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Food System Financing on Tribal Lands

Food System Financing on Tribal Lands



Brendan Barry

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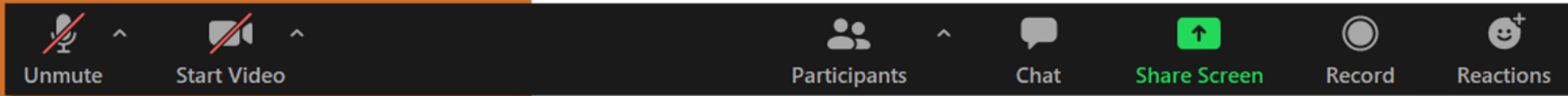
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Food System Financing on Tribal Lands



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Toni Stanger-McLaughlin
CEO, Native American Agriculture Fund





Healthy Lands, Healthy People, Healthy Economies

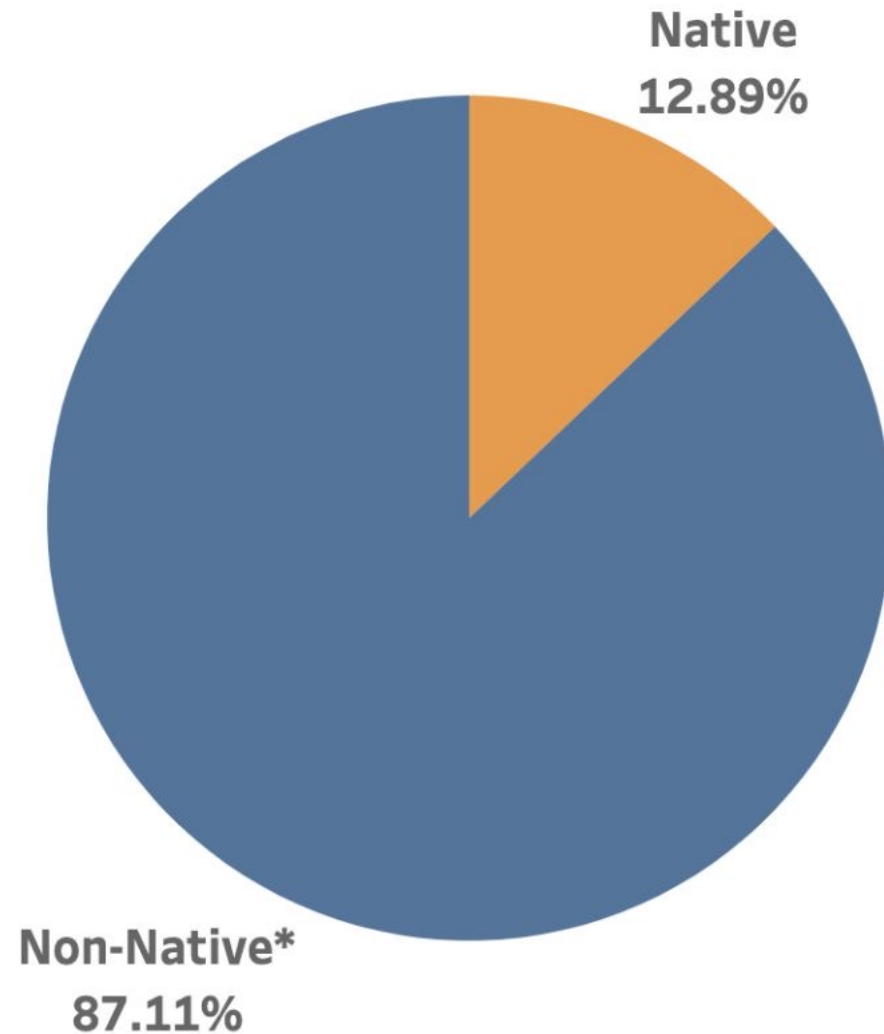
NAAF is the largest philanthropic organization devoted solely to serving Native American farming and ranching communities



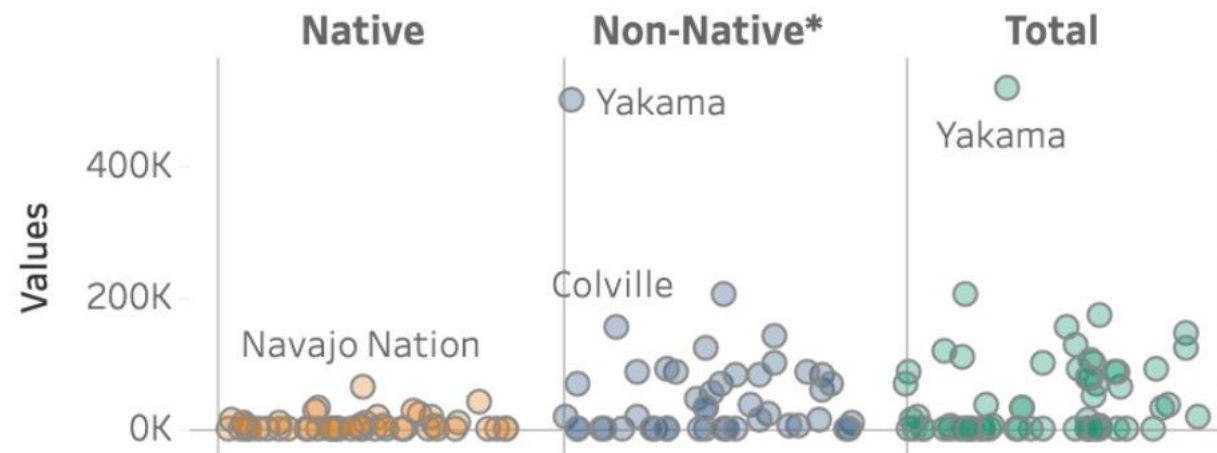
NAAF Overview

- Founded in 2018 as a private charitable trust created by the settlement of the *Keepseagle v. Vilsack* class-action lawsuit
- Supports Native farmers and ranchers in:
 - business assistance
 - agricultural education
 - technical support, and
 - advocacy services
- Eligible grant recipients are:
 - 501(c)(3) organizations
 - Educational organizations
 - Including K-12 schools and college-level institutions
 - Community Development Financial Institutions (CDFIs)
 - Tribes
 - State and federally recognized
 - Instrumentalities

**MARKET VALUE OF
AGRICULTURAL
PRODUCTS SOLD
(\$ 1000) BY RACE ON
ALL RESERVATION(S)
IN 2017**



MARKET VALUE OF AGRICULTURAL PRODUCTS SOLD (\$1000) BY RACE ON ALL RESERVATION(S) IN 2017



2017 Total

Native	Non-Native*	Total
363,961	2,459,200	3,162,065

2017 Median (requires two or more reservations in filter)

Native	Non-Native*	Total
1,483	23,565	15,905

% change from 2007 to 2012 and 2012 to 2017**

	2007	2012	2017
Native		+32% ▲	+1% ▲
Non-Native*		+27% ▲	+13% ▲
Total		+63% ▲	-8% ▼



NAAF GRANTEE SPOTLIGHT





- Lakota word for “joining together, a joint effort, cooperatively, or sharing”
- The only national Native CDFI focused solely on serving Native ag producers
- Investment Option loan allows for five years of interest-only payments that allow the operation to grow their operation before having to make principal payments
- Market study shows the demand for capital from Native producers



Northern Shores Community Development, Inc.

- Serves producers of small retail crops and fishers in Michigan
- Value-added products include goat milk products, wool, herbal tea, maple syrup, fish paté, and honey
- Small re-grants to producers to start up their operations before applying for a loan





Wind River Development Fund

- Serves the Eastern Shoshone and Northern Arapaho Tribes in Wyoming
- Loan portfolio is approaching 50% ag loans with loans amounts ranging from \$1k to \$400k



History of CDFIs in Indian Country

- Lakota Funds was founded in 1986 and loaned to ranchers on the Pine Ridge Reservation as the first Native CDFI FSA-guaranteed lender
- Agriculture lending by Native CDFIs increased exponentially since NAAF's inception
 - 164 ag loans totaling over \$9 million were closed in 2021 by Native CDFIs (Oweesta survey)
- Native Agriculture Financial Services founded in 2022 with the intention of applying for Other Financing Institution status within the Farm Credit System



Native Agriculture Financial Services

- Native farmers and ranchers have long struggled to access agricultural capital for a variety of reasons
- The Farm Credit Act includes a provision for Other Financing Institutions (OFIs) that will expand access to agricultural capital
- NAAF has provided \$12 million to NAFS, which will apply for OFI status
- NAFS will begin by participating in loans with Community Development Financial Institutions, but could eventually lend directly to producers

INCREASING ACCESS TO CAPITAL TO SUPPORT HUNGER, NUTRITION AND HEALTH IN INDIAN COUNTRY

- NAAF invests in addressing food disparities in Tribal communities
- Regional food and agriculture infrastructure strengthen Native food systems to provide food security
- Reclaiming and revitalizing Tribal foodways leads to healthy lands, people and economies
 - Improving food access and affordability
 - Integrating Indigenous-led nutrition programming
 - Empowering Tribal consumers to have access to healthy choices
 - Enhancing nutrition and food security research



49%

**OF AMERICAN INDIAN AND ALASKA
NATIVES EXPERIENCED FOOD
INSECURTY DURING COVID-19**





A Vision for Native Food and Agriculture Infrastructure Rebuilding and Recovery

The Economic Impacts



\$3.54 billion

in farm production only
accounts for 7.8% of total
"food dollar."

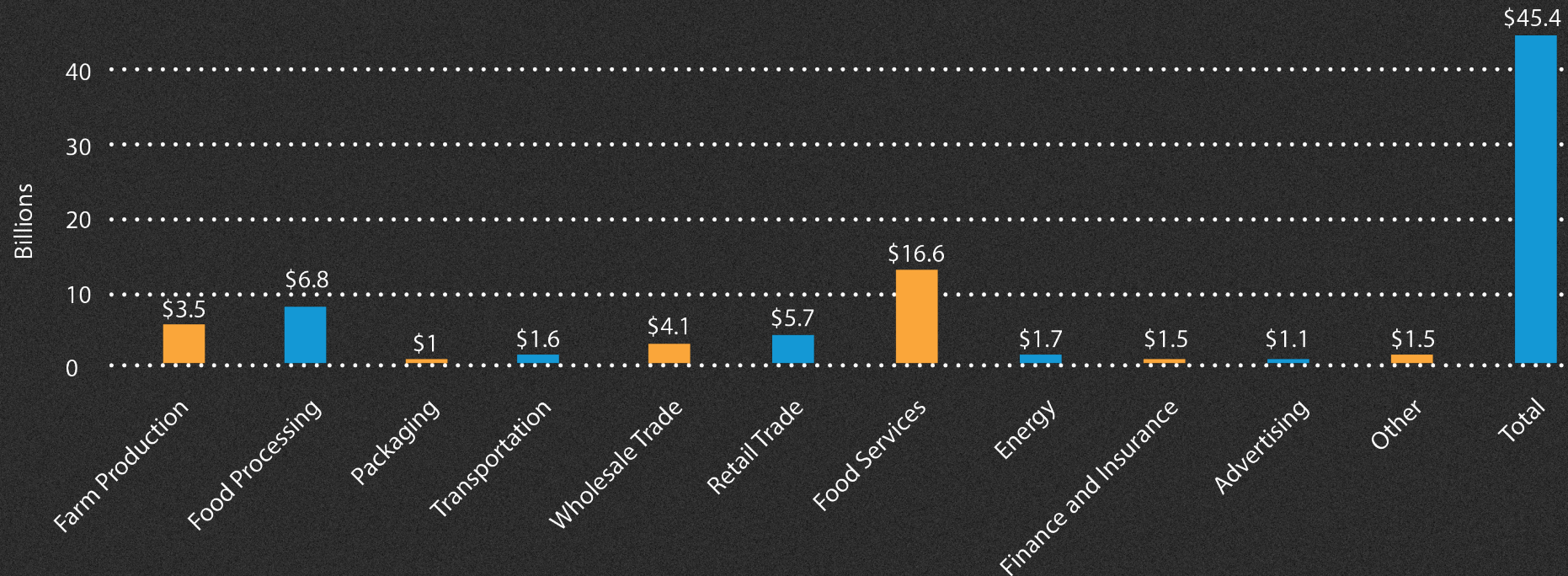




The Economic Impacts

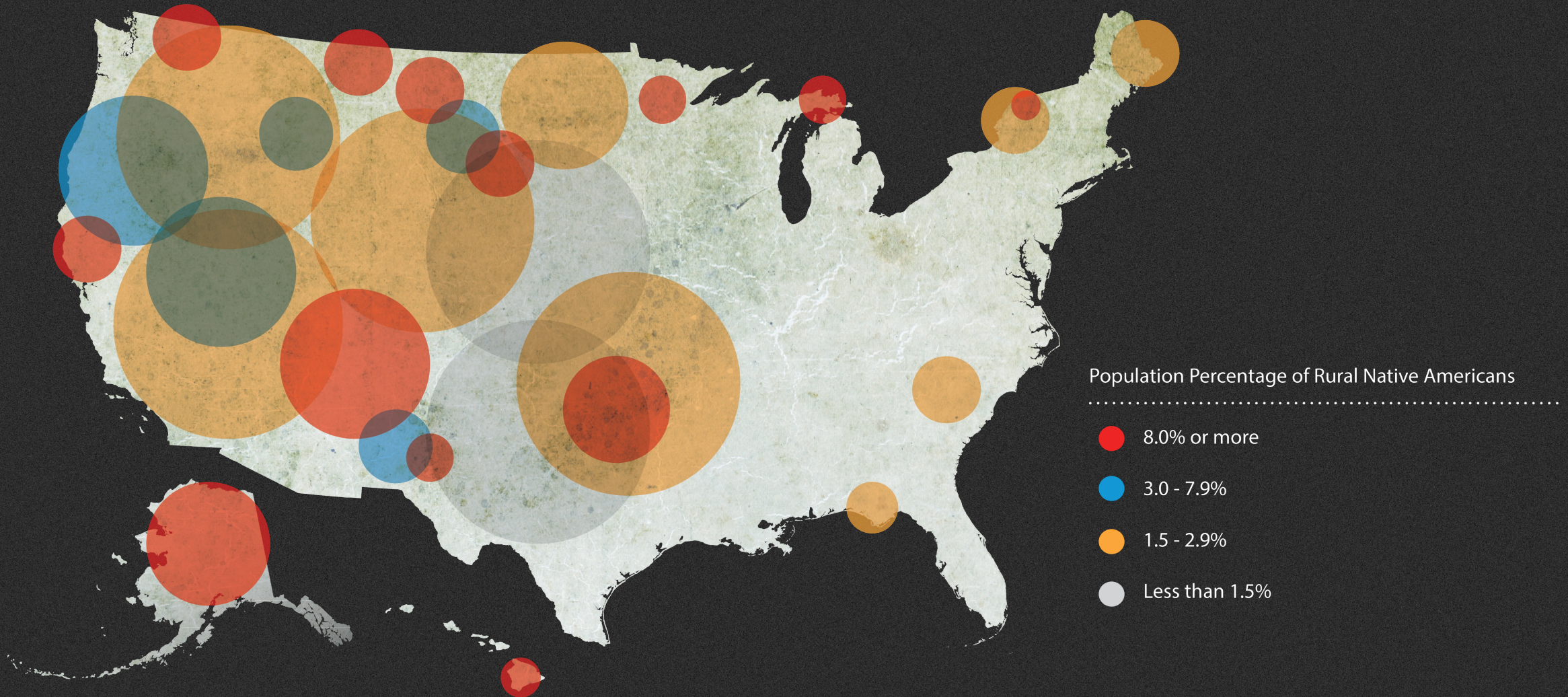
\$45.4 billion in potential value of Native food and agriculture sectors

Potential Value of Native Agriculture Sector in Billions



Rural Populations

An investment in Indian Country's food and agriculture infrastructure is an investment in rural America's economic future





@NativeAgFund



@NativeAgFund



@NativeAgFund

www.NativeAmericanAgricultureFund.org

Food System Financing on Tribal Lands



Ashley Williamson

Co-Executive Director,
The Giving Grove



THE
GIVING
GR**OVE**

LITTLE ORCHARDS. BIG IMPACT.

The Giving Grove Approach

- Invited into a neighborhood
- Variety of sites
- Volunteer orchard stewards
- Holistic care
- Lifelong learning
- Collaborative network



Stewardship

THE GIVING GROVE



Selecting Cultivars



National Reach

- **Kansas City Community Gardens**
- **Seed St. Louis**
- **The Big Garden (Omaha)**
- **Louisville Grows**
- **Tilth Alliance (Seattle)**
- **The Common Orchard (Cincinnati)**
- **Denver Urban Gardens**
- **Grow North Texas**
- **Food Well Alliance (Atlanta)**
- **Michigan State University Extension & Keep Growing Detroit**
- **Unity Gardens (South Bend, IN)**
- **ReTreeUS (Maine)**
- **Tree Pittsburgh**



Measuring Impact

- Serving 14 cities coast to coast
- 500+ neighborhood orchards
- 7,000+ fruit and nut trees
- 3,000+ brambles
- Nearly **87 million servings** of free, healthy fruit, berries and nuts
- Sequester 14,500 tons of carbon
- Remove 97,000 pounds of air pollution
- Intercept 121 million gallons of stormwater



Project Funding

THE GIVING GROVE



loway Project, White Cloud KS

50 trees



Sundance Apple (5), Liberty Apple (3), Enterprise Apple (6), Pristine Apple (2), Methley Plum (4), Shiro Plum (1) Contender Peach (3), Redhaven Peach (6), Chojuro Asian Pear (2), Shinsui Asian Pear (2), Yoinashi Asian Pear (1), Harrow Delight Euro Pear (2), Sunrise Euro Pear (1), Potomac Pear (2) Shennahdoah Pear (1)

loway Project

THE GIVING GROVE



Ioway Project



*“Great memories were made
and this memory will last
forever with me.
Hanwe Je'e Pike
Today is a good day!”*

-Timothy N Rhodd, Chairman,
Iowa Tribe of Kansas and
Nebraska



Thank you!

Ashley Williamson

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Food System Financing on Tribal Lands



Vanessa Miller

Food and Agriculture Area Manager,
Oneida Indian Nation

Food Sovereignty in the Oneida Nation: Community Wealth in Ag Operations

Presenters:

Vanessa Miller, Oneida Nation, Food and Agriculture Area



Oneida Community Integrated Food Systems (OCIFS)

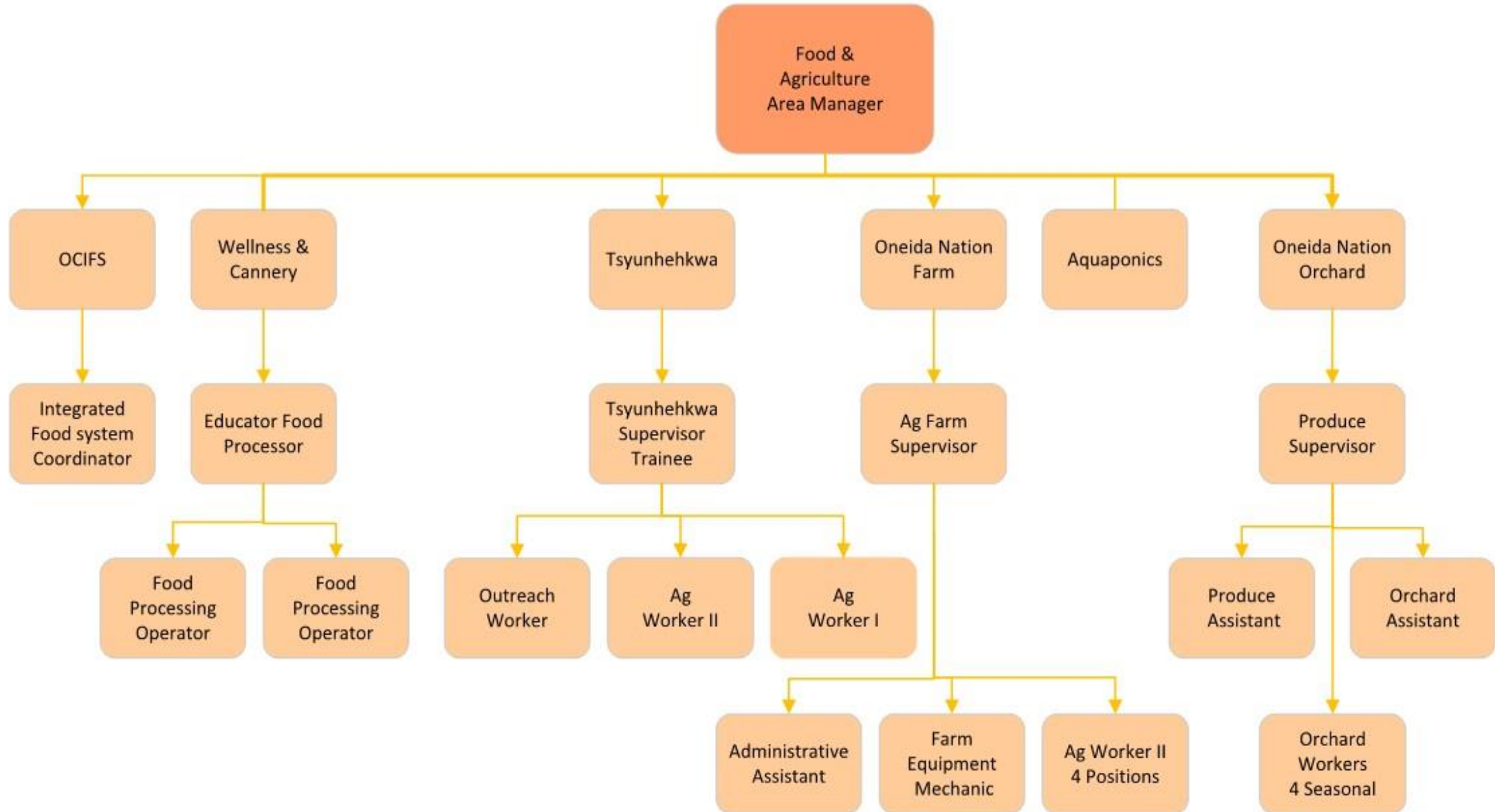
A Tribal Government Program focused on Food Sovereignty

Formed in 1994 to “...bring together the different inputs, throughputs, and outputs of our food systems to collaborate in a way that supports and facilitates long-term empowerment in our food sovereignty efforts.”

With this, OCIFS presented five interrelated strategies to achieve an integrated agricultural food system. Those five strategies include:

1. Build a community mindset for healthy foods
2. Increase local agriculture and food production
3. Build local food economies
4. Integrate local foods into community outlets
5. Ensure sustainable development and practices

Food & Agricultural Area



Input Sources

o · náste?



Production/ Processing



Community Distribution



Aquaponics

Individual:
 Growers
 Wildlife Harvesters
 Gatherers
 Education



Tsyunhehkw^:
 White Corn
 Produce
 Beef/Poultry/Eggs
 Education



Oneida Nation Farm:
 Buffalo
 Beef
 Crops/Produce



Oneida Nation Orchard



Oneida Nation Cannery:
 Value-Added Processing
 White Corn Production
 Individual Harvests
 Education



External Meat Processing Facilities

Oneida Nation School System



Assistance Programs:
 Emergency Pantry
 Distribution Center
 Elder Meal Site

Oneida Nation Farmer's Market



Retail:
 Oneida Market
 One Stops

Direct to Households



Corporate Partners



A good mind. A good heart. A strong fire.

[Oneida Nation |
Strategic Planning and
Policy \(oneida-
nsn.gov\)](http://oneida-nsn.gov)



ONEIDA

A good mind. A good heart. A strong fire.

Oneida Nation Food Sovereignty Strategic Plan

*Creating a sustainable, self-sufficient food
system as a comprehensive approach to
enhancing our community's health and
wellness*

Food Sovereignty Strategic Plan



A good mind. A good heart. A strong fire.

Objective 1: Assess our food systems comprehensively- evaluating the air, soil, and water as a part of the system as a whole

Objective 2: Create a three-year scenario plan that is responsive to the changing environment

Objective 3: Have a food system that is self-sufficient and sustainable, less reliant on external funding resources, and strengthens self-governance

Goal 1: A food system that is adaptable, resilient, and responsive to our community needs

Objective 1: Collaborate any other applicable Nation area to formally utilize participation in our food systems as a means of both preventative and prescriptive health care

Objective 2: Collaborate with our Cultural Wellness area to increase opportunities and education of medical plant harvesting

Goal 2: Recognize our food systems as being an integral part of a comprehensive approach to enhancing the overall wellness of our community

Objective 1: Utilize technology to create an interconnected up to date inventory, ordering, and receiving system that includes the different components of our network

Objective 2: Facilitate and encourage a community driven, growing grass rooted community network of individual harvesters, growers, producers, processors, and entrepreneurs

Objective 3: Assess processing/production facilities for any additions, upgrades, modifications necessary to increase capacity

Goal 3: Strengthen and expand the community's food system networks, increasing production and processing capacity and making it more efficient

Objective 1: Assess the need for any formal resolutions and/or law that will facilitate the policy change necessary to move these objectives forward

Objective 2: Make a substantial contribution to academic research

Goal 4: Serve as a model for other tribal nations in their food sovereignty efforts

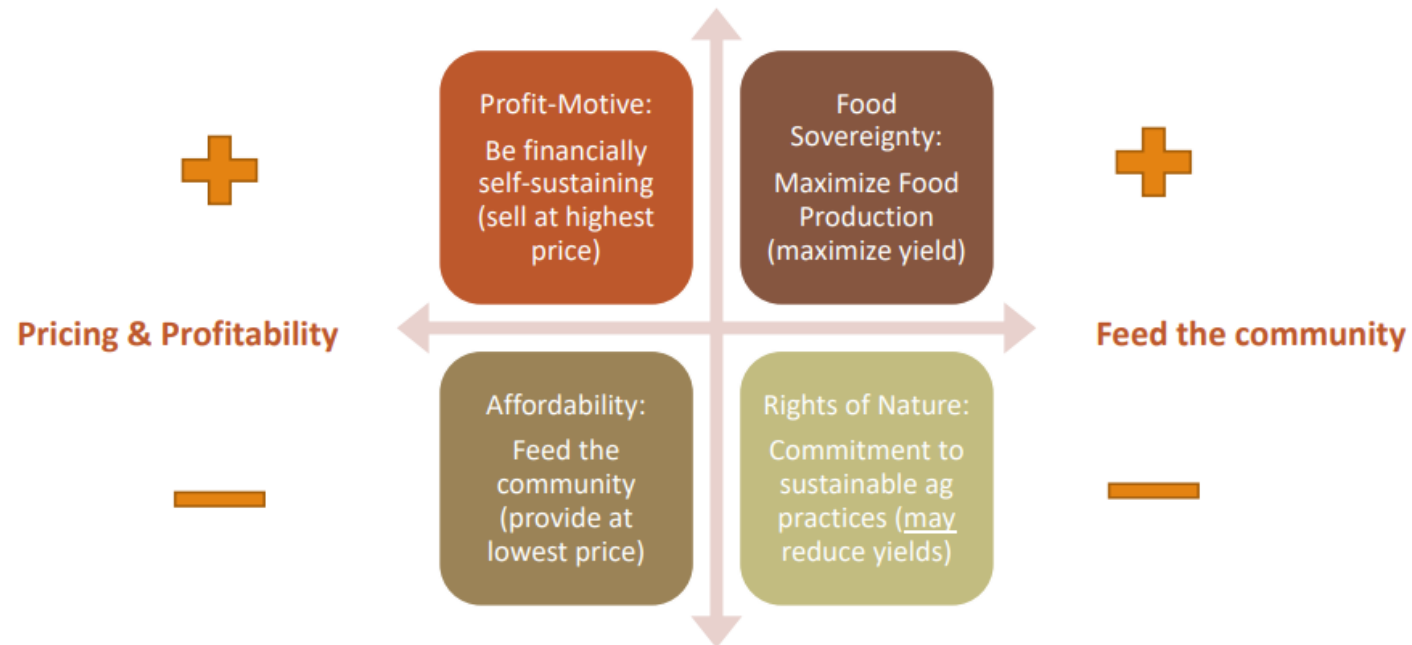


Oneida Ag Operations

CONSOLIDATED BUSINESS PLAN V1

STRATEGIC REVIEW 02.10.2023

Ag Operations: Four Competing Priorities



Summary of Key Recommendations

- Create a Community Wealth assessment rather than a Financial Wealth assessment to evaluate and compare Ag Operations and aid in visioning and decision-making
- Select a single primary priority for each Ag Operation, as follows:
 - Oneida Government / OCIFS: Affordability of food to community members
 - Tsyunhehkwa: Regenerative Ag (environmental restoration)
 - Orchard: Food Sovereignty (food production and access)
 - Farm: Financial Sustainability (financial profits)
- Add a new business unit (within Orchard or Farm) focused on growing fresh produce at a community scale (i.e., using high tunnels)
- Re-scale Tsyunhehkwa to a “family-scale” regenerative demonstration farm
- Add the Agri-Tourism program to the existing Oneida Nation Tourism Program
- Conduct frequent (e.g., weekly) price updates to monitor market prices and adjust accordingly
- Refresh the brand under a common “umbrella”
- Outsource marketing to Big Bear Media
- Consolidate all food products retail at Orchard (including Farmers Market)
- Assign a dedicated grant writer and administrator to focus on Food & Ag grant funding

How to measure success?

We are not able to measure the success of this community initiative through a simple metric based on financial profitability.

There are many desired outcomes that are unrelated to direct financial profits from operations.

Evaluating and monitoring the success of this complex initiative requires the development of a customized “index” that identifies and prioritizes targeted outcomes.

This may include a combination of subjective and objectives measures

Recommendation

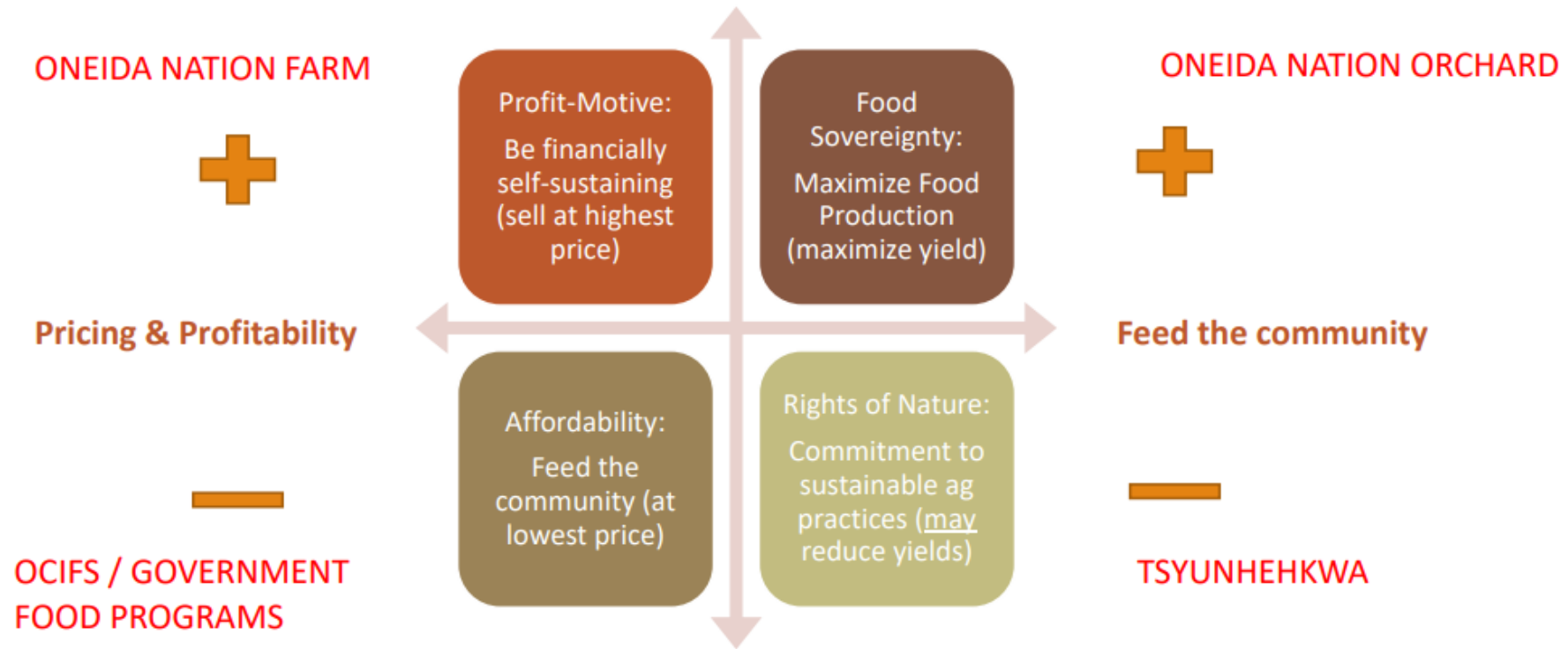
Use **Community Wealth** measures rather than **Financial Wealth** measures

We will review and finalize this list, then apply them to each Ag Operation. This can be prioritized and weighted for importance. This will help to inform areas for future improvement.

Community Wealth Measures

- Preserves and expands the use of traditional and cultural food pathways
- Provides nutrient-dense, healthy, whole foods to improve community access to a nutritious diet
- Restores land by utilizing regenerative ag practices
- Strengthens the resilience of the community by providing locally grown & processed foods
- Supports local tribal farmers through educational services
- Supports local tribal farmers by providing sales outlets
- Supports local tribal farms by providing shared-use equipment
- Instills cultural determination and pride
- Restores land by supporting healthy native plant habitats
- Provides material wealth (i.e., profits) that supports other tribal needs (could be earmarked for food sovereignty programs)

Ag Operations: Recommended Solution



Assessment | OCIFS

What's going well?

- GSA pricing
- Bulk LP purchasing
- HR Administration
- Accounting Admin
- Tribal willingness to invest in equipment cap-ex
- Bulk insurance purchases
- Bulk fringe benefits
- No property tax
- No sales tax

What needs to be addressed?

- Contracting/procurement processes do not move at "the speed of business"
- Strengthen the brand
- Be consistent with the brand
- Political/leadership turnover
- Clarify the mission and purpose of each ag operation

New Opportunities

- Agri-tourism initiative
- Dedicated grant writer and administrator
- Shared/coordinated marketing plan implementation for all 3 Ag Ops
- Add a new fresh produce operation
- Develop common incentives for Ag Ops to align efforts

Recommended Pricing Formula

1. Benchmark product pricing weekly for all products and adjust accordingly
2. Non tribal retail customers will pay full market-rate retail pricing
3. Tribal retail customers will receive a ___% discount off retail
4. Wholesale sales to Inter-tribal programs will pay ___% of retail

Self Regulation in Action

1. Expansion of Regulation
 2. On site Ag Markets
 3. Provided space to encourage local vendors
 4. Mobile and Temporary Outlets
 5. Processing Facility Infrastructure to keep dollars internal
 6. Long Term Policy Change-FDIPR and Elder Food Box Program
- 



**Mobile Processing Unit-
Current and Future
Potentials**

Mobile Unit Ventures

- Food Security needs
- Economic Opportunities
 - On site processing to sell our own animals
 - Processing for individual households
 - Rental of the unit
 - Classroom space





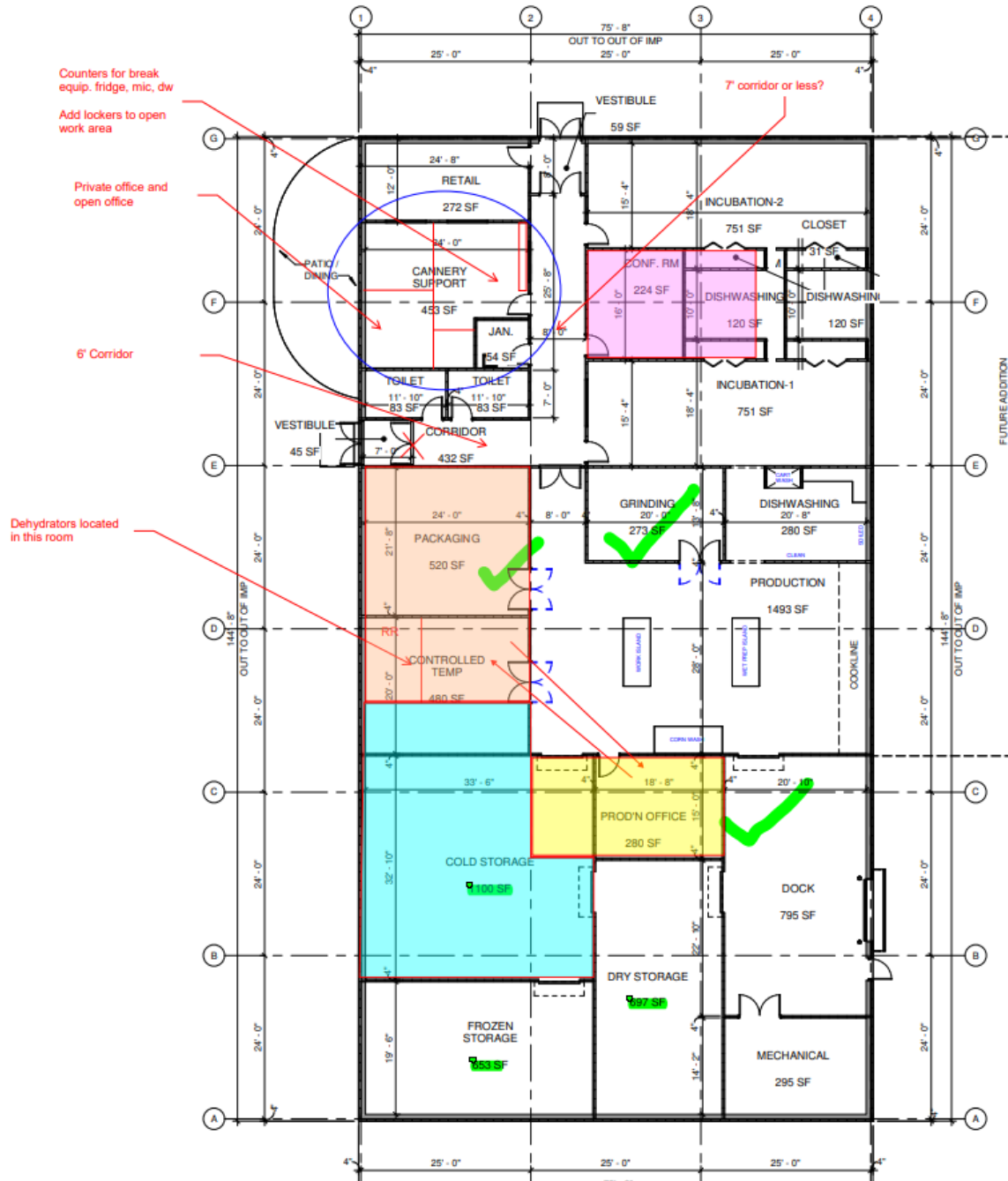
Oneida Community Cannery



New Processing Facility

• Features:

- Production
- 2 kitchen incubation pods
- Educational space for courses and workshops
- Entrepreneurial space
- Retail space





FDIPR 638 Demonstration Project

- Entered partnership with Menominee Nation in 2020
- Replacing USDA beef, bison, apples, fish, and wild rice with foods from Oneida, Spirit Lake, and Red Lake
- Advocate to expand program into self-governance to allow for tribes to manage these programs with the flexibility necessary to fit their community needs

Long Term Programs Supporting Individual Producers



Contact Information

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Oneida Nation

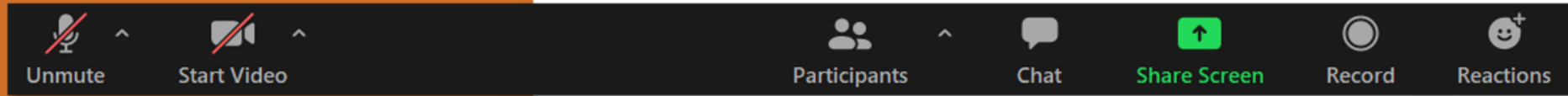
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Audience Questions



Submit your questions by
using the chat function!

CDFA Community Facilities Technical Assistance Program for Tribal Communities



4 Core Components

Direct Technical Assistance

One-on-one in-person technical assistance to tribal communities from a dedicated team of development finance experts, supported by CohnReznick.

Tribal Communities Project Marketplace

A virtual networking platform with a dedicated space for tribal communities to connect with potential financing partners, discuss best practices, and collaborate to address economic problems.

Tribal Finance Resource Center

A searchable online tool with information about tribal finance programs, resources, and best practices from communities.

Tribal Financing Webinar Series

A four-part online offering that explores the tools and approaches available to uplift native communities.



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November 8-10, 2023 / Philadelphia, PA

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