



24TH NAVAJO NATION COUNCIL OFFICE OF THE SPEAKER

HONORABLE SETH DAMON

Speaker, 24th Navajo Nation Council

REQUEST FOR PROPOSAL # BID NO. 22-04-2776LE

Services: Financial Services Consultant
Issuer by: Office of the Speaker
Submit to: Sherylene Yazzie, Chief of Staff
Due date: May 6, 2022 at 5pm
Award date: Week of May 9, 2022

SCOPE OF SERVICES Successful Offeror(s) shall perform the Scope of Services provided below:

- Investment for returns and asset appreciation
- Investment for Navajo community and economic development

Offerors must provide a price quote within the time required by the client or be considered non-responsive. The time requirement must be in writing via e-mail, fax or some other form of documentation that can be printed.

Scope of Services:

The Navajo Nation intends to evaluate the formation or acquisition of a financial services entity such a bank, savings association, credit union and/or non-bank institution (which will be referred to herein simply as a "institution"). The institution may provide retail and commercial financial services to the Navajo people and their businesses, the Navajo Nation itself and others. The Navajo Nation or Navajo entity that it controls would own and control the institution. The Navajo Nation contemplates that the institution would be operated much like other commercial institutions operating in the United States. The Navajo Nation considers this a significant project calling for potentially wide-ranging assistance and services.

The Navajo Nation may seek assistance in the form of consulting services from the selected Respondent in one or more of the following "Subject Areas:"

1. Identification and evaluation of the objectives (deposits, mortgage lending, asset-based lending, financial literacy, bonding, small and commercial lending, consumer lending (pay-day lending, auto lending etc.)) that the Navajo Nation should pursue in connection with the formation or acquisition of an institution, an action plan for pursuit of those objectives and a reasonable timeframe for completion of an initial formation or acquisition.
2. Identification and evaluation of: (i) the form of organization to be pursued; (ii) whether a acquisition an existing institution or de novo charter should be pursued; (iii) the manner in which the institution should be held (e.g., via holding company, enterprise or direct ownership), including consideration of relevant regulatory implications such as under the Change in Banking Control Act and/or Bank Holding Company Act; (iv) the process for acquisition and

LEGISLATIVE BRANCH

maintenance of appropriate regulatory licenses and approvals and deposit insurance for the selected structure; (v) sizing expectations for the institution, along with likely funding and capital requirements for the institution (and holding company if relevant); (vi) staffing needs for the institution, including executive leadership; (vii) the impact of restrictions on transactions with affiliates which may apply to business between the institution and the Navajo Nation or other tribal entities; (viii) any required separation between the institution and Navajo Nation and its entities; (ix) benefits which may be available under minority-owned banking community development and similar programs; (x) tax consequences of the ownership and operation of an institution; and (xi) other relevant considerations.

3. Assistance in helping the Navajo Nation set its expectations with respect to: (i) the impact of reasonably expected federal and state supervision and examination of the institution (and of the holding company if relevant); and (ii) the risks and practical consequences associated with any waiver of sovereign immunity which may be required in connection with formation or acquisition of the institution.
4. Evaluating barriers to owning and operating a Navajo Nation institution.
5. An evaluation of the market prospects, current Navajo Nation credit, capital resources, programs, and competition relevant to an institution.
6. Development of a strategic business plan for the institution.
7. Development of various relevant compliance policies and procedures for the institution (and holding company if relevant).
8. Development of a plan for the Navajo Nation's oversight and management of its investment in and ownership of the institution and the risks associated with such ownership.
9. The advisability of additional legislation by the Navajo Nation relevant to ownership and control of the institution and to the conduct of business between the institution and the people and businesses of the Navajo Nation or between the institution and the Navajo Nation itself.
10. Consulting with the Navajo Nation in connection with acquisition transactions (e.g., advice in connection identifying targets and structuring transactions and/or in connection with valuation and diligence for transactions).
11. Assistance in preparation of regulatory applications for formation or acquisition of an institution (and holding company if relevant).

Proposal:

Responses to this bid shall be sent in a sealed envelope, including a return address, and clearly marked on the outside of the envelope and postmarked by the due date to the following address:

**Navajo Nation Office of the Speaker
Attention: Sherylene Yazzie, Chief of Staff
200 Parkway Blvd. Bldg 1
P.O Box 3390
Window Rock, Arizona 86515
RFP # BID NO. 22-04-2776LE
FINANCIAL SERVICES CONSULTANT
DO NOT OPEN-BID PROPOSAL**

LEGISLATIVE BRANCH

Office of the Speaker • Post Office Box 3390 • Window Rock, Arizona 86515 • Ph: (928) 871-7160 • Fax: (928) 871-7255