

FAQ | April 2023

Invest Native FAQ

Background

Wells Fargo launched a \$20 million commitment to Native American communities in six states, which builds on the company's previous \$50 million commitment that was fulfilled in 2022. The "Invest Native" Initiative aims to impact work within Wells Fargo's four priority philanthropic pillars of **Housing Access and Affordability, Small Business Growth, Financial Health and Sustainability & Climate Resilience** among Native American communities in Arizona, Montana, New Mexico, North Dakota, South Dakota, and Wyoming. The program is designed as a grantmaking initiative to support a more equitable and prosperous future for Native Americans.

Questions and Answers

What is Invest Native and who will benefit?

Wells Fargo's Invest Native Initiative is 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**. The program builds on the company's previous \$50 million commitment to strengthen Native communities, which was fulfilled in 2022.

How long will Invest Native commitment last?

Invest Native is intended to be a two-year effort through end of 2024 working with Native-led organizations across the six states.

Who can apply for the Invest Native funding?

Invest Native will support Native-led and Native-serving organizations focused on Wells Fargo's four philanthropic pillars including Housing Access and Affordability, Small Business Growth, Financial Health and Sustainability & Climate Resilience across the six states. These include Community Development Financial Institutions (CDFIs), 501(c)(3) nonprofit organizations, Tribally Designated Housing Entities (TDHEs) and Native collaboratives (including two or more organizations working together to achieve common goals within the identified six-state territory). See below for additional eligibility requirements.

What are the Eligibility Requirements?

To qualify for Invest Native funding, an organization must

- Be headquartered in and serve Native populations in one of the six Invest Native states including Arizona, Montana, New Mexico, North Dakota, South Dakota, and Wyoming.
- Be providing services under one of the four Invest Native pillars including Housing Access and Affordability, Small Business Growth, Financial Health and Sustainability & Climate Resilience.
- Be Native led and Native serving. This is defined as an organization having a CEO or Executive Director with a Native background **or** having at least 50% Native representation on the organization's Board of Directors **and** at least 50% of the grant funds will be used to serve Native populations.
- Be a nonprofit, 501(c)(3) organization, a Community Development Financial Institution with 501(c)3 designation or a Tribally Designated Housing Entity (TDHE).

Can you provide more details on the programs being supported under the four Invest Native pillar areas?

- **Housing Access and Affordability-** Counseling and Education Programs, Housing and Advocacy, New Construction/Rehabilitation/Renovation, Rental Housing Assistance, Assistance for Homeless.

- **Small Business Growth**- Small business assistance, including technical assistance, debt and equity capital and grants to small businesses.
- **Financial Health**- Financial Education and programs including individual development accounts and credit counseling.
- **Sustainability & Climate Resilience**- Conservation (natural resources and spaces), Restoration (restoring brownfield sites, disaster sites, etc.), Protection (protect air/water/land, includes climate adaptation/mitigation/clean technology).

Why isn't my state included? How were the states selected?

Wells Fargo supports Native-led and Native-serving organizations throughout the country, and that will continue. The targeted work in these six states leverages the work and momentum of existing coalitions in the Dakotas, Mountain Plains Region, and the Southwest. Further, this place-based strategy helps us identify other Native-led organizations that can inform future work and support in other parts of the country.

How are the grants structured?

- Organizations can submit only one grant per year.
- Each grant must focus on one Invest Native philanthropic pillar. If your project has multiple pillars, please choose the one that most closely fits the purpose of the request.
- Invest Native will offer two types of grants: Capacity Building/Planning, and Implementation, described below:
 - **Capacity Building/Planning grants** are one-year grants, \$25,000-\$100,000 , that support activities intended to address immediate needs, including staff training, strategic planning, community engagement, consultants for specific predevelopment or program needs, technology upgrades and other infrastructure needs. In many cases, these grants will strengthen an emerging organization's ability to be competitive for a larger, implementation grant as well as other types of philanthropic and public funding.
 - **Implementation grants** are one-year grants of \$100,000-\$400,000 , that may be eligible for renewal. Funding will be for project/program costs aligned with one of the four focus areas including strengthening housing access & affordability, small business growth, financial health, and sustainability & climate resilience.

When will funding be available?

Grant Interest Forms will be accepted from May 1, 2023, to May 31, 2023. Organizations that submit a Grant Interest Form and are invited to submit a full funding application to Wells Fargo will be notified by June 30. Grant award notifications are planned for September 8, and grant payments will be made in October. Not all organizations that submit a grant interest form will be invited to apply for a full application. Also, not all organizations invited to complete a full application will receive an award.

Are there any "Non-Eligible" Activities?

Yes. Grants will not be considered for the following:

- Individuals
- Organizations that discriminate on the basis of race, gender, gender identity, sexual orientation, ethnic origin, country of origin, citizenship, veteran status, or disability status
- Religious organizations unless they are engaged in programs that are non-sectarian, benefit a broad base of the community have a separate 501(c)(3) designation.
- Political action committees, candidates, programs, or leagues.
- Recreation, athletic, or sports teams, program, or leagues.
- For-profit entities, including start up small businesses.
- Grants specifically for travel, including student trips or tours.
- Organizations that are not aligned with the four philanthropic pillar areas defined above

How do I apply for this funding?

Eligible and interested nonprofits may submit an initial Grant Interest Form [here](#).

How are you tracking impact?

We will track both qualitative and quantitative outcomes. Each grantee will be required to track and report outcomes based on the specific focus area in which it received funding. All grantees will be required to submit a six-month interim narrative report and an impact report at the end of the grant term. These reports will be used to track impact and support communications efforts. Qualitative impact will also be captured to demonstrate the enduring nature of this work (i.e., storytelling, case studies, examples of people / communities served). In addition, Enterprise Community Partners will provide a third-party evaluation of Invest Native, tracking impact across all grantees for the duration of the commitment.

Why are you partnering with Enterprise?

Wells Fargo is partnering with Enterprise Community Partners and its Native-led and experienced Tribal Nations team. Enterprise is the longest-standing national intermediary collaborating with Tribes, Tribally Designated Housing Entities, Native community development financial institutions and Native nonprofits with a national footprint to make home and community places of pride, power and belonging. Enterprise will provide thought leadership and strategic guidance, technical assistance and training, peer convening, and program evaluation to support this multi-year effort and foster maximum impact. Enterprise will function as the day-to-day support contacts with Native partners and commit to providing real-time feedback on opportunities and challenges that arise among the Native communities in the six-state footprint.

Are Tribal entities, including Tribally Designated Housing Entities (TDHEs) eligible for Invest Native funding?

Most of the Invest Native funding will focus on Native-led non-profit 501(c)(3) organizations. However, the Foundation will explore opportunities to support tribal entities where needs align with Invest Native's stated funding priorities.

Is Invest Native an extension of the company's previous \$50 million commitment?

Yes. In 2017, Wells Fargo announced a \$50 million commitment to address the unique social, economic, and environmental needs in Native communities. In 2022, the company fulfilled this commitment, working with Native-serving organizations in 38 states to strengthen housing access & affordability, small business growth, financial health, education and more in Native communities.

If I have additional questions, who can provide the information?

To view an informational webinar with more details about the process, please click [here](#).

To submit any general questions, please email InvestNative@wellsfargo.com.