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**NATIVE AMERICAN FINANCIAL SERVICES**

# **Financing with Indian Tribes**

**May 2019**

# BOK Financial (NASDAQ: BOKF) Overview

*More than 100 years of strength, stability and service*

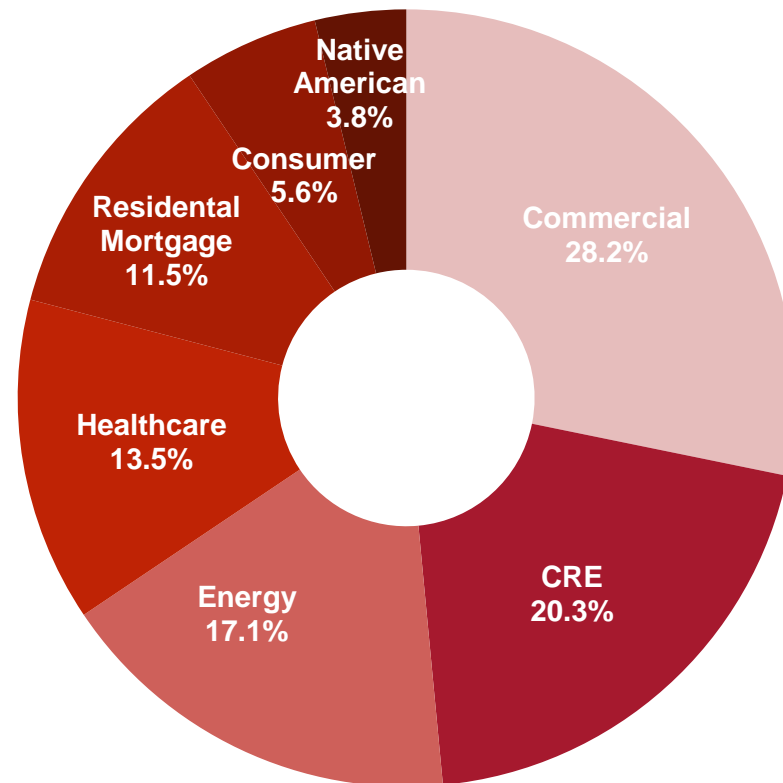
## Strong Financial Metrics

Key Statistics	At 12/31/2018
Assets	\$38 billion
Loans	\$22 billion
Deposits	\$25 billion

## BOKF, NA (Bank) Credit Ratings

AGENCY	RATING
Moody's	A3
S&P	A-
Fitch	A

## Diversified Loan Portfolio



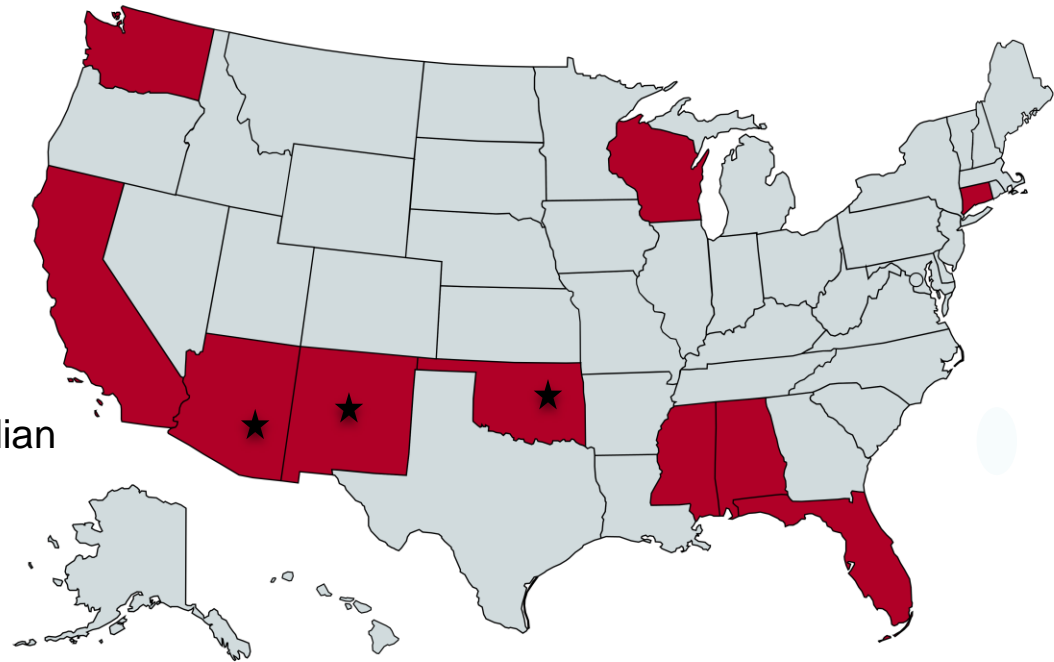
*BOK Financial is among the top 25 largest U.S.-based commercial bank holding companies in the U.S., based on total assets, according to SNL Financial as of 12/31/17. Loan portfolio data is as of 9/30/18.*



# Native American Financial Services Overview

*A Dedicated Team Focused Solely on Indian Country*

- Thirty-eight (38) tribal relationships across the United States
- Tailored products and services for Native American Tribes including:
  - Loans
  - Treasury Services
  - Cash Management
  - Investment Management
  - Minor Trust Management
  - Retirement Plans Services
- Over \$750MM in loans extended to Indian Country
- Over \$3.0B in capital raised for tribal projects (gaming and government)
- Over \$1.5B in investments under management



★ BOKF Native American Office



# Native American Financial Services Overview

## *Pillars of Success*

### **I Team Based Approach**

- I** BOK has dedicated teams serving Indian Country based out of Tulsa, OK; Albuquerque, NM; and Phoenix, AZ. This team based approach ensures responsiveness and customer service.

### **I Collaboration & Partnership**

- I** Our teams never come to the table with a final solution but rather works with our Tribal partners to understand their goals to come up with a collaborative solution that works for everyone.

### **I Acting in the Best Interest of Tribal Partners**

- I** BOK has built its Native American practices by earning a reputation as a trusted advisor always acting in the best interest of the Tribe and Tribal Members.

### **I Experience & Knowledge**

- I** Collectively, our teams have over 100 years of combined experience in banking and over 50 years of experience banking Indian Country.



# Common Senior Bank Loan Structures

## *Typical Loan Structures in Indian Country*

**Broadly there are three types of senior bank loans in Indian Country:**

- **Non-Recourse to the Tribe:**
  - Typically loans to gaming operations
  - Not a General Obligation of the Tribe
  - Loan payments are made by the gaming operations **prior** to tribal distributions
  - Potential impact to distribution levels
  
- **Recourse (General Obligation “G.O.” of the Tribe):**
  - Loans made either to the Tribe directly or to the gaming operations
  - General Obligation of the Tribe
  - Loan payments can be made by the Tribe
  
- **Cash or Investments Secured**
  - Loans made either to the Tribe directly or to the gaming operations
  - Secured by cash or investments
  - Typically the cheapest and most flexible form of financings



# Senior Bank Debt Financing Key Considerations

*Things to think about...*

- **Structural Considerations**
  - Distributions
  - Credit Profile
  - Capacity for Future Needs
  
- **Key Credit Facility Structural Points**
  - Term
  - Security
  - Repayment Period
  - Prepayment
  - Pricing
  - Financial Covenants
  - Limitations on additional indebtedness
  - Limited Waiver of Sovereign Immunity



# Typical Senior Bank Loan Documentation Requirements

## *Key Documents for Loans in Indian Country*

- Credit Agreement
- Security Agreement
  - Depository Account Control Agreements
- Promissory Note
- Authorizing Resolutions
- Non-Interference Agreement
- NIGC Declination Letter (Gaming Transactions Only)



# BOK Financial

## *Native American Financial Services Team Contact Information*

### Native American Financial Services Team

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# Questions & Answers

