

2022 ANNUAL REPORT

EXPANDING THE HORIZON





Our Mission

Tiwa Lending Services provides innovative products, education and development services to improve the social and economic growth of Pueblo of Isleta and other Native Americans residing in the surrounding counties.

Our Vision

Tiwa Lending Services believes in financial empowerment through home ownership and education for all Native Americans.

Our Values

Purpose: Generate Funds and Develop Programs to create economic growth and jobs for the people in our Community.

Promise: Always be courteous, ethical, and culturally aware, while delivering high quality services.

Work Culture: Professional attitudes with positive interactions, Knowledgeable about our roles and responsibilities, Be safe and think safety first



LETTER FROM EXECUTIVE DIRECTOR



Dear Friends,

Tiwa Lending Services (TLS) has expanded our office outside of Isleta Reservation and we're optimistic about future endeavors. TLS is a 501(c)(3) non-profit organization that was established in 2009 with the help of Pueblo of Isleta and with the joint efforts of Isleta Pueblo Housing Authority. Tiwa Lending Services continues to be financially stable; I am so proud of our passionate and committed staff and the impact that we have made in our Pueblo of Isleta community. We're looking forward to our continued work in building our Native communities helping maintain financial empowerment and wealth creation through home ownership on and off the reservation. The improvement of the financial capacity of all Tribal members by equipping them with the skills, knowledge and confidence that they need to make informed judgments and to make effective decisions with respect to their current and future personal and household circumstances. TLS provides Tribal members with the tools and opportunities needed for meaningful lives and self-sufficiency, whether through employment, self-employment, or traditional life-ways.

By building capacity for Tribal members, TLS is helping the Pueblo of Isleta Tribal members and Native Americans in the surrounding communities of Bernalillo and Valencia Counties as well as Indian Country into supportive and nurturing communities. For more than 13 years, Tiwa Lending Services has not forgotten its mission and purpose. We want our Native communities to survive and thrive for the next two millenniums; Come visit us at our new office!

For more information: Visit our website www.tiwalending.org

On behalf of the entire Tiwa Lending Services staff and Board of Directors Team, to all who have helped us in this effort, thank you.

With sincere gratitude,

Sheila D. Herrera

Sheila D. Herrera
Executive Director

Serving the Community



- ➔ **Ending Home Loan Portfolio for Year 2022**
\$7,602,346
- ➔ **Ending Consumer Loan Portfolio for Year 2022**
\$721,599
- ➔ **Total Clients Served Through Development Services**
82 Isleta Pueblo Tribal Members

58 Completed Credit Counseling

21 Completed Financial Education Classes

3 Completed HUD Housing Counseling



Jose was our first customer in our new office. He started his journey with TLS in 2019 and has continued the relationship. It is always a joy when Jose calls or visits TLS staff. We've been able to help Jose with our Consumer Loan Program which has assisted him with farming, credit building, and home improvements.



Sheila and Miranda were greeted with donuts and a *Thank You* card from Theresa. This day was her mortgage closing, though her path to homeownership took awhile, she stayed committed. Theresa had first inquired in 2014 and worked with Sheila on the process for a home loan on the Isleta Reservation. In 2019, Theresa utilized the Consumer Loan Program to purchase land in her name. From here she worked on the process within the Tribe and BIA. We are happy to say that Theresa became a proud homeowner in August 2022.

Community Collaboration



DOE Family Night

Pueblo of Isleta's Department of Education invited Tiwa Lending Services to their family night which was themed "Math is Fun". This event allowed youth to participate in different activities at different booths. Tiwa Lending Services had a game with counting money. We set categories of easy, medium, and hard to allow all ages to play. Many youth returned to the table to have another try or up their skills.



IPHA Housing Fair

Pueblo of Isleta Housing Authority hosted a Tribal Housing Fair and invited Tiwa Lending Services to participate. Tiwa Lending Services' staff Sheila and Miranda set-up a booth with materials and goodies. This fair allowed Tribal Members and Pueblo departments to interact with staff and learn more about products and services.



Financial Education Classes

Pueblo of Isleta Social Services reached out to Tiwa Lending Services to collaborate on financial literacy classes. These classes took place in October which is Domestic Violence Awareness Month. There were three classes that took place with topics such as Budgeting & Savings, Credit & Collections, and Homeownership & Maintenance. These classes were hosted by the Pueblo of Isleta Library and were open to the community. With this collaboration we were able to offer childcare, provide drinks & snacks, and interact as a community. Our participants learned about each organization's resources and become even more financially empowered.



AUDITED FINANCIAL STATEMENT

TIWA LENDING SERVICES, INC. STATEMENTS OF FINANCIAL POSITION DECEMBER 31,

	2022	2021
ASSETS		
Current Assets		
Cash and Cash Equivalents	\$ 3,395,737	\$ 3,122,849
Restricted Cash	92,155	591,190
Prepaid Expenses	-	2,871
Loans Receivable, Net, Current	772,247	468,173
Total Current Assets	4,260,139	4,185,083
Noncurrent Assets		
Loans Receivable, Net, Noncurrent	7,416,416	7,743,602
Lease Right-to-Use Asset, Net	24,832	-
Furniture and Equipment, Net	7,818	10,454
Total Noncurrent Assets	7,449,066	7,754,056
Total Assets	\$ 11,709,205	\$ 11,939,139
LIABILITIES		
Current Liabilities		
Accounts Payable	\$ 3,209	\$ 2,375
Cash Held for Others	12,155	293,190
Accrued Liabilities	13,796	14,520
Accrued Interest Payable	17,207	-
Unearned Revenue	30,000	248,000
Lease Liability, Current	15,514	-
Loans Payable, Current	187,500	125,000
Total Current Liabilities	279,381	683,085
Noncurrent Liabilities		
Lease Liability, Noncurrent	9,518	-
Loans Payable, Noncurrent	2,662,500	2,787,500
Total Noncurrent Liabilities	2,672,018	2,787,500
Total Liabilities	2,951,399	3,470,585
NET ASSETS		
Without Donor Restrictions	8,757,806	8,468,554
Total Net Assets	8,757,806	8,468,554
Total Liabilities and Net Assets	\$ 11,709,205	\$ 11,939,139

RATIOS FOR 12/31/2022

- **Total Assets: \$11,709,205**
- **Self-Sufficiency Ratio: 114%**
- **Net Asset Ratio: 73.39%**

Thank You

*We would like to recognize all those involved
in making our work possible*

OUR PARTNERS

- Pueblo of Isleta Tribal Administration
- Pueblo of Isleta Tribal Departments
- First Nations Development Institute
- Oweesta Corporation
- Credit Builder's Alliance
- New Mexico Bank & Trust
- Wells Fargo Bank
- Fannie Mae
- Sweet Grass Consulting, LLC
- New Mexico Mortgage Finance Authority
- U.S. Dept. of Housing & Urban Development

OUR FUNDERS

- Oweesta Corporation
- U.S. Department of Treasury
- The CDFI Fund
- Better Way Foundation
- Kalliopeia Foundation
- Tamalpais Trust
- Wells Fargo Bank



Our Team

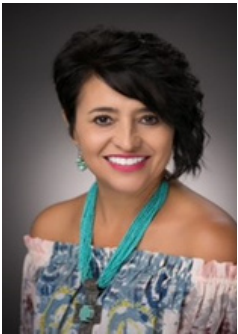


Sheila Herrera
Executive Director



Miranda Lente
Loan Officer
HUD HOC

Our 2022 Board of Directors



Annette Baca
Board President



Ramona Chewiwi
Board Vice President



Charles Peone Jr.
Board Treasurer



Deborah Abeita Torres
Board Secretary

Let's Connect



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OUR PHONE

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OUR WEBSITE

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