

# NM Indian Livestock Days

*“Akiptan CDFI”*

May 10, 2017



# Five C's of lending

Collateral  
Character  
Capacity  
Capital  
Conditions



# IAWG-Financing for Indian Agriculture Endeavors

“The majority of commercial banks do not provide adequate long or short term credit at rates to meet the needs of individual Indian operators”



# The Myth of Trust Land

“You can’t mortgage trust land.”

(Commercial Bankers, Lance Morgan, and countless other experts in Indian Law, 1980’s-2016)



# Credit Deserts

“the lack of presence and availability of credit  
at fair and reasonable rates”  
(IAC TA Network Report, 2012)



# Solutions



# *AKIPTAN CDFI*



# Five C's of lending

Collateral  
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# The PART of addressing Credit Deserts

Potential  
Availability  
Relationship  
Terms



# Potential

Aware of and committed to the Potential  
Impact of Lending



# Availability

Readily accessible in a timely manner  
In the community



# Relationship

Familiarity with borrowers  
Familiarity with legal structures  
Familiarity with industry



# Terms

Flexible

Fair

Collateral=Asset



# *“Akiptan”*

*Lakota word for joining together, a joint effort, cooperatively, sharing*



So what the heck is a  
CDFI?



# Community Development Financial Institution (*CDFI*)

A private entity dedicated to delivering responsible, affordable lending to low-income, low wealth, and other disadvantaged people and communities





# Community Development Financial Institution (*CDFI*)

Business Coaching  
Business Planning  
Tax Planning  
Credit Counseling  
Accounting Support



# *AKIPTAN CDFI*

## Timeline

Decision  
Treasury Grant  
Market Study  
Charter  
First Loan  
Treasury Certification



# *AKIPTAN CDFI*

## Structure

Board of Directors

Location

National

Focus



# *AKIPTAN CDFI*

## Funding

Treasury Department  
Keepseagle  
Philanthropy  
Farm Credit Service  
Farm Service Agency  
BIA Guaranteed Loans



# *AKIPTAN CDFI*

## Customers

Individuals  
Other CDFI's



# *AKIPTAN CDFI*

## Products

Credit Repair (build customers)

“Prove us wrong” loans

Value-added loans (break the commodity cycle)

Relending to other CDFI's



# *AKIPTAN CDFI*

## Collaborators

Farm Credit Services of America  
Farm Service Agency  
IAC TA Network



# *AKIPTAN CDFI*

## Questions, Comments, Suggestions

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