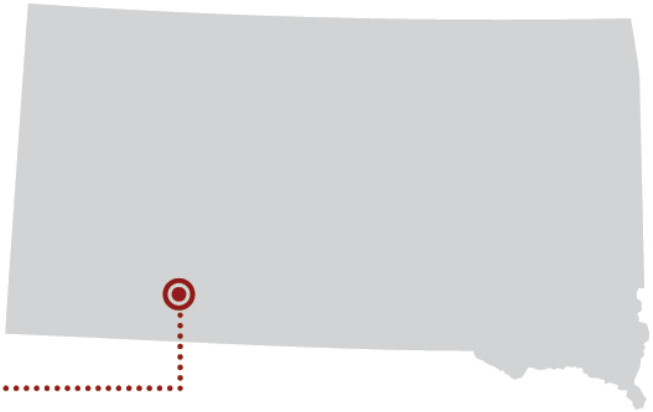
Assistant Secretary - Indian Affairs
Office of Indian Energy and Economic Development (IEED)
DIVISION OF CAPITAL INVESTMENT

LOAN GUARANTEE PROGRAM
SUCCESS STORY

Native American Natural Foods



Kyle, South Dakota

Project Description: Native American Natural Foods is the innovative leader in the emerging categories of meat bar snacks and food as fuel. Co-founders Karlene Hunter and Mark Tilsen created this category in 2007 when they introduced the Tanka Bar, the first product in their line of 100% natural buffalo and cranberry snacks.

Based on a traditional Lakota recipe of dried meat and fruit, Tanka bars, bites, sticks, trail and jerky are sold in more than 8,000 stores in all 50 states. Tanka products represent four of the top 10 selling natural meat snacks in the United States. Retailers range from independent Indian trading posts to national chains, such as Whole Foods and REI.

Native American Natural Foods is headquartered in Kyle, SD, the heart of the Pine Ridge Indian Reservation. It is the homeland of the Oglala Lakota people. The company's goal is to build a national brand that is strong enough to improve the diets, economy and lives of Indian people and to help increase the sustainability of buffalo and the grasslands.

In 2015, Native American Natural Foods became a certified B Corporation, introduced an employee share ownership program and established its own buffalo herd.

TYPE OF SERVICE:	LOAN GUARANTEE
DATE OF GUARANTEE:	2015
LENDER:	NATIVE AMERICAN BANK
BORROWER:	NATIVE AMERICAN NATURAL FOODS, LLC
PROJECT:	NATURAL FOOD BUSINESS
FINANCING AMOUNT:	$2,000,000 (INITIAL LOAN)

WWW.INDIANAFFAIRS.GOV/IEED