over $6.3 million in Technical Assistance. The CDFI Fund made 18 NACA Program TA awards totaling more than $2.4 million to organizations located in 12 states.

Key Statistics of FY 2012 NACA Technical Assistance Awardees

- 18 organizations were awarded $2,433,947 in TA awards
- 16 loan funds and 2 credit unions were awarded
- Primary target markets served by TA Awardees
  - Major urban markets only – 1
  - Minor urban markets only – 0
  - Rural markets only – 12
  - Some major urban markets – 2
  - Some minor urban markets – 5
  - Some rural markets – 5
- Primary line of business provided by TA Awardees
  - Affordable Housing – 2
  - Commercial – 1
  - Consumer Finance – 3
  - Microenterprise – 6
  - Small business – 6
- Persistent Poverty
- Total number of awards – 4
- Total amount of awards - $554,625

2 Included are three proposed loan funds and two proposed credit unions supported by sponsoring entity awardees.
3 Awardees may be included in more than one category.
Organizational Diversity
The CDFI Fund makes TA awards available to loan funds, credit unions, depository institutions, community development venture capital organizations, and other groups. Out of 18 organizations receiving a NACA Program TA award, 16 were loan funds and two were credit unions.

The following table shows the breakdown of the organizational diversity of the FY 2012 NACA Program TA applicants and awardees.

<table>
<thead>
<tr>
<th>Institution Type</th>
<th># Requested</th>
<th>% Requested</th>
<th># Awarded</th>
<th>% Awarded</th>
</tr>
</thead>
<tbody>
<tr>
<td>Loan Fund</td>
<td>41</td>
<td>93.2%</td>
<td>16</td>
<td>88.9%</td>
</tr>
<tr>
<td>Credit Union</td>
<td>2</td>
<td>4.5%</td>
<td>2</td>
<td>11.1%</td>
</tr>
<tr>
<td>Venture Capital</td>
<td>1</td>
<td>2.3%</td>
<td>0</td>
<td>0%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>44</strong></td>
<td><strong>100%</strong></td>
<td><strong>18</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

In addition, the awardees have diverse primary lines of business. The following table shows a breakdown of those different activities:

<table>
<thead>
<tr>
<th>Primary Line of Business</th>
<th># Awardees</th>
<th>$ Awarded</th>
</tr>
</thead>
<tbody>
<tr>
<td>Affordable Housing</td>
<td>2</td>
<td>$258,707</td>
</tr>
<tr>
<td>Commercial</td>
<td>1</td>
<td>146,355</td>
</tr>
<tr>
<td>Commercial Finance</td>
<td>3</td>
<td>371,336</td>
</tr>
<tr>
<td>Small Business</td>
<td>6</td>
<td>796,595</td>
</tr>
<tr>
<td>Microenterprise</td>
<td>6</td>
<td>860,954</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>18</strong></td>
<td><strong>$2,433,947</strong></td>
</tr>
</tbody>
</table>

In addition, the awardees have diverse primary lines of business. The following table shows a breakdown of those different activities:
Geographic Diversity Among NACA Program TA Awardees
The 18 TA awardees are headquartered in 12 states: California, Hawaii, Idaho, Louisiana, Michigan, Minnesota, Montana, Nebraska, New Mexico, South Dakota, Washington, and Wisconsin.

Primary Market Diversity Among NACA Program TA Awardees
FY 2012 NACA Program TA awardees serve diverse markets: major urban, minor urban, and rural. Organizations were asked to select any geographic service area they in which they have a presence. While some organizations served only one specific geographic market, others have extended their services to include multiple geographic markets. Each column represents those organizations that focus exclusively on one service area and the total number of organizations that have a partial focus on that service area.

Table 5—FY 2012 NACA Technical Assistance Uses of Funds Categories

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Percent of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Personnel (Salary)</td>
<td>$1,406,395</td>
<td>58%</td>
</tr>
<tr>
<td>Personnel (Fringe Benefits)</td>
<td>$357,087</td>
<td>15%</td>
</tr>
<tr>
<td>Training</td>
<td>$86,155</td>
<td>4%</td>
</tr>
<tr>
<td>Travel</td>
<td>$163,484</td>
<td>7%</td>
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<tr>
<td>Professional Services</td>
<td>$229,825</td>
<td>9%</td>
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<tr>
<td>Materials/Supplies</td>
<td>$75,770</td>
<td>3%</td>
</tr>
<tr>
<td>Equipment &amp; Other Capital Expenditures</td>
<td>$19,325</td>
<td>1%</td>
</tr>
<tr>
<td>Other Costs</td>
<td>$95,906</td>
<td>4%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$2,433,947</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>
**Persistent Poverty Counties**

In the CDFI Fund’s FY 2012 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 NACA Program TA awards to four awardees that have headquarters located in counties designated as persistent poverty areas.
Awardee Profiles
Alaska

Alaska Growth Capital BIDCO Inc.
Anchorage, AK
Award: $750,000

Contact: David Hoffman - (907) 339-6760

Alaska Growth Capital BIDCO Inc. (AGC) is a certified Native CDFI formed in 1997 and owned by Alaska Natives. AGC offers financial products and development services to the Low-Income Targeted Population of Alaska Natives living in Alaska, and will use its FY 2012 Native American CDFI Assistance award to capitalize a microlending program for its target market and to support its existing business loan product.

Coastal Villages Community Development Fund LLC
Anchorage, AK
Award: $400,000

Contact: Richard Monroe – (907) 278-5151

Coastal Villages Community Development Fund LLC (CVCDF) is a certified Native CDFI that provides community development financing to twenty low-income communities on the western coast of Alaska. CVCDF will use its FY 2012 Native American CDFI Assistance award to make microloans to low-income residents in its target market who wish to commence or return to fishing activities but lack the financial resources to do so.

Arizona

Salt River Financial Services Institution
Scottsdale, AZ
Award: $750,000

Contact: Billie Spurlin II – (480) 850-4313

Salt River Financial Services Institution (SRFSI) is a certified Native CDFI formed in 2006. The organization provides a variety of financial products and services, such as home mortgages, home improvement loans, microenterprise loans, and business lines of credit, and also offers development services to the members of the Salt River Pima Maricopa Indian Community, near Scottsdale, Arizona. SRFSI will use its FY 2012 Native American CDFI Assistance award for lending capital for its home mortgage and small business financing products.
California
Dry Creek Rancheria Band of Pomo Indians
Geyserville, CA
Award: $131,440
Contact: Harvey Hopkins – (707) 473-2178

Dry Creek Rancheria Band of Pomo Indians (DCR) is a Sponsoring Entity serving the American Indian/Alaska Native population in California’s Sonoma and Mendocino counties. DCR offers loan products and development services, and will use its FY 2012 Native American CDFI Assistance award to provide training and technical assistance to its newly formed financial institution, Westwater Financial Inc., and to help finance its first year of operations.

Karuk Community Loan Fund Inc.
Happy Camp, CA
Award: $750,000
Contact: Eddie Davenport – (530) 493-2558

Karuk Community Loan Fund Inc. (KCLF) is a certified Native CDFI established in 2004. The organization serves Karuk Tribal members, Native Americans, Alaska Natives, and low-income residents in Siskiyou County, California. KCLF offers residential purchase loans, home improvement loans, small business loans, and emergency loans for urgent financial needs, and also provides financial education training and counseling services. The organization will use its FY 2012 Native American CDFI Assistance award for direct lending activities that address unmet financing needs among members of its target market.

Hawaii
Council for Native Hawaiian Advancement
Honolulu, HI
Award: $375,000
Contact: Napali Woode - (808) 521-5011

The Council for Native Hawaiian Advancement (CNHA) is a certified Native CDFI founded in 2001. The organization is a 501(c)(3) non-profit that provides renewable energy loans, home construction and purchase loans, and business loans to Native Hawaiians statewide. CNHA will use its FY 2012 Native American CDFI Assistance award as lending capital to increase the distribution of energy-efficient home improvement loans in its target market.
Lei Ho’ohala  
Kamuela, HI  
Award: $146,355  
Contact: William Hancock – (808) 885-8658  
Lei Ho’olaha is an emerging Native CDFI in operation since 2011. Lei Ho’olaha provides working capital loans, facility rehabilitation loans, and development services to Native Hawaiian charter schools in Hawaii. Lei Ho’olaha will use its FY 2012 Native American CDFI Assistance award to increase its capacity to support its target market.

Molokai Community Federal Credit Union  
Kaunakakai, HI  
Award: $375,900  
Contact: Lawrence Lasua – (808) 553-5328  
Molokai Community Federal Credit Union (Molokai Community FCU) is a non-profit, low-income designated financial institution and certified Native CDFI. Chartered in 1951, the credit union serves the Hawaiian island of Molokai, and its primary mission is to promote community development among the island’s rural, low-income population. Molokai Community FCU will use its FY 2012 Native American CDFI Assistance award to create a program to provide housing-related support to Native Hawaiians who have received land from the Department of Hawaiian Homelands.

Prince Kuhio Federal Credit Union  
Honolulu, HI  
Award: $363,800  
Contact: Kathleen Falotico – (253) 200-0418  
Prince Kuhio Credit Union was established in 1970 and became a certified Native CDFI in 2010. The credit union provides access to affordable financial products and development services, including consumer loans, to Native Hawaiians. Prince Kuhio Credit Union will use its FY 2012 Native American CDFI Assistance award to implement its Ho’ola Loan Program, which will provide unsecured loans as credit building alternatives to payday loans.
Idaho

Nez Perce Tribe
Lapwai, ID
Award: $117,422

Contact: Brooklyn Baptiste – (208) 843-2253

The Nez Perce Tribe is the Sponsoring Entity that is seeking to establish a non-profit corporation on the Nez Perce reservation. The tribe will use its FY 2012 Native American CDFI Assistance award to build the staff capacity and the legal and financial infrastructure required for the non-profit to become a certified CDFI.

Louisiana

United Houma Nation Inc.
Golden Meadow, LA
Award: $128,318

Contact: Thomas Dardar – (985) 475-6640

United Houma Nation Inc. (UHN) is a Sponsoring Entity that was established in 1980 and serves a target market of six parishes in coastal, southeast Louisiana. UHN intends to develop financial products and services and development services for individuals and families within its target market, and will use its FY 2012 Native American CDFI Assistance award to support the creation of a separate legal entity that will seek to become a certified Native CDFI.

Maine

Four Directions Development Corporation
Orono, ME
Award: $750,000

Contact: Susan Hammond – (208) 666-6545

Four Directions Development Corporation (FDDC) is a certified Native CDFI founded in 2001. FDDC works to improve the social and economic conditions of the four Native American tribes of Maine—the Maliseet, Micmac, Passamaquoddy, and Penobscot—through education and investment in affordable housing, tribal business ventures, and Native entrepreneurs. FDDC will use its FY 2012 Native American CDFI Assistance award to capitalize its housing loan fund.
Michigan
Chi Ishobak Inc.
Dowagiac, MI
Award: $145,962

Contact: Alan Fricke – (269) 783-4909

Chi Ishobak Inc. is an emerging Native CDFI established in 2009 that provides small business and microenterprise loans and business and personal finance counseling to the citizens of the Pokagon Band of Potawatomi Indians in a 23-county service area in southwest Michigan and northern Indiana. Chi Ishobak will use its FY 2012 Native American CDFI Assistance award to increase its capacity to serve its target market.

Northern Shores Loan Fund Inc.
Harbor Springs, MI
Award: $149,999

Contact: Lisa McComb - (231) 347-6753

Northern Shores Loan Fund Inc. (NSLF) is a non-profit 501(c)(3) organization incorporated in 2007 under the Little Traverse Bay Bands of Odawa Indians. NSLF is a certified Native CDFI that provides microenterprise loans, small business loans, training, and technical assistance to businesses in a six-county service area in northern Lower Michigan, and will use its FY 2012 Native American CDFI Assistance award to increase its capacity to serve its target market.

Minnesota
American Indian Community Development Corporation
Minneapolis, MN
Award: $118,602

Contact: Michael Goze – (612) 813-1610

The American Indian Community Development Corporation (AICDC) is a Sponsoring Entity in the process of creating a Native CDFI, Bii Gii Wiin, that will provide financial services, home repair loans, and financial education and financial coaching development services to Native American households throughout Minnesota’s Twin Cities. AICDC will use its FY 2012 Native American CDFI Assistance award to establish a Native CDFI as a stand-alone organization.
Bois Forte Band of Minnesota Chippewa
Nett Lake, MN
Award: $74,088

Contact: Donald Chosa – (218) 757-3589

Established in 1993, the Bois Forte Band of Chippewa is the Sponsoring Entity seeking to create a community development credit union to serve tribal members who live in or work near the Nett Lake or Lake Vermillion sectors of the Bois Forte reservation in Minnesota. The Bois Forte Band of Chippewa envisions that the credit union will serve tribal members and employees by providing a variety of financial products and education programs, and will use its FY 2012 Native American CDFI Assistance award to create a community development credit union and to complete the certification process to become a certified CDFI.

Indian Land Capital Company LLC
Little Canada, MN
Award: $750,000

Contact: Gerald Sherman - (406) 328-4622

Indian Land Capital Company LLC (ILCC) is a for-profit certified Native CDFI incorporated in 2005 by its founding members, Indian Land Tenure Foundation and Native American Community Development Corporation. The company was established to provide innovative financing to Indian Nations for the acquisition and development of land, as well as educational and technical assistance relating to land tenure planning and acquisitions. ILCC serves a Native American Other Targeted Population in six states west of the Mississippi, and will use its FY 2012 Native American CDFI Assistance award for lending capital.

White Earth Investment Initiative
Ogema, MN
Award: $750,000

Contact: Jamie Marks Erickson - (218) 847-3191

White Earth Investment Initiative (WEII) is a private, non-profit corporation that provides community, housing, and business development services to businesses, tribal and community organizations, consumers, and homebuyers. WEII focuses on serving the White Earth Reservation in Minnesota, and will use its FY 2012 Native American CDFI Assistance award to increase lending in its target market.
Montana

Native American Development Corporation
Billings, MT
Award: $149,358

Contact: Leonard Smith – (406) 259-3804

Native American Development Corporation (NADC) is a certified Native CDFI established in 1996. NADC offers financial products, such as microloans and small business loans, along with development services, to entrepreneurs on the Crow, Fort Peck, and Northern Cheyenne reservations, as well as to low-income Native American entrepreneurs in Yellowstone County, Montana. The organization will use its FY 2012 Native American CDFI Assistance award to increase its capacity to serve its target market.

Nebraska

First Ponca Financial Inc.
Lincoln, NE
Award: $149,267

Contact: Percy Upton – (402) 434-2127

First Ponca Financial Inc. (FPF) is an emerging Native CDFI in operation since 2011. The organization will provide microenterprise loans, business loans, and entrepreneur and business development training to members of the Ponca Tribe residing in Nebraska, Iowa, and South Dakota. FPF will use its FY 2012 Native American CDFI Assistance award to increase its capacity to serve its target market.

Ho-Chunk Community Development Corporation
Walthill, NE
Award: $111,400

Contact: Frank Schersing – (402) 846-5353

Ho Chunk Community Development Corporation (HCCDC) is a Sponsoring Entity established in 2000 that provides microloans and small business and credit training to the Native American population in northeastern Nebraska. HCCDC will use its FY 2012 Native American CDFI Assistance award to establish a revolving loan fund CDFI and to work on initial planning associated with creating a credit union for the Winnebago community.
New Mexico

Native Community Finance
Laguna, NM
Award: $149,995

Contact: Marvin Ginn - (505) 552-7050

Native Community Finance (NCF) is a tribally designated, certified Native CDFI established in 2009. NCF offers affordable financial products and services, such as consumer and home mortgage loans, as well as development services to its underserved Native American Indian Community. NCF will use its FY 2012 Native American CDFI Assistance award to increase its capacity to serve its target market.

Navajo Partnership for Housing Inc.
Gallup, NM
Award: $375,000

Contact: Lanalle Smith – (505) 722-0551

The Navajo Partnership for Housing Inc. (NPH) is a certified Native CDFI established in 1996. NPH serves Native families living on or near the Navajo Nation and through its loan fund provides home mortgages, home improvement loans, and interim construction loans, as well as homebuyer and financial education and individual financial counseling. NPH will use its FY 2012 Native American CDFI Assistance award to capitalize its loan fund and to support operations.

Oklahoma

Bank of Cherokee County Inc.
Tahlequah, OK
Award: $750,000

Contact: Susan Plumb – (918) 456-3900

Bank of Cherokee County (BCC) is a certified Native CDFI established in 1904 that provides checking and savings accounts, certificates of deposit, consumer loans, commercial loans, real estate loans, and development services to Native residents of Cherokee County, Oklahoma. BCC will use its FY 2012 Native American CDFI Assistance award for loan loss reserves and lending capital.
South Dakota

Four Bands Community Fund Inc.
Eagle Butte, SD
Award: $750,000
Contact: Tanya Fiddler - (605) 964-3687

Four Bands Community Fund (Four Bands) is a certified Native CDFI established in 2000. Four Bands provides microenterprise loans, small business loans, Individual Development Accounts, and a variety of education and development services to promote financial literacy and the expansion of locally owned private business. Its principal target market is the Cheyenne River Indian Reservation in South Dakota. Four Bands will use its FY 2012 Native American CDFI Assistance award for lending capital and capacity building for the organization, including staff salaries, travel, training, and professional services.

Hunkpati Investments Inc.
Fort Thompson, SD
Award: $400,000
Contact: Jason Yates - (605) 870-6196

Hunkpati Investments Inc. (Hunkpati) is a non-profit loan fund and certified Native CDFI. The organization provides microloans and credit builder loans to the Crow Creek Reservation in rural South Dakota. Hunkpati will use its FY 2012 Native American CDFI Assistance award to increase its loan fund, to strengthen its loan loss reserves, and to increase the operational capacity of its staff.

Lakota Federal Credit Union Steering Committee
Kyle, SD
Award: $147,253
Contact: Tawney Brunsch - (605) 455-2500

The Lakota Federal Credit Union Steering Committee is a Sponsoring Entity in the process of creating a Native CDFI that will provide consumer loans and other financial services to people living on or organizations serving the Pine Ridge Reservation in South Dakota. The Lakota Federal Credit Union Steering Committee will use its FY 2012 Native American CDFI Assistance award to establish a Native CDFI as a stand-alone organization and to increase its capacity to serve its target market.
Lakota Fund, The
Kyle, SD
Award: $145,977

Contact: Gary Rapport – (530) 838-9038

The Lakota Fund is a certified Native CDFI established in 1986 that serves the Oglala Lakota Oyate on the Pine Ridge Reservation in South Dakota. Its products and services include microloans, small business loans, business loans, credit builder loans, training, and technical assistance. The Lakota Fund will use its FY 2012 Native American CDFI Assistance award to increase its capacity to serve its target market.

Mazaska Owecaso Otipi Financial Inc.
Pine Ridge, SD
Award: $750,000

Contact: Judith Cornelius – (605) 867-1018

Mazaska Owecaso Otipi Financial Inc. (Mazaska) is a certified Native CDFI established in 2004. The organization offers financial products and development services to individuals on the Pine Ridge Reservation. Mazaska will use its FY 2012 Native American CDFI Assistance award to increase loan capital to meet demand, to hire a dedicated homeownership counselor, to provide development services, and to handle credit reporting.

Washington
Chehalis Tribal Loan Fund
Oakville, WA
Award: $137,792

Contact: Taheirah Kalahiki – (360) 709-1831

The Chehalis Tribal Loan Fund (CTLF) is a non-profit 501(c)(3) organization and an emerging CDFI. CTLF offers microenterprise and small business loans as well as one-on-one business development, financial education, credit repair, and counseling services to members of the Confederated Tribes of the Chehalis Reservation within the three counties of southwest Washington. The organization will use its FY 2012 Native American CDFI Assistance award to increase its capacity to serve its target market.
Northwest Native Development Fund  
Nespelem, WA  
Award: $141,013  
Contact: Ted Piccolo - (509) 634-2624  

The Northwest Native Development Fund (NNDF) is a certified Native CDFI incorporated in 2008 that serves tribal members and employees of the Confederated Tribes of the Colville Reservation and the Spokane Tribe Indian Reservation in Washington. NNDF offers consumer, small business, construction, and commercial acquisition loans, and plans to provide matched savings Individual Development Accounts. The organization will use its FY 2012 Native American CDFI Assistance award to increase its capacity to serve its target market.

Wisconsin  
First American Capital Corporation  
West Allis, WI  
Award: $149,601  
Contact: Craig Anderson - (414) 604-2044  

Based in Milwaukee, Wisconsin, First American Capital Corporation (FACC) was formed in 2002 and certified as a Native CDFI in 2004. The organization’s primary mission is to undertake economic development activities that benefit Wisconsin’s Native American communities. FACC will use its FY 2012 Native American CDFI Assistance award to increase its capacity to serve its target market.

Wigamig Owners Loan Fund Inc.  
Lac du Flambeau, WI  
Award: $140,105  
Contact: Fern Orie – (715) 588-1600  

Wigamig Owners Loan Fund Inc. (WOLF) is non-profit 501(c)(3) organization incorporated in 2006 that provides home loans, down payment assistance, and consumer loans to a Low-Income Targeted Population on the Lac de Flambeau Reservation, in Wisconsin. The CDFI will use its FY 2012 Native American CDFI Assistance award to increase its capacity to serve its target market.