

COUNCIL OF THE CHEROKEE NATION
EXECUTIVE & FINANCE COMMITTEE REPORT

Group: Financial Resources

Month/Year of Report: January 2012

Treasurer: Lacey Horn

Phone: 207-3902

E-mail: lacey-horn@cherokee.org

I. Budget Highlights – through December

- a.) Financial Resources – 23% spent
- b.) Treasurer – 19% spent
- c.) IIM – 27% spent
- d.) Acquisition Management – 23% spent
- e.) Records Management – 18% spent
- f.) Support Services – 24% spent
- g.) Office of Historical Records – 22% spent
- h.) Employee Performance Incentive – 99% spent

II. Program Highlights

a.) Balanced Scorecard Measures

- 1. Complete FY11 Audit - 20% complete
- 2. Obtain Unqualified Audit Opinion – 5% complete
- 3. No Reportable Conditions on Single Audit – 0% complete
- 4. Obtain GFOA Award for FY10 CAFR – 100% complete
- 5. Reports Completed & Submitted by Due Dates – 100% Complete for reports due by 12/31/11

b.) Accomplishments

- 1. ARRA quarterly reporting completed
- 2. January 3, 5, 6, 12, 16, 20 and 26 - Travel Training on the Concur System

c.) Future Plans/New Initiatives

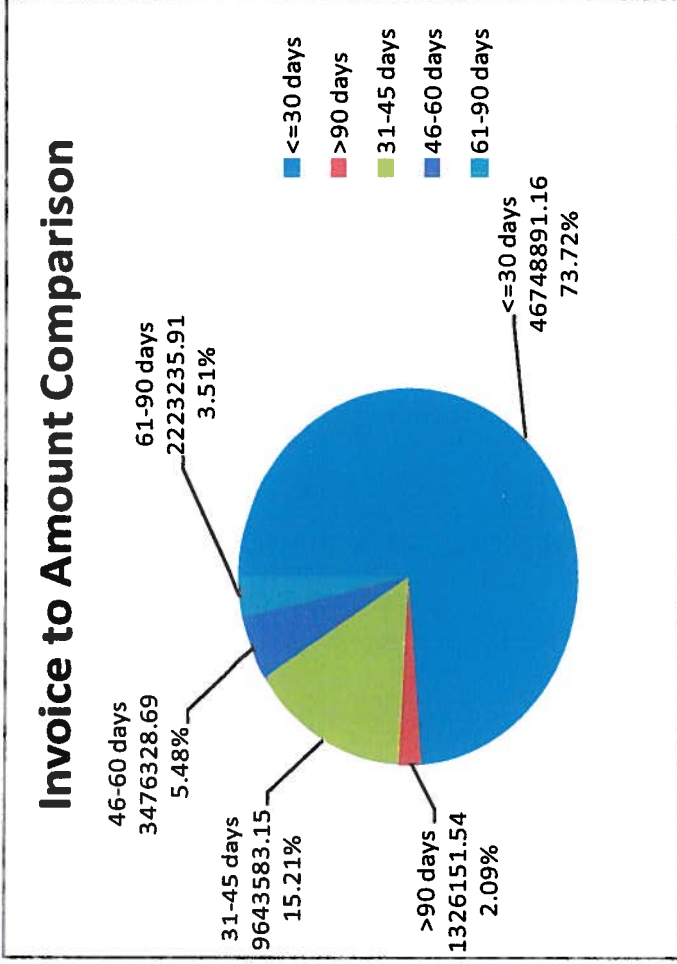
- 1. FY11 year-end closing processes and reviews continue
- 2. Travel training on Concur System – February 17 and 23

COUNCIL OF THE CHEROKEE NATION
EXECUTIVE & FINANCE COMMITTEE REPORT

Cherokee Nation Acquisition Management Year-To-Date Report Over \$5,000 Transactions October 1, 2011 through September 30, 2012		% of sub-total - TERO vendor submitted Bid
Award to TERO Vendor	\$ 4,358,052.99	80.24%
Award to non-TERO Vendor	\$ 1,073,391.81	19.76%
Sub-total bids with a TERO vendor participating	\$ 5,431,444.80	100.0%
Bid - no bids submitted by TERO Vendors	\$ 2,098,354.58	
October through December of 2012		

Values

Category	APP-TRAN-PMT-AMT-6	APP-INVOICE-2
<=30 days	46,748,891.16	43,789
>90 days	1,326,151.54	498
31-45 days	9,643,583.15	2,115
46-60 days	3,476,328.69	651
61-90 days	2,223,235.91	524
Grand Total	63,418,190.45	47,577



I. Budget Highlights

- a. December consolidated monthly net income was \$7.4 million compared to budget of \$6.3 million.
 - i. The positive budget variance was primarily driven by higher gaming revenue from CNE. CNE net income of \$9.6 million was \$1.8 million favorable to budget. CNB Parent resulted in a \$486,000 positive variance due to lower than expected operating expenses. This was partially offset by negative variances from CNI and the IT Portfolio due to lower than expected revenue.
 - ii. Below are the net income variances to budget for each entity:
 - 1. CNB: +\$486,000
 - 2. CNE: +\$1.8 million
 - 3. CNI: -\$631,000
 - 4. Technology: -\$204,000
 - 5. Others: -\$315,000
- b. FY12 Year-to-date Consolidated Cap Ex (actual expenditures) is \$9.9 million for all entities.
 - i. CNE: \$6.4 million
 - ii. CNB: \$3.2 million
 - iii. CNI: \$167,000
 - iv. CPM: \$133,000
 - v. MOB: \$ -

II. Operating Highlights

- a. The BoA credit facility has a balance of zero as of December 31, 2011.

I. Budget Highlights

- a. Total CNE revenue totaled \$41.9 million, which was \$948,000 above budget.
 - i. Gaming revenue of \$36.7 million was \$1.3 million favorable to budget. The higher than budget gaming revenue was partially offset by the \$787,000 unfavorable budget variance in Promotional Allowances. All properties exceeded the December gaming revenue budget with the exception of Roland which was slightly below budget. Non-gaming revenue was \$403,000 favorable to budget.

Below are the revenue variances to budget for each property:

 - 1. West Siloam Springs: +1.1%
 - 2. Tahlequah/Fort Gibson: -1.5%
 - 3. Roland/Sallisaw: -1.9%
 - 4. Catoosa: +4.6%
 - 5. Will Rogers Downs: +2.9%
 - 6. Ramona: +16.0%
- b. Total December operating expense of \$29.6 million was \$714,000 favorable to budget. A favorable variance to budget in cost of goods sold as well as employee costs resulted in the overall favorable variance in total operating expense. Total cost of goods sold was 4.5% below budget primarily due to retail cost of goods sold. The favorable variance to retail cost of goods sold was the result of lower than budgeted revenue due to a lower price per gallon of fuel. Higher gaming related expense associated with higher gaming revenue partially offset lower cost of goods sold.
- c. CNE December net income totaled \$9.6 million compared to budget of \$7.8 million.

II. Operating Highlights – As of December 31, 2011

- a. Properties
 - i. Catoosa – Catoosa EBITDA in December 2011 was \$6.0 million, which was a favorable variance to budget of \$1.1 million. December total revenue was \$749,000 favorable to budget. Higher than expected gaming revenue was partially offset by an unfavorable variance to budget in promotional allowances of \$432,000. Total operating expense was \$390,000 favorable to budget. The favorable variance was primarily the result of adjusting revenue strategies which, in the past, had utilized aspects of player reinvestment, such as VIP events and cash prizes, to utilizing more promotional allowances leading property management to expect higher gaming revenue. The Catoosa facility saw a record number in Coin In on New Year's Eve despite December 2010 having Casino 3 open New Year's Eve.
 - ii. West Siloam Springs – West Siloam Springs EBITDA was \$4.2 million in December 2011, \$251,000 over a budget of \$4.0 million. Total revenue was \$104,000 favorable to budget. The favorable variance in revenue was the result of higher than expected gaming revenue of \$236,000. Higher coupon expenses, associated with an effort to increase hotel occupancy during non-peak gaming days, continued to drive promotional allowances higher than budgeted in December. Higher EBITDA was primarily the result of a favorable variance to budget of \$147,000 in total operating expense. The favorable variance in total operating expense was primarily driven by less than expected employee cost of \$172,000. The new Off-Track Betting facility opened at West Siloam Springs on December 28th.

- iii. Roland & Sallisaw – The combined EBITDA of the Roland and Sallisaw properties was \$3.0 million in December 2011, which was slightly favorable to budget. Higher than expected gaming revenue of \$102,000 was offset by lower retail revenue resulting in total revenue being unfavorable to budget by \$134,000. The favorable variance to EBITDA budget was the result of lower than budgeted total operating expense of \$183,000. The favorable variance was primarily due to lower retail cost of goods sold of \$162,000 resulting from lower than expected fuel gallons sold as well as a lower than anticipated retail price per gallon of fuel. Also, contributing to the overall favorable variance in total operating expense was lower than budgeted employee cost of \$79,000. I-40 road construction continues with an estimated completion date of spring 2012.
- iv. Tahlequah & Ft. Gibson – The combined EBITDA of the Tahlequah and Fort Gibson properties was \$1.5 million, which was slightly below budget. Total revenue was slightly under budget due primarily to higher than expected gaming revenue being offset by the lower than anticipated retail revenue as well as higher than anticipated promotional allowances. Retail revenue was 10.1% under budget primarily due to less than expected fuel gallons sold as well as lower than expected price per gallon of fuel. Property management has evolved its player reinvestment strategies to direct more dollars to players of known gaming worth in hopes to increase rated play. This strategy has resulted in a slight increase in promotional allowances. However, the increase in revenue generated from this strategy has resulted in promotional allowances continually declining as a percentage of revenue. The unfavorable variance in total revenue was offset by total operating expense coming in slightly under budget. The favorable variance in total operating expense was primarily due to lower retail cost of goods sold resulting from lower retail revenue. A favorable variance in employee cost of \$39,000 also contributed to the overall favorable variance to total operating expense. Construction continues on the permanent structure in Ft. Gibson with an estimated completion date of late 2012.
- v. Will Rogers Downs - Will Rogers Downs EBITDA of \$275,000 in December was \$103,000 favorable to budget. Total revenue was slightly above budget. The favorable variance was primarily driven by gaming revenue exceeding budget by \$100,000, or 6.0%. The higher than anticipated gaming revenue was partially offset due to a lower than expected purse reimbursement from the Horseman's Association. Total operating expense was slightly under budget primarily due to less than budgeted employee cost, which was partially offset by the higher than budget gaming expense related to the increase in gaming revenue.
- vi. Ramona – Ramona EBITDA of \$892,000 was \$254,000 over budget. Total revenue was favorable to budget by \$234,000. The favorable budget variance was the result of higher gaming revenue of \$230,000. The favorable variance was the result of property management's operational strategies to capitalize on the timing between the opening of the expansion to the gaming floor and the New Year's Eve celebration. The Ramona Casino opened its modular expansion on December 26th, adding 94 games to the present gaming floor. Construction continues on the permanent casino in Ramona with an estimated completion in late 2012.

Actual Results

a. Net Income

- i. Net loss for December 2011 was \$799,000, which is \$631,000 unfavorable to budget. The unfavorable variance is primarily due to an unfavorable variance in Manufacturing of \$544,000 and Distribution Services of \$118,000 due to lower than expected revenues and lower GPM. These were partially offset by a favorable variance in Corporate Overhead of \$19,000.
- ii. December net income was unfavorable to prior year by \$447,000 due to an unfavorable variance in Manufacturing of \$443,000 and Distribution Services of \$89,000. Additionally, Professional Services was unfavorable by \$114,000 from the prior year due to expired contracts that have not been replaced. These negative variances from the previous year were offset by a reduction of Corporate Overhead of \$150,000.

b. Revenue

- i. CNI's revenue totaled \$5.4 million in December 2011, which was \$1.4 million below budget. The variance is primarily due to decreased revenue of \$1.2 million in Distribution Services and in Manufacturing of \$323,000 due to decreased demand. These were partially offset by a favorable variance in Military Services of \$56,000 and Professional Services of \$95,000.
- ii. December revenue declined \$1.6 million from the prior year. Professional Services experienced a decline of \$749,000 due to expired contracts that have not been replaced. The unfavorable variance in Distribution Services of \$1.1 million and Manufacturing of \$635,000 is due to lower than expected demand. The unfavorable variances were partially offset by a favorable variance in Military Services of \$929,000 associated with a ramp up of activity.

c. Operating Expenses

- i. Total operating expenses for December 2011 were \$6.1 million compared to a budget of \$6.9 million. The favorable variance is due to decreased expenses associated with lower revenues.
- ii. Operating expenses compared to prior year were lower by \$1.1 million due to similar reasons as noted above.

d. Employment

- i. 73.1% Cherokee citizen employment
- ii. 81.1% Native American employment

I. Budget Highlights

- a. December revenue of \$5.4 million was \$2.0 million above prior year revenue of \$3.4 million, but \$749,000 behind a budget of \$6.2 million.
 - i. Revenue was impacted favorably from the National Institute of Health (NIH) and USGS Fort Science contracts. Additionally, \$166,000 was recognized in December for November's billing month, due to a contract modification for the Brooke Army Contract.
 - ii. Revenue was impacted unfavorably by a short billing month (21 day billing calendar), 1 holiday day (Christmas), as well as continued delays of Federal contract awards, resulting from ongoing budget delays and government spending reductions.
- b. December net income totaled \$242,000, compared to a budget of \$446,000. The variance to budget is attributable to lower than anticipated Federal awards among most business units.

II. Operating Highlights

- a. Current Month
 - i. A modification to a contract was added to the Brooke Army agreement to add \$76,000 in revenue each month starting with October 2011.
 - ii. Federal awards continue to be delayed beyond targeted dates due to budget and funding issues. Contracts that are being awarded are increasingly competitive and price sensitive, which reduces anticipated revenue and profit compared to prior fiscal year 2012 forecasts.
 - iii. Employment - 626 total employees
- b. Future Plans/New Initiatives
 - i. Continue to strategically grow revenue by leveraging:
 - 1. Strengths of ETI and ITX.
 - 2. Advantages of the SBA 8(a) programs.
 - 3. Cherokee Nation's reputation, network/affiliates, financial strength and current IT infrastructure.
 - 4. New federal contracts.
 - 5. Strategic acquisition opportunities.

I. Budget Highlights

- a. CNSD net loss was \$44,000 in December 2011. This was \$58,000 below the budgeted net income of \$14,000. Expenses were recognized in November and December for the Fort Sill project. Revenue will be recognized upon completion of the project and final billing in January 2012.
- b. APSE net income was a \$6,000 loss in December 2011. This is lower than prior year net income of \$9,000 and is lower than the December 2011 budget of \$46,000. Parts sales were lower when compared to prior months and year and margins remain tight. Operating expenses remained lower than budget. EBITDA for December 2011 was \$19,000, which was lower than budget of \$108,000.
- c. CCRC experienced a loss of \$78,000 in December 2011. Less than budgeted revenue in the construction and environmental divisions contributed to net income being less than budget. Offsetting the less than budgeted gross margin was a favorable variance in operating expenses.
- d. CNCS generated a net loss of \$34,000 in December 2011 as compared to a net loss of \$42,000 in November 2011. In December, the gross margin was 17.9% as compared to 9.6% in November. This was a result of progress in the mechanical division which has a higher gross margin than construction work.
- e. December resulted in a net loss of \$16,000 compared to budgeted income of \$59,000 or a negative variance of \$75,000. Beginning with the new fiscal year, Mobility Plus is recording an allowance for bad debt. This month's allowance was \$85,000 and is reported in the Other Operating Expense. As the year continues, this allowance will be reviewed for accuracy and future adjustments could be made.

II. Operating Highlights

- a. CNSD had previously entered into a service contract with Smith & Wesson Security Solutions that is now generating revenue and favorable feedback from CNSD work efforts has been received. CNSD has entered into two contracts recently that will show revenue in the coming months. The first is the installation of a High Security Video Conferencing center in Fort Sill in Lawton, OK. The second contract is a total Physical Security Upgrade for a Naval Air Station located in Puerto Rico. An additional contract is in process to provide Access Control upgrades at Picatinny Air Base in New Jersey. CNSD has also submitted 4 sources sought documents for contracts with solicitation dates ranging over the next 2 to 6 months.
- b. APSE December revenue was \$624,000; a decrease as compared to prior month, and was lower than December budget of \$924,000. Revenue was lower than budget primarily due to a slower than expected increase in parts sales to Boeing under the San Antonio contract, and lower general sales than budgeted. APSE is continuing to work with Boeing on the details of the 345 Kitting Program. Boeing initially planned the delivery of the first 14 kits totaling \$6.0 million in July 2012. Due to recent discussions, APSE now estimates delivery to occur later in the 3rd quarter. General sales revenues are expected to begin slight increases in coming months as the recently awarded M7 contract has become fully operational, supporting parts sales in 3 hangar locations in the San Antonio area.
- c. CCRC December 2011 revenue was \$818,000, compared to a budget of \$1.5 million. Revenue was under budget in the construction and the environmental divisions. Construction revenue was approximately \$575,000 under a budget of \$785,000, the environmental area was \$88,000 under budget, and the aviation area was \$27,000 over budget. The revenue shortfall was caused by a slowdown of funds being released by the government on new task orders. In addition, the original budget anticipated an award of a \$3.0 million contract to refurbish the Fort Gibson dam gates. The funding for that award was diverted and used on another project by the Corps of Engineers.

- d. CNCS December 2011 revenue was \$407,000 as compared to \$251,000 recorded in November 2011. CNCS was recently awarded a \$5.7 million delivery order contract to design renovations and repair Facility 722 at Dover Air Force Base (AFB), Delaware. \$90,000 is included in December revenue for design work related to this recently awarded contract. \$246,000 in revenue at Dover AFB was related to continued progress on design and construction to relocate overhead electric distribution to underground in the Wing Command area. CNCS currently has 4 active task orders issued under the 2011 Dover AFB contract.
- e. Mobility Plus December revenue was \$853,000 compared to a budget of \$775,000. Sales continue to be positive for Mobility Plus, however processes for collection and payment of sales need improving. One step taken to improve this area is to have Brightree consultants in our offices for a review of the general set up of the system. While results are below budget, operations are trending in a much more positive manner. In the short-term, results are expected to remain slightly behind budget, but as the year progresses, and continued refinement of processes are implemented, improvements should be seen in both revenue growth and cost containment.

Group: Career Services-
Employment Month/Year of Report: January, 2012

Group Leader: Diane Kelley Phone: 453-5628 Email: dkelley@cherokee.org

I. Budget Highlights – Please refer to Monthly Financial Report

None

II. Program Highlights

a. Balanced Scorecard Measures

Activity	December	YTD	Goal	% of Goal
GED Completions	32	98	250	39%
Training Completions	36	138	450	31%
Employment Completions	3	9	300	3%
Unsubsidized Placement	74	163	500	33%
Retention	45	98	200	49%
Job Readiness Training	18	67	500	13%
WorkKey Credentialing	25	119	500	24%
Job Bank	18	49	1,000	5%
Indian Owned Businesses	23	97	100	97%
Major Cherokee Employers	0	0	50	0%
Job Fairs	3	4	15	27%
Community Service	4	13	50	26%

Balanced Scorecard measures for the previous month will be available the 15th of each month.

b. Accomplishments

1. The TERO mediated a settlement between an employee and CNE
2. The TERO hosted a joint TERO meeting with five other TEROs to shadow Cherokee Nation TERO.

3. Twenty-seven Day Work Training participants entered employment, 13 with Cherokee Nation.
4. Four NAHASDA Day Work Training participants entered employment, three with Cherokee Nation.
5. Career Services held three Job Fairs in January – one in Rogers County, with one person hired; one in Nowata County, with four persons hired; and one in Craig County. Starting wages averaged \$12.50 per hour.

Initiatives

1. Staff will begin planning for the Summer Youth Employment Program.

Career Services
Summer Youth
Employment Grid

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Fiscal Year	Tribal Monies	Federal Monies	Interns Served	No. of Weeks	No. of Hours
2008	\$ 372,961	\$ 393,419	8 at 40 hours a week	8	40
Youth Served	237	250			
2009	\$ 1,179,364	\$ 473,676	14 at 40 hours a week	8 (some all year)	40
Youth Served	377	301			
2010	\$ 12,158	\$ 621,602	8 at 40 hours a week	8	40
Youth Served	*11	395			
2011	\$ 268,397	\$ 201,298	12 at 40 hours a week	6	20
Youth Served	196	147			
2012 Projected	\$ 268,397	\$ 268,397	15 at 40 hours a week	6	20
Projected Youth	200	200			

** Staff salaries paid out of federal monies.

*11 - Eleven youth served until stimulus money began.

Note on the Federal Monies column this is an estimate amount calculated by number of youth served.

2012 Projected is based on 16 thru 21 years of age.

14-15 Year olds		No. of Weeks	No. of Hours
2012 Projected	\$ 215,000	6	20
Projected Youth	200		

Wance 1/12/12
Hope Roach 1/12/12

[Signature]
01/12/2012

Group: Commerce

Month/Year of Report: January 2012

Director: Anna Knight

Phone: 453-5532

Email: aknight@cherokee.org

Budget Highlights None

Program Highlights

a. Balanced Scorecard Measures

Objective	Metric	2011 Goal	Year to Date Achievement Notes/Comments
Investment in Economy	Loan Dollars	\$1,000,000	Commercial: \$270,585.29 <i>Approved Loans Pending Closing</i> <ul style="list-style-type: none"> • Retail \$300,000 • Restaurant \$155,000 <i>Pending approval</i> <ul style="list-style-type: none"> • None Pending Consumer: \$289,969.28
Investment in Economy	Tourism Dollars		
	a) Community Tourism	a) \$50,000	a) \$1,500 (artist loan)
	b) Tourism Business Development	b) \$100,000	b) \$105,300 (financing tourism related businesses)
	c) Art Center		c) \$12,658 (income to artists/communities)
Job Creation	# Small Business Jobs Created/Maintained	100	42.5
	Percentage Cherokee (or Cherokee Family) Employed	100%	72%
Effective Business Training	# Attendees and % Indicating usefulness	500/95%	808 / 100%
CN Holiday	1. % Increase Sponsorships		a) 23% increase over 2010
	2. % Increase in Community Games Participation/Holiday Cultural Events	a) 5% b) 5%	b) Community Games - Adult participation down by 10% and child participation up 15%; Holiday Cultural Events – Adult and child participation up 10%

b. Notable accomplishments

1. **Commercial Loans Closed –YTD –** Bunch-Service (1.5 jobs); Muskogee-plumbing (2 jobs); Hulbert-Ag loan (2 jobs); Briggs- salvage (16 jobs); Westville-Ag loan (3 jobs); Tahlequah-Mechanic (1 job), artist loan (1 job); Grove-Convenience Store (6 jobs); Sallisaw-retail/tanning (10 jobs).

2. **Collateral for Commercial Loans Closed –**

Community	Loan Purpose	Project Costs	Loan Amount	Collateral Discounted Value	Owners Equity	Jobs
Westville	Purchase livestock / Capital Improvements	\$35,000	\$25,536.74	Vehicle/Livestock=\$29,455	28%	3
Tahlequah	Purchase Welder	\$1,000	\$748.68	Payroll Deduct/Equipment UCC=\$871	25%	1
Grove	Existing Business	\$355,000	\$105,734.98	2 nd Mortgage on Real Estate=\$360,000	71%	6
Tahlequah	Purchase Loom /Weaving Materials	\$2,000	\$1,545	Payroll Deduct/Equipment UCC=\$1000	25%	1
Sallisaw	Purchase Retail Bldg	\$250,000	\$51,107.27	1 st Mortgage / 2 nd Mortgage=\$300,000	80%	10

3. **Charged Off Loans – Commercial: Monthly/YTD Total – 0, Consumer: Monthly/YTD Total – 0**

4. **Submitting CDFI grant application for \$725,000 in lending funds to create a small automobile loan program** targeting CN employees currently accessing predatory auto lenders (\$250,000) and adding \$500,000 in lending capacity to the small business lending program.
5. **Finalizing business/operational plans for art retail space** in the old Cort Mall in downtown Tahlequah. This space would provide affordable retail space with shared sales area/staff and shared marketing. It is anticipated artists graduating from the incubator program (receiving entrepreneurial assistance) will transition to this space.

c. Future plans/new initiatives

1. **E-Commerce website for Art Center Gallery** to increase market opportunities for Cherokee artists.
2. **Kitchen Incubator** for Cherokee farmers and food producers to earn supplemental income by preparing/packaging local foods for sale. **Creation of Food Sector entrepreneurial development and loan programs.**
3. **Subcontractor workshop series** to build capacity and bidding expertise of TERO vendors.

Lending \$'s Available (pending and approved/pending applications not considered)*

▪ IRP:	\$311,090.00	▪ ICDBG Adult:	\$123,100.21
▪ Commercial:	\$415,563.56	▪ ICDBG Youth:	\$61,745.93
▪ CDFI:	\$789,405.90	▪ Consumer Lending:	\$65,255.31

* Bank statements for January are not yet available.

*ICDBG Adult bank account balance will shift to Commercial account once all grant closing procedures are completed.

Business/Entrepreneur Workshops			
Date	Location	Time	Workshop
February 8	Claremore RSU Innovation Ctr	Noon	Lunch and Learn – Topic to be Determined
February 9	Claremore RSU Innovation Ctr	6:00 pm to 8:00 pm	Indianpreneurship
February 16	Claremore RSU Innovation Ctr	6:00 pm to 8:00 pm	Indianpreneurship
February 23	Claremore RSU Innovation Ctr	6:00 pm to 8:00 pm	Indianpreneurship
March 6	Claremore RSU Innovation Ctr	Noon	Lunch and Learn – Oklahoma Bid Assistance Network
March 6	Tahlequah	6:00 pm to 8:00 pm	Indianpreneurship
March 13	Tahlequah	6:00 pm to 8:00 pm	Indianpreneurship
March 14	Claremore RSU Innovation Ctr	Noon	Lunch and Learn – topic TBD
March 20	Tahlequah	6:00 pm to 8:00 pm	Indianpreneurship
March 27	Tahlequah	6:00 pm to 8:00 pm	Indianpreneurship
March 28	Tahlequah	6:00 pm	SBA – How they can help (tentative)
April 10	Muskogee Indian CTC	9:00 am to 1:00 pm	Social Media Bootcamp
April 11	Bartlesville	8:30 am to 12:00 pm	Minority Procurement
April 11	Claremore RSU Innovation Ctr	11:30 am to 1:00 pm	Networking to Grow Your Business
April 12	Claremore RSU Straton Taylor Library Room 207	1:00 pm to 3:00 pm	SBA 8a, Hubzone, & Women Owned Businesses



CERTIFIED INDIAN OWNED BUSINESS REPORT

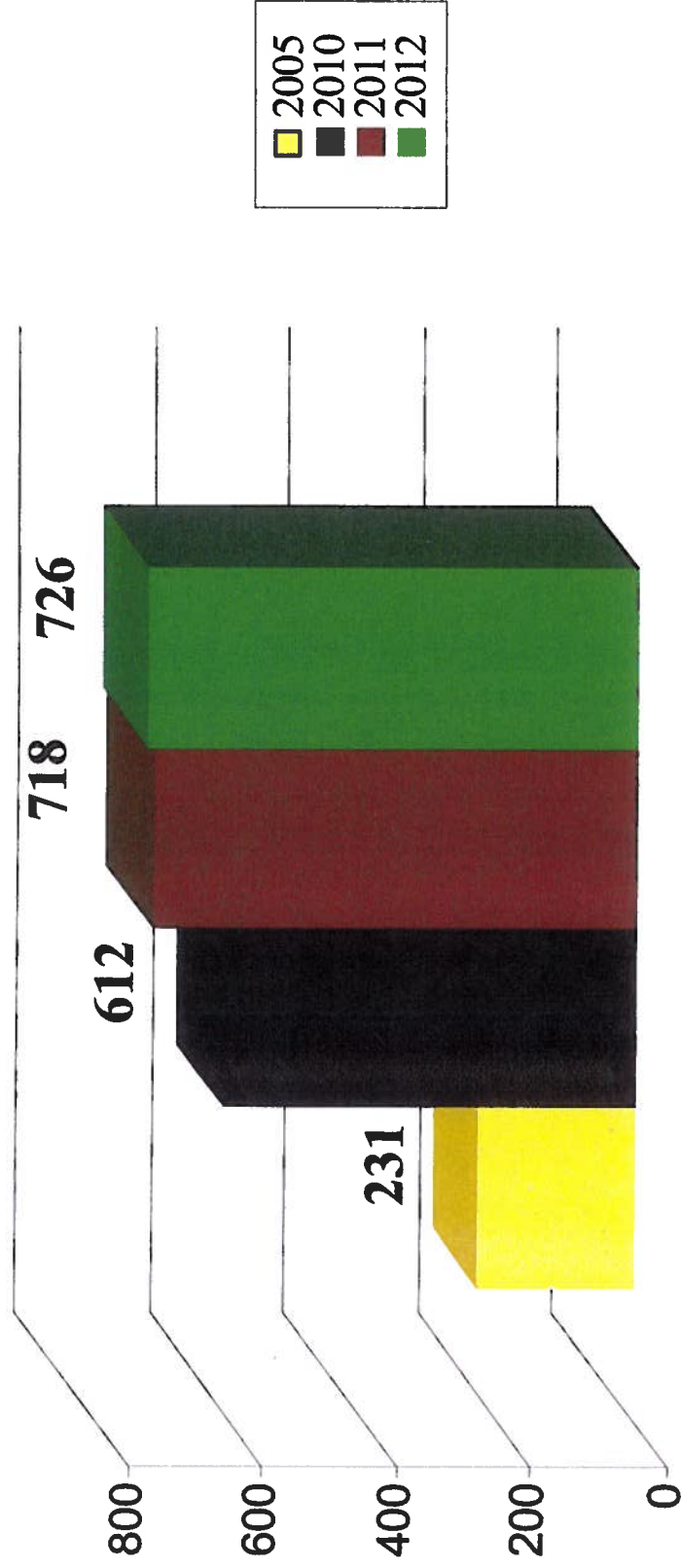
1st Quarter 2012

December FY 2012 Quarterly Report

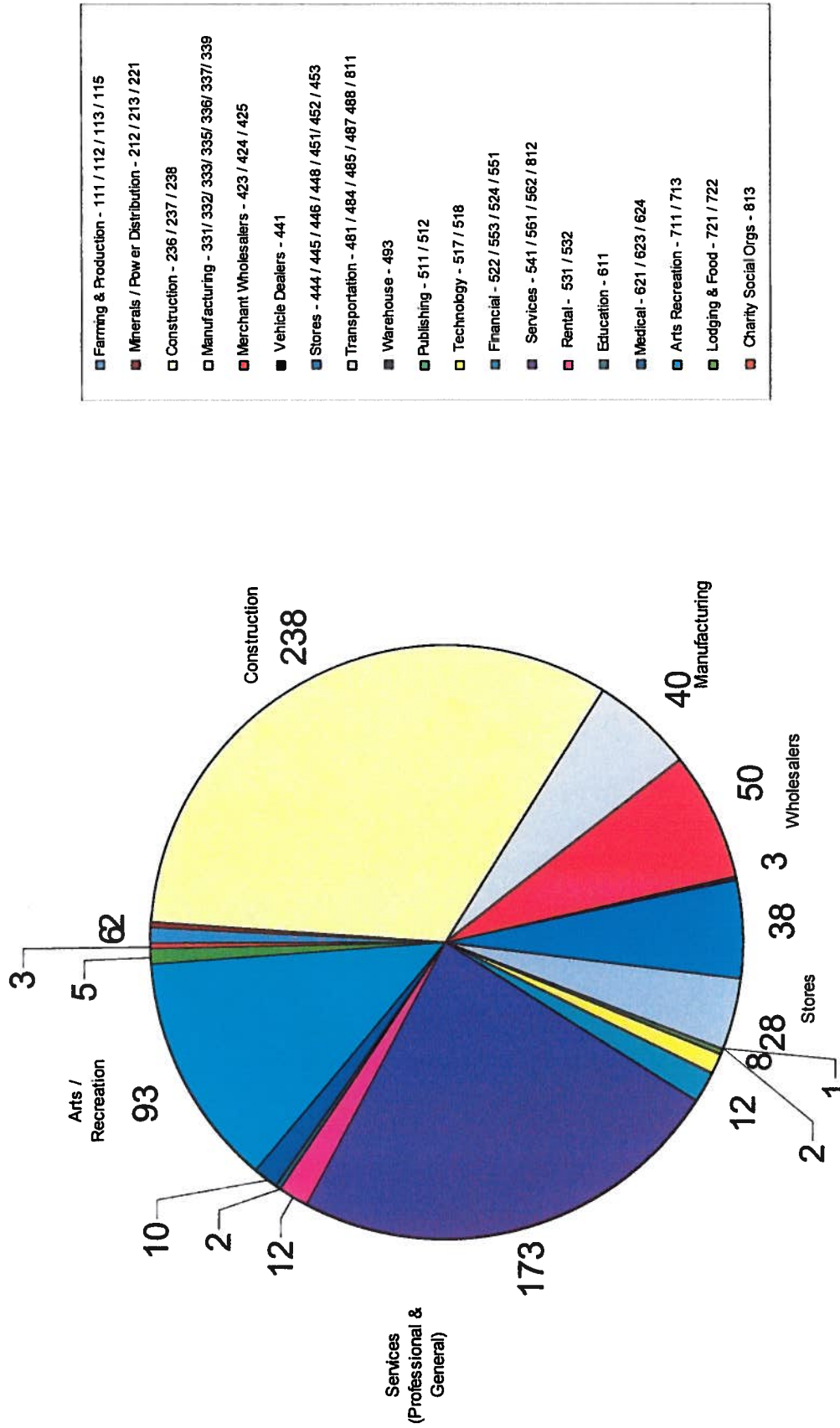
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Increased Number of Certified Indian Owned Businesses

Number of Certified Indian Owned Businesses

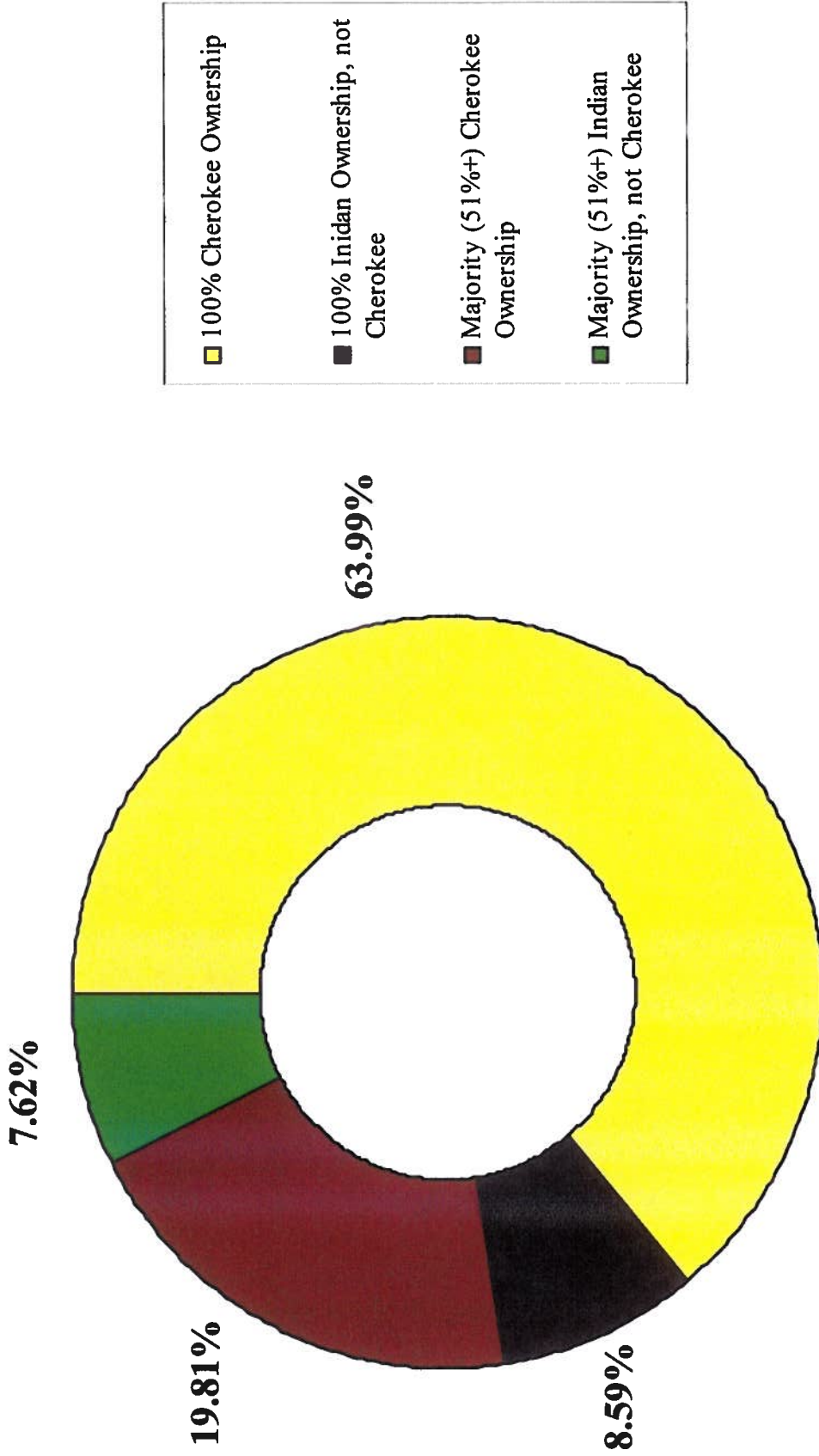


CIOB by Industry

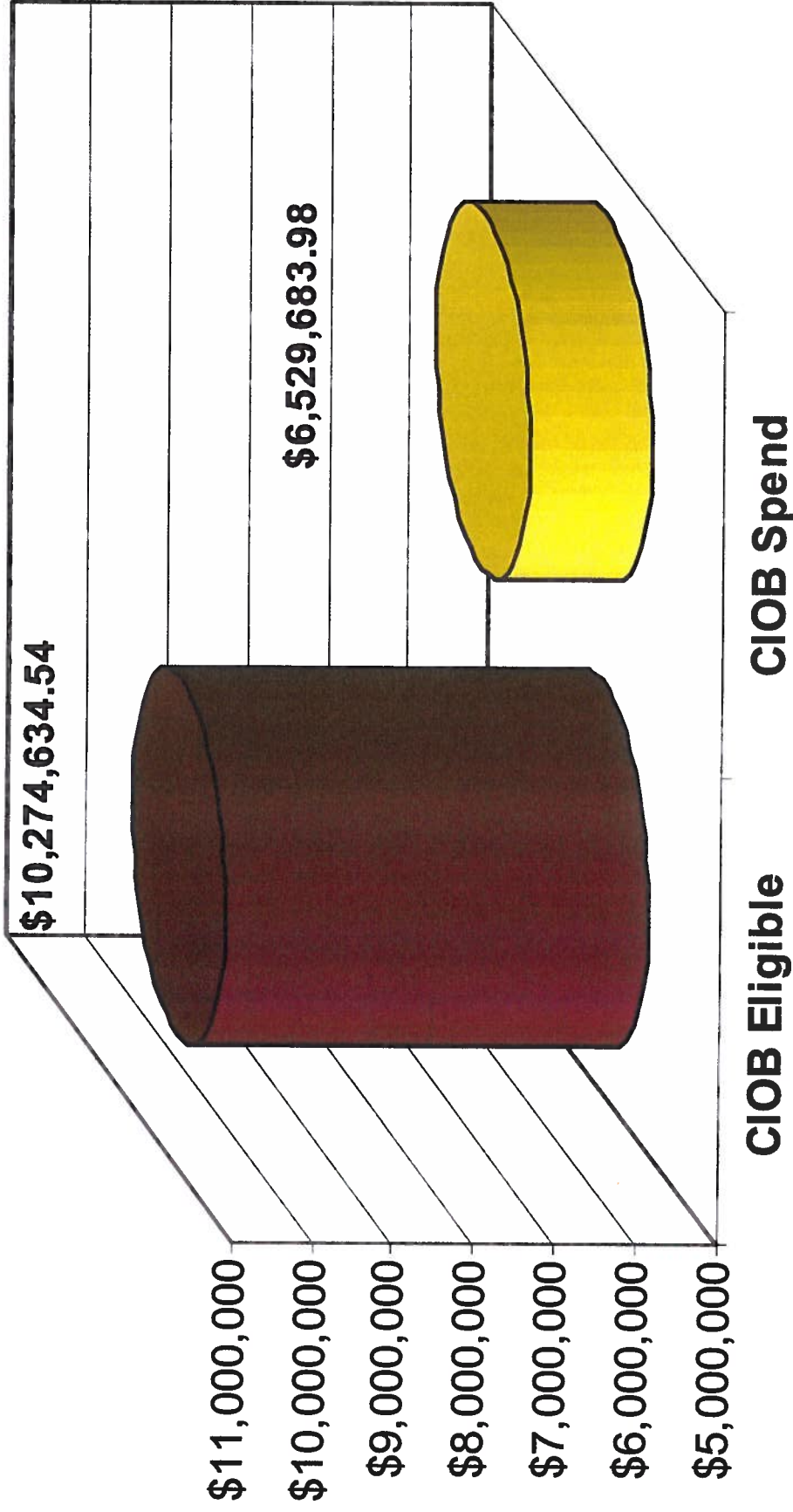


December FY 2012 Quarterly Report

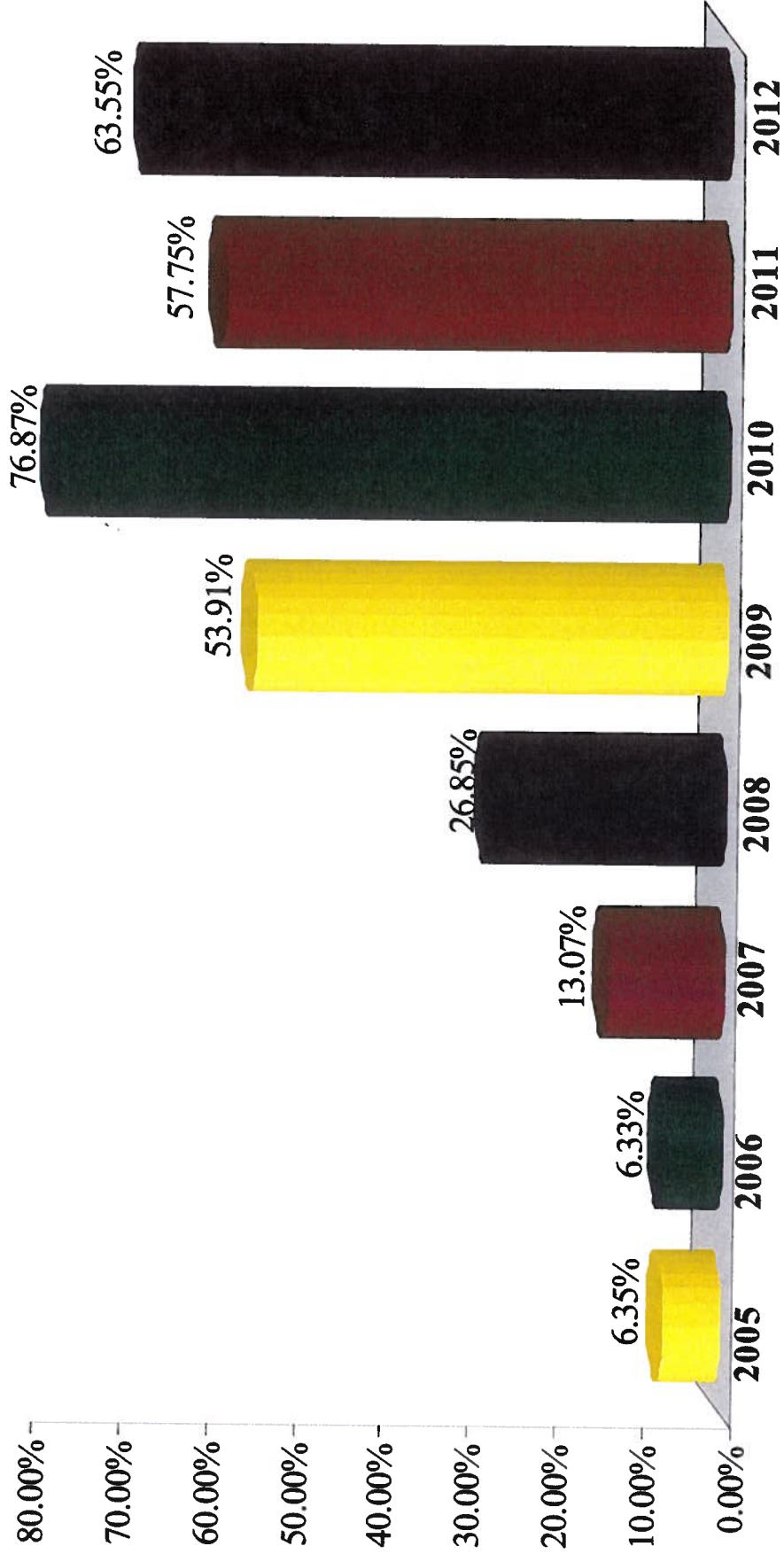
Certified Indian Owned Businesses Ownership



63.55 Percent of Eligible Purchases were Awarded to CIOB

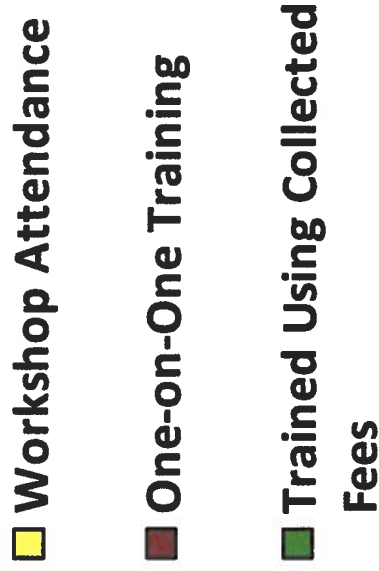


**Total Procurement Dollars
Awarded to Certified Indian Owned
Businesses in 2012 - \$6,529,683.98**

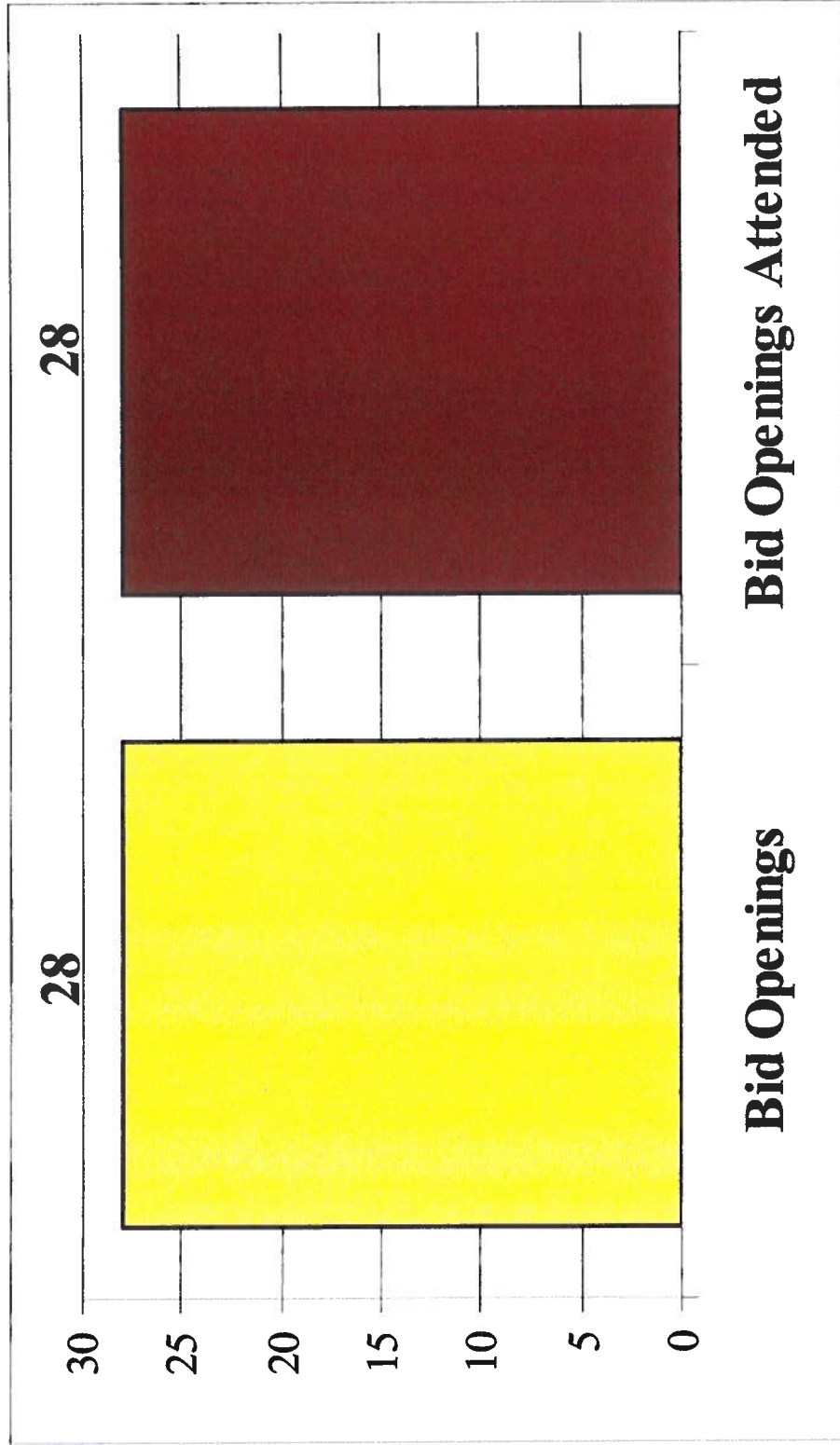


379 Indian Business Owners have Received Business Training

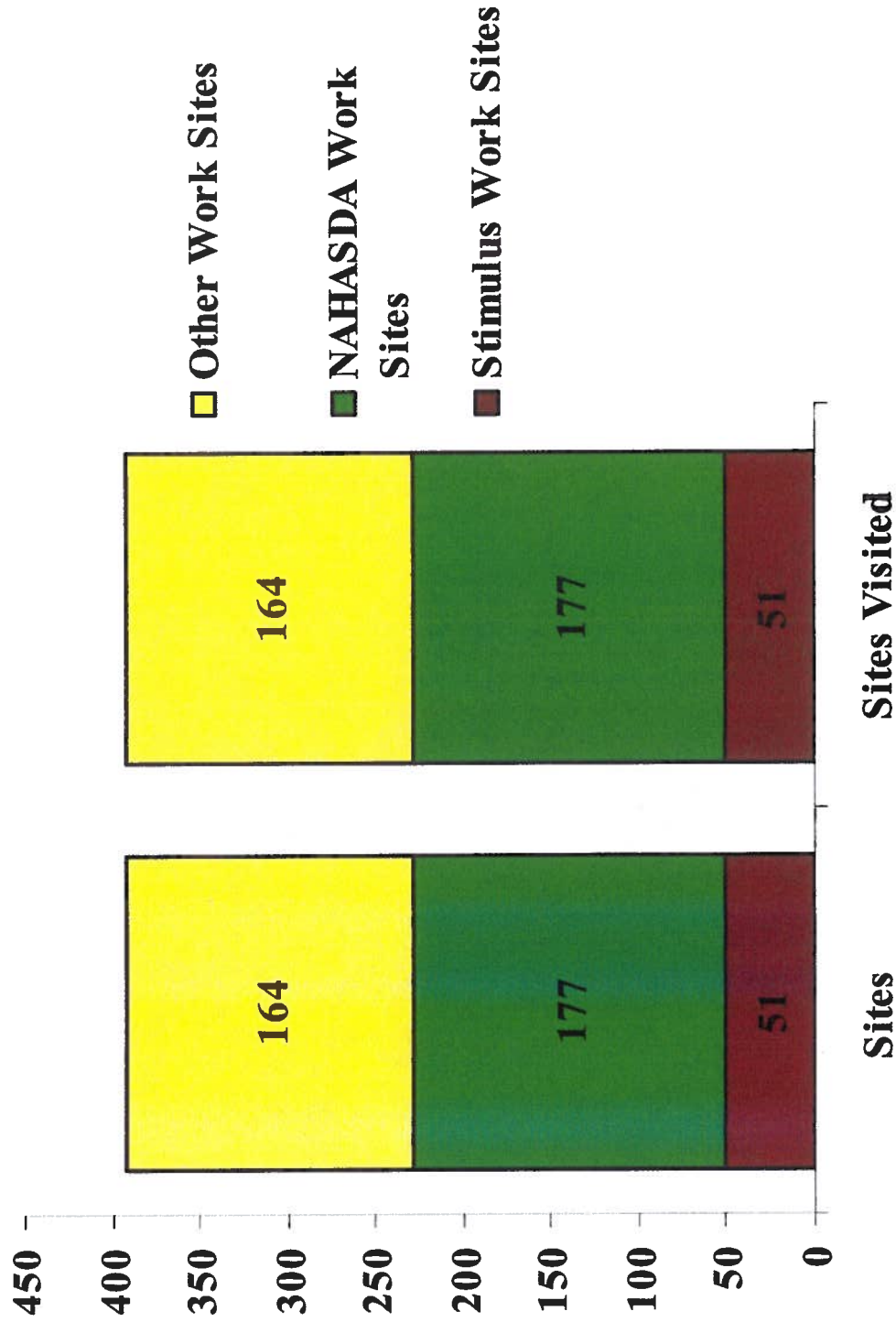
100% Fund Training Beneficial!



100% of Bid Openings Were Monitored by TERO Staff

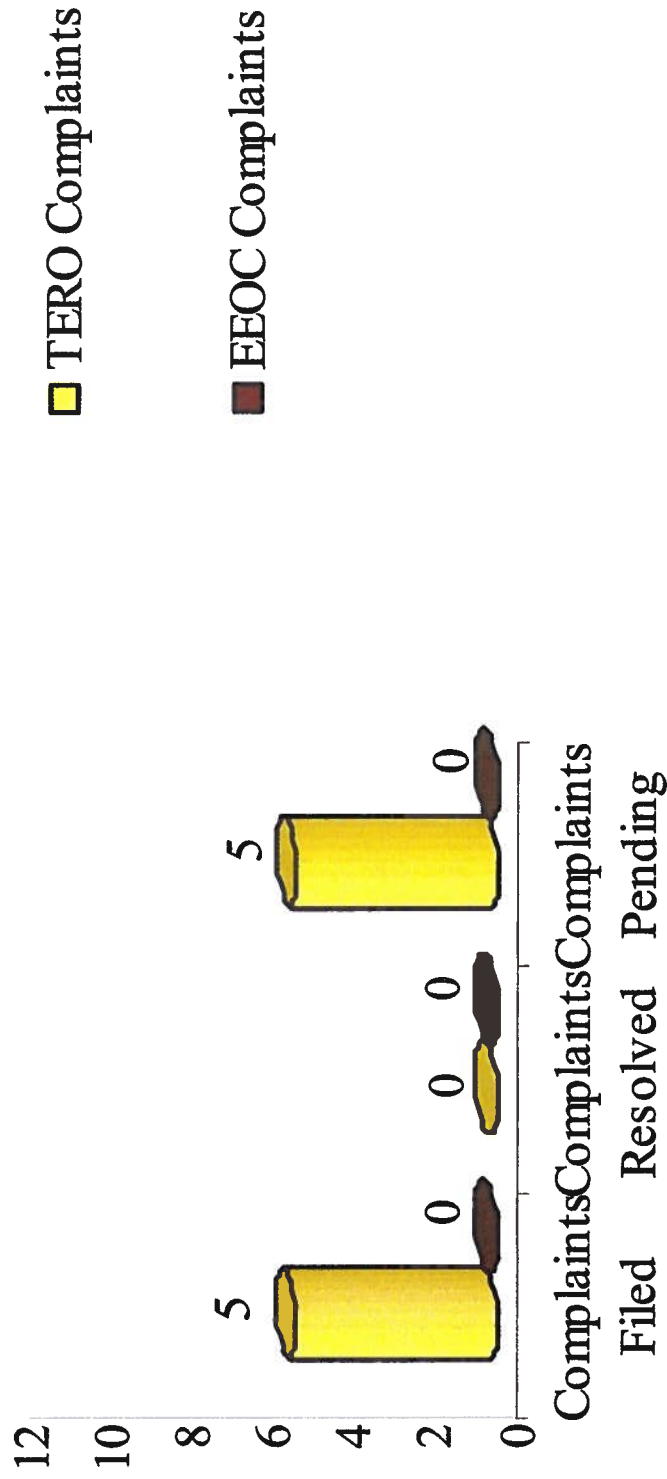


100% of Work Sites Were Monitored

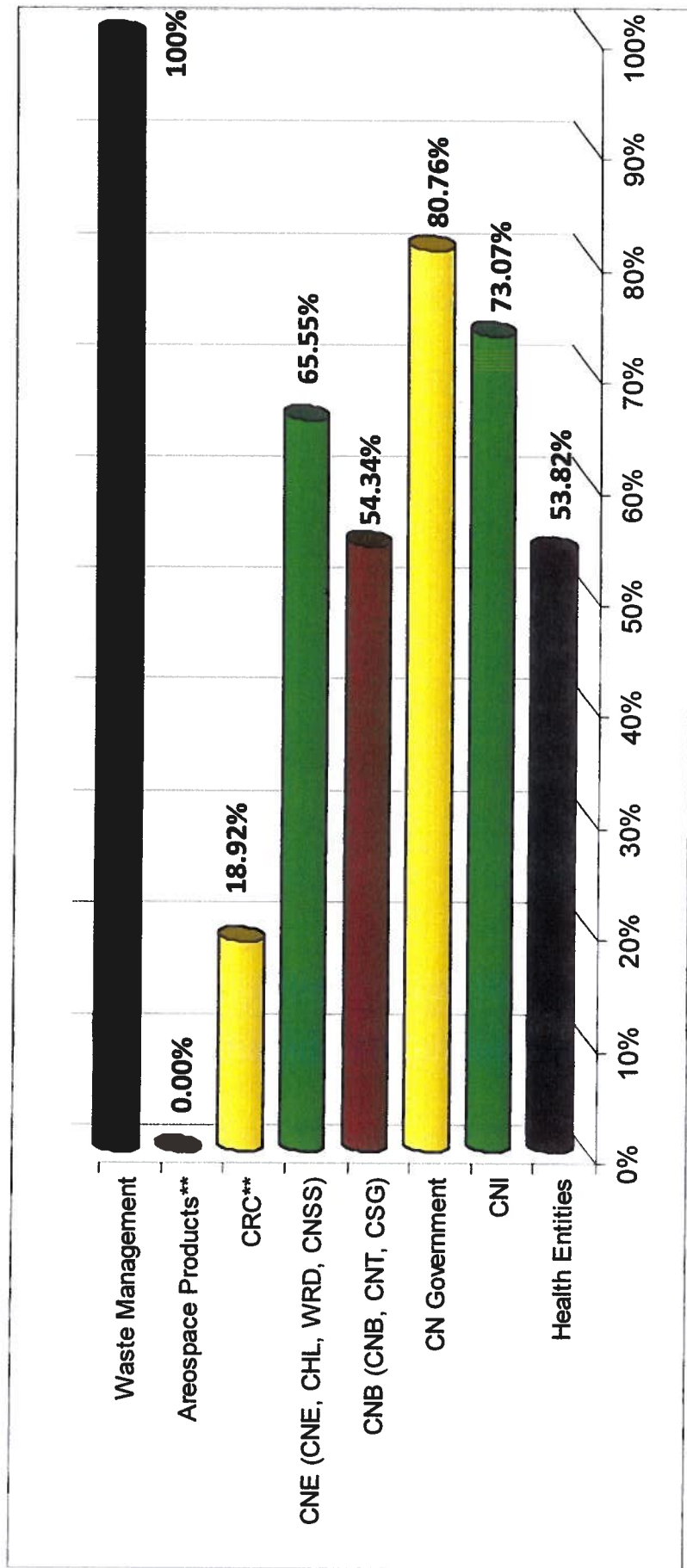


December FY 2012 Quarterly Report

Complaint Resolution



71.23 Percent of all Cherokee Nation Employees are Cherokee Nation Citizens



Initiatives

- **TERO certified CIOB Marketing Plan** to engage other state and tribal entities in accepting CN certification as a minority certification, thereby adding more value to CN certification
- **Electronic notification to TERO certified Indian-owned businesses** when a procurement opportunity they qualify for posts on www.cherokeebids.org. Notification will be through email and text messaging. The first step in coding vendors has been complete and Information Systems is working on the notification. Training for departments and testing should be completed this summer with full implementation before the end of the fiscal year

Initiatives

- **CIOB Teaming Program** to increase competitiveness of CIOB on larger contracting opportunities. This program will aid smaller CIOB to find potential teaming partners and work together to jointly bid on projects or subcontract for each other.
- www.cherokeetero.com **website** – this site lists Certified Indian Owned Businesses for public reference, markets CIOB through internet searches, and provides CIOB opportunity for webpage development - *Revised*

One Stop Business Center Calendar

Business/Entrepreneur Workshops			
Date	Location	Time	Workshop
February 8	Claremore RSU Innovation Ctr	Noon	Lunch and Learn – Topic to be Determined
February 9	Claremore RSU Innovation Ctr	6:00 pm to 8:00 pm	Indianpreneurship
February 16	Claremore RSU Innovation Ctr	6:00 pm to 8:00 pm	Indianpreneurship
February 23	Claremore RSU Innovation Ctr	6:00 pm to 8:00 pm	Indianpreneurship
March 6	Claremore RSU Innovation Ctr	Noon	Lunch and Learn – Oklahoma Bid Assistance Network
March 6	Tahlequah	6:00 pm to 8:00 pm	Indianpreneurship
March 13	Tahlequah	6:00 pm to 8:00 pm	Indianpreneurship
March 14	Claremore RSU Innovation Ctr	Noon	Lunch and Learn – topic TBD
March 20	Tahlequah	6:00 pm to 8:00 pm	Indianpreneurship
March 27	Tahlequah	6:00 pm to 8:00 pm	Indianpreneurship
March 28	Tahlequah	6:00 pm	SBA – How they can help (tentative)
April 10	Muskogee Indian CTC	9:00 am to 1:00 pm	Social Media Bootcamp
April 11	Bartlesville	8:30 am to 12:00 pm	Minority Procurement
April 11	Claremore RSU Innovation Ctr	11:30 am to 1:00 pm	Networking to Grow Your Business
April 12	Claremore RSU Straton Taylor Library Room 207	1:00 pm to 3:00 pm	SBA 8a, Hubzone, & Women Owned Businesses

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