



CELEBRATING **20** YEARS
FOUR DIRECTIONS
DEVELOPMENT CORPORATION



Helping Each Other

WICUHKEMTULTINE



OUR MISSION

Our mission to improve the social and economic conditions of the Wabanaki tribes in Maine – the Maliseet, Mi'kmaq, Passamaquoddy and Penobscot – through education and investment in affordable housing, tribal business ventures, and Native entrepreneurship.



Dear Friends,



Greetings and welcome to Four Directions Development Corporation's 20th Anniversary Report!

When we began 20 years ago, it wasn't easy to imagine our future, but here we are: a resilient, innovative and self-sustaining Native American Community Development Financial Institution (Native CDFI) with robust and substantial impacts. We are proud of the progress we've made as an organization and of the outcomes of our work.

Four Directions came about because of the extreme need on Wabanaki reservations for access to affordable capital and credit. Early on, we played a leadership role in establishing the tribal legal infrastructure necessary to address barriers to credit for Native Americans living on-reservation. As a nation-building institution, we have empowered self-determination in Wabanaki communities with loan products and services that generate assets and build wealth, and enhance long-term financial stability.

Since our inception, we've closed \$18 million in home, consumer, small business and community development loans; served over 1,000 individuals with credit coaching, financial capability training, and homeownership counseling; and financed the construction and rehabilitation of affordable residences and community facilities.

These accomplishments have only been possible through the support and deep commitment from our many friends and partners. We are grateful to have worked closely with the Wabanaki tribal communities, along with foundations, financial institutions, and other CDFIs in Maine and beyond.

As we embark on the next 20 years, we envision making an even greater difference in the lives of Wabanaki citizens by investing in leadership and working even more deeply in our tribal communities.

This is an exciting time for Four Directions as Charlene Virgilio takes the helm as our new Executive Director. Fortunately, our Native CDFI is well-positioned for this moment.

As I retire from Four Directions, I am honored to have had the privilege to lead this amazing and transformative organization, and I look forward to seeing its many new accomplishments in the years to come.

Woliwoni/Thank you,

SUSAN HAMMOND,

Founding Executive Director

Celebrating the past, present and future of FDDC is a momentous occasion in a multitude of ways.

As we reflect on our past, we see the Wabanaki tribal members who became homeowners, the affordable homes we helped to finance, the small businesses we helped to build, and the development initiatives we undertook that strengthen our communities and economies. We see the friends, partners and colleagues who worked with us as trusted advisors, sponsors and investors to help make an impact in Indian Country in Maine.

From our humble beginnings, when our founding Executive Director Susan Hammond worked on loans around clients' kitchen tables, to the present, Four Directions has grown to be one of the most accomplished Native American Community Development Financial Institutions in the country. Having deployed \$18M to Wabanaki families, entrepreneurs, businesses, and tribal ventures, Susan's leadership, dedication and passion has led us to a remarkable place.

Today, I am honored to lead this organization into its next phase. With our highly capable team and cherished partners, we embrace our future as we implement our strategic plan, The Spiral Path, and hold fast to our value of wicuhkemtuline/let's help each other. We are excited by the many new and expanded plans for our programs. From increasing our financial capabilities support, technical assistance and new business development services, to more offerings for Small Business, Community Development and Residential Lending, we expect to achieve higher levels of impact, including improving tribal water, food and economic sovereignty. We're also investing in inter-tribal initiatives, such as building a Wabanaki Cultural Tourism strategy to create a tribal economic system across several industries. The future is bright.

In closing, we are eager to continue our journey with our Tribal leaders, community members and partners. It's evident our future is rooted in our past, and our passion for our mission to improve the social and economic conditions of the Wabanaki tribes will never waiver. In fact, it only will get stronger with each step we take with you.

Yours truly,



CHARLENE VIRGILIO
Executive Director

OUR VALUES

Four Directions Development Corporation embraces our identity as a Native American Community Development Financial Institution founded, led, and governed by the Wabanaki tribes by putting these values in action:

k wi ohkem tol tine - wicuhkemtuline - apoqmatultinej

Penobscot - Maliseet/Passamaquoddy - Mi'kmaq

Let's help each other

► COMMUNITY

We listen to and serve our communities with passion, patience, humility and respect.

► COLLABORATION

We are stronger when we work together toward shared goals.

► INTEGRITY

We are transparent, reliable and honest in the way we conduct ourselves and our business.

► OPPORTUNITY

We open doors with Native people to fulfill their hopes and dreams.

► CULTURE

We honor, share and embody Wabanaki culture.



The Wabanaki Tribes in Maine

Each of the Wabanaki tribes has its own territory made up of reservation, trust and/or fee lands. Trust lands, which include reservations, are parcels that are owned and controlled by the tribes but placed under trust protection by the federal Bureau of Indian Affairs.

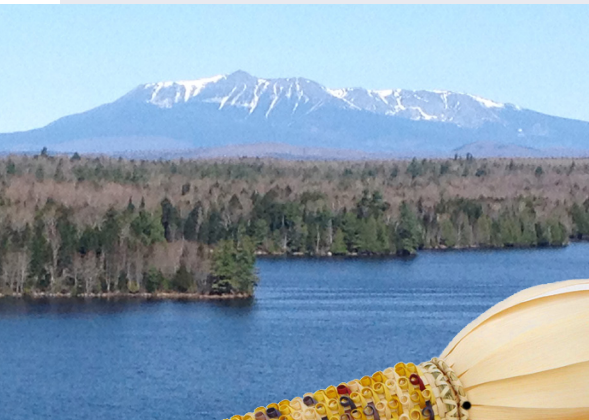
Fee lands do not enjoy the same protected status as trust lands and may be traded, sold or mortgaged under the same conditions that apply to lands owned by non-Natives in Maine.

The Wabanaki Confederacy (Waponahki) — translated as “People of the First Light” or “Dawnland” — currently comprises five principal nations: the **MI'KMAQ**, **MALISEET**, **PASSAMAQUODDY**, **PENOBSCOT** and **ABENAKI**, and stretches from Newfoundland in the north, to mid-Maine in the south, and parts of Quebec in the west.

Historically, the confederacy united five Algonquin language-speaking Indian tribes. While the Wabanaki Confederacy was disbanded in 1862, the five Wabanaki nations still exist and remain closely aligned, in part because all peoples claiming Wabanaki lineage have forebearers from multiple Wabanaki and colonial ancestries.

As Europeans settled and seized land, the Wabanaki were relegated to remote and isolated places. Such is still the case today. A large share of the nearly 8,700 members of the four Wabanaki tribes in Maine reside in Aroostook and Washington counties — the northern and eastern portions of the state — in what are among the most economically challenged counties in the country. These counties are heavily dependent upon natural resource-based, seasonal industries. Aroostook County, home to the Mi'kmaq and Maliseet, has historically been a major potato producer, an industry that has become increasingly centralized and mechanized. Washington County, where the two Passamaquoddy reservations are located, is known for blueberry production, fishing and wreath-making.

All of the tribes have highly skilled artisans who continue to produce beautiful works of art — baskets, drums, carvings, canoes, jewelry and other traditional items.



**3,500 counseling hours and
\$18 million loaned in Wabanaki
communities resulted in...**

235

Homes for Wabanaki Families

29

Small Businesses

84

Affordable residences
& facilities for tribal elders

1,000

Individuals received
credit coaching, financial
capability training, and
homeownership education

893

Tax Returns Filed

\$465K

in Earned Income Tax Credits
for tribal filers



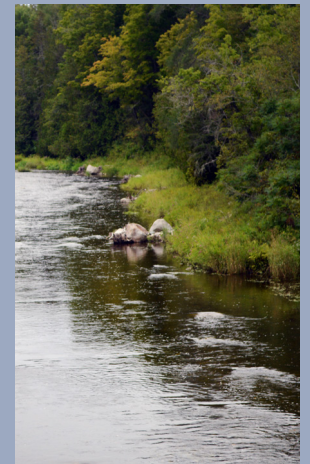


The Aroostook Band of Mi'kmaq Indians

The Mi'kmaq are a First Nations people, indigenous to Maine, Atlantic Canada and the Gaspé Peninsula of Quebec. With the recent recognition of the Qalipu First Nation of Newfoundland and Labrador, the Micmac Nation now comprises 30 Bands with a total population of some 65,000 members. There are various explanations for the origin of the word Mi'kmaq, often centered around the concept of "the family." The Aroostook Band received federal recognition in 1991 and has approximately 1,100 members in Maine, the majority of whom reside in Aroostook County. While the tribe has no reservation lands, it owns 1,350 acres of fee and trust land in the vicinity of Presque Isle – north as far as Stockholm and south as far as Littleton. The Aroostook Band is governed by a Chief, Vice Chief and a Tribal Council of ten members.

The Houlton Band of Maliseet Indians

Before contact with Europeans, the Maliseets occupied the Saint John River valley and its tributaries, a portion of which is now considered the eastern border line of the United States between Maine and the provinces of New Brunswick and Quebec. They called them-selves Wolastoqiyik "People of the Beautiful River" after the Wolastoq River at the heart of their territory and pursued a primarily agrarian economy. Today, the larger Maliseet Nation has approximately 5,000 members. The Houlton Band of Maliseet Indians gained Federal Recognition in 1980 and has approximately 1,340 members, many of whom live in Aroostook County. The Houlton Band regards the Meduxnekeag River as home and owns parcels of fee and trust land totaling 880 acres. The governmental structure includes a six-member Tribal Council and an elected Chief.





The Penobscot Indian Nation

The Penobscot are a sovereign people indigenous to what is now Atlantic Canada and the northeastern United States, primarily Maine. The name "Penobscot" is derived from Penawapskewi, which means "rocky part" or "descending ledges" and originally referred to the portion of the Penobscot River between Old Town and Bangor. The Penobscot Reservation consists of 4,866 acres of land that includes Indian Island and an additional 200 islands in the Penobscot River. Following the Indian Land Claims Settlement Act of 1980, the tribe acquired 86,378 acres of Trust Land and another 27,693 acres of fee land. Today, the membership of Penobscot Indian Nation is 2,365 people, with one-quarter of that number living on the reservation. Penobscot Nation is one of the oldest continuously operating governments in the world. The Tribal Council consists of 12 elected members and is led by the Tribal Chief and Sub Chief, each of whom is elected individually.

The Passamaquoddy Tribe

The Passamaquoddy are a Native people whose territory is centered on the St. Croix River watershed, covering much of what is now northeastern Maine and western New Brunswick. The name "Passamaquoddy" is an Anglicization of the word Peskotomuhkat, which literally means "pollock-spearer" or "those of the place where pollock are plentiful," recognizing the importance of fishing as a source of food and economy. The Passamaquoddy Tribe has two reservations in Washington County, Pleasant Point and Indian Township, totaling some 23,000 acres. As a result of the Indian Land Claims Settlement Act of 1980, the tribe acquired off-reservation lands in five Maine Counties totaling some 133,000 acres. The Passamaquoddy membership in Maine is about 3,465. Each reservation maintains its own government consisting of a Chief/Governor, a Vice Chief/Lieutenant Governor and Tribal Council members. In addition, the governing bodies of the two reservations come together to form the Joint Tribal Council.



Four Directions' personalized financial and housing counseling enables clients to achieve their goals. Group education workshops cover job hunting, business planning, budgeting and boosting credit. Our homebuyer education course uses Pathways Home and Maine hoMEworks curricula to educate homebuyers about the homebuying process from beginning to end. Our Circuit Rider program brings us into each tribal community on a monthly basis for in-person events and meetings. The Volunteer Income Tax Assistance (VITA) program provides free tax preparation services to tribal members across the state.

OUR PARTNERS

CA\$H Maine

Maine hoMEworks

MaineHousing

New Ventures Maine

Oklahoma Native Assets Coalition

Oweesta Corporation



Kayla Reed

TRIBAL AFFILIATION

Houlton Band of Maliseet Indians

FDDC ASSISTANCE

Financial & Homeownership Counseling and Residential Purchase Loan

As a single mom, Kayla Reed was determined to raise her children in a safe environment. Having grown up in a challenging home, Kayla was committed to ensuring her two young boys didn't bounce from apartment to apartment.

In early 2019, Kayla stopped at a Four Directions' Circuit Rider event in Houlton with the goal of getting a loan to purchase her first house. Soon she realized that her limited credit history was keeping her from getting a mortgage. She turned to a Four Directions' financial counselor to help her raise her credit score, and worked hard. Within a couple of months, Kayla started a loan application with Four Directions with good credit.

Then, she acted fast. Within weeks, she made an offer on a house on an acre-sized lot. By July, she bought the property with a Four Directions' mortgage with extra funds for upgrades and remodeling. She even kept her mortgage payment below what she was paying in rent.

Kayla's boys now have plenty of room to play. Plus, after all of the improvements to her house, Kayla has a lot of equity and a safe place to call home.



“Owning a home can be a bundle of feelings, especially nerve-racking and exciting ... I thought I would never get the chance. With Four Directions’ guidance and encouragement, my dreams became a reality. They made the scary experience seem SO simple!”



Calvin Francis, Indian Island

TRIBAL AFFILIATION

Penobscot Indian Nation

FDDC ASSISTANCE

Residential Purchase Loan

Driving over the bridge from the mainland to Indian Island, the Penobscot reservation, you're greeted by a large wooden teepee painted red and white beside a house. The unusual structure, which served for decades as a novelty shop called Princess Watahwaso's Teepee, was owned by Charles Shay, a revered Penobscot elder and decorated veteran. Charles always said, "This home is the first impression and the last impression you see when you come and go from the island."

Over the years, Charles had worked on repurposing the teepee with Calvin Francis, a Penobscot artist, who painted murals of Shay's ancestors with Maine animals and scenery on the building's interior.

By 2019, Charles had retired to France, and he approached Calvin to buy the house with the iconic teepee. Honored to be chosen to steward the property, Calvin turned to Four Directions for help financing the purchase. Calvin had borrowed from Four Directions in the past, and knew he could count on their patience and know-how with an unconventional transaction. The process was longer than expected as different rules applied for the international sale, but, with the superior guidance of Gateway Title of Maine, Four Directions closed the loan and put the landmark into good hands. According to Calvin, "Without the help of Four Directions, I wouldn't have been able to own the home that means so much to me."



**"Without the
help of Four
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Buying a house can be a bit intimidating, but tribal members don't have to go it alone. We have the loans, resources, information, and services to make homeownership possible for Native Americans living on or off a reservation. Our many loan options – for purchase, construction, renovation, or refinance – help tribal members to find or improve the home of their dreams.



OUR PARTNERS

1st Tribal Lending

Fahe, Inc.

Gateway Title of Maine

Mortgage Training Solutions

Oweesta Corporation

USDA Rural Development

Wabanaki Tribal Leaders & Administration



Healthy tribal economies need Native entrepreneurs to start and grow businesses. Our loans and advisory services make the possible. We help entrepreneurs develop business plans and improve personal credit, and we connect them to the right resources. Our procurement specialist works with businesses on government contracts. Our small business loans of up to \$250,000 have affordable rates and flexible terms for working capital, equipment and real estate. We're also developing Native Entrepreneur Centers with the Passamaquoddy and Maliseet Tribes to boost business activity close to home.

OUR PARTNERS

CEI Women's Business Center and SBDC

Eastern Maine Development Corporation
Procurement Technical Assistance Center (PTAC)

Maine Small Business Development Centers

MaineStream Finance

New Ventures

SCORE

Sunrise County Economic Council

Washington County Community College

Wabanaki Tribal Leaders & Administration



Passamaquoddy Maple Syrup Ventures, Prentis Township & Moose River

ONLINE

passamaquoddymaple.com

FDDC ASSISTANCE

Business Advising — Government Contract Procurement

Throughout history, the Passamaquoddy people lived off the land in eastern Maine and southwestern New Brunswick, Canada. For millennia, one of their food gathering methods was harvesting the sweet sap from the Mahgan (sugar maple).

In 2013, the Passamaquoddy Tribe created the Passamaquoddy Maple Syrup Ventures to tap into the abundant Mahgan on 65,000 acres of wooded land they own in northern Maine.

Through the diligence and hard work of tribal leaders and community members, in 2014 the company raised the funding to break ground and purchase sustainable tapping equipment to build sugar houses and raise a bottling facility on tribal land in Prentis Township and Moose River.

Since starting the venture, they've tapped over 10,000 trees and produced more than a thousand gallons of maple syrup. They strive to produce the highest quality Grade A maple syrup, and their product has been certified as organic by the Maine Organic Farmers and Gardeners Association. The company has also created seasonal and full-time jobs for Passamaquoddy tribal members.

Reflecting on the help she received from Four Directions to assess new markets, Business Manager Marie Harnois says, "Their PTAC advisor was a great sounding board. He made suggestions about marketing and telling our backstory, but didn't tell us what to do. I appreciate that."



Since starting the venture, they've tapped over 10,000 trees and produced more than a thousand gallons of maple syrup.



Wabanaki Community Gardens

TRIBAL AFFILIATION

Maliseet, Mi'kmaq, Passamaquoddy, Penobscot

FDDC ASSISTANCE

Food Sovereignty Grants

Visitors to the community gardens on Wabanaki lands in late summer will find a bounty of vegetables, herbs, and flowers. At this time of year, gardeners of all ages fill baskets with beets, carrots, cucumbers, peppers, leeks and more. The abundant harvest provides nutritious food to families and elders.

Yet these gardens yield more than produce; they are part of the thriving Indigenous food sovereignty movement, which advances the right of American Indians, Alaska Natives and Native Hawaiians to cultivate their own traditional foods on their own lands to sustain themselves, their families and their communities.

This year, with the financial support of Our Katahdin, a Millinocket nonprofit, Four Directions invested in Wabanaki food sovereignty by disbursing \$20,000 grants to all five tribal communities. The funds were used to expand existing gardens, start new gardens at schools and elder facilities, and plant fruit trees. As Cara O'Donnell, who oversees the Mi'kmaq Tribe's community garden, tells it, "This year, we expanded our crop production, and had an amazing growing season. With our [Mi'kmaq Farms] commercial kitchen we can process it into things like pickles and salsa to have year-round."



**"This year,
we expanded
our crop
production,
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Our Community Development financial products and services catalyze economic and community development projects that build assets, promote self-determination, strengthen nation-building, and advance tribal sovereignty. Drawing on our extensive experience as a lender, co-developer, and partner in housing and community development, we deliver relevant, timely advice and capital to Wabanaki tribal government departments, as well as tribal business entities and tribal nonprofits.

We are a partner in evaluating, planning, structuring, and financing the increasingly complex opportunities to create quality, affordable housing, essential community facilities, and sustainable job-generating enterprises for Wabanaki citizens.

“The Center for Wabanaki Healing and Recovery provides our Wabanaki nations and people a sacred place to heal ... it was truly a collective dream for so many of us. One critical partner is Four Directions, a strong indigenous non-profit ... focused on creating flourishing indigenous communities.”



OUR PARTNERS

Abbe Museum

Bangor Savings Bank

Eastern Maine Development Corporation

Elmina B. Sewall Foundation

Maine Office of Tourism

Northern Maine Development Commission

Our Katahdin

The Genesis Fund

The Sandy River Charitable Foundation

The Wabanaki Center at the University of Maine

University of Maine - Hudson Museum

University of Maine School of Forest Resources

Wabanaki Public Health and Wellness

Wabanaki Tribal Leaders & Administration

Wabanaki Directors

STAN MEADER, Board President, Director of Operations & Business Development for Indian Township Enterprises, LLC

NICHOLE FRANCIS, Board Vice President, Tribal Administrator, Aroostook Band of Mi'kmaq

ERIC NICOLAR, Board Treasurer, President, Penobscot Support Services, LLC & Chief Operations Officer, PIN Enterprises, Inc.

CATHY ST. JOHN, Board Secretary, Housing Director, Maliseet Indian Housing

CLAYTON CLEAVES, Retired Tribal Chief, Passamaquoddy at Pleasant Point (Sipayik)

JOHN J. DENNIS, Cultural/ Community Dev. Director, Aroostook Band of Mi'kmaq

SUSAN HAMMOND, Executive Director, Four Directions Development Corporation

GABE PAUL, Language Instructor, Penobscot Nation Department of Cultural and Historic Preservation

At-Large Directors

CHARLES BOOTHBY, Retired from Boothby Associates

MICHAEL BUSH, Housing Director, Penobscot Indian Nation

LAURA BUXBAUM, Senior Vice President, Public Policy and Resource Development

ROSA MCNALLY, Grant Writer and Project Manager, Houlton Band of Maliseet Indians

JOHN MOORE, Retired Community Banker

JEFFREY NATHAN, SVP, Business Executive Operations, Bank of America

Advisory Board

MARLA DANA, Tribal Chief, Passamaquoddy at Pleasant Point (Sipayik)

KIRK FRANCIS, Tribal Chief, Penobscot Indian Nation

WILLIAM NICHOLAS, Tribal Chief, Passamaquoddy Tribe at Indian Township

EDWARD PETER-PAUL, Tribal Chief, Aroostook Band of Mi'kmaq

CLARISSA SABATTIS, Tribal Chief, Houlton Band of Maliseet Indians

Staff

SUSAN HAMMOND, Former Executive Director, Senior Advisor

CHARLENE VIRGILIO, Executive Director

PATRICIA BURINGTON, Housing Loan Officer & Program Administrator

JACQUES DELLI PAOLI, Community Development Manager

MATTHEW LEWIS, Wabanaki Program Director

KIM MILLER, Office Manager

JAMES NEALEY, Financial Capabilities Counselor

SAYRE SAVAGE, Residential Lending & Education Manager

PRESTON THOMAS, Small Business Program Manager

SARA TRAFTON, Grants Manager

Consultants

LAURIE BOUCHARD, L. Bouchard & Associates, LLC, Human Resources

COLLEEN CROPLEY, Pulse Marketing Agency, Marketing & Social Media

TOM DONAHUE, Construction Project Management

JAYNE GILES, Giles Consulting, Fund Development, Strategic Planning, Business Advisory & Underwriting

NICHOLSON, MICHAUD AND NADEAU, Finance & Accounting

HELEN SCALIA, Scalia & Co., Fund Development, Strategic Planning, Special Projects

LISA WAGNER, Bluestem Consulting, Inc., Financial Planning



Woliwoni THANK YOU

Clayton Cleaves

BOARD MEMBER SINCE 2002



Clayton Cleaves is a respected Passamaquoddy elder and lifelong resident of Sipayik, who holds a deep understanding of his community's unique history, culture, challenges, hopes and dreams. His

generosity is evident in the way which he freely shares his wisdom and personal experiences with our board, staff and partners.

Since Four Directions' earliest days, Clayton has been a vocal champion for our organization in the Passamaquoddy community in his many tribal government leadership roles - tribal chief, health department director, and housing department director.

He is a natural ambassador and cultural translator who helps us slow down and listen. As a fluent speaker of the Passamaquoddy language, he often frames Four Directions' work through a simple word or phrase, such as wicuhkemtultine, our overarching value.

Clayton was recognized for his outstanding leadership on the Four Directions' Board of Directors when he received a Leaders & Luminaries award from Camden National Bank and the Maine Association of Nonprofits in 2019.

John Moore

BOARD MEMBER SINCE 2002



As the Community Development Banking Officer for Bangor Savings Bank, John Moore was instrumental at every stage of Four Directions' organizational life. Under his leadership,

the Bank was an early investor that provided vital capital, as well as credibility, to our fledgling organization.

John's commitment to Wabanaki people has been unwavering, and is visible in the many tribal projects in which he engaged Four Directions as a co-lender with the Bank. These projects resulted in affordable homes and indispensable services for tribal members.

Always generous with his in-depth knowledge of finance and good governance, John has been a consistent board leader and a mentor to the staff.

Mike Bush

BOARD MEMBER SINCE 2002



Mike Bush's roots in community development extend across many organizations serving central and eastern Maine. Luckily, he brought this wealth

of experience to Four Directions' board. From planning and economic development to affordable housing, Mike has been a trusted partner who applies creative and innovative solutions to get things done. As Housing Director for the Penobscot Tribe, he's collaborated with Four Directions on transformative projects, most recently a senior housing facility that created 24 new apartments so that tribal elders would age comfortably in-place.

Whether at a tribal council meeting or in the Wabanaki Housing Circle, Mike has been a tireless advocate for Four Directions and the Wabanaki Tribes.

We wish to express our deepest appreciation to the longtime directors who have been with us since our inception. You've been so much more than board members, you've been our allies and friends.

Lenders

Giving Winds

Alfred Parish Church, United Church of Christ

Allen Avenue Unitarian Universalist Church, Portland

Christ Episcopal Church, Norway

D. Morgan Wilson Trust

Domestic and Foreign Missionary Society of the Episcopal Church of the United States of America, NY

First Parish Church in Portland, Unitarian Universalist

First Parish Congregational Church, Saco

First Parish Congregational Church, York

First Universalist Church, Yarmouth

Larry Dansinger and Karen Marysdaughter

Leah Pillsbury

Maine Conference of the United Church Christ

Maine Initiatives

Mary Harlen

Mary Russell

Northern New England District of the Unitarian Universalist Association

St. Margaret's Episcopal Church, Belfast

St. Saviour's Episcopal Church, Bar Harbor

Union Congregational Church, Hancock

Unitarian Universalist Association, Boston, MA

Unitarian Universalist Society of Bangor

Other

Bangor Savings Bank

Deutsche Bank Americas Foundation

Oweesta Corporation

Katahdin Trust Company

Local Initiatives Support Corporation

Opportunity Finance Network

Seton Enablement Fund

Tamalpais Trust

TD Bank, N.A.

U.S. Department of the Treasury, CDFI Fund

William Casper Graustein Memorial Fund

Contributors & Donors

Community Development Corporations & Intermediaries

Enterprise Community Partners, Inc

Oweesta Corporation

Local Initiatives Support Corporation/Rural LISC

NDN Collective, Inc

Opportunity Finance Network

Faith-Based

First Congregational Church, UCC, South Portland

First Parish Church, Unitarian Universalist, Portland

Maine Council of Churches

Midcoast Friends Meeting, Damariscotta

“As a longtime investor in Four Directions, we are grateful for the opportunity to express our commitment to reparative justice for Wabanaki people.”

**Jane Field, Executive Director,
Maine Council of Churches**

Federal

U.S. Department of Agriculture, Rural Development

U.S. Small Business Administration

U.S. Department of Treasury, CDFI Fund

Financial Institutions

Bangor Savings Bank

Deutsche Bank Americas Foundation

Foundations

Elmina B. Sewall Foundation

Heron Foundation

Maine Community Foundation

Maine Women's Fund

Oklahoma Native Assets Coalition

Palmer Walbridge Foundation

United Way of Greater Portland — VITA

New Ventures Maine — CA\$H Coalition

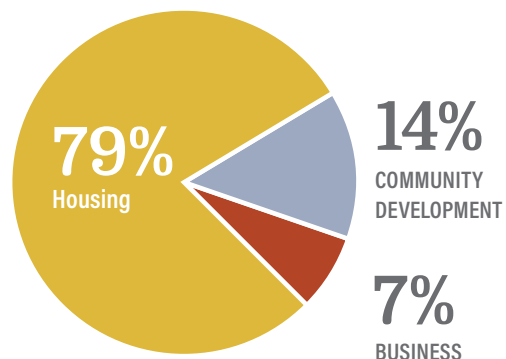
Wilmington Trust

State of Maine

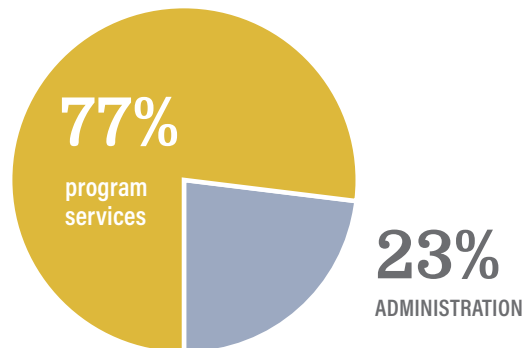
Maine Housing

Maine Department of Economic & Community Development

LOAN PORTFOLIO



USE OF FUNDS



Statement of Financial Position

ASSETS

Cash and cash equivalents	\$ 1,748,112
Grants receivable	\$679,649
Loans receivable (net of allowance for loan loss)	\$6,212,959
Property and equipment (net of accumulated depreciation)	\$44,640
Restricted cash for lending	\$2,598,927
Other assets	\$152,559

TOTAL ASSETS	\$11,436,846
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LIABILITIES

Accounts payable and accrued expenses	\$144,454
Notes payable	\$4,796,462

TOTAL LIABILITIES	\$4,940,916
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NET ASSETS

Without donor restriction	\$5,939,943
With donor restriction	\$555,987

TOTAL NET ASSETS	\$6,495,930
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TOTAL LIABILITIES AND NET ASSETS	\$11,436,846
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Statement of Activities

REVENUE

Lending and investing	\$338,391
Grants and contributions	\$946,641
Other earned income	\$31,960

TOTAL REVENUE	\$1,316,992
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EXPENSES

Lending and investing	\$134,004
Salaries & Fringe	\$442,418
Occupancy	\$81,323
Professional fees and contracted services	\$177,479
Other	\$61,187

TOTAL EXPENSES	\$896,411
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NET INCOME	\$420,581
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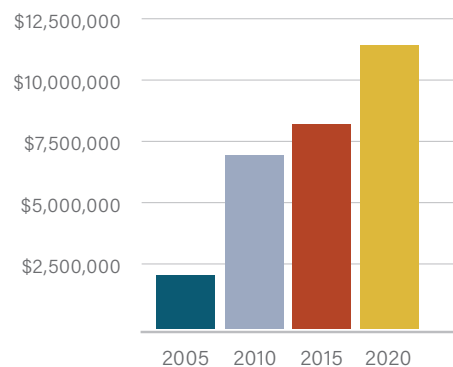
USES OF FUNDS

Program Services	\$560,697
Administration	\$201,710
Loan Deployment Activity	\$134,004

\$1,789,485

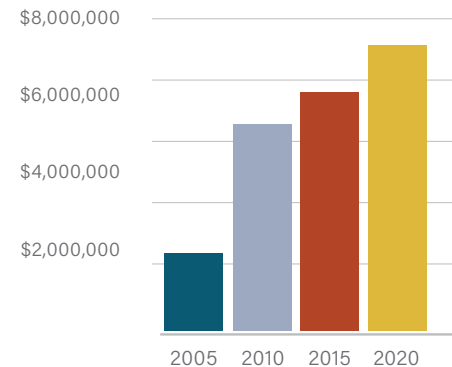
(Year Ended September 30, 2020)

20 YEARS OF GROWTH



ASSETS

2005	\$2,153,913
2010	\$7,012,399
2015	\$8,253,498
2020	\$11,436,846



LOAN RECEIVABLES

2005	\$1,630,022
2010	\$4,458,709
2015	\$5,147,977
2020	\$6,212,959

Celebrating our past, present, and future



**Improving the social and economic
conditions of Native Americans in Maine!**

20 GODFREY DRIVE | ORONO, MAINE 04473 | (207) 866-6545



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DESIGN: Springtide Studio, Portland ME
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