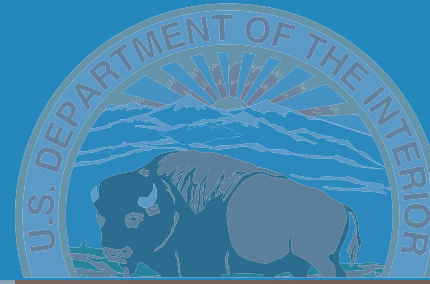




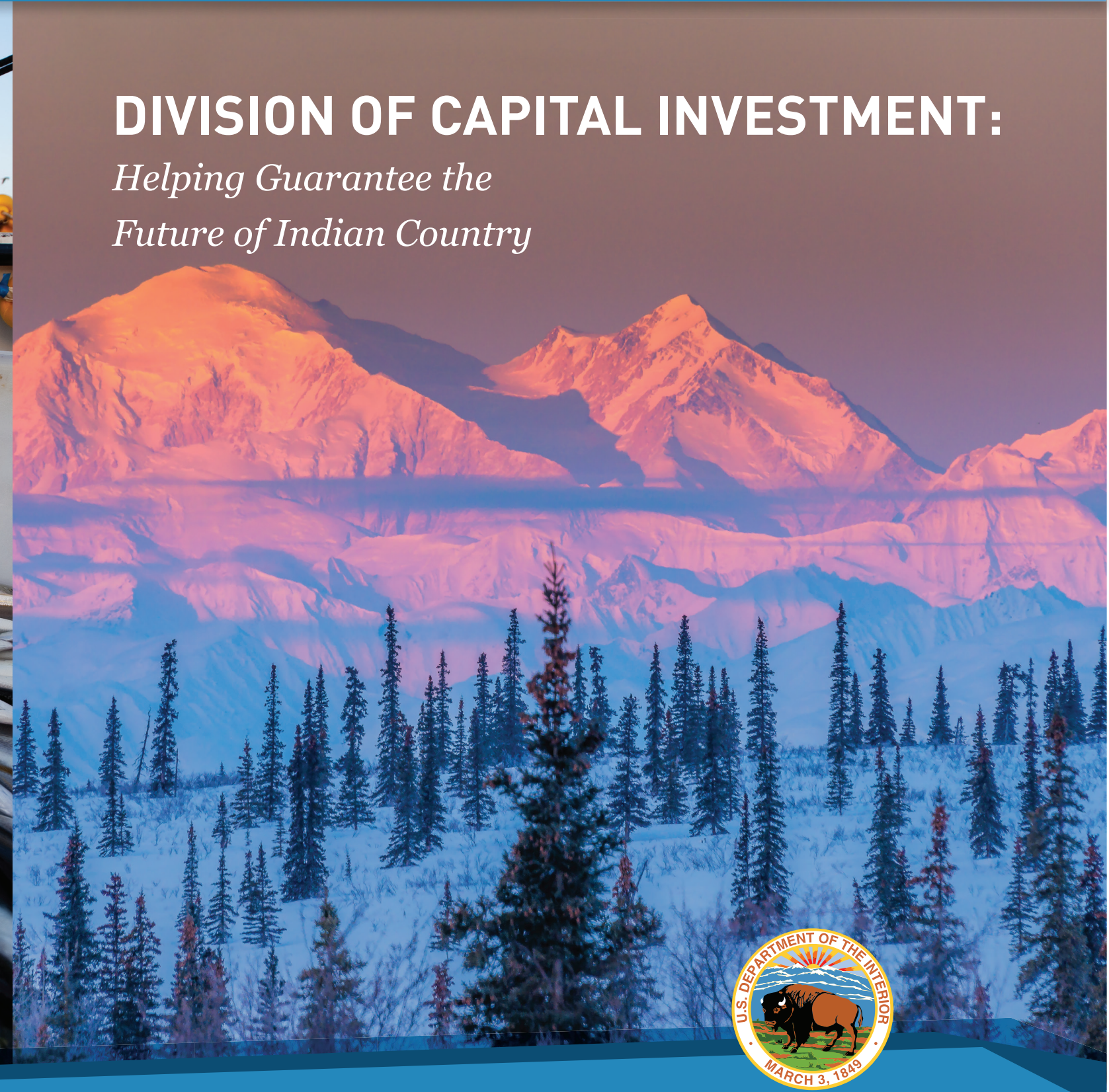
Assistant Secretary - Indian Affairs
Office of Indian Energy and
Economic Development (IEED)
Division of Capital Investment



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

DIVISION OF CAPITAL INVESTMENT:

*Helping Guarantee the
Future of Indian Country*



DAVID JOHNSON, ACTING DIVISION CHIEF

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Credit Offices

ALASKA ZONE

Jennifer Cesar, Zone Manager
3601 C Street, Suite 1360,
Anchorage, AK 99503
907-271-4021 • Jennifer.Cesar@bia.gov

EASTERN ZONE

Stephanie West, Zone Manager, Acting
12220 Sunrise Valley Dr. 6049-G
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703-390-6618 • stephanie.West@bia.gov

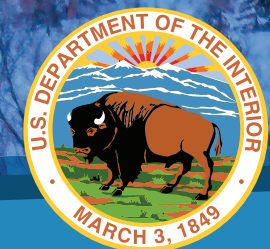
NORTHWEST ZONE

Denver West Parkway, Ste. 200
Lakewood, CO 80401
720-407-0610

SOUTHWEST ZONE

Alsace Laframboise, Zone Manager
1011 Indian School Road NW, Suite 131
Albuquerque, NM 87104
505-563-5466 • Alsace.Laframboise@bia.gov

TO FIND OUT MORE SCAN HERE:
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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.



SUCCESS STORY:

ICY STRAIT POINT, an entity of the Huna Totem Corporation (HTC), is a privately owned cruise ship destination, located 35 miles west of Juneau in Hoonah, Alaska, catering to cruise ship guests. The Indian Loan Guarantee, Insurance and Interest Subsidy Program guaranteed two loans that were used to construct a deep water dock, a restaurant/retail building, and improve access to utilities, and serve other vessels when not being used by cruise ships. The photos are used with ISP's permission.

SUCCESS STORY:

THREE WOLVES CHARTERS, LLC operates the touring company Icy Strait Whale Adventures. Their goal is to share the beauty and majesty of Haa Aaní, the homelands of the Tlingit people of Southeast Alaska. Sightseeing enthusiasts gain premier access to some of the best whale watching in the world while onboard Icy Strait Whale Adventures vessels. *Three Wolves* and *Three Kittiwakes* are both highly maneuverable 40 foot vessels that hold 26 passengers each. The touring business was inspired by the late Albert Dick. "We have been dedicated to carrying on my father's legacy," said Albert's son, Russell Dick. "We do that by sharing the love for the community of Hoonah and the rich culture and heritage of our Tlingit brothers and sisters." Russell is a co-owner along with his mother Jackie and both are direct descendants of the Kaagwaantaan (Eagle/Wolf clan) Tlingit.

"Believe it or not, the highlight of our success is not financial," said Russell. "The creation of jobs and building up employee capacity and skillsets has been wonderful. We've been able to watch deckhands grow to become experienced and certified 100-ton vessel captains."

"The DCI Alaska Zone Manager, Jennifer Cesar, assisted with our guaranteed loan. She was an incredible resource for our business," Russell said. "We cannot thank her enough for her service and ensuring we have all the support and resources necessary to navigate the program."

Three Wolves Charters incidentally benefited from another guaranteed loan that Huna Totem Corporation used to construct a new cruise ship pier at Icy Strait Point. The dock allows for more cruise passengers to spend more time off the ship and seek touring activities. Since construction of the pier, Icy Strait Whale Adventures' business has increased substantially with access to more passengers.

Mother & son co-owners
Russell & Jackie Dick.



The *Three Wolves* vessel.



Application Process

Borrowers must 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.

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