

## Invest Native: Letter of Interest

Thank you for expressing interest in Wells Fargo's Invest Native Initiative - a \$20 million commitment aimed at building a more equitable and prosperous future for Native Americans through strengthening Housing Access and Affordability, Small Business Growth, Financial Health and Sustainability & Climate Resilience in communities in Arizona, Montana, New Mexico, North Dakota, South Dakota, and Wyoming.

Letters of Interest will be accepted from May 1st through May 31st, 2023. If there are any questions, please refer to the FAQ provided or send a message with your question to [investnative@wellsfargo.com](mailto:investnative@wellsfargo.com).

### *Organizational Background*

1. **Name of Contact Person**
2. **Title of Contact Person**
3. **Phone Number**
4. **Email**
5. **Organization Name**  
Please use the organization's legal name as it appears on your W-9. Do not use an acronym or "doing business as" name.
2. **In which state is your organization physically located? (Select all that apply)**
  - a. Arizona
  - b. Montana
  - c. New Mexico
  - d. North Dakota
  - e. South Dakota
  - f. Wyoming
3. **Is your organization an IRS-registered, tax-exempt, 501(c)(3) organization or a Tribally Designated Housing Entity?**  
Applicant organizations, unless they are a Tribally Designated Housing Entity, must have 501c3 non-profit status to be considered eligible for this funding opportunity. A pending application to secure 501c3 non-profit status will not be accepted as a substitute.  
NOTE: Applicants will be required to upload a copy of their organization's 501c3 Letter of Determination prior to submitting the application.
  - a. Yes
  - b. No
4. **Organization Type**  
Select your organization types from the list below. (Select all that apply)
  - a. Community Development Corporation (CDC)
  - b. Tribal Designated Housing Entities (TDHEs)
  - c. Native CDFI
  - d. Other nonprofit or technical assistance provider
5. **How many years has your organization been in business?**
  - a. < 1 year
  - b. 1-5 years
  - c. 6-10 years
  - d. 11-15 years
  - e. 16-20 years

- f. > 20 years
6. **How many full-time, employees (FTEs) did your organization employ as of January 1, 2023?**
7. **How many part-time, employees (PTEs) did your organization employ as of January 1, 2023?**
8. **Please indicate total organization annual operating budget as of January 1, 2023.**
- < 500K
  - 501K – 1M
  - 1M – 1.5M
  - 1.5M – 2M
  - 2M – 5M
  - >5M
9. **Please choose the option that best describes the size of your organizational footprint or service area:**
- Local or regional (within one state or territory)
  - Entire state or territory
  - Multiple states
10. **Please select your top three most significant organizational resource priorities.**
- Staffing needs, including succession planning, retaining staff, and increasing the number of staff
  - Professional development or training for staff and/or board
  - Administrative or organizational operations (including financial planning)
  - IT software, hardware or other essential technical equipment
  - Real estate project or housing capital
  - Programmatic financial support
  - Professional services or consultants
  - Other
11. **If technical assistance is made available to your organization, please indicate the top three areas you think would be most helpful.** Please select no more than 3 options.
- Asset management
  - Commercial & small mixed-use development
  - Community engagement strategies
  - Community ownership options
  - Green building & resiliency
  - Integrating racial equity into operations and services
  - Joint ventures and partnerships
  - Operational growth, board development and succession planning
  - Operational sustainability
  - Property management
  - Real estate development and rehab
  - Real estate finance
  - Resident service delivery
  - Native-led small business development
  - Fundraising
  - Identifying and leveraging federal funding opportunities
  - Identifying and leveraging private or philanthropic funding opportunities
  - Other

12. **Which of the following focus areas (“pillars”) is most aligned with your proposed grant activities?**
  - a. Housing Access and Affordability
  - b. Financial Health
  - c. Small Business Growth
  - d. Sustainability & Climate Resilience
13. **Select your community’s top three priorities that your organization is focused on addressing.**
  - a. Financial Stability or Economic Opportunity
  - b. Availability of Affordable Housing (Rental or Ownership Opportunities)
  - c. Housing Costs (maintenance, ownership, or rental)
  - d. Eviction Prevention
  - e. Homelessness
  - g. Systemic Barriers
  - k. Climate Resilience
  - l. Community Services/Facilities
  - m. Native-led Small Business Environment
  - n. Technical assistance for Native-led small business
  - l. Other
14. **Please identify the state(s) in which your proposed grant activities will take place. (*Select all that apply*)**
  - a. Arizona
  - b. Montana
  - c. New Mexico
  - d. North Dakota
  - e. South Dakota
  - f. Wyoming
15. **Please describe your proposed grant activities and how they will align with your community priorities (400 words or less)**
16. **What are the strengths of your communities that this work will build upon? (200 words or less)**
17. **What outcomes will the proposed grant activities contribute to? (200 words or less)**
18. **What is proposed grant request amount?**