

# Invest Native

Capital Access Convening: Leveraging  
Philanthropy to Build Tribal Economies

Tuesday, June 11, 2024  
8:00 – 9:15 a.m.

Tim Rios  
SVP, Rural Strategy Leader & Invest Native Lead  
Wells Fargo



# History

## Our Business

- Wells Fargo has a legacy of serving Native American and Alaska Native communities for more than 65 years.
- Wells Fargo serves this community through 87 branches on or near tribal lands in 12 states.
- **Wells Fargo has banking relationships with 1 out of 3 federally recognized tribes in the U.S.** We have committed \$3.4 billion in credit and hold \$4.1 billion in deposits for tribal governments and tribally owned enterprises nationally.

## Philanthropy

- In 2018, Wells Fargo committed \$50 million of philanthropic support. The commitment has been fulfilled.
- In 2023, the company launched Invest Native, a \$20 million place-based philanthropic initiative in six states.



# Invest Native Overview

**Invest Native is a \$20 million philanthropic effort to support Native-led nonprofit organizations and the communities they serve in New Mexico, Arizona, Montana, Wyoming, North Dakota, and South Dakota.**



## Place

**People who are closest to problems solve problems**

- Leverages existing collaborations in key geographies
- Makes investments in regional efforts and bridges gap between local and national support



## Scale

**Increase capacity of organizations to serve more customers**

- Invests in technology, systems and processes so organizations can meet customer demand
- Prepares organizations to attract and receive government and foundation support



## Equity

**Supports Native American leaders**

- Organizations are Native-Led and most are led by women.
- Native-Led nonprofits receive .04% of U.S. philanthropic

# Invest Native Focus



## Housing Access & Affordability

- Predevelopment costs for housing projects
- Home loans/down payment assistance programs
- Native financial housing counseling



## Small Business Growth

- Microloan & access to capital programs
- Technical assistance to Native small business
- Business and accelerator programs



## Financial Health

- Development of financial education curriculum
- Pilot IDA program
- Credit counseling



## Sustainability and Climate Resilience

- Solar energy for Native homes
- Infrastructure to support climate resiliency in tribal lands

# Invest Native - Our Path



## 2022

- Inaugural support of South Dakota Native Homeownership Coalition, Mountain Plains Regional Native CDFI Coalition and Tribal Homeownership Coalition of the Southwest

## 2023

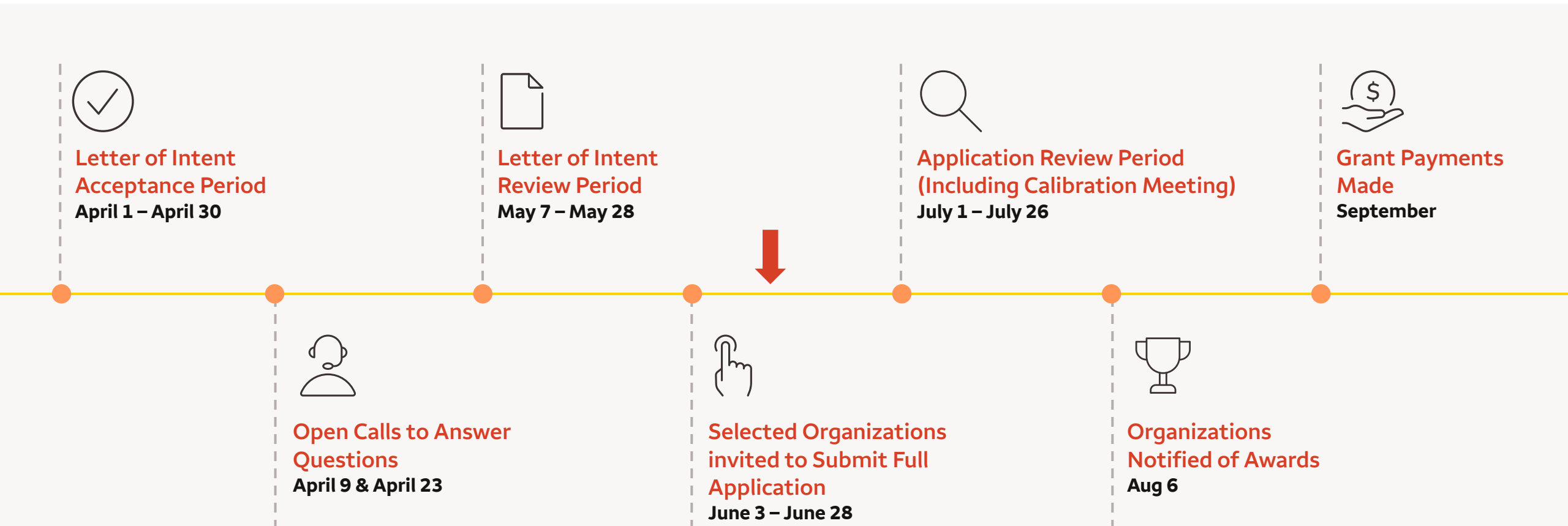
- Funded 37 organizations with ~\$10 million, including \$4.4 million in Coalition awards

## 2024

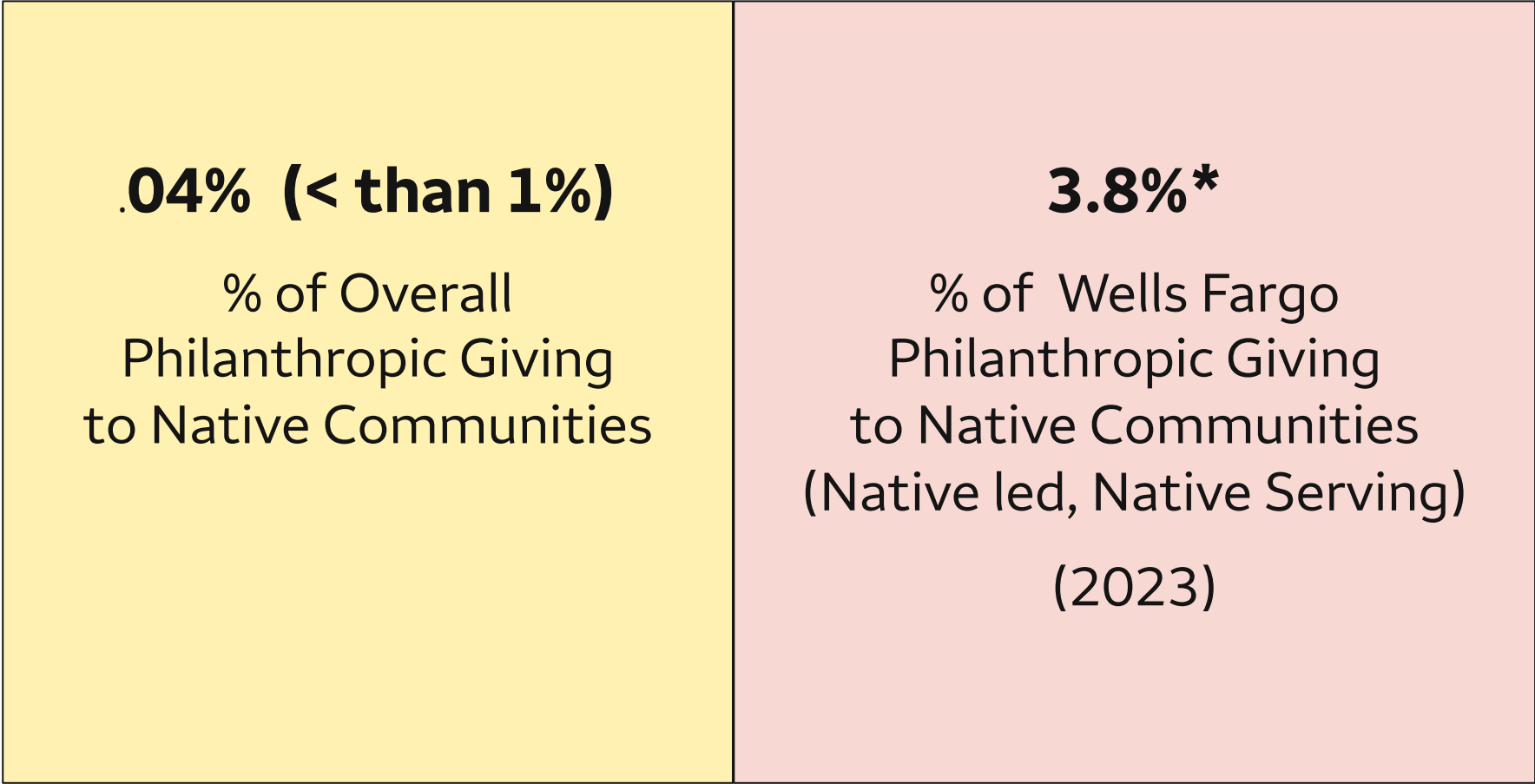
### Completion of Invest Native Initiative

- Disburse \$8.4m in funding
- Learnings, impact measurement and testimonials (Enterprise Community Partners)
- Launch skills-based volunteerism
- Amplify patient capital

# 2024 Program Schedule – Invest Native



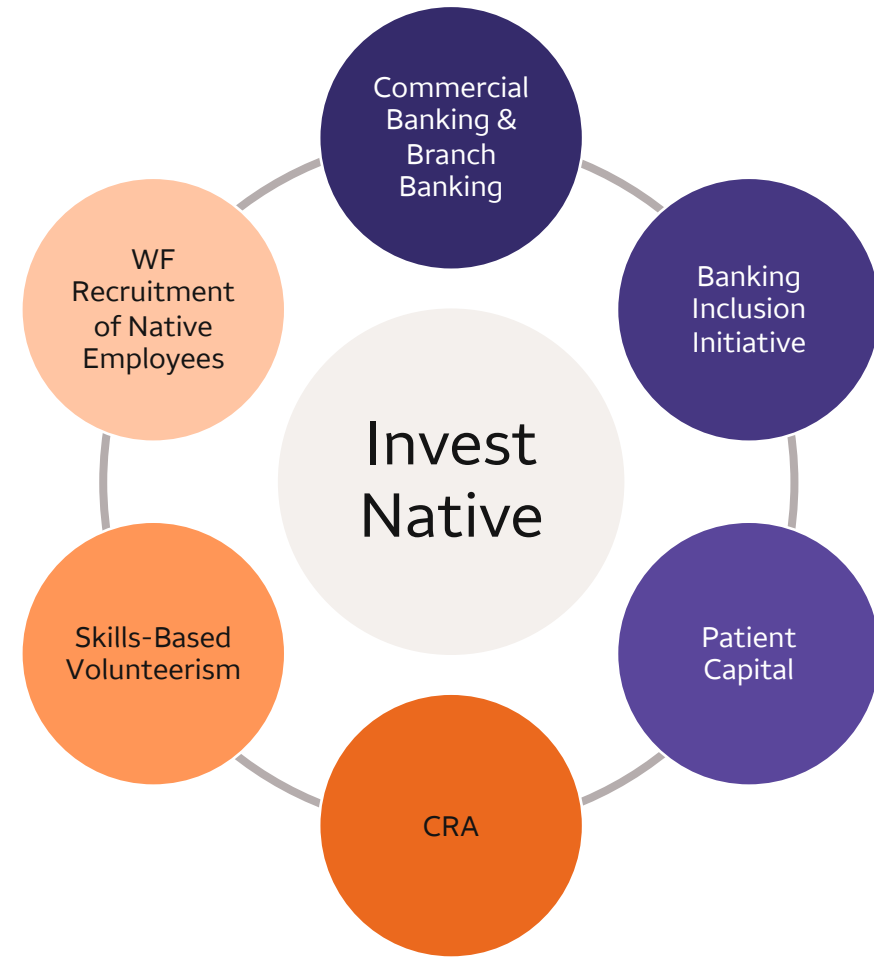
# Philanthropy



\*Percent increases to 6.6% when we account for grants made where funding supported Native communities at some level.

# Invest Native – A Bridge in our Company and Externally

- Collaboration with business lines
- Alignment with Community Lending & Investment and patient capital strategy.
- Connection with company's Banking Inclusion Initiative.
- New CRA guidelines will provide more weight for activities in Tribal lands.
- Shared program with Department of Commerce, Department of Interior





# Invest Native – CDFIs

- Invest Native CDFI Funding in 2023
  - 7 CDFIs
  - ~\$4 million
- Several strong LOIs in Round 2 (2024)
- Partnership with Native CDFI Network (NCN) to cultivate opportunity in California & Nevada
- Strong alignment with Community Lending & Investment team to identify patient capital opportunities
- Exploring other targeted support for CDFIs





Thank you

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