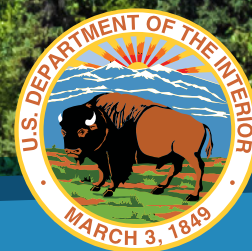




Assistant Secretary - Indian Affairs
Office of Indian Energy and
Economic Development (IEED)

DIVISION OF CAPITAL INVESTMENT:

HELPING GUARANTEE THE FUTURE OF INDIAN COUNTRY



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Who We Are...

The Division of Capital Investment (DCI) manages the Indian Loan Guarantee, Insurance and Interest Subsidy Program which helps borrowers secure business financing on commercially reasonable terms.

Over \$1 billion provided in loan guarantees and insurance for Indian Country

To help Indian tribes and individuals establish and expand Indian-owned businesses, and to encourage self-sufficiency, Congress passed the Indian Financing Act of 1974. The Act was established to reduce the disparity between business capital available to Indian and non-Indian businesses.

The program is open to federally recognized American Indian tribes, Alaska Native groups, individually enrolled members of such tribes or groups, and business organizations with no less than 51 percent ownership by American Indians or Alaska Natives.

ELIGIBILITY AND LENDING REQUIREMENTS

Most lending institutions, including Community Development Financial Institutions, may obtain a guarantee or insurance provided they are regularly engaged in making business loans and have the capacity to evaluate them.

Loans may be used for a variety of purposes including operating capital, equipment purchases, business acquisition and refinance, building construction and lines of credit.

Up to 90% loan guarantee or loan insurance

The maximum loan amount guaranteed for individuals is \$500,000; however, the Program can guarantee loans of greater amounts for Tribes, tribal enterprises, or business entities, subject to program and policy limitations.

Application Process

Borrowers may apply for a loan through any lender that regularly engages in making loans. A lending institution should only apply for a loan guarantee or obtain loan insurance when it would not otherwise approve the borrower's loan application.

To apply for a loan guarantee, the approved lending institution must submit a request on Indian Affairs Form RG110 to the DCI Zone where the business is to be located, along with standard documentation which the lending institution will require. This will likely include a complete loan application, an independent credit analysis of the borrower's business and collateral, and a recent, original credit report from a nationally recognized credit bureau.

The lender must make sure the business entity is

qualified. It must describe the borrower's 20% equity in the business being financed and estimate loan-related closing costs. If the loan will be used for refinance, construction, renovation, or demolition work, there are additional requirements. This can all be done using the lender's own forms, along with a commitment letter from the lender to the borrower which states the loan amount, purpose of the loan, interest rate, schedule of payments, security, and the terms and conditions of the loan.

Loan insurance (primarily for loans of \$250,000 or less) is even easier to secure. If an approved lender believes loan insurance is justified to offer the best lending terms, it can simply make the insured loan and tell DCI afterward.

Success Stories:



THE HOTEL SANTA FE is a historic, longstanding example of a successful business that was assisted by the Indian Loan Guarantee Program. In 1991 the Picuris Pueblo used an Indian Affairs loan guarantee to build the Hotel Santa Fe. It is the only Native American owned hotel in downtown Santa Fe, New Mexico.

The Hotel Santa Fe takes pride in offering a relaxed yet deeply reverent immersion into the art, architecture, music and language of the Pueblo people. It continues to celebrate and share the very best of Pueblo culture with visitors seeking experiences not found in guidebooks.

The Hotel Santa Fe is a large employer in downtown Santa Fe and continues to expand to meet the needs of its customers.



HYDROHOIST®, helmed by CEO and Cherokee member Mick Webber, used an Indian Affairs loan guarantee to continue its 54 year history of manufacturing, selling, and servicing boatlifts, power pedestals, and other marine-related products.

HydroHoist® is the proud originator of the hydro-pneumatic method of lifting boats. Henry Rutter, the founder of HydroHoist®, patented the hydro-pneumatic system in 1964. It became the original boat lift manufactured and marketed by HydroHoist®.

HydroHoist® plans to continue providing employment and supporting families in Northeast Oklahoma and improving the recreational boating experience for its customers.



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IMAGE: THE HOTEL SANTA FE, A SUCCESSFUL
BUSINESS THAT BENEFITED FROM THE
INDIAN LOAN GUARANTEE PROGRAM

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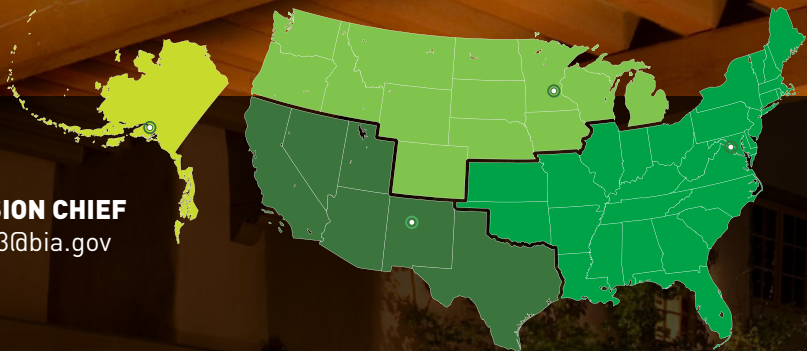
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