



CHEROKEE NATION™
Businesses

Executive and Finance Report
Consolidated Financial Information

April 2014

Cherokee Nation Businesses

Executive and Finance Report

April 2014

Budget Highlights

- April 2014 CNB consolidated net income of \$9.6 million was \$41,000 favorable to a budget of \$9.5 million.
- CNE EBITDA of \$15.0 million was \$269,000 unfavorable to budget. Total revenue was \$1.6 million below budget, which was primarily caused by a shortfall of \$1.3 million in gaming revenue.
- Technology Portfolio EBITDA of \$1.7 million was \$896,000 favorable to budget. The variance to budget was the result of positive revenue adjustments taken at the end of some larger firm fixed price contracts.
- CNI EBITDA loss of \$520,000 was unfavorable to budget by \$339,000. The negative variance was primarily due to unfavorable variances of \$253,000 in the Manufacturing Division and \$61,000 in Distribution Services.
- Combined, all other entities were \$30,000 favorable to budget.

Capital Expenditures

April YTD capital expenditures were \$27.5 million for all entities.

- CNE: \$15.3 million
 - Expansion: \$5.4 million – Casino III rebuild, South Coffeyville Casino, Roland expansion, Grove Casino, Cherokee Springs Golf, WSS Water Tower, Langley property purchase.
 - Strategic: \$6.7 million – Cage remodel at Hard Rock, currency counter and equipment, backup power, Route 66 Diner, IGT Advantage, E-Game purchases, structural improvements at Roland Casino.
 - Maintenance - \$3.4 million.
- CPM: \$6.3 million – Health clinic construction / expansion.
- CNB: \$5.3 million – IGT Advantage Enterprise upgrade, IT virtualization.
- CNCS: \$177,000 – Purchase new vehicles.
- CNI: \$189,000 – Relocate Mazak laser from Kellyville to Pryor and maintenance costs, Ditmo Test Unit (CND A&D).

Financing

- CNB has no outstanding borrowings as of April 30, 2014.

Cherokee Nation Entertainment

Executive and Finance Report

April 2014

Budget Highlights

<i>thousands (000's)</i>	<u>Period</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>%</u>
• Revenue	Month -	\$47,062	\$48,641	(\$1,579)	-3%
• Operating Expenses	Month -	\$32,035	\$33,345	\$1,310	-4%
• EBITDA	Month -	\$15,027	\$15,296	(\$269)	-2%

Operating Highlights

- CNE EBITDA of \$15.0 million in April was \$269,000 below budget.
- Total revenue of \$47.1 million was \$1.6 million below budget.
- All of the CNE properties except Tahlequah and West Siloam Smokeshop experienced a negative impact to revenue as a result of a lower than anticipated gaming revenue, and higher promotional allowances at Tahlequah, Fort Gibson, Will Rogers Down, and Ramona.
- Total operating expense of \$32.0 million was \$1.3 million favorable to budget. The two primary drivers to the favorable budget variance are lower gaming cost of \$591,000 and the reclassification of the West Siloam water tower of \$383,000.
- The Choctaw casino in Pocola expanded its gaming floor from 1,400 to 2,500 games and added a 130 room hotel tower.
- The Creek casino in Tulsa is planning a \$335 million expansion including a 500 room hotel tower, new casino and restaurant, pool bar, theater and event center, with an expected completion date of 2015.
- The United Keetoowah Band of Cherokees (UKB) casino was ordered to cease operations as of August 31, 2013.

Capital Expenditure Highlights

- Expansion related costs for Tahlequah, South Coffeyville, Catoosa, and WSS Langley Purchase – \$5.4 million
- Cherokee Tower renovation – \$5.0 million
- Backup power – \$1.4 million
- Currency Counters - \$1.4 million
- Route 66 Diner at Hard Rock - \$1.2 million
- Roland Structural Improvements - \$651,000
- LED light conversions - \$391,000
- Cage remodel at Catoosa - \$299,000

Cherokee Nation Industries

Executive and Finance Report

April 2014

Budget Highlights

<i>thousands (000's)</i>	<u>Period</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>%</u>
• Revenue	Month -	\$5,848	\$7,104	(\$1,257)	-18%
• Operating Expenses	Month -	\$6,367	\$7,285	\$918	-13%
• EBITDA	Month -	(\$520)	(\$181)	(\$339)	-187%

Operating Highlights

- EBITDA loss of \$520,000 was \$339,000 unfavorable to budget. The negative variance was primarily due to unfavorable variances of \$253,000 in the Manufacturing Division and \$61,000 in Distribution Services.
- CNI's revenue totaled \$5.8 million, which was \$1.3 million below budget. This was primarily due to lower than anticipated revenue in Distribution Services of \$960,000 and Manufacturing of \$341,000.
- Total operating expenses of \$6.4 million were \$918,000 lower than budget, primarily due to lower cost of goods sold expense of \$940,000 due to lower revenue of \$1.3 million.

Technology Portfolio

Executive and Finance Report

April 2014

Budget Highlights

<i>thousands (000's)</i>	<u>Period</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>%</u>
• Revenue	Month -	\$13,013	\$9,915	\$3,098	31%
• Operating Expenses	Month -	\$11,283	\$9,081	(\$2,202)	24%
• EBITDA	Month -	\$1,730	\$834	\$896	107%

Operating Highlights

- The IT Portfolio generated revenue of \$13.0 million compared to a budget of \$9.9 million.
- April EBITDA was \$1.7 million compared to budgeted EBITDA of \$834,000. The variance to budget was the result of positive revenue adjustments taken at the end of some larger firm fixed price contracts.
- CSG and CNT revenue of \$2.8 million was unfavorable to budget by \$704,000. The budget variance was due to contract opportunities not being awarded.
- CNGS, CNTS, and CNMC revenue of \$9.4 million was \$3.3 million favorable budget. The favorable budget variance was attributable to four new firm fixed price contracts beginning in October and the revenue adjustments on contracts that are ending.

Other Diversified Businesses

Executive and Finance Report

April 2014

EBITDA Budget Highlights

	<u>Period</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>%</u>
•	CNSD	Month - \$82	\$121	(\$39)	-32%
•	Construction	Month - (\$109)	\$89	(\$197)	-223%
•	Mobility Plus	Month - (\$83)	\$42	(\$125)	296%
•	CMS / CNHS	Month - \$49	\$5	\$43	89%
•	APSE.*	Month - \$45	\$33	\$12	36%
•	CCRC*	Month - \$355	\$344	\$11	3%

**APSE and CCRC are reported on net income instead of EBITDA as they are partially owned subsidiaries*

Operating Highlights

- **CNSD** EBITDA of \$82,000 was \$39,000 unfavorable to budget. This was primarily due to lower than expected activity on the SAMD contract and lower than budgeted profitability on the CNSD IRS contract.
- **Construction** resulted in an EBITDA loss of \$109,000 and was \$197,000 unfavorable to a budget of \$89,000. The unfavorable EBITDA variance was driven by decreased gross margins for the renovation of Facility 722 at DAFB and the roof replacement at C&S Grocers in Hawaii.
- **Mobility Plus** resulted in an EBITDA loss of \$83,000 compared to budgeted EBITDA of \$42,000. The primary driver for the unfavorable budget variance was the continued loss of patients due to Competitive Bid in the Tulsa market.
- **CMS / CNHS** resulted in an EBITDA of \$49,000 which was favorable to budget by \$43,000. This was primarily due to higher than anticipated contract margins as well as lower indirect operating expense.
- **APSE** net income was \$45,000 compared to a budget of \$33,000. Lower than budgeted employee count and cost of goods sold drove the favorable budget variance.
- **CCRC** net income of \$355,000 was \$11,000 favorable to budget. Better than expected gross margin on construction jobs coupled with slightly lower than budgeted operating expense drove the positive variance.

Group: Career Services-Employment Month/Year of Report: May, 2014

Executive Director: 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

	<i>April</i>	<i>YTD</i>	<i>Goal</i>	<i>% of Goal</i>
<i>GED Completions</i> – includes individuals completing and receiving a GED or High School Diploma from Talking Leaves Job Corps and Career Literacy.	12	129	250	51.6%
<i>Training Completions</i> – includes individuals receiving a nationally-recognized certification, credential, or degree while enrolled in one of 11 different vocational training programs.	27	300	450	66.7%
<i>Employment Completions</i> – includes individuals who completed a Work Experience or TERO OJT assignment.	4	95	300	31.7%
<i>Unsubsidized Placement</i> – includes all individuals who entered unsubsidized employment (they got a job!) while enrolled in one of 15 different programs, both employment and vocational.	68	589	500	117.8%
<i>Retention</i> – includes individuals who were retained in their unsubsidized employment through assistance from a Career Services Program.	21	126	200	63%
<i>Job Readiness Training</i> – includes individuals who completed the Life/Employment Skills Training.	0	121	250	48.4%
<i>WorkKey Credentialing</i> – includes individuals who received a bronze, silver, gold, or platinum WorkKeys credential.	0	74	500	4.8%
<i>Job Bank</i> – includes the number of new individuals entering the TERO Job Bank.	14	125	500	25%
<i>Indian Owned Businesses</i> – includes the number of businesses newly certified as an Indian Owned Business.	12	64	100	64%

<i>Job Fairs</i> – includes the number of Job Fairs held by Career Services.	1	5	15	33.3%
<i>Community Service Projects</i> – this is the number of Community Service Projects completed by youth, both through the Summer Youth Employment Program and Talking Leaves Job Corps.	11	37	50	74%

b. Accomplishments

1. **Summer Youth Employment** – This past month Career Services staff have been extremely busy getting ready for the 2014 Summer Youth Employment Program. To date we have 510 completed applications and our staff is working overtime to get paperwork completed so students are ready to start work Monday June 2, 2014. We have more applications in the pipeline to be completed waiting on CDIB, Tribal Membership, and/or income in order to determine for which program they may qualify. We anticipate close to 600 youth will benefit from the program this year.
2. **Summer Youth Interns** – Twelve youth have been selected as the 2014 Summer Youth Leadership Interns. This elite group will go through two weeks of orientation on the tribe, visit tribal facilities throughout the 14 counties, and meet with tribal leadership. They will be required to sit in on Council Committee meetings and attend Tribal Council Meetings. They help with the summer youth leadership day that is held at Talking Leaves Job Corps the first part of July, attend the State Workforce “Elevate Youth Summit” June 26th, and could possibly attend the East-West Council meeting later this summer if we have enough left in our budget after all youth are placed. In years past they’ve paged for the Tribal Council.
3. **Economic Development** – The Tribal Economic Development (TED) area has been busy as well securing contracts with new businesses in the area:
 - BOLT Fiber Optics – Vinita (40-50 good paying jobs)
 - Costco – Tulsa/Bixby (200 jobs in Spring 2015)
 - Elkhart (Small Distribution Company) – Westville (30 jobs by December)

Continued work with:

- MACY’s – Owasso
- Cell Foam – Sallisaw
- AERT – Watts
- CNE – Hard Rock, WSS, Ft. Gibson, Tahlequah, and Roland
- CNI – Stilwell & Tahlequah

Upcoming Meetings with:

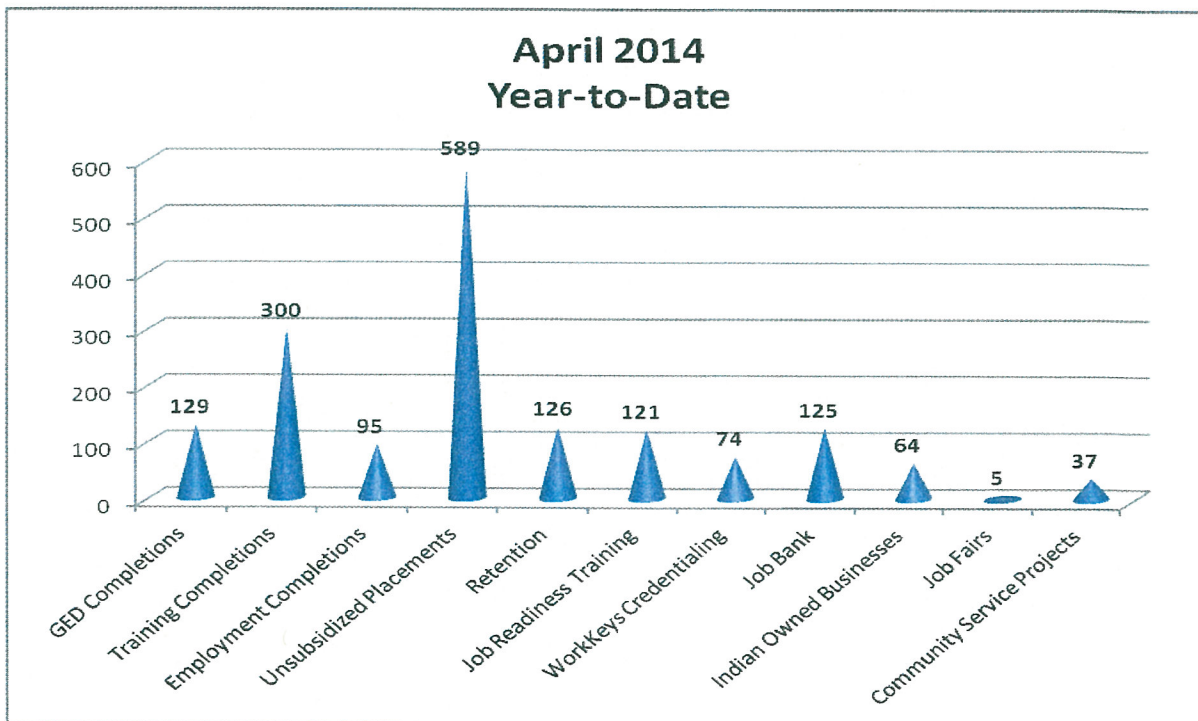
- Roger Salmonson – Help with Manufacturing, and looking to locate in the area could possibly hire 200 people.
- Concourse Natural Gas, LLC.

- BOLT
- Costco
- TransCanada

4. **Job Fairs** – These past few months we sponsored a couple of job fairs in Catoosa and West Siloam Springs. Overall a good turnout at both locations, our numbers reflect the number who came and the potential hires. Both were diversified - which meant it was open to other employers we are working with in the area. (See Attached Data)

c. **Initiatives**

1. **TERO** – The TERO group will be sponsoring a couple of construction fairs and one Safety Fair in late summer or early fall.
2. **Website** – The “Cherokee Nation Career Connections” website will be rolled out the first part of June; we hope to introduce it at the upcoming June Tribal Council meeting. It has been a very long awaited project. This website will take the place of the previous “Jobs. Well Done” website. It is a partnership of all the employment services within the Cherokee Nation (Government Personnel, CNB Personnel, Career Services Programs, Housing Authority, and Home Health).
3. **Field Offices** – We are looking at potential Field office locations in Tulsa and Pryor. Shawn Slaton, Chuck Garrett, Tom Duncan, and Ed Bryce have been working with us to find a good location in close proximity to the CNB operations. We work together on employment, specialized training, and potential business development. We hope to have information regarding the locations and staffing by the June Executive & Finance meeting.



JOB AND RESOURCE FAIR				
HARD ROCK				
4/15/2014				
Applicants Tribe	SURVEYS	Hired	Re-Hire	Position
Cherokee	57	23		
Seneca Cayuga	1	11		
Choctaw	4			
Creek	10			
Navajo	2			
Kiowa	1			
Chickasaw	1			
Non-Native Applicants	40	25		
TOTALS	116	59		

Total of 140 applicants and interviews given by the Casino

***Registration sign in amount is: 196

Degree	
Masters	4
Bachelors	16
Assoc	12
Voc Training	18
HS	58
Drop Outs	8

How did you hear about the Job Fair	
TV	19
Newspaper	22
Radio	2
Flier	2
Other	17
CNE/ Employee Ref	9
Daywork	2
Friend/Family	17
NACTEP	3
Email/Call	7
FaceBook/Internet	10
CN Employee / TC	2
Casino/Signs	4

Age Groups	
18-21	20
22-29	31

Previous Employee	
EVS	1
Security	1
Buffet	2
Cherokee Hills	1
Barback	1
Housekeeping	1
WRD EVS	1
Culinary Utility	3
WS	2
CNB	1
Players Club	2
CSR	1
F & B	1
Unknown	2

County	
Adair	1
Cherokee	10
Delaware	6
Muskogee	2
Mayes	5
Okmulgee	1
Osage	2
Ottawa	1
Rogers	28
Sequoyah	1
Tulsa	45

30-39	16
40-50	19
50-60	19
Over 61	9
Unknown	2

Wagoner	13
Washington	1

****Information gathered for these reports is from our exit surveys and from numbers provided to us by CNE/CNB on the hires. There will be a variance on actual attendees vs. the attendees that complete the exit survey.****

**JOB, RESOURCE, AND CONSTRUCTION FAIR
WEST SILOAM SPRINGS CASINO
5/13/2014**

APPLICANTS		HIRED	RE-HIRE
Cherokee	64	16	
Non-Native	19		
UKB	6		
Creek	2		
Quapaw	2		
Navajo	1	1	
Caddo	1		
Chickasaw	1		
Choctaw	1		
Totals:	97	17	

*****Registration sign in amount is: 127**

AGE GROUPS	
18-21	23
22-29	24
30-39	18
40-50	10
50-60	19
Over 61	2

EDUCATION	
Drop Out	13
HS/GED	57
Voc Trainin	17
Assoc	4
Bachelors	3
Masters	0
Some College	2

COUNTIES	
Adair	40
Benton	6
Cherokee	1
Delaware	15
Mayes	31
Rogers	3

INFORMATION	
TV	8
Newspaper	9
Flier	8
Radio	1
OTHER	21
E-mail	2
Facebook	10
Family/ Friends	22
Employee Ref	3
Tribal Council	1
Signs	4
Walk-ins	5
Strawberry Fest	1
Focus Group	2

*****Information gathered for these reports is from our exit surveys and from numbers provided to us by CNE/CNB on the hires. There will be a variance on actual attendees vs. the attendees that complete the exit survey.*****

ELEVATE YOUTH SUMMIT

Eastern

Muskogee Civic Center

June 26, 2014

9am-4pm

Muskogee Civic Center

425 Boston Ave.

PO Box 2361

Muskogee, OK 74401

918-684-6363

The Civic Center is located in the heart of Muskogee and offers 6,000 square feet of meeting space distributed between six meeting rooms. The main audience floor is a total of 568 square feet and seats 3,710 people.



The mission of the Elevate Eastern Youth Summit is to inform and educate youth about careers and educational pathways through an informative, engaging and entertaining format.



ELEVATE

ELEVATE Eastern Youth Summit 2014 is an amazing opportunity for your business to help the youth of today explore their possibilities! The summit will help give the students, who are uncertain about their futures, an opportunity to ELEVATE their lives through inspirational motivation and positive direction. ELEVATE Eastern Youth Summit 2014 will help you bring in new customers and even connect you with future employees. Help sponsor this exciting and worthwhile event that will change hundreds of lives in just one day!!!



Sponsorship Levels

Gold Sponsor \$3,000

- Logo on T-shirts
- Wide logo exposure @ the event
- Logo on event print & electronic media
- Full page ad in program booklet
- Promotional item in event packet
- Sponsor recognition
- Free booth space
- Two complimentary registrations

Silver Sponsor \$1,500

- Wide logo exposure @ the event
- Half page ad in program booklet
- Promotional item in event packet
- Free booth space
- Sponsor recognition
- Two complimentary registrations

Bronze Sponsor \$500

- Promotional item in event packet
- Logo exposure
- Free booth space
- Two complimentary registrations

Exhibitor \$100

- Table top booth space in a high traffic area
- Two complimentary registrations

The Audience

Your audience will include young adults ranging from 16 to 21 years old. Attendees are looking for the opportunity to ELEVATE their lives, by finding new direction in their life. They will be able to explore many new opportunities and inspiring careers.

Why sponsor the ELEVATE Eastern Youth Summit?

Exhibitors and sponsors are an integral part of ELEVATE Eastern Youth Summit and have a direct impact on the attendees of the summit. ELEVATE Eastern brings together a broad range of teenagers and young adults ranging from 16 to 21 years old seeking career and educational opportunities.

The Benefits

ELEVATE Eastern offers you the potential to increase product sales and to reach a new customer base in a focused age group. Sponsors will receive recognition and logo exposure for their donations. As a 501(c)3 organization, donations are tax deductible. FEI#: 73-1191698

To become a sponsor, or if you have any questions, contact:

Nanette Robertson

EASTERN WORKFORCE INVESTMENT BOARD, INC
721 S 32ND STREET
MUSKOGEE, OK 74401
PH: 918 683-8553
FAX: 918 682-3258

nrobertson@easternwib.org

Commerce Group

Securing and enhancing the financial well-being of the Cherokee people, businesses and communities

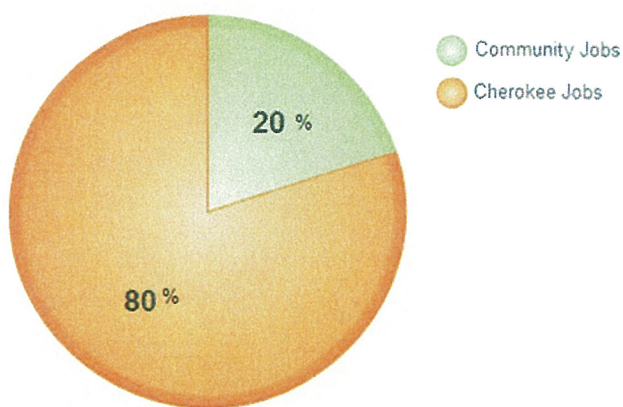
Anna Knight, Executive Director
 918-453-5532
 anna-knight@cherokee.org

Economic Impact

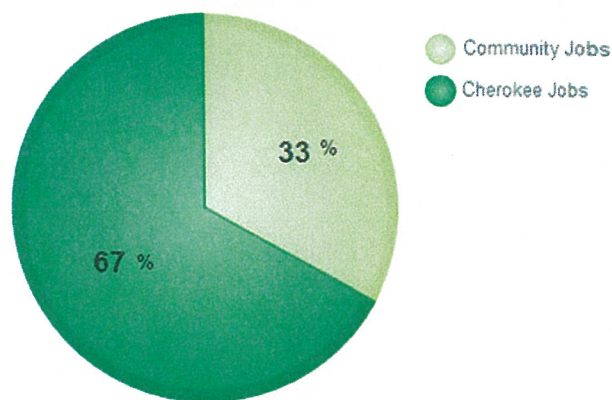
Jobs Created or Retained in Local Communities

Private sector jobs created or retained through small business lending

Community Jobs Created or Retained
 Five Year Period 2010-2014 - 620 Total Jobs

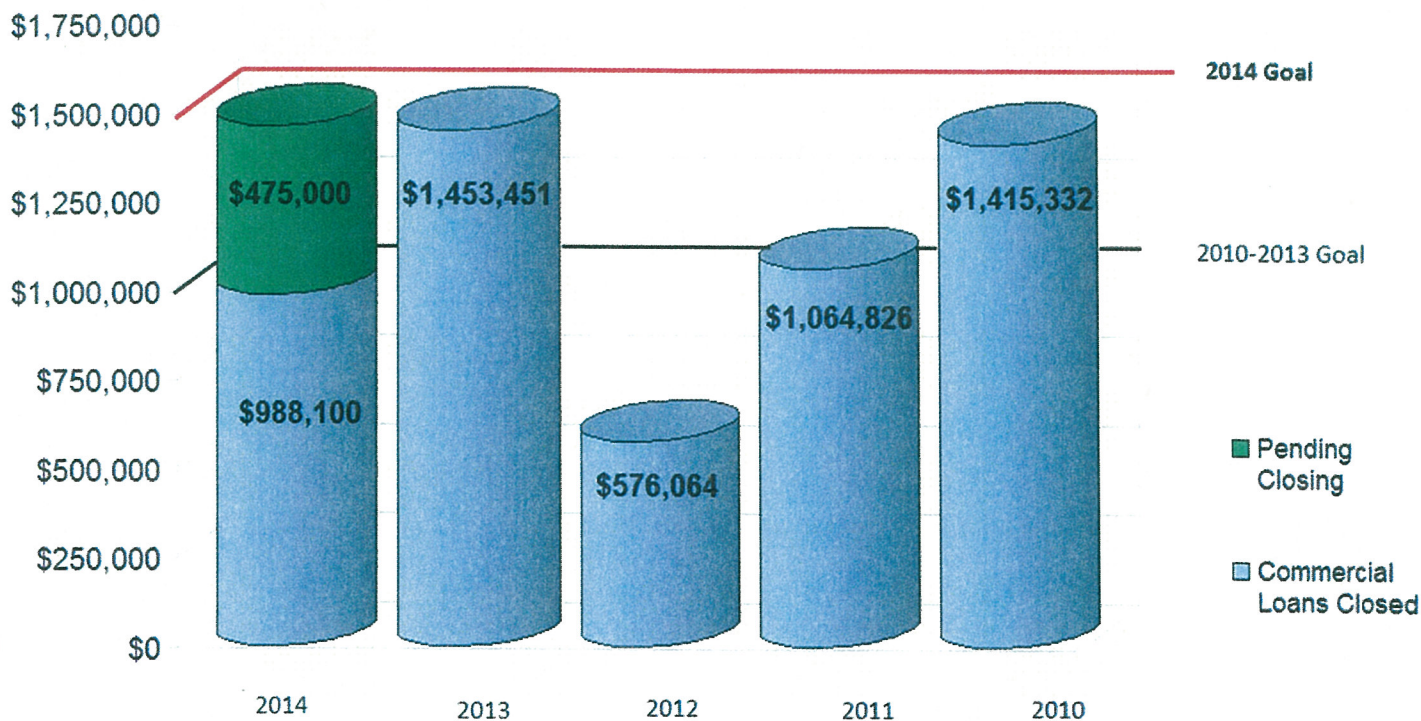


Community Jobs Created or Retained
 Current Year to Date 2014 - 87 Total Jobs

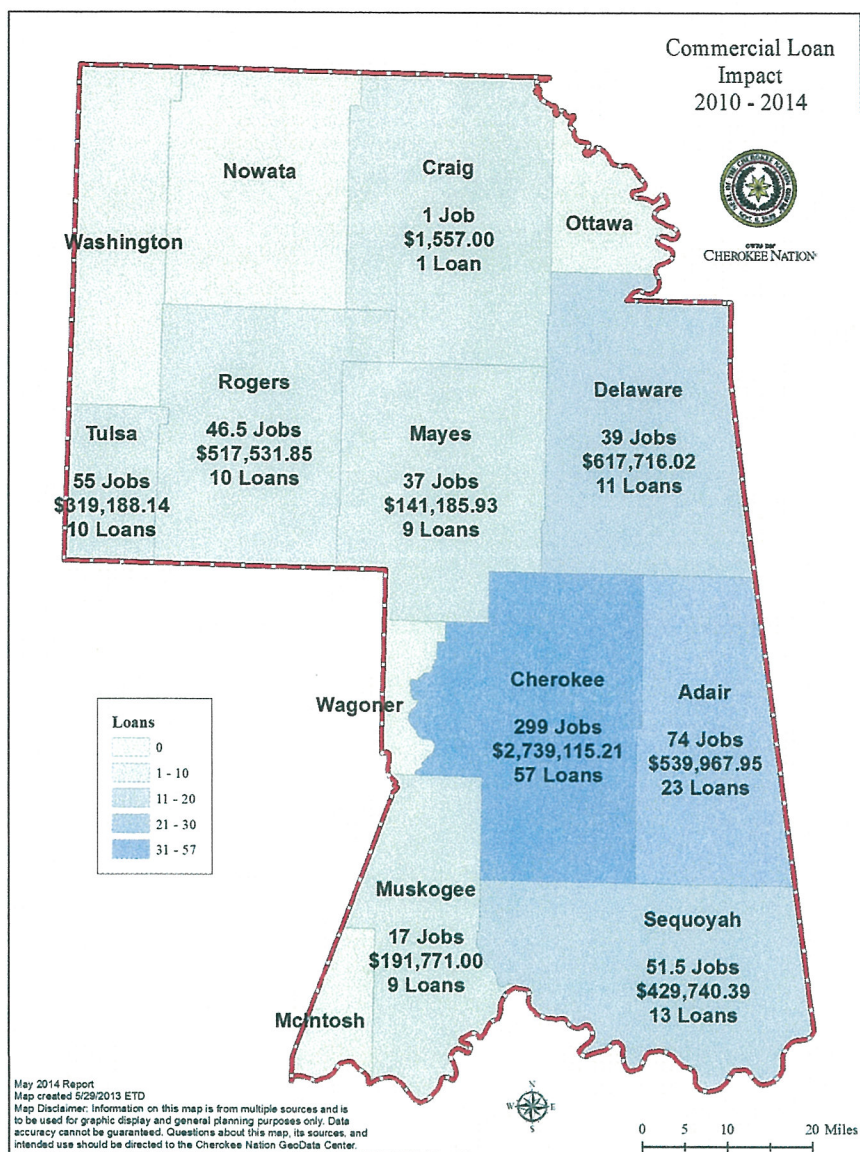


Economic Investment in Local Communities

Business loans made for startup or expanding businesses



Commercial Lending Impact, by County, 2010 through May 2014



Commercial Collateral loans closed May 2014

Community	Loan Purpose	Project Costs	Loan Amount	Collateral Discounted Value	Owner Equity	Jobs
Rose	Start-Up	\$25,000.00	\$25,000.00	UCC/livestock=\$25,975.00	0%	2

Available Lending Capital

(Loans pending approval and/or closing are not included in totals)

- IRP: \$361,649.19
- Commercial: \$119,963.07
- CDFI: \$750,070.23
- Consumer Lending: \$305,199.91

Note: we have received award notifications for \$500,000 in small business fund from USDA and \$400,000 in low income micro-enterprise funds from HUD, which have not yet been drawn down.

Business/Entrepreneur Workshops			
Date	Location	Time	Workshop
June 4	Muskogee	8:15 am – 12:30 pm	DOL Audit
June 13	Braggs	9 am – 3 pm	NORA Workshops Non-Profits
June 17	El Reno	8 am – 5 pm	OK Main Street Program's Small Town Summit
June 21 – 28	Tahlequah	9 am – 4 pm	Core Fore, Business Planning Course
June 24	Claremore - RSU	8:30 am – 4 pm	Comprehensive Quick Books
June 25	Edmond	9 am – 12 pm	Small Business Forum (IRS)
October 7	NSU	8 am – 5 pm	6 th Annual NORA Regional Summit

NOTEWORTHY

Planning is underway for the **6th Annual Northeast Oklahoma Regional Summit**. The Summit will be held **October 7** at Northeastern State University.



Kawi Café is graduating its first 4 students June 13th and 3 new students have started the program!

"It has been a very positive experience learning to be a part of the ground up and getting to be part of the management team.,"
Kawi Café participant Kim Jones,
Tahlequah, OK.

120 students, representing 10 schools, participated in the **Youth Entrepreneurship Day**; events were held in both Tahlequah and Claremore.



One retail business, Time & Again Bookstore, has opened in the **Cort Mall Incubator spaces**. We still have 3 spaces available.

Kathryn Bolen, Catoosa, OK found the most effective part of **Indianpreneurship** to be "class participation and financials" and she found the course to be "very helpful".

Year to date, over **entrepreneurial development and business workshops** have been attended by over **5,000 people**; 100 percent of whom found the training useful to building the capacity of their businesses.

Artists and Community Tourism – Economic Development

Increasing the business capacity of our Artists and tourism capacity of our communities

Cherokee Arts Center		
Registration is necessary and all classes are fee based, paid directly to artists		
Date	Time	Class
Every Thursday	6:30 pm	Silversmithing Class
Every Wednesday	6:00 pm	Loom Weaving
Every Friday	6:00 pm	Live Drawing
Every Saturday	10:00 am	Basic Assemblage
Every Tuesday	1:00 pm	Cartooning with Story Telling
Every third Saturday	2:00 pm	Tahlequah Writers Group
Monday – Friday June 2 – June 6	2:00 pm	Creative Drawing (NSU Youth Class)
Monday – Friday June 9 - June 13	2:00 pm	Imaginative Drawing (NSU Youth Class)
June 13 – 14	5:00 pm	Bow Making
June 16 – June 20	2:00 pm	Still Life Painting for Beginners
June 21	10:00 am	Gourd Art
June 23 – 27	2:00 pm	Cartooning Basics
July 7 - 11	9:00 am	Illustration (NSU Youth Class)
July 14 – 18	9:00 am	Poster Design (NSU Youth Class)
July 21 - 25	9:00 am	Pinata Making (NSU Youth Class)
August 16	2:00 pm	Tahlequah Writers Group

Community Tourism and Traditional Games

All Traditional Games are open to the public and there is no cost to participate. All winners will be invited to play in the community vs. community playoffs on Sunday, August 31, at the Cherokee National Holiday.

Date	Location	Event
June 13 -14	Tahlequah, Cherokee Capitol Square	Arts on the Avenue
June 21	Tahlequah, West of CN Complex	Community Traditional Games
July 19	Sallisaw City Park	Community Traditional Games
August 9	Little Kansas City Park	Community Traditional Games
August 31	Cherokee National Holiday	Community Traditional Games Playoffs

NOTEWORTHY

The Cherokee Arts Center is partnering with **NSU Continuing Education** to offer art classes each week throughout **June and July** to 1st and 5th grade students. Examples of classes to be held include sketching, cartoons, and piñata making.

“**Arts on the Avenue**” will be **June 13 and June 14** on the Cherokee Capitol Square. We received a \$10,000 grant from the Nation Endowment of the Arts for this event.

Cherokee National Holiday Office is conducting Community Traditional Games and is in full fundraising mode for the Holiday.

The Cherokee Arts Center provides space and equipment for artists to increase sales; YTD, **290 people have attended 62 artist taught classes**, artists have used equipment 233 times; and **4,228 people** have taken advantage of the Cherokee Arts Center.

“The Spider Gallery has been a wonderful avenue for me to sell my traditional baskets. I had never tried to give them to a gallery or shop before. The process is so easy and the people at the gallery are easy to work with and I am very grateful for their help and support.” – Feather Smith, Tahlequah

The **Spider Gallery** currently represents **66 artists**. The Gallery has participated in 9 events giving Cherokee artists exposure to over 1,000.

Artists have earned \$33,713 through Cherokee Arts Center and Spider Gallery activities. Tourism related small business and artist loans total \$365,447, year to date.

Group: Certified Indian Owned Businesses (Career and Commerce Services)

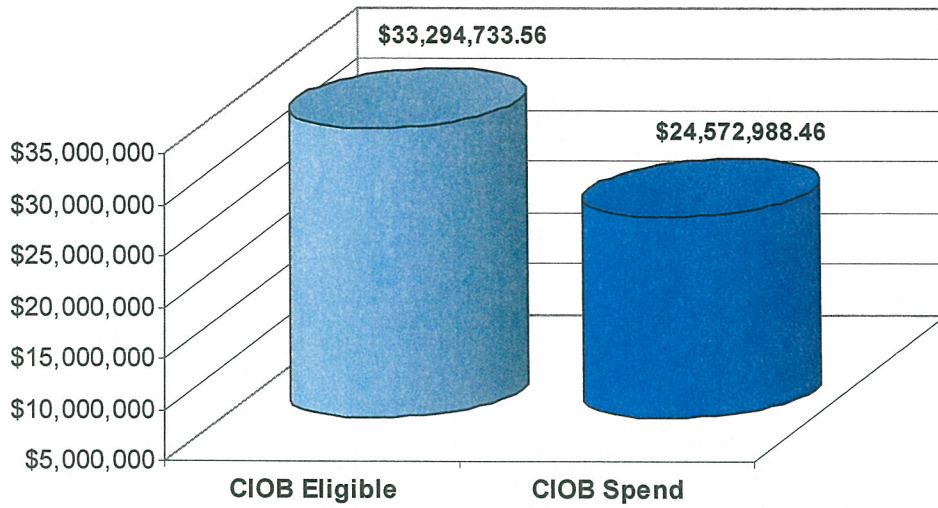
Month/Year of Report: May 2014

Program Highlights

a. Balanced Scorecard Measures

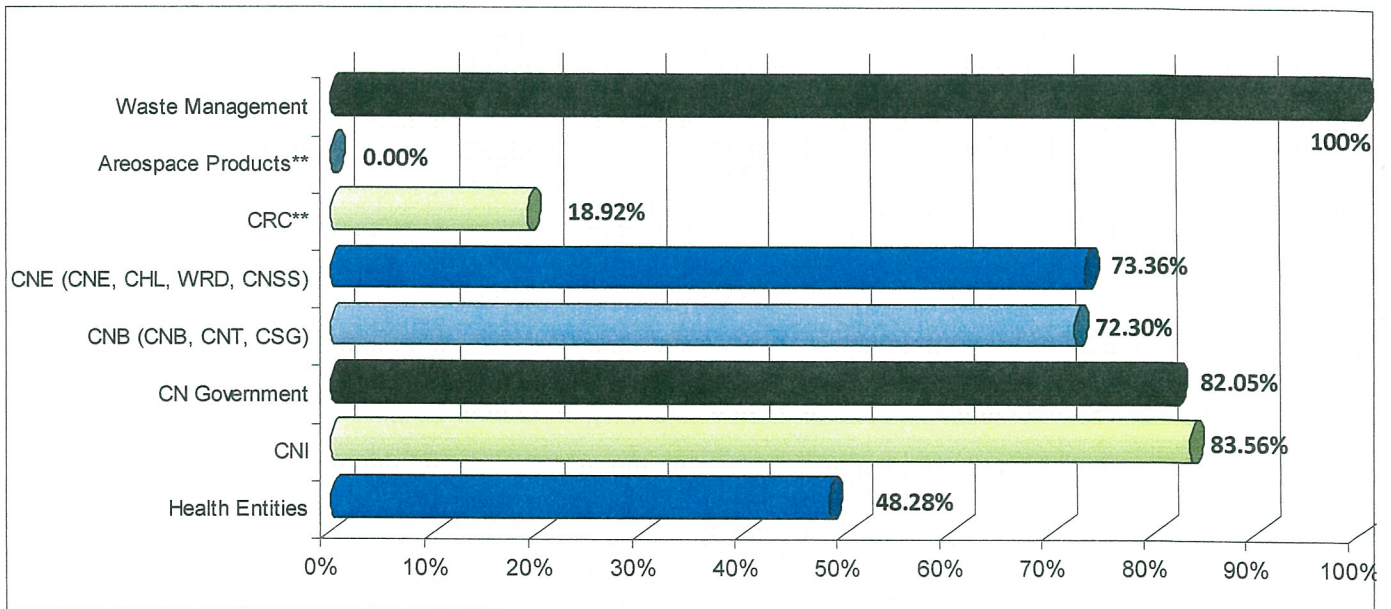
Objective	Metric	2014 Goal	Year to Date Achievement Notes/Comments
Effective Business Workshop Training	# Certified Indian-Owned Business Attendees and % indicating usefulness	300/100%	74 /100%
Increase Certified Indian-Owned Business Procurement Awards	% Certified Indian-Owned Business Procurement Awards	80%	73.80% Business Entities eligible procurement \$'s awarded to Certified Indian Owned vendors <ul style="list-style-type: none"> • CNE – 65.53% • CN Government - 87.22% • Health Entities – 100% • CNI – 43.75% • Waste Management - 0%
Increase Cherokee Citizens employed	% Cherokee Citizens (verified)	Entity CNE – CNB - CN – 82.9% Health - CNI – CRC – Aerospace -	Business Entities - 75.87% <ul style="list-style-type: none"> • CNE (CNE, CHL, WRD, CNSS) 73.36% • CNB (CNB, CNT, CSG) 72.30% (does not include service contract employees) • CN Government 82.05% (does not include IPA/MOA) • Health Entities 48.28% • CNI 83.56% (does not include service contract employees) • CRC 18.92% (not wholly owned by CN) • Aerospace 0% (not wholly owned by CN) • Waste Management 100%
Increase Indian-Owned Business Certifications	# Newly Certified Indian-Owned Businesses	150	70
Effective One on One Training for Certified Indian Owned-Businesses	# of businesses receiving assistance/% finding useful	200/95%	101 /100%
Certified Indian-Owned Business Receiving Financial Assistance	% Certified Indian-Owned Business Loans in Portfolio	85%	17.38% - based on \$'s loaned 16.67% - based on number of loans made
Effective Usage of Fees Collected	# Trained	100	Information not available
Effective Monitor of Work Sites – Construction and Housing	# Monitoring Visits	90%	100% 1,182 sites monitored
Effective Monitor of Bid Openings	# and % Bid Openings Attended	100%	100% - 45
Effective Resolution of Complaints – TERO and EEOC	% Complaints Resolved	100%	TERO: 5 complaints filed; 2 resolved, 3 pending EEOC: 0 complaint filed; 0 resolved, 0 pending

73.80% of CIOB Eligible Procurement Opportunities were awarded to CIOBs



**Includes CN Government, CNE, CNI, and Health Entities

75.87% of Employees are registered Cherokee Nation Citizens



**Companies majority, not wholly, owned

Cherokee Heritage Center

Upcoming Dates

May 17, 2014 Annual Gospel Sing and Hog Fry
 1:00-6:00pm Cherokee Heritage Center

October 25, Time TBA: Tentative Date for **Seven Star Gala**

Hard Rock Hotel and Casino
 Catoosa, OK

CHEROKEE HERITAGE CENTER

April 2014 ATTENDANCE AND OTHER FIGURES

ADMISSIONS – APRIL		2014	
Monthly Admissions	Monthly Admissions	Year to Date	Year to Date
723	\$4,731.00	1934	\$12,827.50

GENEALOGY – APRIL		2014	
Research Requests	Paid Requests	Year to Date	Year to Date
22	\$437.00	77	\$1,917.00

GRANTS - APRIL		2014	
Grants Pending	Sponsorship Requests Pending	Active Grants	Active grants total \$90,696 with grant period over three years.
4	5	3	

MEMBERSHIP - APRIL		2014
Membership - New	Active Membership	Total Current Membership
6	2,201	486

OUTREACH - APRIL			2014	
Participants Off-site	Organizations	Participants	Year to Date	Year to Date
	Off-site	On-site	Participants	Organizations
323	26	17	1421	26

TOURS – APRIL		2014	
Prebooked Guests	Visitors Reported from Village	Year to Date	Point of Origin
243	1274		7 countries 31 states