

Building Relationships with National Cooperative Bank

April 16, 2015

NATIVE CDFI NETWORK

Welcome to Our Webinar

- Keep Background Noise to a Minimum
 - Mute and Unmute Functions
 - Please Do Not Put Your Phone on Hold
- Interacting With Presenters
 - Raise Hand
 - Chat Function
- Feedback
 - Yes or No
 - Too Fast or Too Slow
 - Laughter and Applause

NATIVE CDFI NETWORK

Meeting Overview

- Network Business Items
- Feature Presentation
 - National Cooperative Bank
- Q & A
- Information Exchange
- Wrap Up

NATIVE CDFI NETWORK

We're Hiring

- Executive Director
- Visit www.nativecdfi.net
- Deadline May 8, 2015




NCN Webinar April 16, 2015


2015 Membership

- Get your applications in!
- Download applications at <http://nativecdfi.net/membership/application/>



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Partner in Innovation with America's Cooperatives

The NCB Story

- NCB delivers banking and financial services to cooperative organizations complemented by a special focus on cooperative expansion and economic development
- Organized under the National Consumer Cooperative Bank Act in 1978; privatized in 1981 as a cooperative financial services company
- In 1988, expanded to a full-service, deposit-taking financial institution with the purchase of the federally chartered savings bank, NCB, FSB
- In 2014 converted NCB, FSB to a commercial charter- National Cooperative Bank, N.A. to expand our commercial lending products nationwide.
- Today owned by over 2,900 customers, participating in the success of NCB
- Total assets of \$1.9 billion; when combined with assets managed for investors, total assets under management over \$7.5 billion



Core Areas of Focus



- Native Alaskan/ Native American Organizations
- Community-owned housing such as co-ops and community associations
- Community-driven healthcare solutions
- Retailer-owned grocers and consumer-owned food cooperatives
- Small business cooperatives
- Consumer-owned credit unions and credit union service organizations
- Community-focused enterprises

Alaska Native and Tribal Organizations

- NCB provides full service banking to Alaska Native and Native American Businesses
- Since 1984, NCB has provided over \$550 million to Alaska and Native American Enterprises
- NCB pioneered the use of Bureau of Indian Affairs funding (BIA) for Alaska Native Enterprises





Alaska Native and Tribal Organizations



Kodiak Microwave Systems, LLC
Kodiak Island, AK
\$3,600,000 Term Loan

NCB provided funds to refinance existing debt on the KMS 1 project, a microwave telecommunications system on Kodiak Island. The system will decrease the cost of internet access given the community's current reliance on satellite technology. Kodiak Microwave Systems, LLC is a wholly owned subsidiary of Old Harbor Native Corporation.



Data Trust, LLC
Milwaukee, WI
\$17,000,000 Construction / Term Loan

The Potawatomi Business Development Corporation (PBDC)—the economic diversification arm of the Forest County Potawatomi tribe built a 46,000 square-foot multi-tenant wholesale data center in 2013 with a loan from NCB that carried a 90% BIA guarantee.



Business Cooperatives



Glennallen Hardware & Lumber, LLC
Glennallen, AK
\$540,000 SBA Loan

In Glennallen, AK with a population of 438, Ernest and Rhonda Christian's dream of owning a business became a reality with a NCB loan to purchase the land, building and business assets from the current owner.

- NCB has provided more than \$1 billion to business co-ops including retailer-owned grocery co-ops, consumer-owned natural food co-ops and independent hardware retailers.
- Some examples of business co-ops financed by NCB include Shoprite (Wakefern Co-op), ACE & True Value Hardware and Dunkin Donuts.





Food Cooperatives

Since its inception, NCB has been an advocate and strong supporter for the development of food co-ops nationwide.



Onion River Co-op/ City Market
Burlington, Vermont
\$1,900,000 Term Loan



Co-op Market
Fairbanks, AK
\$25,000 Business Planning Loan



Financial Cooperatives and CDFIs

NAB NATIVE AMERICAN BANK, NA

 Northcountry Cooperative Development Fund
Investing in Cooperation

 THE FOUNDATION

 CITY FIRST BANK OF DC

 Federation
Credit Unions United to Serve the Unbanked

 iowa CREDIT UNIONS

 COOPERATIVE FUND of New England



Corporate and Social Responsibility




Before



After



- NCB strives to ensure that at least 35% of its portfolio is serving low to moderate income communities
- In 2014, NCB committed \$269 million in financing, to serve low to moderate income communities across the United States



Ho-Chunk

- NCB has worked with Ho-Chunk since 2004. Ho-Chunk is the economic development corporation owned by the Winnebago Tribe of Nebraska.
- The Tribe has long struggled with low incomes, high unemployment and a lack of affordable housing for the Native members on its reservation.
- The community had stagnated, and the resulting social problems led to an exodus from the reservation.



- Through Ho-Chuck Community Development Corporation, the tribe invested in the creation of the Ho-Chuck Village which includes 48,000 sf of indoor public and service space with an outdoor cultural space in the Village center, 110 housing units, senior living and a tribal college.
- NCB been involved in financing various aspects of the Village, including a working capital line to support its government contracting opportunities, as well as equipment and working capital loans for the Tribe's manufacturing company.



CDFI Strategy

- Historical: Capital Impact Partners – Strategic Ally
- Establish CDFIs Partnerships (based upon targeted markets & geographic locations)
 - Loans to CDFIs to help expand the use of the cooperative model for their borrowers
- Targeted Sectors: Healthy Foods, Housing, Health Care, Aging, Solar, Co-op, and NMTC
- Sustain strong relationship with CDFI Fund
- Memberships – NCN, OFN, CDFI Coalition & NMTCC
- Explore Impact Investing



Questions?

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Share your challenges and successes.

INFORMATION EXCHANGE

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Wrap Up

- Stay Connected
 - Join us on Facebook, <http://www.facebook.com/pages/Native-CDFI-Network/171505889536418>
 - Subscribe to the email list, <http://eepurl.com/bV771>
- Next Webinar – April 19, 2014
 - National Cooperative Bank

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