

COUNCIL OF THE CHEROKEE NATION
EXECUTIVE & FINANCE COMMITTEE REPORT

Group: Financial Resources

Month/Year of Report: September 2017

Treasurer: Lacey Horn

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- I. Budget Highlights – through August
 - a.) Financial Resources – 87% spent
 - b.) Treasurer – 76% spent
 - c.) IIM – 92% spent
 - d.) Acquisition Management – 87% spent
 - e.) Records Management – 50% spent
 - f.) Support Services – 94% spent
 - g.) Grants Management – 79% spent
 - h.) Grant Development – 94%
 - i.) Fleet Management – 65%
 - j.) Employee Performance Incentive – 41% spent
 - k.) Grant Development for CNB – 18% spent
- II. Program Highlights
 - a.) Balance Scorecard Measures
 - 1. Complete FY16 Audit – 100% Complete
 - 2. Obtain Unmodified Audit Opinion – 100% complete
 - 3. No Material Weaknesses on Single Audit – 100% complete
 - 4. Obtain GFOA Award for FY15 CAFR – 100% complete
 - 5. Reports completed & submitted for September 2017 – estimated 95% completion by September 30, 2017
 - b.) Accomplishments
 - 1. Staff attended multiple webinars, trainings and conferences for grants management
 - 2. Staff attended the GSA Federal Fleet Customer Training in OKC
 - c.) Upcoming Events
 - 1. Multiple grant trainings scheduled for October 2017

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	A	B	C
1	Cherokee Nation Acquisition Management Year-To-Date Report Over \$5,000 Transactions October 1, 2016 through September 30, 2017		% of sub-total - TERO vendor submitted Bid
2	Award to TERO Vendor	\$ 23,323,795.35	98.47%
3	Award to non-TERO Vendor	\$ 361,644.99	1.53%
4	Sub-total bids with a TERO vendor participating	\$ 23,685,440.34	100.0%
5	Bid - no bids submitted by TERO Vendors	\$ 4,005,617.55	
6			
7	October 1, 2016 through August 30, 2017		

**Executive & Finance Committee
Career Services
September Monthly Report
Diane Kelley, Executive Director**

The **Day Training Program** scheduled 57 Day Training participants to assist the Cherokee Nation staff with the Cherokee Nation holiday events. Additionally, 16 program participants attained unsubsidized employment. This includes nine from the previous month that had not been reported and one that has now been verified. Internal – 2, External – 4, CNB/CNI – 10.

Sector Partnership – National Dislocated Worker Grant staff

participated in the Oklahoma Economic Development Summit 2017 at the Hard Rock. In this picture (which was the Tribal Economic Development Panel), the CNB Executive VP, Chuck Garrett is giving credit to the Career Services Job Developers for the work we do to help create jobs for our Cherokee Citizens.



Larry Daugherty, the Jobs/Business Development Coordinator for the Sector Partnership National Dislocated Worker Program is now coordinating jobs for our

Citizens and the businesses we are working with, via CherokeeCareerConnections.Com. This website is an on-line resource for job seekers and for employers looking for employees:



CherokeeCareerConnections.Com

Larry added links for employers participating in the Career Services On-the-Job Training and there is a section for Job Fairs. Some of our partner businesses are: Macy's, Hard Rock, Schwan's, Star Pipe, Greenheck, HE&Msaw, Ingredion, etc. The website is updated daily and is still a

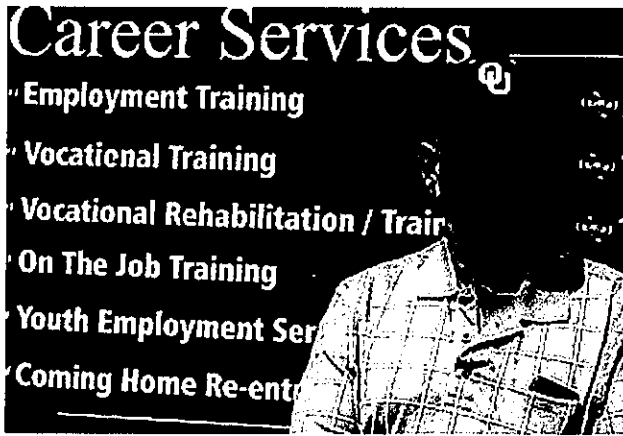
work in progress. Check out all job openings at: www.Cherokeecareerconnections.com.

The **Tribal Economic Development Program** has a Job Fair scheduled for Oct 10th for Reading Trucking. They need 77 employees for a new line of truck that they are creating.

A **Coming Home Reentry** participant received a job at the Local 584 Pipefitters Union making \$26.00/hr.

Coming Home Reentry Program Participant Success:

Wilburn Denny has goals he would like to see accomplished. At 62, he decided it was time to "buckle down and go for it." With five incarcerations under his belt, no valid drivers' license, and little financial support, he knew it would be a struggle but he desperately wanted to change. He started his new path by participating in Cherokee Nation's Coming Home Re-Entry Program after being released from the Department of Corrections on April 11th, 2017.



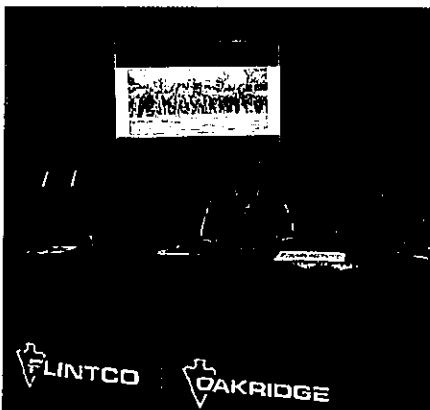
After working with Chris Thompson and Kalli Watkins, Wilburn was able to get clothing and hygiene items to ensure his success in locating employment. He worked with his probation officer and was able to secure a temporary position through the CEO program in Tulsa, OK which is a program focused solely on helping individuals secure employment following their release from federal or state prison. Wilburn wasn't satisfied with his minimum wage job and knew he was worth more. However, he faced two major hurdles in

becoming more employable: his drivers' license needed to be reinstated and his mechanical journeyman's license would have to be renewed. Wilburn was missing out on numerous lucrative job opportunities because he was lacking identification and credentials. Cherokee Nation Re-Entry provided an avenue to do both. Now armed with valid documents, Wilburn Denny secured employment with Oil Capital Electric as a pipefitter/welder. He went from making \$7.50/HR to \$26.00/HR. Wilburn hopes to sign on with the Local #548 Pipefitters Union and begin work on the W.W. Hastings project within the next month.

Mr. Denny partly credits his success to the encouragement he received from the correct people, more specifically the re-entry staff. In the past, Wilburn claims he has often been a procrastinator and lacked follow-through. "Having someone to help me follow through on things like getting my journeyman's license back, has made all the difference." Typically, Wilburn says he knew what needed to be done, but never knew how or didn't have the funds to make it happen. This time he is determined to do things different. He wants a future he can be proud of and that others can use as an example. With his newfound employment, Wilburn plans on buying himself "a pretty new truck and having it paid for in a year."



Job Fairs/Other Events:



Over 150 people came to our Cherokee Nation Outpatient Health Center Construction Job Fair that was held on September 13th in the Cherokee Nation Ballroom. We had over ten businesses that were in attendance and they were all very pleased with the applicants they received.

Visit our www.CherokeeCareerconnections.com website to find out more on our upcoming job fairs

Upcoming:

Tulsa State Fair – Career Services and Talking Leave Job

Corps Recruitment Booths

Starting Thursday, September 28th – Sunday, October 8th.

Economic Development News:

Ventilation systems manufacturer to bring 75 jobs to Tulsa

http://www.tulsaworld.com/business/manufacturing/ventilation-systems-manufacturer-to-bring-jobs-to-tulsa/article_1d03ed6e-784a-53f7-b397-4efee93703df.html

Ingredion plans to locate 60 finance jobs in downtown Tulsa

http://www.tulsaworld.com/business/ingredion-plans-to-locate-finance-jobs-in-downtown-tulsa/article_807c3d17-c73a-52ac-a254-8c8b485afd9c.html

Careers Services will be hosting a Job Fair for Ingredion the first week of October. (More Details to follow)

Commerce Group

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

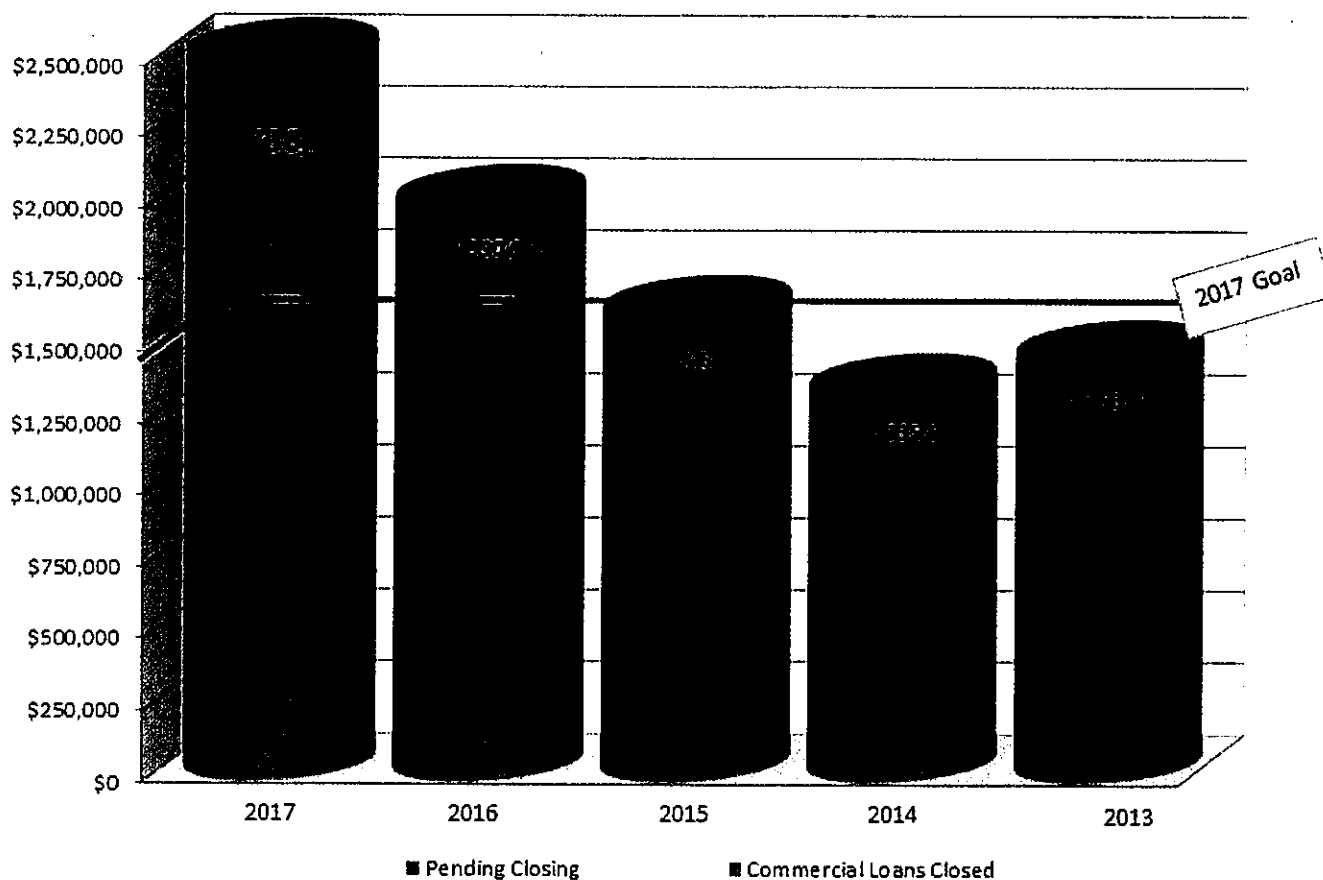
Anna Knight, Executive Director
918-453-5532
anna-knight@cherokee.org

Community and Economic Impact



Since 2010 Cherokee Nation has Invested
\$12,179,154.76 in 259 Privately-owned
Small Businesses

Dollars Invested in the Local Economy Through Small Business Lending



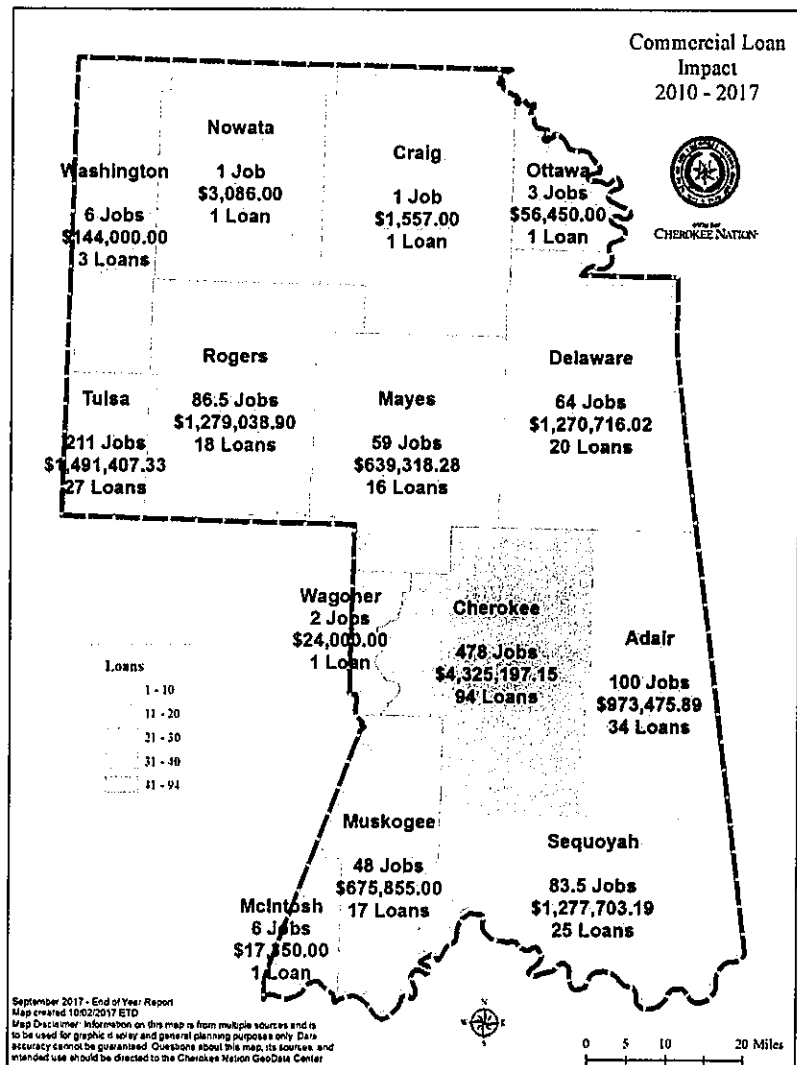
All Cherokee Nation Economic Development Trust Authority (CNEDTA) lending is at an all-time high and demand for both commercial and consumer products continues to increase.

Small Business Loans Closed September 2017 - NONE

Commercial Lending Pipeline
 (Commercial requests submitted)

Community	County	Business Type	Startup or Expansion
Keys	Cherokee	Medical Service	Expansion
Tulsa	Tulsa	Promotional Service	Expansion
Tahlequah	Cherokee	Agriculture	Start-up
Sallisaw	Sequoyah	Transportation	Expansion
Wagoner	Wagoner	Transportation	Expansion
Hulbert	Cherokee	Technology	Expansion
Chouteau	Mayes	Retail Service	Start-up
Disney	Delaware	Food Service	Start-up
Locust Grove	Mayes	Construction Service	Start-up
Claremore	Rogers	Artist	Start-up
Ketchum	Craig	Retail Service	Start-up

Commercial Lending Impact
 2010 through 2017
 By County



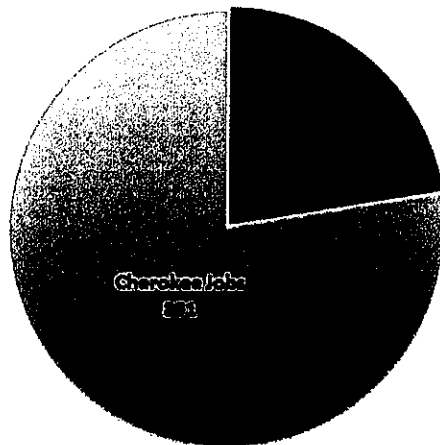
"I greatly appreciate the help that I received from Cherokee Nation in obtaining my small business loan. Everyone was very helpful and answered all questions that I had."

- Angie Smith, Smith Bait, Tackle, and Fish, Stilwell, OK

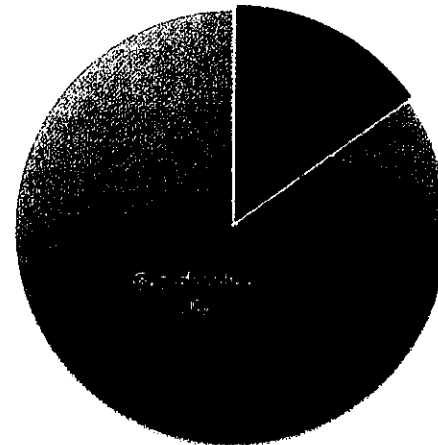
Small Businesses Create Community Based Jobs

Private Sector Jobs Created or Retained by Small Business Lending

Jobs Created FY10-17



Jobs Created FY 2017



Grant Applications Recently Submitted: Pending and Approved

Grant Submitted	Purpose	Amount Requested	Status	Notes
SBA Native American Enterprise	Technical Assistance One-on-One Coaching	\$116,000	Awarded	Executive Coaching, Market Research, Social Media
USDA Rural Business Development (RBDG)	Feasibility for Health Innovation Incubator	\$119,000	Awarded	Waiting Disbursement, Partnership with CN Health
USDA RBDG	Small Business Lending	\$500,000	Awarded	Waiting Disbursement
SBA PRIME	Kawi Café Operations	\$150,000	Awarded	Continue the hands-on entrepreneurial training
US Treasury CDFI	Commercial Lending	\$750,000	Awarded – Reduced Amount	Submitted as CN Economic Development Trust Authority (CNEDTA)
US Treasury CDFI	Commercial Lending*	\$111,333	Awarded – Reduced Amount	*Limited to Cherokee County and Adair County, as USDA Persistent Poverty Counties, Submitted by CNEDTA
USDA Socially Disadvantaged Groups	Technical Assistance for Cooperatives	\$137,000	Awarded	Leadership Training, Strategic Planning, Feasibility Studies, Submitted as CNEDTA

Entrepreneurial and Small Business Training

We are seeking Cherokee business owners interested in one-on-one coaching in the areas executive coaching, market research and social media. Please refer anyone interested to Stephen Highers at 918-207-3955 or stephen-highers@cherokee.org.

Entrepreneur Community Field Days		
Community	Address	Dates
Pryor	Cherokee Nation Career Services - One American Way Building 2945 Hwy 69A	1st Tuesday Each Month
Bartlesville	Rogers State University - 401 S Dewey - Room 808	2nd Thursday Each Month
Sallisaw	Cherokee Nation HACN - 100 E. Choctaw	3rd Tuesday Each Month
Tulsa	Cherokee Nation Career Services - 10837 E Marshall St., Ste. 101	2nd Tuesday Each Month
Claremore	Cherokee Nation HACN - 23205 S Hwy 66	4th Thursday Each Month
Jay	Cherokee Nation HACN - 109 13 th St.	4th Monday Each Month

Commerce Business Coach Brian Wagon makes **field visits to meet with entrepreneurs**. Above is his monthly schedule; he can be reached at brian-wagon@cherokee.org or 918-506-9168. Special accommodations are available.

Business/Entrepreneur Workshops			
Date	Location	Time	Workshop
November 1	Catoosa	TBD	Exchange Expo – TERO Vendor Fair

Commerce partners with regional training groups to leverage resources and target larger markets. Year to date, **entrepreneurial development and business workshops have been attended by 7,149 people**, 100 percent of whom found the training useful to building the capacity of their businesses.

Much of Commerce's training is conducted one-on-one to meet specific needs. Staff also conducts regular site visits with all current loan clients and evaluates individual training needs for business growth and best chance of success.

“My time at the Kawi has been rewarding, challenging, and beneficial to my family and my Shady Grove community.” – Bethany Vance-Lindsey, Shade Grove

Artists as Entrepreneurs and Community Tourism as Economic Development

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

The Cherokee Arts Center provides teaching space and specialized equipment for artists to increase their revenues. Year to date, **1,517 people have attended 214 artist taught classes** and the equipment has **been used 2,072 times by 991 artists**. One artist space is used exclusively by the National Treasures to both work and to teach class. Year to date artists have taken advantage of the **Cherokee Arts Center 6,531 times**.

"So grateful for the resource and backing of the Commerce Department to be able to enjoy the teaching of National Treasures and participate in other classes. What I like about the Art Center is the flexible schedule and you work around what is best for the student, evening, or Saturday Classes. I am just glad we finally have a workspace where Cherokee artists can create art!"

Sally Williams

Cherokee Arts Center		
Registration is necessary and all classes are fee based, paid directly to artists		
Date	Time	Class
Every Thursday	6:30 pm	Silver Smithing with Steve
Every Saturday	10:00-1:00 pm	Watercolor with Paula Hefley
Every Friday	7:00-9:00 pm	Life Drawing with Matt
Every Saturday	12:00-2:00 pm	Drawing with Jamil
Every Thursday	6:30-8:00 pm	Drawing with Jamil
October 10 (2 nd Tuesday)	6:30-9:00 pm	SEIAA Monthly Meeting
October 21 (3 rd Saturday)	2:00-3:00 pm	Tahlequah Writers Group
October 19 (3 rd Thursday)	6:30-9:00 pm	Tahlequah Arts Council Meeting
TBD	TBD	Shell Carving with Knokovtee

The Spider Gallery currently represents **122 Cherokee Nation artists**, 18 of which are National Treasures.

Cherokee Nation Proudly Presents



- Year to date 3,770 visits have been made to the Gallery
- Year to date sales total \$66,632.66
- Artists have earned \$145,293.30
- The Gallery Store include items priced less than \$100

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

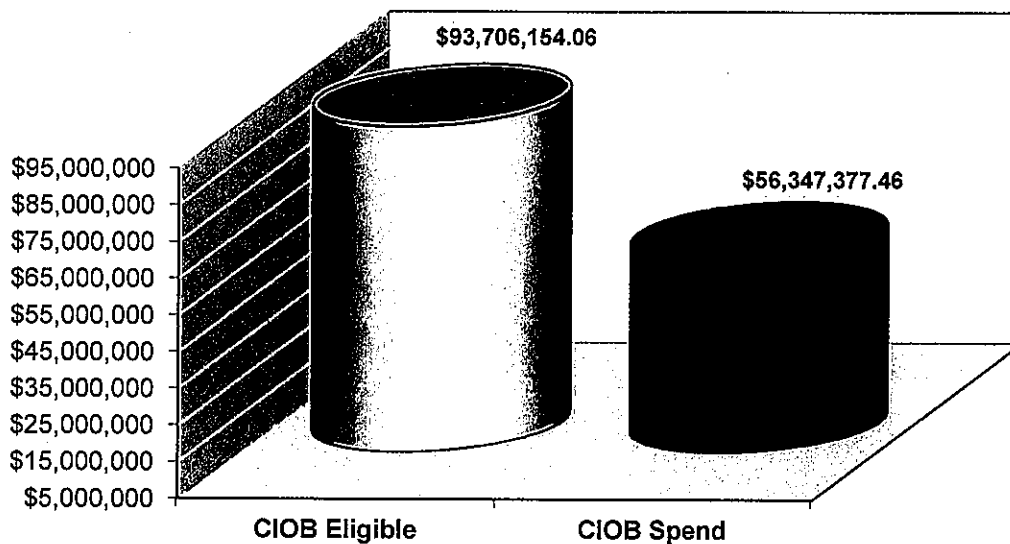
Month/Year of Report: October 2017 (Month Ending August – FY 2017)

Program Highlights

a. Balanced Scorecard Measures

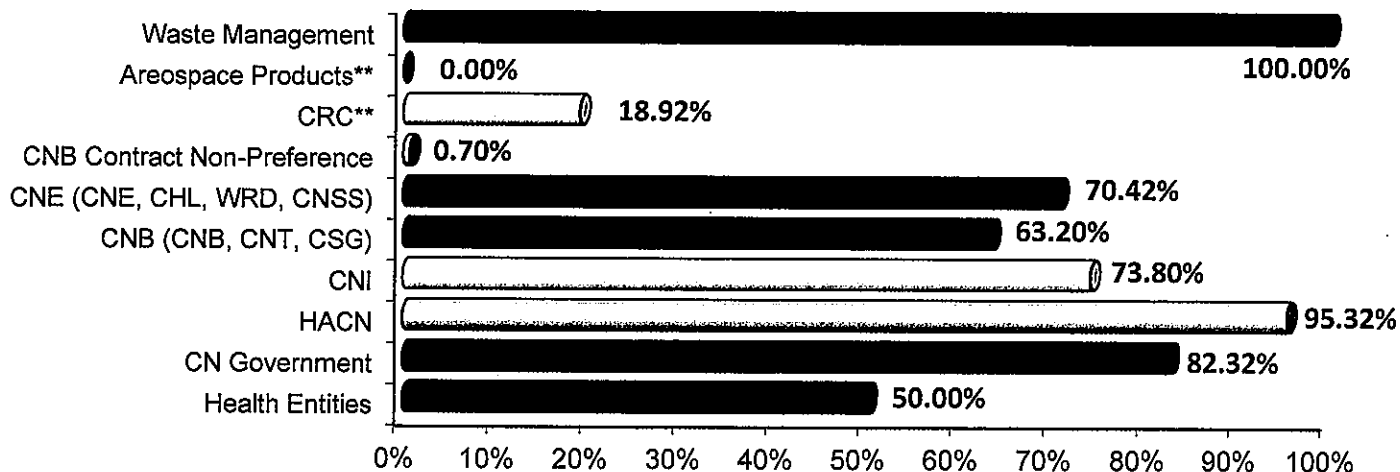
Objective	Metric	2016 Goal	Year to Date Achievement Notes/Comments
Effective Business Workshop Training	# Certified Indian-Owned Business Attendees and % indicating usefulness	300/100%	0 /100% 2,862 attending events including Engage Expo
Increase Certified Indian-Owned Business Procurement Awards	% Certified Indian-Owned Business Procurement Awards	80%	60.13% Business Entities eligible procurement \$'s awarded to Certified Indian Owned vendors <ul style="list-style-type: none"> • CNE – Not Updated • CN Government - 98.47% • Health Entities – 100% • CNI – 25.03% • Waste Management - 0%
Increase Cherokee Citizens employed	% Cherokee Citizens (verified)	Entity CNE – CNB - HACN - CN – 82.9% Health - CNI – CRC – Aerospace -	Business Entities - 62.03% <ul style="list-style-type: none"> • CNE (CNE, CHL, WRD, CNSS) 70.42% • CNB (CNB, CNT, CSG) 63.20% (does not include service contract employees) • CNI 73.80% (does not include service contract employees) • Service Contract Employees (NP) 0.72% (CNB entities) • HACN 95.32% • CN Government 82.32% (does not include IPA/MOA) • Health Entities 50.00% • 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	127
Effective One on One Training for Certified Indian Owned-Businesses	# of businesses receiving assistance/% finding useful	200/95%	4 /100%
Certified Indian-Owned Business Receiving Financial Assistance	% Certified Indian-Owned Business Loans in Portfolio	85%	6.59% - based on \$'s loaned 4.35% - 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% - 1,659 sites monitored
Effective Monitor of Bid Openings	# and % Bid Openings Attended	100%	100% - 67 out of 67
Effective Resolution of Complaints – TERO and EEOC	% Complaints Resolved	100%	TERO: 3 complaints filed; 3 resolved, 0 pending EEOC: 4 complaints filed; 0 resolved, 4 pending

60.13% of CIOB Eligible Procurement Opportunities were awarded to CIOBs



**Includes CN Government, CNE, CNI, and Health Entities – Not Updated for CNE/CNB

62.03% of Employees are registered Cherokee Nation Citizens



**Companies majority, not wholly, owned