



ANNUAL REPORT

**ADVANCING ECONOMIC
DEVELOPMENT &
FINANCIAL STABILITY**

2023



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CELEBRATION OF NATIVE PLAINS ARTISTS
NACDC Financial Services is honored to feature the incredible talent of Native Plains artists throughout this report.

Annual report designed by
Sweet Grass Consulting.



Cover: Louis Still Smoking
Left: Jennifer White
Right: Lindy Racine

OUR MISSION

NACDC Financial Services’ mission is to provide alternative financing opportunity for Native American entrepreneurs and small businesses in communities in and near Indian Reservations. NACDC Financial Services has three primary business goals:

1. To fill an alternative financing gap in its initial and expanded target market that is not being filled by existing financial institutions within that market.
2. With the help of collaborating partners, better prepare individuals and businesses to participate in and benefit from the broader economy.
3. Achieve a scale of operations that is both financially sustainable and beneficial to the Indian communities we are committed to serving.



MESSAGE FROM OUR EXECUTIVE DIRECTOR



As we reflect on the accomplishments and milestones of 2023, we are proud to present the annual report for NACDC Financial Services. This year, we continued to advance our mission of providing financial services to underserved communities, supporting economic development, and promoting sustainable growth. Our portfolio reflects a diverse array of loan types, robust demographic engagement, and a strong financial foundation, all contributing to the positive impact we have on the communities we serve. Despite the diverse nature of our portfolio, small business loans and home loans constituted a significant portion, underscoring our commitment to fostering entrepreneurship and supporting homeownership within our community.

Our efforts in providing personalized assistance, especially in the areas of homeownership and business, have not only facilitated homeownership and business growth but have also provided critical financial education and support services, empowering our clients to achieve long-term financial stability.

Our financial position remains strong, with total assets growing to \$14,766,318 in 2023. This financial robustness ensures our ability to continue supporting our community through loans and other financial services. It also has assisted us to grow closer to

our goal of becoming, in the future, a self-sustaining organization.

Our success is bolstered by the invaluable partnerships and funding from numerous organizations as you can see from this report. Our partnerships with the Mountain Plains Regional NCDFI Coalition and the EDA Build Back Better award assisted in growing our loan portfolio with access to the Revolving Loan Fund and grant to support the capacity building of all nine (9) members of the Coalition. This support was instrumental in helping us to focus on our mission and build our communities.

This year, we celebrated the "Celebration of Native Plains Artists," showcasing the rich cultural heritage and artistic talents of our community. We also continued to build on our "Mini-Bank" initiative, aimed at providing accessible financial services to our youth.

2023 has been a year of significant achievements and growth. We are proud of the progress made and remain dedicated to our mission of fostering economic development and financial inclusion. As we move forward, we will continue to leverage our strengths, partnerships, and community engagement to create a positive, lasting impact.

We extend our heartfelt thanks to all our partners, funders, and community members for their continued support and collaboration.

Angie Main
Executive Director

Staff

- | | |
|--|--|
| Angie Main
<i>Executive Director</i> | Jonathan St. Goddard
<i>Agriculture</i> |
| Patty Gobert
<i>Loan Fund Manager</i> | DJ Fish
<i>Business</i> |
| Maddalyn Whitright
<i>Loan Processor</i> | Matt Harrington
<i>Mini-Bank Coordinator</i> |
| Shayla Vaile
<i>Small Dollar Loan Admin</i> | Paula Crawford
<i>Home Loan Specialist</i> |
| Stacy Edwards
<i>Chief Financial Officer</i> | Shelby Hughes
<i>Real Estate</i> |
| Zola Sellars
<i>HR/Finance Specialist</i> | Leona Antoine
<i>Project Director</i> |

Board of Directors

- Roberta Harris**
Director, Northern Cheyenne Head Start
- Melanie Wall**
Financial Specialist, Blackfeet Community College
- Jay Marcus**
Tribal Consultant; Former Director of Housing Initiatives, Enterprise Foundation; Former Director, San Jose Redevelopment Office
- Sheila D. Herrera**
Executive Director, Tiwa Lending Services
- Luke Robinson**
Loan Officer, Native American Development Corporation (NADC)
- Erik Nelson**
Agricultural/Commercial Lender, First State Bank
- Maria Valndra**
Vice President of Community Partnerships, Clearwater Credit Union
- Carla Lott**
Montana Human Rights Bureau
- Andrea Main**
Ex-Officio/Current Executive Director, NACDC

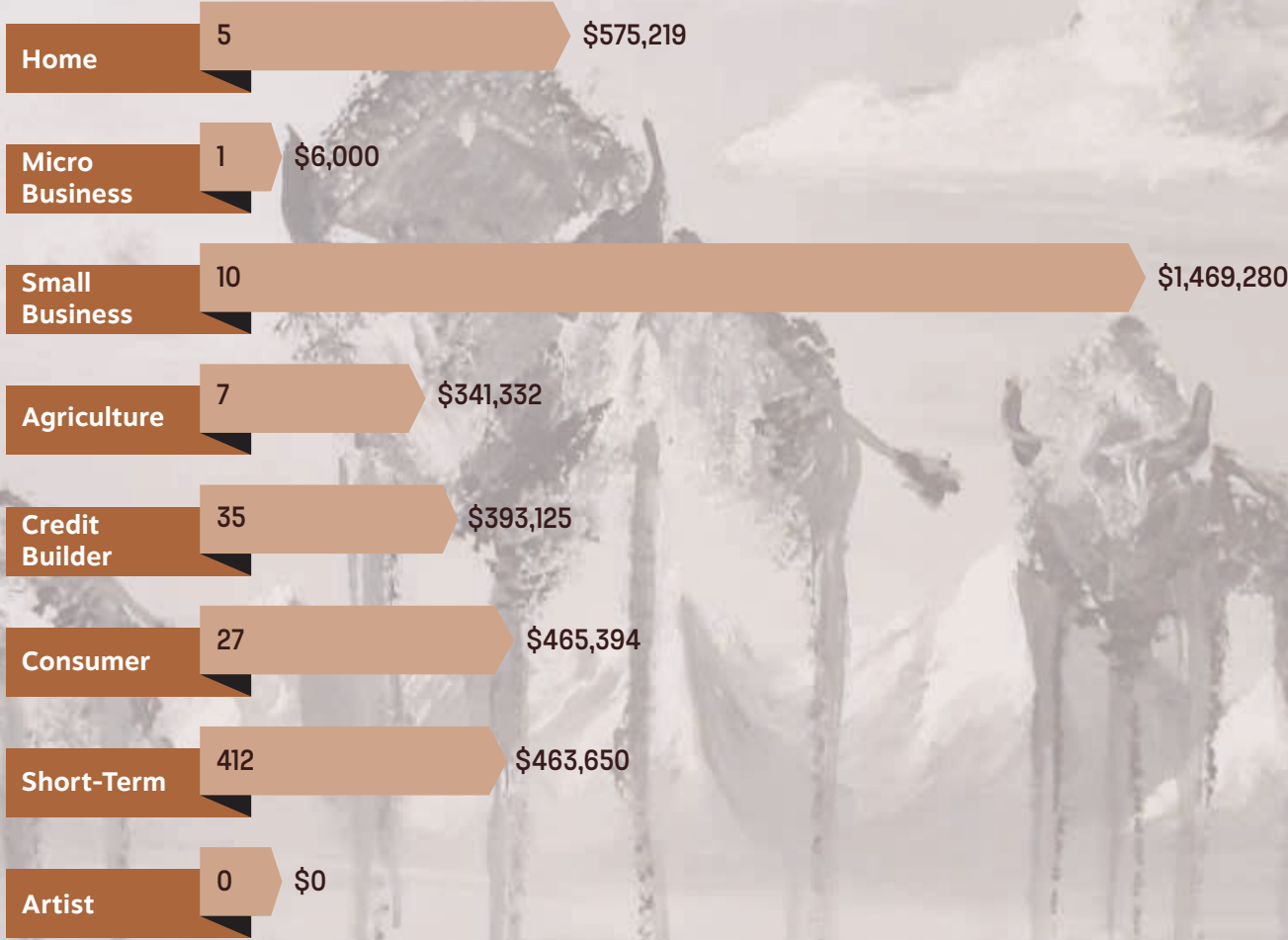




2023

PORTFOLIO SUMMARY

LOANS CLOSED BY TYPE



Top: Edmond Albert
Bottom: Chanel Snow
Right: Linda Pease

Demographics Summary

Age Ranges & Percentages

14%	20-29 yrs.
21%	30-39 yrs.
26%	40-49 yrs.
16%	50-59 yrs.
17%	60-69 yrs.
6%	70-79 yrs.

Gender

58%	Female
42%	Male

Tribal Affiliation

89%	Blackfeet
11%	Other tribes

Employment Status

87%	Regular employment
11%	Self-employed
2%	Unemployed, not seeking employment

Location

99%	Montana residents
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Highest Level of Education

2%	Some high school or less
19%	High school diploma
6%	GED
19%	Some college (no degree)
22%	Associate degree or similar
25%	Bachelor's degree
8%	Advanced degree (master's, doctorate)

Veteran Status

19%	Veterans
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Homeownership

LOANS CLOSED BY TYPE



Current Living Situation

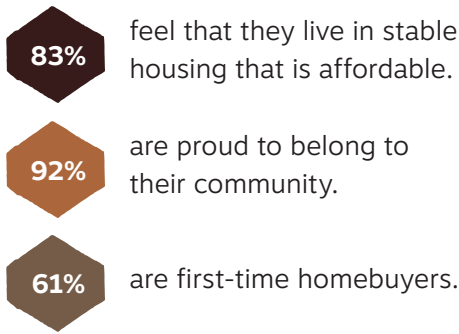
53%	Own
38%	Rent
9%	Live with others rent-free

Desired Changes in Living Situation

82%	Would like to own
18%	Would like to rehabilitate/renovate

Total Household Size

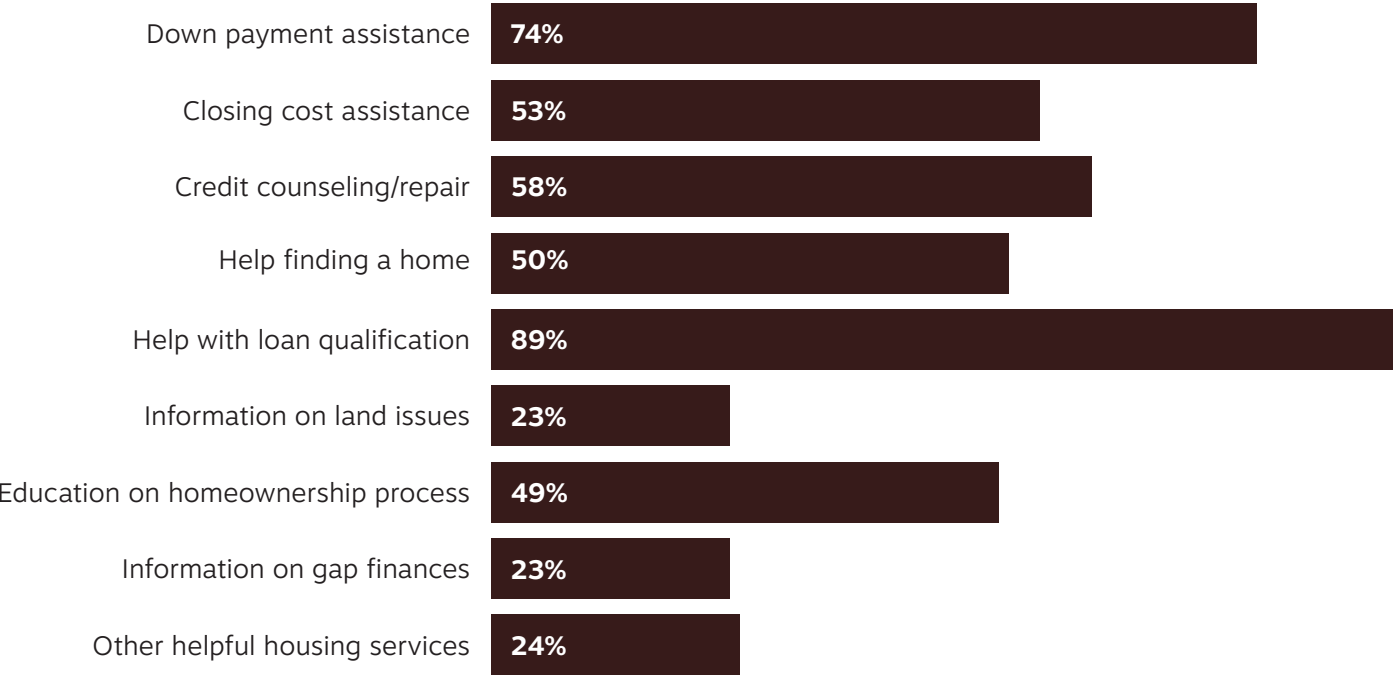
12.5%	1
21.55%	2
21.55%	3
25%	4
12.5%	5
6.9%	6



Top right: Jim Trueax
Bottom right: Chanel Snow
Opposite: Sammy Jo Bird



Services That Could Improve Homeownership/Housing Situations



We provided personalized housing-related technical assistance and counseling to 402 individuals totaling 418.2 hours.



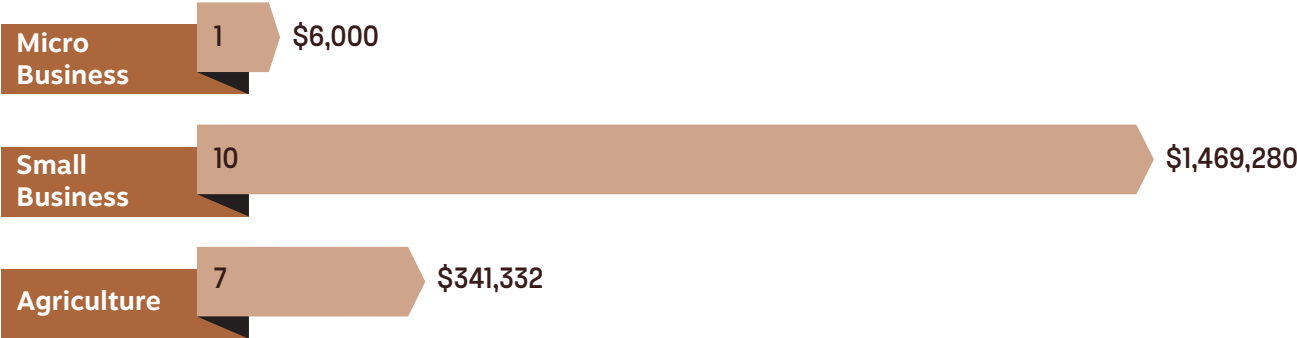
HOME LENDING PROGRAM WINS

- We successfully assisted three clients in the Pre-Foreclosure Program by partnering with the State of Montana’s HAF Program, which is designed to help pay delinquent back-mortgage payments.
- We rolled out the Downpayment Assistance Program.
- We launched the Pre-Foreclosure Program to give clients guidance and assistance in paying their mortgages.
- We worked with other entities to assist clients with specific needs in paying electric bills and obtaining home loan approvals.



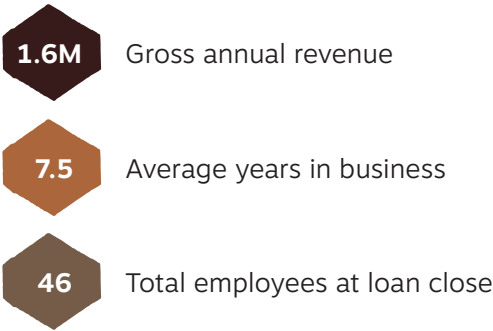
Business & Agriculture

LOANS CLOSED BY TYPE



Business Ownership Type Totals	
50%	Sole proprietorship
10%	Corporation
20%	Limited liability corporation (LLC)
20%	Partnership

Business Loan Application by Business Stage	
6%	Seed
25%	Start-up
50%	Growth
6%	Established
13%	Expansion



Top: Edmond Albert
Top right: Lindy Racine
Bottom right: Melisa Trombley



We provided personalized business technical assistance and counseling to 221 business owners totaling 365.25 hours.

77% are following in the footsteps of other family members who have owned a business.

50% operate from the owner’s home.

58% are not employed outside of their business.

29% are woman-owned.

69% do NOT have a business savings account.

21% do NOT have a business checking account.





SUCCESS STORIES

MORIAH KIPP, BLACKFEET RANCHER

I am Moriah Kipp, a Blackfeet rancher. I have been able to grow my cattle herd with funding from NACDC. Jonathan St Goddard and Patty Gobert have impressed me with their professionalism and helpfulness. They have been instrumental in achieving my goals. I will apply for a cost share grant for construction of a pivot (I am using some of my 2024 operating loan to prepare for this grant). I will be able to continue to grow my cattle herd with this pivot and lower my annual hay bill. I also hope to buy my parents' cattle when they retire, and continue ranching into the future, ensuring generational wealth for my children. Please continue to assist NACDC, they are vital for our Blackfeet community and economy.

—Moriah A. Kipp

PAULA'S ALL OCCASION GIFTS, LLC

Paula's All Occasion Gifts, LLC, is equally owned by husband and wife, Paul and Paula Augare. The business has been in operation since August 19, 2019. Prior to Paula's All Occasion Gifts, LLC, Paula was part owner of Home Town Dollar Store. She has an extensive history in the retail business, and Paul helps with bookkeeping and maintenance while working full-time for the Department of the Interior. They offer a variety of inventory which includes seasonal gifts, essential needs, and food snacks.

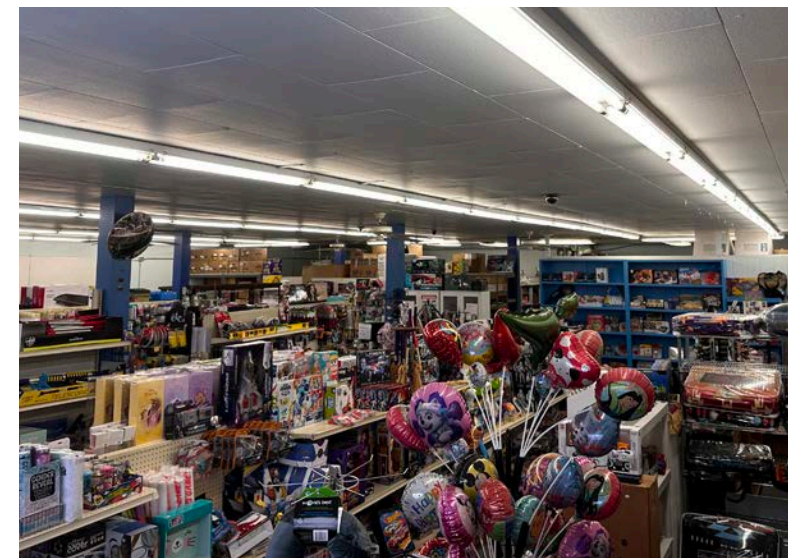
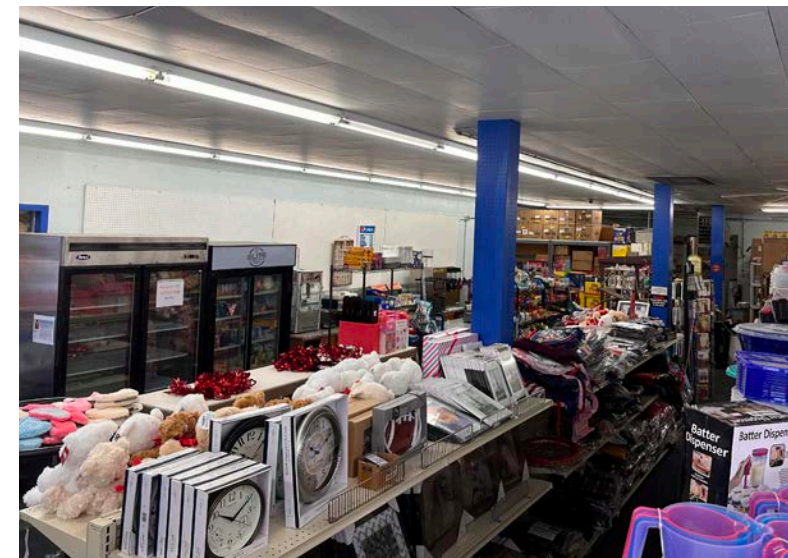
Paula's All Occasion Gifts, LLC, entered into a buy/sell agreement with Lisa Copiskey for the purchase of a commercial building located at 100 Central Ave W, Browning, MT 59417 on May 3, 2023. Situated on a main intersection, this is a prime location in Browning. The agreed purchase price was \$289,000, and the appraisal value for the property was \$316,000. The property is fee simple and on a permanent foundation. The total square footage is 4,000, and it includes a studio apartment in the back.

Paula's All Occasion Gifts, LLC, uses Gage Accounting out of Cut Bank, and according to their 2022 business tax return, they had roughly \$225,000 in

sales. Based on their cash flow projections, they will need roughly \$103,000 to break even and cover operating expenses plus liabilities. Their lowest year in sales, excluding 2019, was 2020 which totaled roughly \$142,000. This was primarily due to Covid-19 restrictions. They expect to generate more revenue based on the location alone. Their business cycle would see the most benefit during the tourist season, which currently represents their slowest period of sales. During the holidays and colder season, their sales actually increase because locals don't travel far to shop for holiday and essential needs. This location gives them the opportunity to generate sales from tourism in the area.

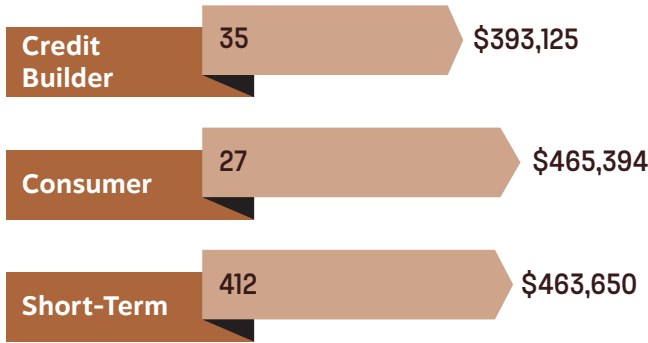
Paula, the managing member, has been a reliable customer of our services. Recently she attended our Indian Equity Fund Application Workshop held at the Blackfeet Manpower. Before that, she attended our Website Bootcamp, and was awarded the Indian Equity Fund grant in the past.

NACDC Financial Services, Inc., has been instrumental in providing services for Paula's All Occasion Gifts, LLC's, growth. In mid-September, we provided financing for their purchase of a new commercial building from Lisa Copiskey. The loan amount was \$305,000 at 4.5% interest with 240 monthly payments. We hope for an ongoing relationship and to be a continued part of their growth.



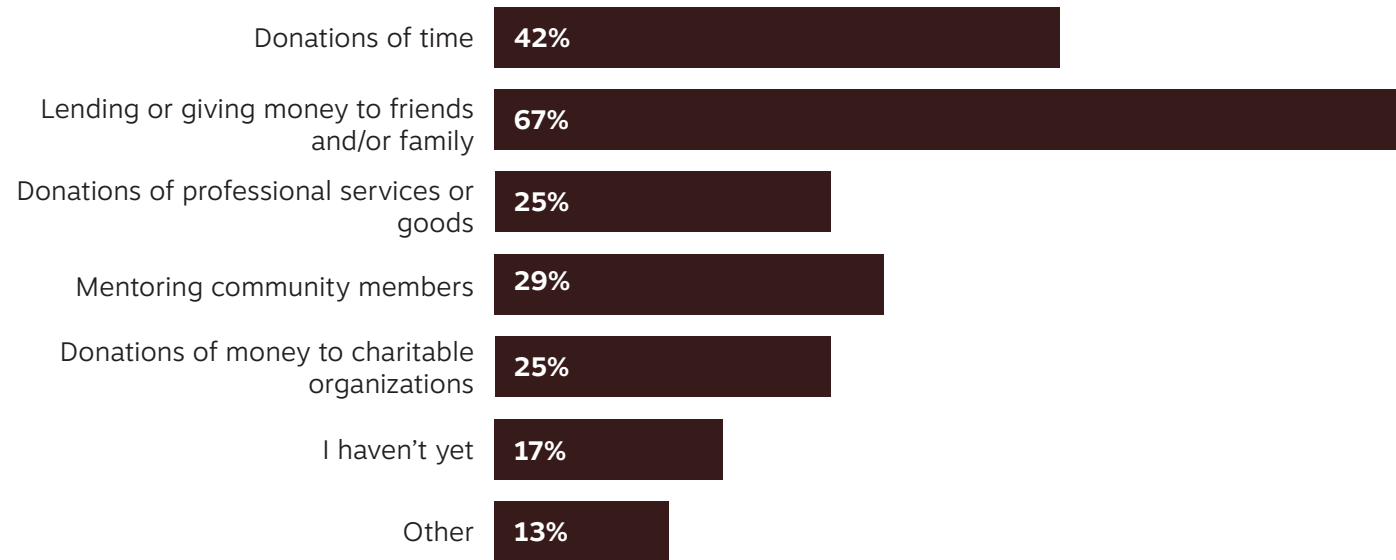
Consumer & Small Dollar

LOANS CLOSED BY TYPE



I am securing my financial future.	
4%	Strongly disagree
13%	Disagree
9%	Neither disagree nor agree
43%	Agree
30%	Strongly agree

Ways People Gave Back to Their Community in the Past Year



FINANCIAL WELL-BEING

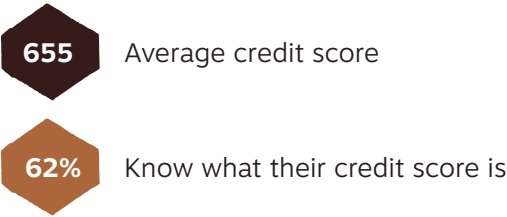
77% of households have a budget, spending plan, or financial plan.

70% are very confident in their ability to achieve a financial goal set today.

96% are very or somewhat confident in their ability to obtain money for unexpected expenses.

Spending Over the Last Year	
50%	Spending less than income
33%	Spending about equal to income
0%	Spending more than income
17%	Don't know

PERSONAL WELL-BEING



How People Describe Their Credit Score	
9%	Bad
43%	Okay
43%	Good
4%	Excellent

I share financial knowledge with family and other community members.	
25%	Disagree
8%	Neither disagree nor agree
29%	Agree
38%	Strongly agree

I have the necessary knowledge to set realistic financial goals for my family.	
8%	Neither disagree nor agree
33%	Agree
58%	Strongly agree

I regularly participate in community events.	
8%	Disagree
42%	Neither disagree nor agree
33%	Agree
17%	Strongly agree



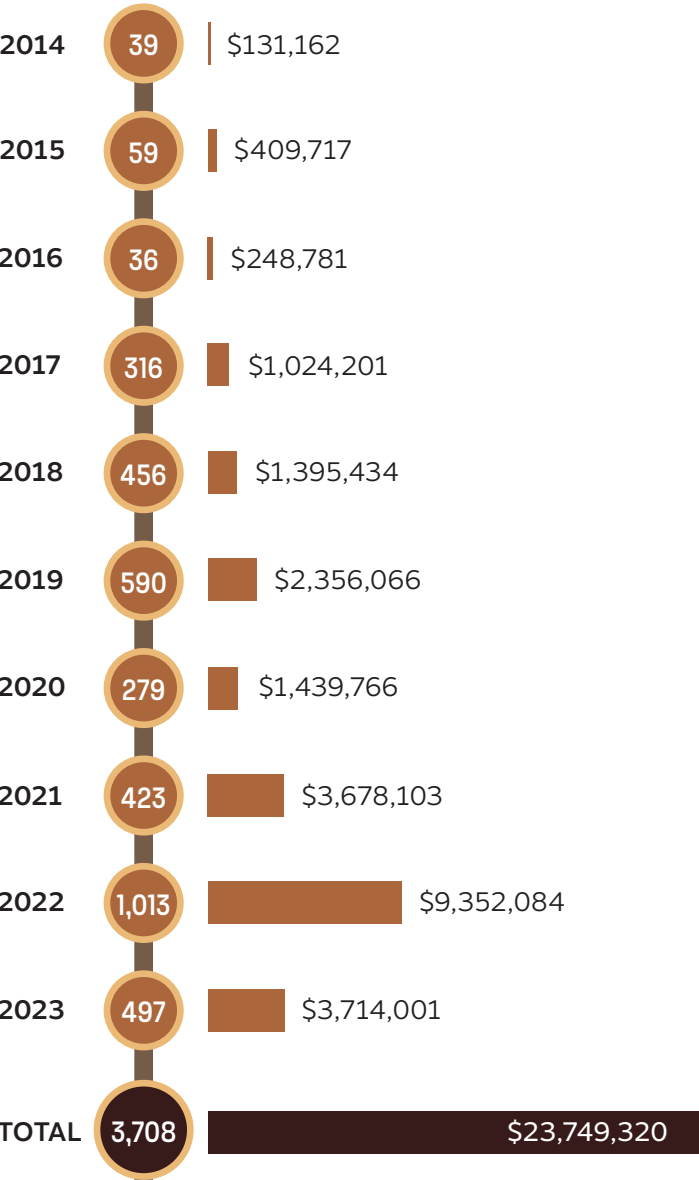


Mini-Bank

2023-2024 SCHOOL YEAR

- 308 students had accounts with a school-year ending balance of \$127,995 (over \$10,000 increase/net savings from beginning of the school year)
- 43 new accounts during the school year
- Average of 25 transactions per week during school banking hours

Longitudinal Impact



Unaudited Financials

Assets	2018	2019	2020	2021	2022	2023
Cash and Cash Equivalents	\$1,789,393	\$746,317	\$2,832,306	\$3,270,702	\$989,061	\$2,457,767
Grants Receivable	\$0	\$800,000	\$350,000	\$1,625,909	\$255,000	\$1,170,114
Interest Receivable	\$25,106	\$47,039	\$62,098	\$107,396	\$188,950	\$181,362
Net Loans Receivable	\$1,418,801	\$2,611,319	\$2,747,514	\$35,000	\$37,203	\$10,306,094
Other Current Assets	\$36,148	\$0	\$2,748,364	\$147,073	\$2,473	\$850
Total Assets	\$3,269,448	\$4,546,465	\$6,337,394	\$5,043,683	\$1,472,687	\$14,766,318

Fixed Assets						
Buildings	\$161,280	\$303,355	\$300.355	\$290,218	\$653,984	\$604,164
Company Auto and Equipment	\$1,760	\$1,760	\$6,851	\$15,696	\$22,687	\$5,088
Total Fixed Assets	\$163,040	\$305,115	\$307,206	\$305,914	\$676,581	\$609,252

Liabilities and Net Assets						
Current Liabilities	\$8,493	\$15,452	\$16,483	\$15,139	\$43,652	\$83,794
Long-Term Liabilities	\$1,811,000	\$2,028,297	\$2,283,150	\$2,905,952	\$5,121,529	\$6,695,190
Net Assets	\$1,612,995	\$2,502,716	\$4,037,761	\$8,281,504	\$5,897,554	\$5,678,407
Total Liabilities and Equity	\$3,432,488	\$4,546,465	\$6,337,394	\$10,165,441	\$11,019,083	\$14,766,318



Top left: Jennifer White
Bottom left: Valentina Lapier
Above: Melisa Trombley



PARTNERS

- Akiptan

Black Hills Community Loan Fund

Blackfeet Housing Authority

Blackfeet Tribal Employment Rights Office (TERO)

Blackfeet Tribal Planning

Bluestem Consulting, Inc.

Clearwater Credit Union

Deutsche Bank

First People’s Fund

First Interstate Bank

First State Bank

Four Bands Community Fund

Great Western Living & Design Exhibition

Indigenous Impact Co.

Intermountain Health

MoFi Missoula

Montana Community Foundation

Montana Department of Commerce

Montana Department of Transportation

Montana Healthcare Foundation

Montana Native Growth Fund

Montana Native Homeownership Coalition

Montana Nonprofit Association

Mountain Plains Community Development Corporation
- Nakoda-Aaniiih Credit Agency

Native American Bank

Native American Development Corporation

Native CDFI Network

NeighborWorks Montana

Northwest Native Lending Network

Opportunity Finance Network

Oweesta Corporation

Peoples Partners for Community Development

Pikani Lodge Health Institute

Plenty Doors Community Development

Seven Sisters Community Development Group, LLC

Signature Montana Magazine

Southwestern Montana Financial Center

Stone Child Community College


Sweet Grass Consulting, LLC

Tiwa Lending Services

University Extension Offices

USDA Farm Service Agency

Wells Fargo

Wind River Development Fund
- Special thanks to:
- 

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CONSULTING

Funders

- Better Way Foundation
- Catholic Campaign for Human Development
- Charlotte Martin Foundation
- Credit Builder Alliance
- Deutsche Bank
- Economic Development Administration
- FAHE
- First Interstate Bank
- First Peoples Fund
- Gianforte Foundation
- Kendeda Fund
- MoFi
- Montana Department of Commerce Indian Equity Fund
- Montana Healthcare Foundation
- Montana Neighborworks
- Mountain Plains Regional CDFI Coalition
- National Center for Appropriate Technology
- Native American Ag Fund
- Native CDFI Network
- Northwest Area Foundation
- O.P. & Edwards Foundation
- Opportunity Finance Network
- Oweesta Corporation
- Potlach Fund
- Tamalpais Trust
- The Riverside Church
- US Department of Treasury CDFI Fund
- USDA Rural Development





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Above: Sammy Jo Bird