



Assistant Secretary - Indian Affairs
Office of Indian Energy and Economic Development (IEED)
DIVISION OF CAPITAL INVESTMENT

LOAN GUARANTEE PROGRAM
SUCCESS STORY

Indian Pueblo Cultural Center (IPCC)

Albuquerque, NM

Project Description: Annual revenue started out less than \$1 million and has now grown to over \$30 million. The Indian Pueblo Marketing, Inc. (IPMI) and Indian Pueblo Cultural Center (IPCC) have continued to increase opportunities for Native people. Today they employ close to 200 people, 44% are Native American. The Board of Directors is comprised of four tribal members and one Albuquerque business person. Top management positions for both corporations are also tribal members.

Retail development of the property continues to grow with entities such as Starbucks, restaurants, and a self-storage business. IPCC and IPMI growth and success has been realized through

effective leadership, proper planning and the responsible utilization of programs such as the Loan Guarantee program. It's safe to say that obtaining financing for any of the IPMI or IPCC projects would not have been possible without the additional security of a loan guarantee provided by DCI.



TYPE OF SERVICE: LOAN GUARANTEE
DATE OF GUARANTEE: 1987- PRESENT (MULTIPLE LOANS)
BORROWER: INDIAN PUEBLO MARKETING, INC.
PROJECT: INDIAN PUEBLO CULTURAL CENTER
FINANCING AMOUNT: \$15M OVER SEVERAL LOANS

