

TRIBAL FINANCIAL ADVISORS

INCORPORATED



Providing Tribes
Clear Solutions
in an
Ever Changing
Economic Environment

TRIBAL FINANCIAL ADVISORS ACTS AS FINANCIAL ADVISOR AND PLACEMENT AGENT FOR THE KALISPEL TRIBAL ECONOMIC AUTHORITY FOR ITS \$210 MILLION REFINANCING

Tribal Financial Advisors, Inc. (“TFA”) is pleased to announce that it acted as financial advisor and placement agent for the Kalispel Tribal Economic Authority (“KTEA”), with regard to its new \$210 million Senior Credit Facility (the “Financing”). TFA worked closely with KTEA, a wholly owned instrumentality of the Kalispel Tribe of Indians (the “Tribe”), to close the financing which consisted of a \$205 million institutional term loan and a \$5 million revolver. The proceeds of the Financing were primarily used to refinance KTEA’s existing construction loan and revolver borrowings. KTEA elected to take advantage of excellent conditions in the leveraged loan market.

TFA, the premier investment bank focused on Native American financial advisory and debt placement, was involved in every element of the transaction, including organizing and participating in the lead bank selection process, negotiating terms and pricing, and working with KTEA on all aspects of the execution and closing of the Financing.

Kent Caputo, Chief Operating Officer of KTEA, said, “TFA’s understanding of the nuances of raising capital in Indian Country enabled KTEA to refinance its existing debt while providing the maximum amount of flexibility in terms of structure. This Financing also enables KTEA to continue to enhance the gaming and resort amenities at Northern Quest Resort & Casino and maintain Northern Quest’s position as the premier gaming resort in the Spokane area and the Inland Northwest.”

Kristi Jackson, CEO of TFA, added, “TFA’s principals have enjoyed a long-term relationship with the Tribe and KTEA and we view the successful completion of this transaction as another key milestone in that relationship. TFA’s involvement pushed traditional investment banks to provide KTEA with unique financing solutions including utilizing the institutional loan market, in order to help KTEA achieve its financial goals.”

Tribal Financial Advisors is a specialized investment bank focused exclusively on capital raising and advising on debt related issues, financings and financial relationships for Indian Tribes. Its experienced team brings years of investment and commercial banking expertise coupled with a deep understanding of Native American finance and the gaming industry.

KTEA, a wholly owned instrumentality of the Kalispel Tribe of Indians, owns, develops and operates all of the Tribe’s business enterprises, including Northern Quest Resort & Casino, which is located approximately 10 miles west of Spokane, Washington.

For more information, please contact any of the following:

Kristi Jackson
Chief Executive Officer
kjackson@tribaladvisors.com

David Howard
President
dhoward@tribaladvisors.com

Jeff Heimann
Managing Director
jheimann@tribaladvisors.com

William Crader
Director
wcrader@tribaladvisors.com