



# Tribal Renewable Energy Business Development and Financing

*Presented by:*

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- Affiliate of First Nations Development Institute
- Launched in 1986 as the Oweesta Program & Fund

## *Mission*

Our mission is to provide opportunities for Native people to develop assets and create wealth by assisting in the establishment of strong, permanent institutions and programs, contributing to economic independence and strengthening sovereignty for all Native communities.



# Who Is Oweesta?

- **Native**
- **CDFI**
- **National**
- **Intermediary**
- **Mohawk word for money or item of exchange**
- **Training, Capacity Building, Consulting**
- **Capitalization**
- **Research, Policy & Advocacy**



# What is a CDFI?

- Community
- Development
- Financial
- Institution



# Community Development

- **Community**
  - Community Development in mission
  - Low Income Targeted Populations / Areas
- **Development**
  - Training
  - One-on-one TA
  - Loan application assistance
  - Individuals' asset building



# Financial Institution

- **Financial**

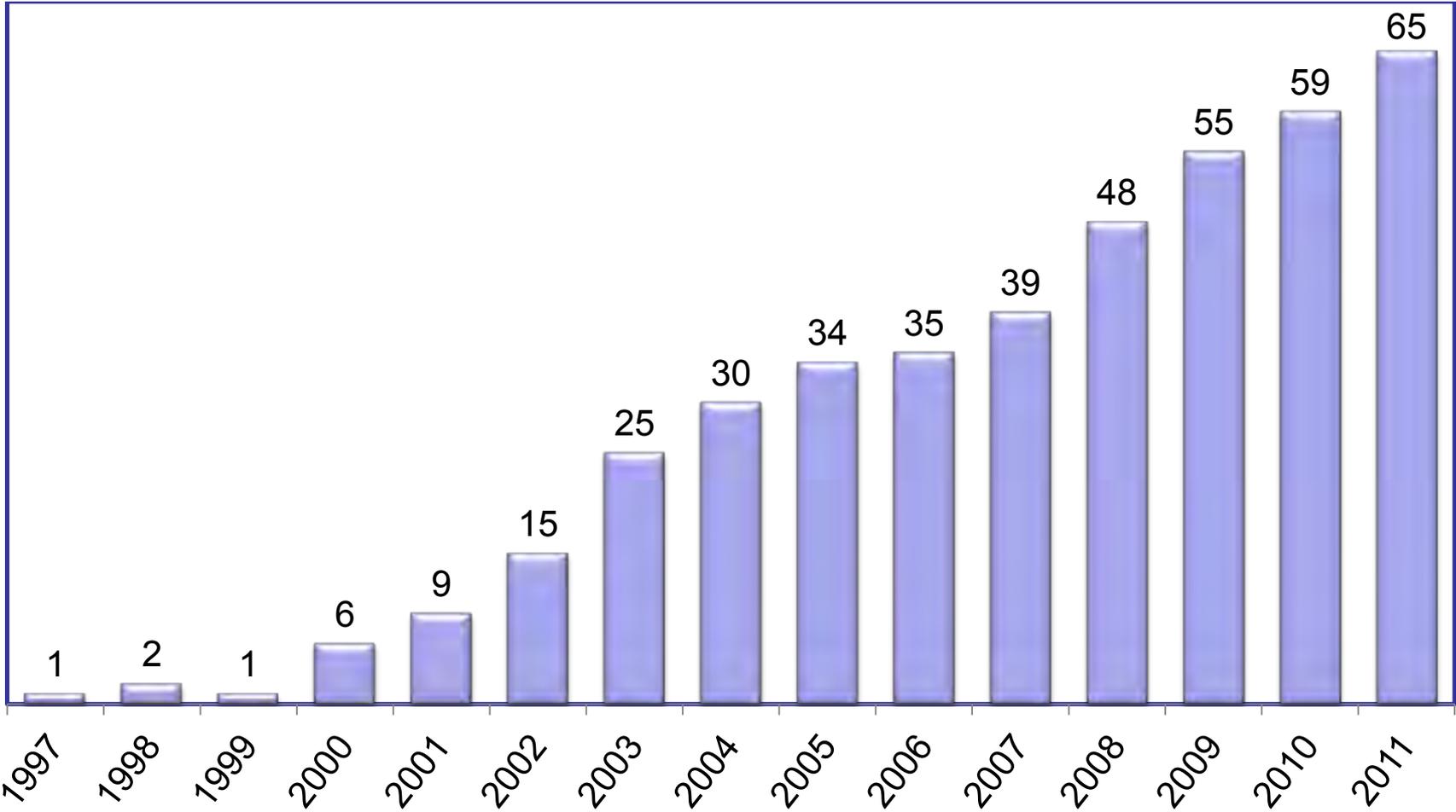
- Housing lending
- Business lending
- Community facilities
- Consumer lending

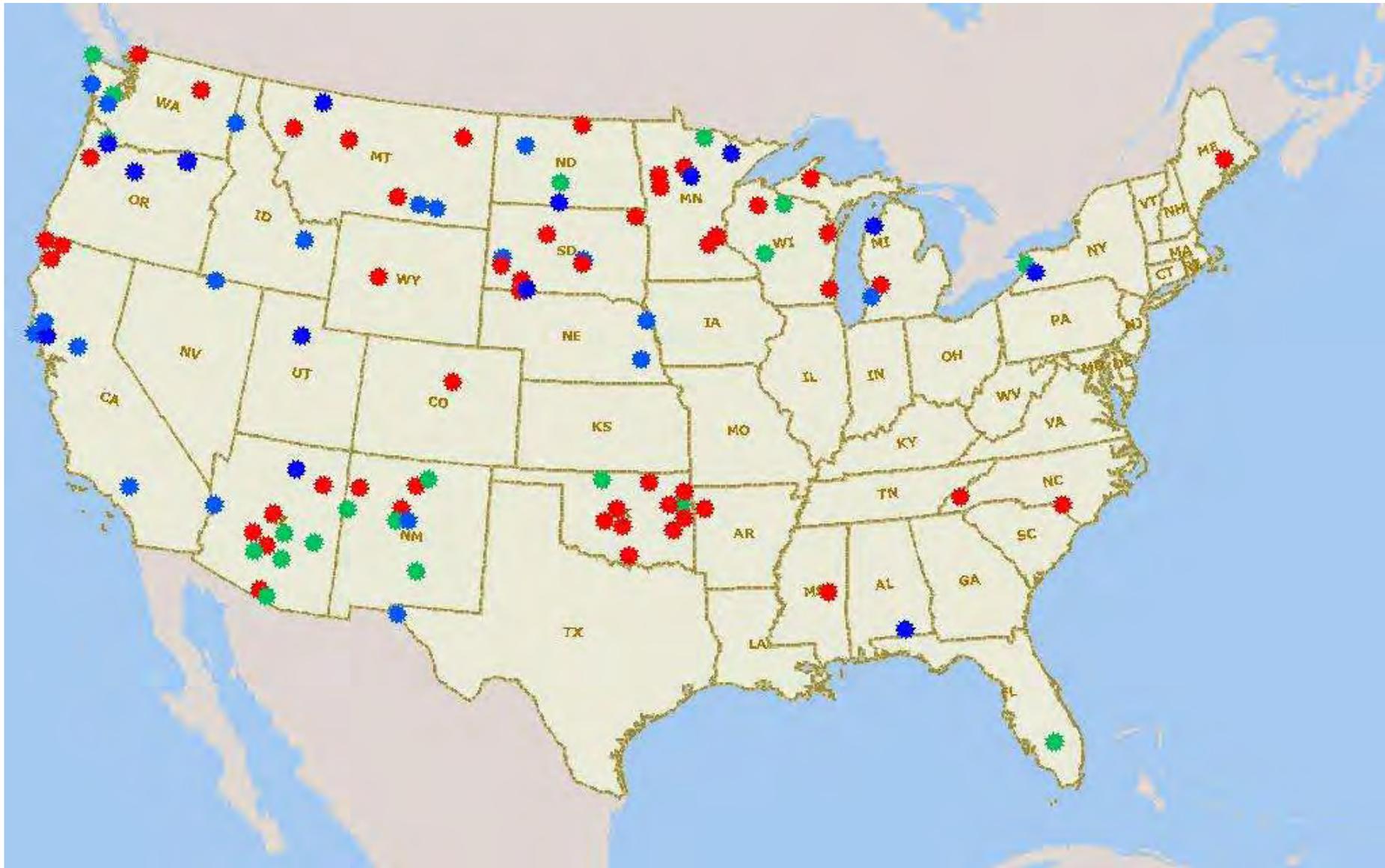
- **Institution**

- Lasting, dependable source of finance



# Native CDFI Industry





# CDFI of the Tohono O'odham Nation

- Provided access to millions of dollars in lending capital to the TO Nation
- Assisted 13 small businesses and community development projects with small business loans
- Eliminated 400+ loans to predatory lenders through the employee loan program
- Developed a new home improvement loan fund to improve living conditions in the community
- Provided financial literacy training to hundreds of individuals



*Click on picture for video*



# Examples of Businesses Funded by CDFIs



- Buffalo Ranches
- Electrical Services
- Hair Salon
- Tire Repair Shops
- Cattle Ranch
- Horse Ranching
- Convenience Store
- Reservation Tours
- Trading Post

- Tipi Retail
- Farming
- Bookkeeping/H&R Block
- Computer Retail
- Desktop Publishing
- Fast Food Café
- Food Concession Vendor
- Honey Bee Services
- Bakery
- Automotive Shop
- Clothing Consignment
- Misc. Fix & Repair shop
- Coffee Kiosks
- Video Stores
- Arts & Crafts
- Bead Shops
- Clothing Design



- Trucking
- Construction
- Mail Order Gifts
- Plumbing & Heating
- Bed & Breakfast
- Grocery Stores
- Towing Services
- Trailer House Park
- Welding Services
- Carpentry
- Childcare Center
- Embroidery/Quilting



# Where Do CDFIs Get Their Money?

- Federal Government
  - US Dept of Treasury CDFI FUND - loans and grants for capital, grants for TA
  - USDA Rural Development - loans and grants for capital, grants for TA (RBOG, RBEG, IRP)
  - SBA Microenterprise Program – loans for capital, grants for TA
  - HUD Rural Housing and Economic Development – grants for capital and operating
  - US Dept of Commerce Economic Development Administration – grants for capital and operating
  - US Dept of Health and Human Services Administration for Native Americans – grants for capital and operating



# Where Do CDFIs Get Their money?

- Tribes
  - Economic development set asides; Gaming
- Foundations (loans and grants)
  - Local and regional
- Banks (loans and grants)
- Other CDFIs
  - Oweesta; Opportunity Finance Network
- Companies
  - Utility; Energy; Large companies serving your target market
- Private investors



# Oweesta Loan Products

-  **Capital Loan** – up to \$700,000 in loan capital for a variety of business, housing and real estate needs. This loan requires interest only payments, currently 2.5%-5%, for 3-5 years with easy renewal options.
-  **First-in** – a small initial investment, up to \$75,000 in loan capital for a start-up or emerging loan fund or other financing entity. This loan requires interest only payments, currently 4%-8%, for 2 years with easy renewal options.
-  And more to come.....



# Thank You!

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