

*Awardee Profiles
by State*

Arizona

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KEAMS CANYON

HOPI CREDIT ASSOCIATION (1998 CDFI PROGRAM - CORE)

Location: Keams Canyon, Arizona
Award: \$500,000 capital grant
Type: Business Loan Fund
Contact: Richard C. Ball - (520) 738-2205

Established in 1952, the Hopi Credit Association (HCA) is a tribal based, member credit association. HCA's mission - For Hopi, By Hopi - is to make culturally sensitive loans at competitive rates to meet the credit and development needs of individuals, businesses and villages of the Hopi Reservation. The \$500,000 capital grant will be matched with a \$500,000 grant from the Hopi Tribal Council and used as equity to leverage additional investment from area banks.

(1999 CDFI PROGRAM - TECHNICAL ASSISTANCE)

Award: \$40,000 technical assistance grant
Type: Business Loan Fund
Contact: Mr. Stephen Skorupski - (520) 738-2205

Hopi Credit Association of Keams Canyon, Arizona was formed in 1952. A previous Awardee it provides loan products at competitive rates that meet the changing needs of the Hopi people. Its target market is the Hopi reservation. The Hopi Credit Association has a wide range of loan products and development services. The technical assistance award will be used for Y2K compliance and for staff and board training.

(2000 CDFI PROGRAM - CORE)

Award: \$500,000 loan
Contact: Stephen Skorupski - (520) 738-2205

Founded in 1952, Hopi Credit Association (HCA) is the only financial institution with a physical presence on the Hopi reservation and consequently provides a wide range of loan products including mortgages, home repair and maintenance loans, car repair and other consumer loans, bill consolidation loans, and micro-enterprise/small business loans. Its lending is restricted to members of the Hopi Tribe, who may live either on or off the reservation. The Fund's \$500,000 loan will enable HCA to expand its existing housing-related lending activities and increase its work with small business borrowers. The Fund's assistance will also help HCA remain a vital source of low-cost credit to members of the Hopi Tribe.

PHOENIX

ARIZONA MULTIBANK COMMUNITY DEVELOPMENT CORPORATION (2002 CDFI PROGRAM - CORE)

Location: Phoenix, Arizona
Award: \$1,000,000
Contact: Ms. Allison Haller - (602) 643-0030

The Arizona MultiBank Community Development Corporation has a mission to provide financial and technical assistance for affordable housing, small business development, and economic development in Arizona. The MultiBank operates an investment pool that is funded on a long-term basis by

Arizona banks. The CDFI Fund's \$1,000,000 grant will allow the MultiBank to further its new Affordable Housing Loan Pool, leveraging support by the state and private sector partners, to address the affordable housing needs in Arizona by acting as a source for gap funding.

BANK ONE, ARIZONA, NA (1998 BEA PROGRAM)

Location: Phoenix, Arizona
Award: \$171,644 grant
Contact: Ruben Ramos - (602) 221-2167

Bank One, Arizona, NA of Phoenix, Arizona was awarded \$171,644 for increasing its consumer, multi-family, and business and agricultural lending activities within several distressed communities located throughout the state of Arizona. Specifically, Bank One, Arizona financed the construction of a large multi-family housing property in a distressed community. Bank One, Arizona NA is national bank with total assets of \$15,983,000.

(1999 BEA PROGRAM)

Award: \$7,500 grant
Contact: John Mayshak - (602) 221-2180

Bank One Arizona of Phoenix, Arizona received an award of \$7,500 for increasing its financial support of two certified Community Development Financial Institutions (CDFIs). Specifically, Bank One Arizona made \$25,000 in grants to the Arizona Multibank Community Development Corporation and Neighborhood Housing Services of Phoenix. The awardee is a national bank with total assets of \$20.5 billion.

NEIGHBORHOOD HOUSING SERVICES OF PHOENIX, INC. (1998 CDFI PROGRAM - CORE)

Location: Phoenix, Arizona
Award: \$1,150,000 (\$100,000 Capital Grant, \$1,000,000 Loan and \$50,000 Technical Assistance)
Type: Housing/Facilities Loan Fund
Contact: Rita Carrillo - (602) 258-1659

Neighborhood Housing Services of Phoenix, a nonprofit loan fund, promotes homeownership in distressed neighborhoods of Phoenix's central city. The organization makes first and second mortgages, operates down payment/closing cost assistance programs, and provides homebuyer education seminars. The \$1 million CDFI Fund loan will enable the awardee to capitalize the "Phoenix Family Housing Fund", a second mortgage product which will leverage first mortgages from participating area banks. The \$100,000 grant will help the awardee capitalize an operating and loan loss reserve. The \$50,000 technical assistance grant will help the awardee address organizational capacity needs.

NORTHERN TRUST BANK OF ARIZONA, N.A. (1999 BEA PROGRAM)

Location: Phoenix, Arizona
Award: \$138,673 grant
Contact: Mary L. Boetel - (602) 468-2682

Northern Trust Bank of Arizona NA of Phoenix, Arizona received an award of \$138,673 for increasing its commercial real estate and business lending activities in distressed communities within the cities of Phoenix and Tucson, Arizona. The awardee is a national bank with total assets of \$621.2 million.

(2000 BEA PROGRAM)

Award: \$29,495 grant

Contact: David A. Highmark, (602) 468-2560

Northern Trust Bank of Phoenix, Arizona received a \$29,495 award for increasing its commercial real estate and small business lending in economically distressed areas of Phoenix and for providing financial support to two CDFIs. The bank provided grants to both Neighborhood Housing Services of Phoenix and the Phoenix office of the Local Initiatives Support Corporation (LISC). Northern Trust is a national bank with assets of \$753.7 million.

(2001 BEA PROGRAM)

Award: \$5,575.00

Contact: Mary Boetel - (602) 468-2682

Northern Trust Bank of Arizona, N.A. received an award of \$5,575 for providing \$58,000 in grants and loans to Local Support Initiatives Corporation and Neighborhood Housing Services of Phoenix, certified Community Development Financial Institutions (CDFIs). The awardee is a national bank with total assets of \$847 million.

(2003 BEA PROGRAM)

Award: \$354,509

Contact: Mary Boetel - (602) 468-2560

Northern Trust Bank, N.A., of Phoenix, Arizona received an award of \$354,509 for increasing its financing activities in economically distressed areas in the states of Arizona and Colorado. The awardee is a national bank with total assets of \$1.1 billion.

SELF-EMPLOYMENT LOAN FUND, INC. (SELF) (1999 CDFI PROGRAM - TECHNICAL ASSISTANCE)

Location: Phoenix, Arizona

Award: \$29,000 technical assistance grant

Type: Microenterprise Fund

Contact: Mr. Curtis E. Shaw - (602) 340-8834

Self-Employment Loan Fund (SELF) was established in 1984 and has operated as a microenterprise development organization. SELF provides business training courses and access to capital through peer-lending and SBA guaranteed micro loans. The technical assistance award will be used for computer equipment and consulting.

WELLS FARGO BANK ARIZONA, N.A. (2001 BEA PROGRAM)

Location: Phoenix, Arizona

Award: \$50,250

Contact: Carolyn Mitchell - (602) 378-2450

Wells Fargo Bank Arizona, N.A. of Phoenix, Arizona received an award of \$50,250 for providing financial support to three Community Development Financial Institutions (CDFIs): the Local Initiatives Support Corporation, Neighborhood Economic Development Corporation of Mesa, AZ, and the Self Employment Loan Fund of Phoenix, AZ. The Awardee is a national bank with total assets of \$11.7 billion.

SELLS

ECONOMIC DEVELOPMENT AUTHORITY OF THE TOHONO O'ODHAM NATION (2002 CDFI PROGRAM - NACTA)

Location: Sells, Arizona
Award: \$100,000
Contact: Mr. Len Goeller - (520) 383-5546

The Economic Development Authority of the Tohono O'Odham Nation of Sells, AZ (Tohono O'Odham) has been awarded a technical assistance grant of \$100,000 by the Fund to assess the feasibility of establishing a CDFI business loan fund to serve the Tohono O'Odham Nation. Tohono O'Odham Nation is comprised of 3 non-contiguous reservations (Papago Indian Reservation, Gila Bend Indian Reservation and San Xavier Indian Reservation), the village of Florence, and the San Lucy District. The Nation is facing severe distress-65% of its population live below poverty, unemployment is at 42%, and HMDA data indicates high loan denial rates. The Awardee proposes to establish a community development business loan fund to address these challenges; the CDFI is intended to support the development of industrial and commercial space to support business and direct lending to Indian-owned businesses. This two-pronged effort is to result in millions of dollars in business revenue and overall economic growth and development of the area to benefit the Tohono O'Odham Nation. The technical assistance grant will support consulting services to be used to develop a strategic plan, define market and products, and establish the foundational policies for a new CDFI.

ST. MICHAELS

NAVAJO PARTNERSHIP FOR HOUSING, INC. (2002 CDFI PROGRAM - NACTA)

Location: St. Michaels, Arizona
Award: \$96,000
Contact: Mr. Richard F. Kontz - (928) 810-3112

Navajo Partnership for Housing, located in St. Michaels, AZ, was created in 1996 through the joint efforts of the Neighborhood Reinvestment Corporation and the Navajo Nation and began operations in 1997. NPH will use the Fund's \$96,000 technical assistance grant to develop a capitalization strategy, to increase staff knowledge of the technical aspects of mortgage lending and to purchase technology to improve organizational efficiency. The grant will also support the development of a curriculum to educate other professionals involved in the lending process about facilitating mortgage lending on and near the Navajo Nation.

TUCSON

ARIZONA BANK (1999 BEA PROGRAM)

Location: Tucson, Arizona
Award: \$51,643 grant
Contact: Diane Lopez - No Phone

Arizona Bank of Tucson, Arizona received an award of \$51,643 for increasing its business lending activities in distressed areas of Apache, Navajo, Cochise, Coconino, Gila, Graham, La Paz, Maricopa, Mohave, Pima, Pinal, Santa Cruz, and Yuma Counties in Arizona. Arizona Bank is a state-chartered bank with total assets of \$832.6 million.

PPEP MICROBUSINESS AND HOUSING DEVELOPMENT CORPORATION (1997 CDFI PROGRAM - CORE)

Location: Tucson, Arizona
Award: \$250,000 grant
Type: Microenterprise
Contact: Mr. Frank Ballesteros - (502) 622?3553

PPEP Microbusiness and Housing Development Corporation (PPEP Micro), based in Tucson, also serves central and southern Arizona. This CDFI's microlending program focuses on low- to moderate-income, minority, and women entrepreneurs in rural areas. The awardee's housing lending program focuses on credit-worthy borrowers who cannot otherwise qualify for mortgages, especially minorities, women-headed households, and individuals living in substandard housing. A \$250,000 grant from the CDFI Fund will enable PPEP Micro to provide microloans for self-employment initiatives, small business loans, and loans for housing development and rehabilitation.

(1998 CDFI PROGRAM - TECHNICAL ASSISTANCE)

Award: \$39,450 technical assistance grant
Type: Business Loan Fund
Contact: Frank Ballesteros - (520) 622-3553

PPEP Microbusiness and Housing Development Corporation, Inc. (PMHDC) of Tucson, Arizona was awarded a \$44,450 technical assistance grant from the CDFI Fund. A certified CDFI, PMHDC serves the low income population of southern Arizona. PMHDC provides short and medium term working capital and fixed asset financing products: for microenterprises and small businesses; affordable housing projects initiated by nonprofit housing developers; and low income and minority home buyers and home owners. The grant from the CDFI Fund will be used to train staff, management, and the Board of Directors in organizational growth and multi-product /multi-market lending. It also includes support for new software and hardware to improve performance, coordination, and communication between PMHDC and its customers.

(1999 CDFI PROGRAM - CORE)

Award: \$1,000,000 loan
Type: Microenterprise Fund
Contact: Frank T. Ballesteros - (520) 806-9513

Since 1986, PPEP Microbusiness and Housing Development Corporation (PMHDC) has provided a wide range of financing and training services to its rural southern Arizona target market. It serves predominantly low- and moderate-income Hispanic families and individuals, primarily by making microenterprise loans to very small businesses. In 1998, it began providing pre-development financing to developers of affordable housing in its target market, as well as providing technical assistance to community housing development organizations. Its activities are carried out through a central office in Tucson, and through the work of community development loan officers located in four small cities across southern Arizona. The CDFI Fund's \$1,000,000 loan will help capitalize a new mortgage loan pool, enabling PMHDC to help low- and very low-income individuals purchase homes.

(2000 CDFI PROGRAM - TECHNICAL ASSISTANCE)

Award: \$39,000 technical assistance grant
Contact: John David Arnold - (520) 806-9513

PPEP Microbusiness and Housing Development Corporation, Inc. (PMHDC) provides short and medium term working capital and fixed asset loan products to microenterprises and small businesses; affordable housing projects initiated by non-profit housing developers; and low-income and

minority home buyers and homeowner residents of 6 counties in southern Arizona. The Fund's technical assistance award will be used to assess the financing needs of PMHDC's market and to purchase loan servicing software. The award is expected to assist PHMDC to improve the design and delivery of its loan products and development services.

**MICRO INDUSTRY CREDIT RURAL ORGANIZATION (MICRO)
OF THE PPEP MICROBUSINESS AND HOUSING DEVELOPMENT CORPORATION, INC.
(2ND ROUND - PRESIDENTIAL AWARDS FOR EXCELLENCE IN MICROENTERPRISE DEVELOPMENT
- EXCELLENCE IN PROGRAM DELIVERY: ACCESS TO CAPITAL)**

Location: Tucson, Arizona
Program Type: Non-profit loan fund providing financial and technical assistance
Service Area: Rural Arizona
Target Group: Very-low and low-income Microentrepreneurs; principally Hispanic
Contact: Frank Ballesteros, Chief Administrative Office - (520) 806-9513

The Micro Industry Credit Rural Organization (MICRO), a loan fund of PPEP Microbusiness and Housing Development Corporation, was founded in 1987 and is one of the oldest Hispanic development organizations and one of the oldest microenterprise loan funds in the nation. MICRO has achieved high impact by making credit available to a large number of small and start up businesses within a very low income community. MICRO provides working capital loans at market rates in conjunction with technical assistance, such as business skills training and English classes. The MICRO model has been used to successfully establish microenterprise programs throughout the United States and abroad including Hawaii, Texas, Nebraska, Oklahoma, Florida, New Mexico, Peru, Brazil, Mexico, Bolivia, Africa and Tobago.

WINDOW ROCK

FIRST AMERICAN CREDIT UNION (1996 CDFI PROGRAM)

Location: Window Rock, Arizona
Award: \$1 million grant
Type: Community development credit union
Service Area: Native?American Reservations in Arizona, New Mexico and Utah
Products: Consumer financial services
Contact: Mr. Robert P. Shipe - (520) 871?4768

First American provides basic financial services to 15,000 Native?Americans throughout Arizona and part of New Mexico and Utah. Established in 1962 to serve the Navajo reservation, First American has made more than \$125 million in loans and has almost \$33 million in assets ?? making it the nation' s largest community development credit union. The credit union provides consumer and small business loans which often support small agricultural ventures and production and distribution of traditional Native?American crafts. CDFI Fund support of a \$1 million will provide a substantial infusion into the credit union's net worth. This infusion will be leveraged many times over through share growth and will enhance the capacity of First American to serve members who otherwise could not access financial services. CDFI Fund support will also support new approaches to deliver financial services in often sparsely settled rural areas and low?income Native?American communities, such as use of ATMs and a possible mobile branch.