

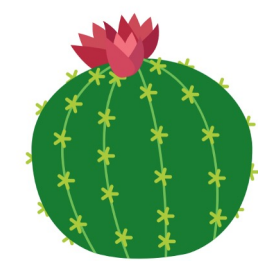
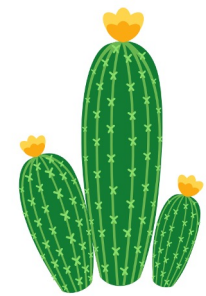
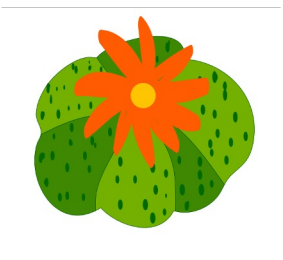


Desert Blooms: Nourishing Future Abundance Through Investment



First Peoples Worldwide
UNIVERSITY OF COLORADO BOULDER

Indigenizing Catalytic Capital How to get to Catalytic Capital + Melanie Matteliano & Jen Astone, Ph.D.



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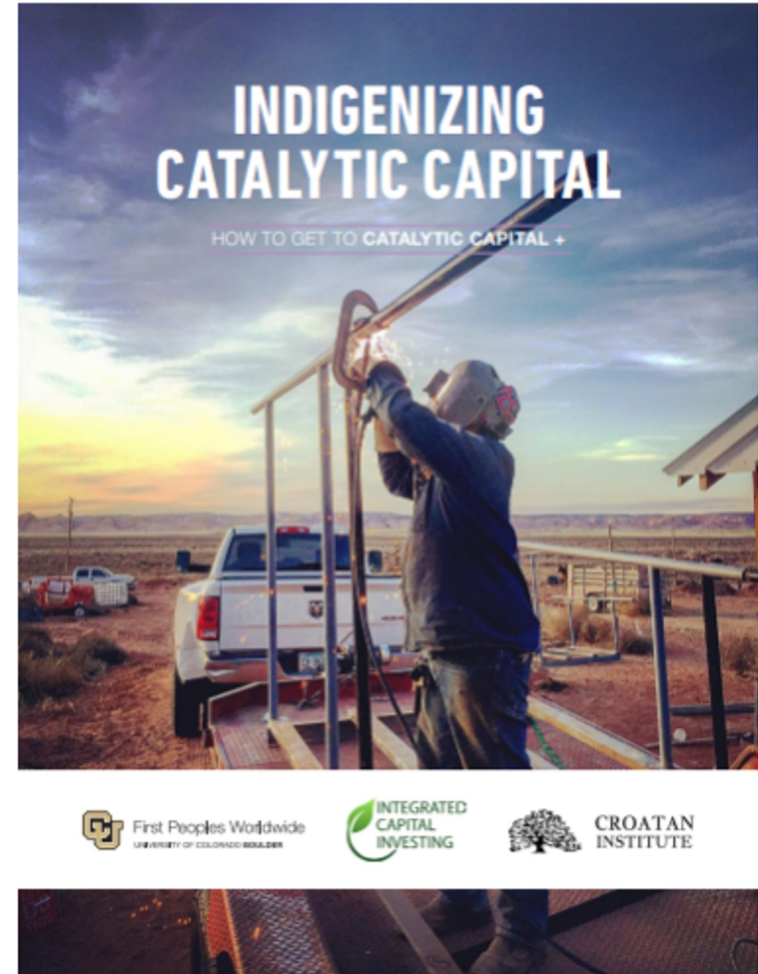
Agenda

1. Overview of the report & findings

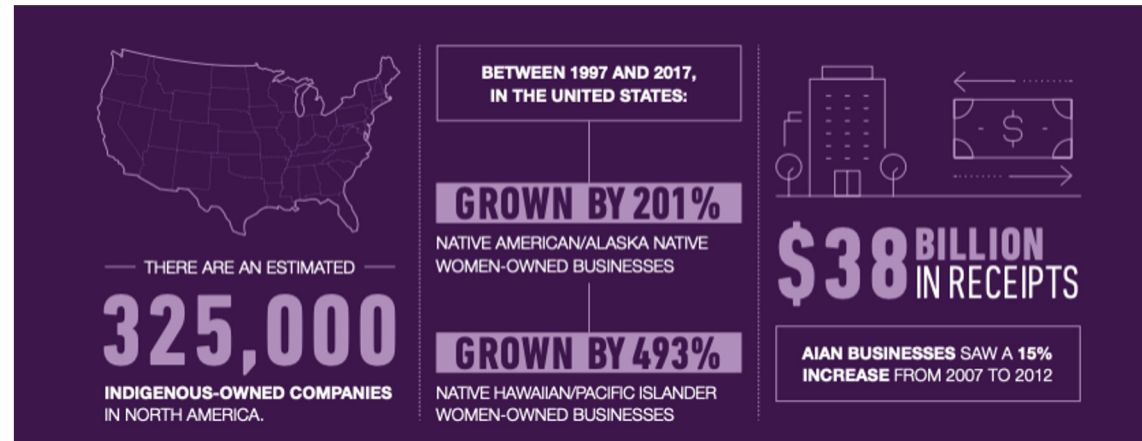
- Context setting
- Catalytic Capital +
- 11 Insights on the Capital Landscape
- 5 Recommendations
- Appendices- Useful Resources

2. Cheat Sheet for CDFIs

3. Workshop



The Ascendant Indigenous Economy



- Native Peoples have built economic power
- Native entrepreneurs are thriving & Native businesses are growing
- Still, Native economic invisibility persists, creating capital gaps
- Catalytic capital bridges the gaps & makes Native economic power visible

Research Focus & Methods

Research focused on the role of catalytic capital in forwarding self determination

Asked: *"What is actually catalytic for Native entrepreneurs and Native communities?"*

Methods:

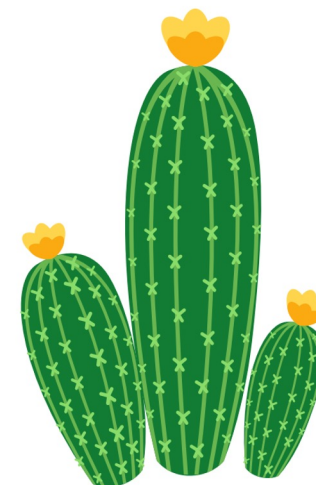
- Desk research to compile quantitative data on investments
- Interviewed 22 practitioners
- Participated in relevant convenings



Catalytic Investments

Catalytic investments in Indian Country share several characteristics:

1. Operate at the pace of relationship
2. Shift power through Native leadership
3. Enable long-term success through flexibility and renegotiation
4. Deploy "Catalytic Capital +"



"Catalytic Capital +"

+1

Grants, specifically grant capital coupled with investment capital as part of an integrated capital stack

+2

Clear commitments to long-term consistent capital delivery

+3

Technical assistance

+4

Right relationship, including connections to capital providers' social and professional networks



Case Studies



NATIVE WOMEN LEAD

A Native women-led intermediary that specializes in relationship-based lending for Native women entrepreneurs



WOLAKOTA BUFFALO RANGE

The world's largest Indigenous-managed buffalo herd



NAVAJO POWER

A renewable energy community benefit corporation



Insights on the Capital Landscape: Challenges and Opportunities

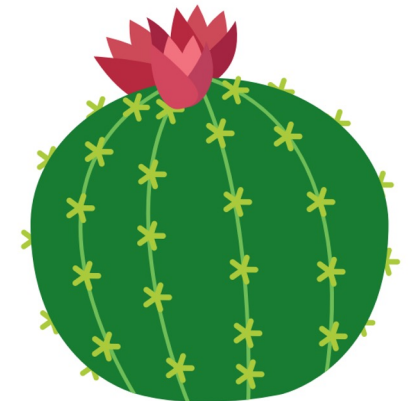
1. <u>Start-up Capital is a Runway to Success</u>	<u>28</u>
2. <u>“Native Nations 101” Drains Energy</u>	<u>31</u>
<i>Case Study: Native Women Lead—Relationship-Based Lending by Native Women, for Native Women</i>	<u>34</u>
3. <u>Data Justice is Vital</u>	<u>39</u>
4. <u>Creative Finance is Unfamiliar</u>	<u>41</u>
5. <u>Systemic Racism Leads to Financial Trauma</u>	<u>43</u>
6. <u>Assumptions Undermine Understanding</u>	<u>46</u>

7. <u>Building Relationships Makes a Difference</u>	<u>49</u>
<i>Case Study: Wolakota Buffalo Range—World’s Largest Indigenous-Managed Buffalo Herd of 1,000</i>	<u>52</u>
8. <u>The Success of Native Intermediaries</u>	<u>60</u>
9. <u>Traditional Capital Structures Restrict Capital Flow</u>	<u>66</u>
10. <u>Integrated Capital Catalyzes Success</u>	<u>69</u>
<i>Case Study: Navajo Power—A Renewable Energy Community Benefit Corporation</i>	<u>73</u>
11. <u>The Field Needs Infrastructure for Pooling Capital</u>	<u>80</u>



Insights on the Capital Landscape: **Challenges**

2. “Native Nations 101” Drains Energy
3. Data Justice is Vital
4. Creative Finance is Unfamiliar
5. Systemic Racism Leads to Financial Trauma
6. Assumptions Undermine Understanding
9. Traditional Capital Structures Restrict Capital Flow



Insights on the Capital Landscape: **Successes**

1. Start-up Capital is a Runway to Success
7. Building Relationships Makes a Difference
10. Integrated Capital Catalyzes Success
11. The Field Needs Infrastructure for Pooling Capital



Insights on the Capital Landscape: **Successes**

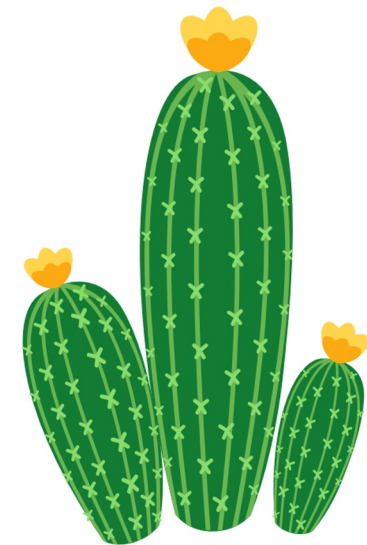
8. The Success of Native Intermediaries

- Expanding capital access
- Transforming the field towards sovereignty
- Providing Native expertise
- Intermediaries are conduits for relationship
- Investors can support intermediaries to grow the field

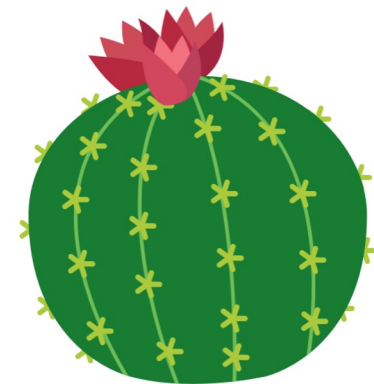


Recommendations

1. Enact Data Justice
2. Center Indigenous-led intermediaries
3. Increase investor literacy in "Native Nations 101"
4. Promote integrated capital strategies
5. Invest in right relationship



Recommendation #2:
Center Indigenous-led Intermediaries



Appendices: Resources for Entrepreneurs, Intermediaries, and Capital Providers

Appendix A: Glossary

Appendix B: Native Nations 101 Resources



Appendices: Resources for Entrepreneurs, Intermediaries, and Capital Providers

Enact Data Justice

Appendix C: Suggested Data Reporting Fields for Capital Providers

NAVAJO POWER	2700 WOODLANDS VILLAGE BLVD SUITE 300-380 FLAGSTAFF, AZ 86001	2021-09-30	750,000	FOUNDED IN 2018 AS A MAJORITY NATIVE-OWNED PUBLIC BENEFIT CORPORATION, NAVAJO POWER DEVELOPS UTILITY-SCALE CLEAN ENERGY PROJECTS. ITS PRIMARY FOCUS IN PROJECT DEVELOPMENT IS PRIORITIZING THE NEEDS OF THE TRIBAL COMMUNITIES WHERE IT WORKS, INCLUDING TAKING INTO ACCOUNT TRADITIONAL PRACTICES AND USES OF THE LAND WHEN SITING AND DESIGNING PROJECTS. NAVAJO POWER WORKS PROACTIVELY TO CREATE OPPORTUNITIES FOR TRIBAL MEMBERS TO PARTICIPATE IN THE PROJECT'S FINANCING, DEVELOPMENT, AND OPERATION, BENEFITING DIRECTLY FROM THE JOBS, REVENUE, AND ELECTRICITY THE PROJECTS CREATE.	750,000	NONE	08/13/2021, 11/21/2021, 3/8/2022, 4/11/2022, 5/20/2022
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Appendix D: Due Diligence Guide for Capital Providers and Native Capital Seekers



Cheat Sheet: Sections on Native CDFIs

- Native intermediaries & CDFIs need runway capital to build financial infrastructure and design innovative Indigenous-led solutions (p. 30)
- Vital importance & growing successes of Native intermediaries (pp. 60-65)
 - Expanding capital access (pp. 60-61)
 - Transforming the field towards sovereignty (pp. 61-62)
 - Providing Native expertise (p. 64)
 - Intermediaries are conduits for relationship (p. 65)
 - Investors can support intermediaries to grow the field (p. 65)



Cheat Sheet: Sections on Native CDFIs

- Recommendation 2- “Center Indigenous-led Intermediaries” (pp. 86-87)
 - Directly resource Native intermediaries
 - Seek Native intermediaries for thought-leadership & solutions
 - Form strategic partnerships to aggregate capital
- Appendix B: “Native Nations 101” (pp. 101-105)
 - Numerous resources highlighted in this section provide information on Native CDFIs & how investors can collaborate with them
- Appendix D: Principles for Native Capital Seekers (pp. 110-111)
 - Set of Principles & Info / Documents Requested



Suggested Uses of the Report

1. Use the report with prospective funders to
 - Convey the importance of Native CDFIs' work
 - Demonstrate value of integrated & creative capital to Native CDFIs
 - Show the value of providing runway capital for Native CDFIs
2. Share Native Nations 101 resources with funders
3. How do you think you can use this report?



Workshop

1. Identify 2 or 3 challenges that you face in raising investments, grants or resources for your institution.
2. What would a truly catalytic request for funding and resources look like for your institution?
3. Write down one action you could take to advance your access to capital that would be catalytic for your institution.



Workshop

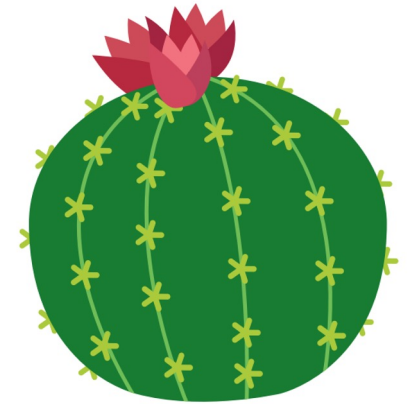
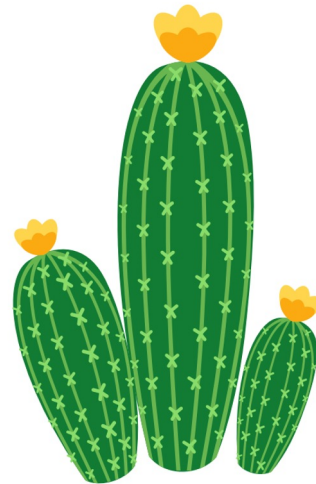
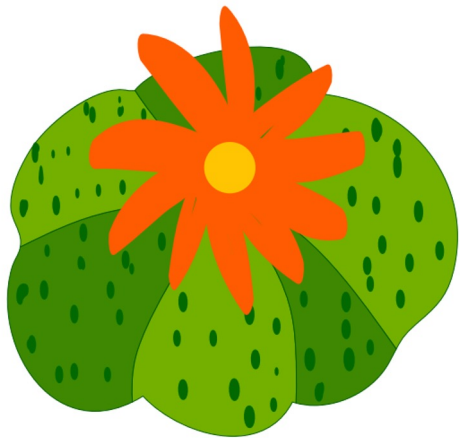
1. Join into groups of 5-7 people.
2. Identify 1 person to take notes and 1 person to share out your learnings.
3. You have 9 minutes for each question. We will ring a bell to signal the next question.
4. At the end, groups will report their learnings.



Thank you!

Melanie Matteliano - Melanie.Matteliano@colorado.edu

Jen Astone, Ph.D. – Jen@iciaptos.com



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9th Annual Native CDFI



Capital Access Convening