

COUNCIL OF THE CHEROKEE NATION
EXECUTIVE & FINANCE COMMITTEE REPORT

Group: Financial Resources

Month/Year of Report: April 2018

Treasurer: Lacey Horn

Phone: 207-3902

E-mail: lacey-horn@cherokee.org

- I. Budget Highlights – through March
 - a.) Financial Resources – 48% spent
 - b.) Treasurer – 29% spent
 - c.) IIM – 51% spent
 - d.) Acquisition Management – 51% spent
 - e.) Records Management – 30% spent
 - f.) Support Services – 51% spent
 - g.) Grants Management – 44% spent
 - h.) Grant Development – 45%
 - i.) Fleet Management – 34%
 - j.) Employee Performance Incentive – 32% spent
 - k.) Grant Development for CNB – 0% spent
 - l.) DOJ CTAS 2017 – 40%
- II. Program Highlights
 - a.) Balance Scorecard Measures
 - 1. Complete FY17 Audit – 100% Complete
 - 2. Obtain Unmodified Audit Opinion – 100% complete
 - 3. No Material Weaknesses on Single Audit – 0% complete
 - 4. Obtain GFOA Award for FY16 CAFR – 100% complete
 - 5. Reports completed & submitted for April 2018 – 100% completion
 - b.) Accomplishments
 - 1. Staff attended multiple webinars, trainings and conferences for grants management
 - 2. Staff attended the Annual Self Governance Conference
 - 3. Staff attended National Grants Management Association Annual Conference
 - 4. Staff attended Native American Finance Officers Association Conference
 - 5. Staff Attended Indirect Costs, Uniform Guidance, and Fraud for Tribal Entities Seminar

COUNCIL OF THE CHEROKEE NATION
EXECUTIVE & FINANCE COMMITTEE REPORT

c.) Upcoming Events

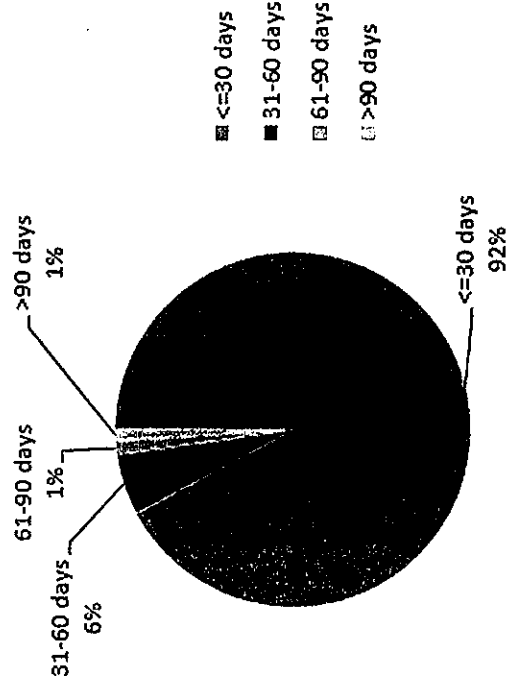
1. Various grant trainings scheduled for May 2018
2. Single Audit underway

	A	B	C
1	Cherokee Nation Acquisition Management Year-To-Date Report Over \$5,000 Transactions October 1, 2017 through September 30, 2018		% of sub-total - TERO vendor submitted Bid
2	Award to TERO Vendor	\$ 8,398,270.36	97.33%
3	Award to non-TERO Vendor	\$ 230,387.00	2.67%
4	Sub-total bids with a TERO vendor participating	\$ 8,628,657.36	100.0%
5	Bid - no bids submitted by TERO Vendors	\$ 8,124,500.92	
6			
7	October 1, 2017 through March 31, 2018		

COUNCIL OF THE CHEROKEE NATION
 EXECUTIVE & FINANCE COMMITTEE REPORT

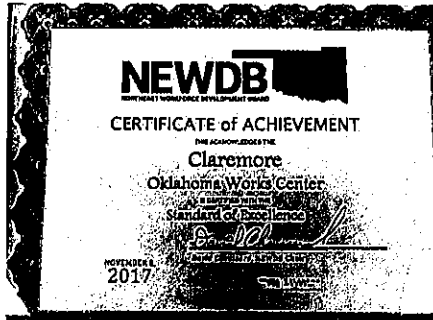
Timeliness of Paid Invoices

Row Labels	APP-INVOICE-2	APP-TRAN-PMT-AMT-7
<=30 days	52,981	85,933,314.98
31-60 days	3,224	14,865,121.68
61-90 days	688	2,308,836.33
>90 days	645	2,424,413.78
Grand Total	57,538	105,531,686.77



- <=30 days
- 31-60 days
- 61-90 days
- >90 days

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



Michelle Bish, Workforce Executive Director for Northeast was acknowledged for her partnership with the Cherokee Nation in the **Claremore Office**. She accepted the award from the State Of Oklahoma and then came to Claremore to present to our office, and her staff who work in the Claremore office. There were several hurdles that had to be met with to win the award and we hit all areas. Collaboration, and remodeling the office to fit the needs of our clients, and ensuring that the clients had all the necessary equipment and

material available when they came to Claremore. All of the staff work well together, and Councilman Keith Austin was on hand for the presenting of the award when it was presented to the staff today, by Michelle Bish, and Gretchen Evans, with State Workforce. Chief Baker has made mention of the collaboration we have with the state programs, and that we share office with them in three of our Cherokee Nation Career Services Offices. We are stronger, and can provide more services to the people working together.



Employment Development (TERO) Wildland Fire Management responded to 43 fires that burned 999 acres on tribal land or threatened tribal land. We also provided personnel to multiple agencies to help with suppression of fires; 67 personnel to Osage Agency, three personnel to Miami Agency, five personnel to Wewoka Agency, three personnel to Anadarko Agency, one personnel to Okmulgee Agency. We also provided seven personnel to Pawnee Agency to help with three controlled burns.

This year's Safety Fair was the biggest and best thus far. Kudos to the TERO staff, Willard Mounce, and Ruben Chuckluck. We had over 300 school age children attend to receive safety information.

There are two major projects that we are currently working on; **Tribal Temporary Assistance for Needy Families (TANF)** through the Department of Health and Human Services, and a

National Emergency Dislocated Worker Demonstration Grant to Address the Opioid Crisis (NDWG Opioid Crisis) through the Department of Labor. I'm sure we will be presenting additional information on both projects as they progress.

Administration has instructed us to pursue administration of the **TANF** program. We have submitted our Letter of Intent to the Dallas Regional Office, but have run into a road block concerning the Muscogee (Creek) Nation. The Muscogee (Creek) Nation has administered a Tribal TANF program since 2008. After we submitted our Letter of Intent identifying the population and area we intend to serve, we discovered the Muscogee (Creek) Nation had submitted a modification to their TANF plan to include some of the same population and area.

Kim Carroll and Daryl Legg met with the DHHS Deputy over **TANF** last week while attending a DOL Advisory Council meeting in Washington, D.C. DHHS acknowledged our Letter of Intent and the conflict with Muscogee (Creek) Nation's modification request. They ask that we meet and get the conflict worked out between the two of us. We tried to do this at Inter-Tribal, but Muscogee (Creek) Nation indicated they would like to meet with their administration before sitting down with us. They had actually asked to serve all American Indians except Cherokee Nation citizens in Rogers, Mayes, Muskogee, McIntosh, Tulsa, and Wagoner counties. We will be having follow-up meetings later this week or early next week. I did visit with Chief Floyd and he didn't have a problem with what we proposed. I really feel we will be able to get it worked out to everyone's satisfaction. Muscogee (Creek) Nation TANF program staff have been most helpful to us this far.

The **NDWG Opioid Crisis** is a grant opportunity to assist individuals who have been impacted by the opioid crisis with training and support activities so that they may enter the workforce. It would also allow Cherokee Nation to expand workers or services in addiction and substance-abuse treatment, pain therapy and pain management, and mental health care treatment. We are partnering with Behavioral Health and the Marshal Service for this two-year, up to \$5,000,000 grant.

The **Day Training Program** had 22 program participants attain unsubsidized employment. Of these, 13 were outside the Cherokee Nation, two were within the Cherokee Nation and seven were with CNB/CNI. Three participants attained their Food Handler's Certification.

Day Training and Reentry Participant Success:



Michael Chewey was a participant on the Day Training Program. Mr. Chewey is 54 years old and had been unemployed since 1995. He came to the Career Services office in October 2015 initially to inquire about the Reentry program. Mr. Chewey had been serving a twenty year sentence for murder and had received a letter from Daryl Legg explaining our program and what we had to offer when he was released. He was able to get clothes and personal items with the \$250 from the Reentry program but was having a difficult time finding employment. This led Mr. Chewey to the Day Training Program.

Through the program, Mr. Chewey was able to be placed at the Cherokee Nation Landfill and immediately made a lasting impression. Within his first week on the program Mr. Chewey was already being complimented by his site supervisors. He was encouraged to continue his job search and apply for all positions

he was eligible for. Mr. Chewey displayed strong employable characteristics and dependability in his daily attendance and willingness to work hard and get the job done. On February 12, 2018 his search paid off as he began employment with Riggs Tree Service as a Ground Hand. This was a great success for Mr. Chewey in securing full time employment.

Mr. Chewey stated, "Cherokee Nation offered me a chance to gain my confidence back. Training at the Landfill and being trusted to run some of the equipment really gave me a sense of purpose. The weekly job searches that I was required to do really paid off and after two years of trying I was able to obtain employment. I appreciate all the work the Career (Services) department has done for me."

The **Sector Partnership -- National Dislocated Worker Grant** Review was successful. They were impressed with the program and the Cherokee Nation. Our Project Officer, Cynthia Green will have some recommendations to Grants (Tanya Johnson's shop).

Another DOL person, Ms. Nikki Powers, will be here next week for another of Brenda Fitzgerald's grants, the **Disability Employment Initiative**. Ms. Powers will be here May 7-9, 2018.

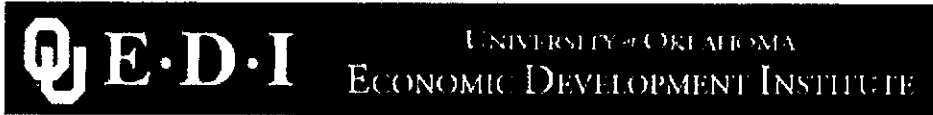
We will be planning a trip to Dallas, TX, at the end of May, or early of June, to meet with several of our Project Officers. We have three different programs, and it is our custom to go down and visit annually. Nick, the head guy, usually allows us to meet with other departments for information on future DOL grants that may be coming down the pipeline. It has paid off for us based on the grants we've received. We usually take Jay Littlejohn as Job Corps is included in our meeting. We go down one day, spend the night, have our meetings, and then return late in the afternoon the second day. David Moore, W.C. Gernandt III, and Larry Vance went with us last year, and we talked about apprenticeships and the work Cherokee Nation was doing with construction. This year, we'll focus on training and jobs primarily in the Health field. This will be my 3rd year, and hopefully we'll get some new grants as a result of our visit. When Cynthia Green was here last week, she indicated that Frank will have her coordinate my Directors' visit. They look forward to our coming down. We always prepare highlights and general information about our program.

The **PL 102-477 Summer Youth Employment Program** and the **Tribal Youth Program** still has people coming in to make a SYEP application even though the deadline has passed. They will be put on the waiting list. We will be able to serve 650 youth this summer.

The Internship Program will have 12 students in the program this year. George Roach works with the Internship Program.

Economic Development staff have been very busy this month. We held a meeting at Hastings Hospital with Mitch Thornburgh and INVOKE, the Health Department contractors working on the training for their staff. This meeting was held to discuss the proposal of coding classes and scholarships to get it off the ground throughout the Cherokee Nation. Another meeting was held at Talking Leaves Job Corps to look at an advanced training program in which the classes are to be spread out utilizing our learning centers within our field locations. A follow-up meeting will be forthcoming after we receive their material. We hope to begin coding classes for anyone who would like to take them. We are waiting on a date by Health so we can schedule the next recruitment meeting for jobs and training within the new Health facility.

We have been working with GRDA, Tom Gray, on a project; working with NORA; working with Chuck on a project in Westville; and continuing our work with Greenheck-Tulsa, Sofidel-Inola, Ingredion-Tulsa, and Star Pipe-South Coffeyville.



Travis Gulley - CS Jobs/Business Development Coordinator, Hunter Palmer - CS Special Projects Officer, and Stephen Highers - Commerce, will graduate this Friday, May 4, 2018, and be added to the ranks of Andy McMillian - CNB, Anna Knight - Commerce, and myself with a Certificate of Diploma from the University of Oklahoma-Economic Development Institute Master's Program. Brenda Fitzgerald – CS Voc-Rehab Director and Ashawna Miles – CS Jobs/Business Development Coordinator will hit the mark in November. This program is 124 course hours in all facets of Economic Development.

OU EDI GRADUATE MEDIA RELEASE FOR IMMEDIATE RELEASE



S. Diane Kelley, Hunter Palmer and Travis Gulley graduated from the University of Oklahoma Economic Development Institute on May 3, 2018 at the OU EDI Spring session held in Fort Worth, Texas.

OU EDI is an intensive 117 hour certificate program which provides a broad spectrum of advanced education for the economic development professional. Mary Ann Moon, Dean, said, "OU EDI is the premier organization dedicated to training economic development professionals. These graduates represent some of the finest economic development practitioners in the U.S. working to support their local communities. My congratulations to them."

OU EDI classes focus on three major core areas including: Business Retention and Expansion, Real Estate, and Credit Analysis, as well as areas of concentration in Marketing, Strategic Planning, Entrepreneurship, and Managing Economic Development Organizations. Students typically take 1-2 years to complete the program through a series of in-person seminars, workshops and discussion groups.

OU EDI began in 1962 and is celebrating its 56th year of service to the economic development community. Fully accredited by the International Economic Development Council (IEDC), the program has trained over 5,000 graduates and remains the world's leading economic development teacher.

For more information about the OU Economic Development Institute, its courses and internationally recognized certificate program, please contact 405-325-3136 or edi@ou.edu.

Job Fairs and Other Events:

Keep up to date with future Job Fairs at: www.cherokee.org/jobfairs

Brad Eubanks is point of contact for Community Meetings.

Job Fairs:

Wednesday, March 14 th	RSU Career, Internship, and Graduate School Fair	
Wednesday, March 14 th	Kaska Job Fair	Pryor Creek
Tuesday, March 27 th	West Siloam Springs/Grove Job Fair	West Siloam Springs
Wednesday, March 28 th	Muskogee Career Fair	Muskogee
Thursday, March 29 th	Key Maintenance Job Fair	Pryor
Wednesday, April 4 th	Business Expo and Job Fair	Vinita

At the Key Maintenance Job Fair in Pryor Thursday, March 29th 37 people came and 13 were hired – 12 Cherokee and one Creek.

Boys & Girls Clubs - Paperwork was sent down to get checks out and ready to be sent out following the presentation and picture on Monday, May 14, 2018. A total of \$195,000.00 is being distributed this year.

Backpack Program - Paperwork was sent down to get checks cut and ready for distribution or mailing following the presentation and picture on Monday, May 14, 2018. A total of \$75,200.00 is being distributed this year.



Sofidel CEO Luigi Lazzareschi shakes hands with Cherokee Nation Principal Chief Bill John Baker. The Cherokees pitched in \$250,000 in startup costs and will provide job fairs and training to help lure the company to Oklahoma. **TULSA WORLD FILE**



As part of the package to attract the Macy's Fulfillment Center near Owasso, the Cherokee Nation provided \$500,000 for closing and infrastructure costs — including an industrial road to the facility. **TULSA WORLD FILE**

A MAJOR PLAYER

Cherokee Nation's job creation, business development efforts help region

By Mike Averill
 Tulsa World

of Cherokee families," said Bill John Baker, principal chief of the Cherokee Nation.

The tribe can bring incentives to the bargaining table — such as tax credits for companies that build on tribal land and hire Native American workers and for accelerated depreciation — that companies can't get in other states.

The tribe can also offer startup funding and infrastructure when needed.

As part of the package to attract the Macy's Fulfillment Center near Owasso, the tribe provided \$500,000, including money for infrastructure and closing. The main infrastructure project was an industrial road to the facility.

The company was able to realize more than \$1.2 million in Indian employment tax credits in 2015 and 2016.

The tribe is able to offer job recruitment and training services as incentives through its career services department.

From Macy's to Sofidel, the last few years have seen several large employers moving into northeast Oklahoma.

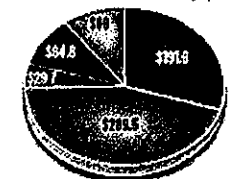
It's no secret that it takes incentives to lure large-scale projects to the area. What's not as well known is who is helping to provide these incentives.

For the past several years, the Cherokee Nation has partnered with the Tulsa Regional Chamber to drive economic growth in the area. The tribe is investing profits from its casino operations into job creation through financial incentives as well as job training and recruitment.

Of the \$641.6 million in Cherokee Nation Entertainment 2016 revenue, \$68 million went into job creation and business development.

"Every job does not have to be a Cherokee-owned and managed job for it to ben-

Where the casino money goes



- Payroll and benefits
- Operating expenses
- State gaming fees
- Job creation and business development
- Services & programs

Cherokee Nation Entertainment
 2016 revenue: \$641.6 million

STEVEN RECKINGER/Tulsa World



Every job does not have to be a Cherokee-owned and managed job for it to benefit Cherokee families."

Bill John Baker
 principal chief of the Cherokee Nation

» See Cherokee, page E6

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

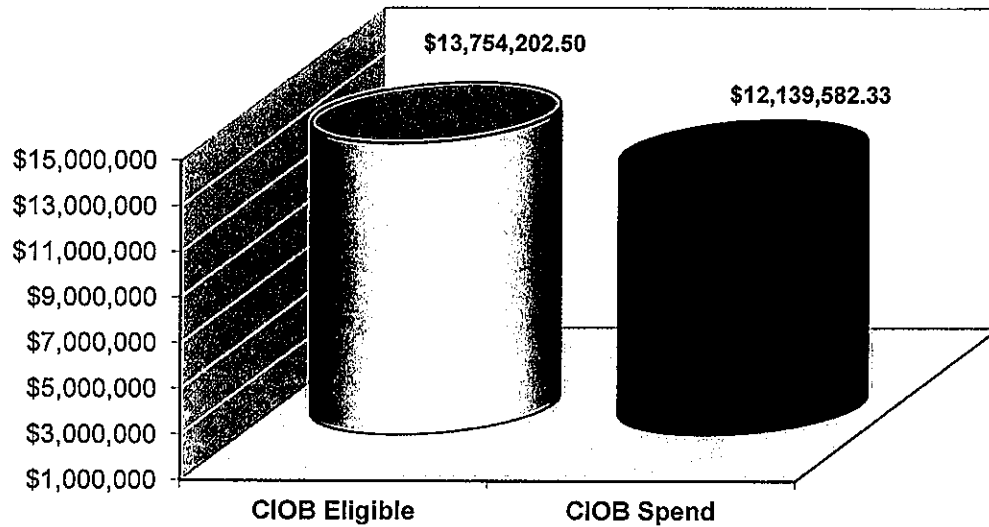
Month/Year of Report: May 2018 (Month Ending March – FY 2018)

Program Highlights

a. Balanced Scorecard Measures

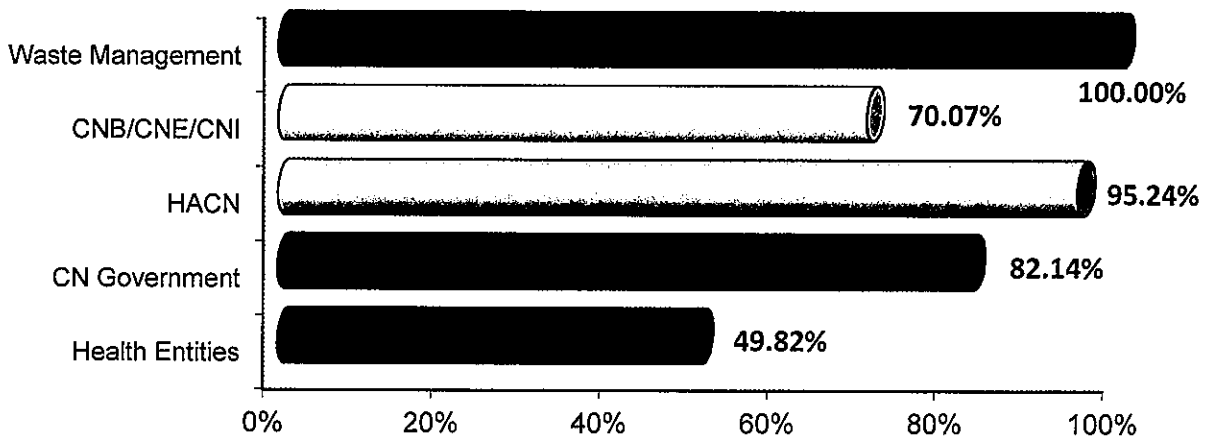
Objective	Metric	2018 Goal	Year to Date Achievement Notes/Comments
Effective Business Workshop Training	# Certified Indian-Owned Business Attendees and % indicating usefulness	300/100%	2 /100% 2,798 attending events including Engage Expo and Art Market
Increase Certified Indian-Owned Business Procurement Awards	% Certified Indian-Owned Business Procurement Awards	80%	88.26% Business Entities eligible procurement \$'s awarded to Certified Indian Owned vendors <ul style="list-style-type: none"> • CNE – 78.85% • CN Government - 97.33% • Health Entities – 98.30% • CNI – 3.25% • Waste Management - 0%
TERO Utilization	Number of Bid Awards	Entity - CNB	Out of 99 bids, TERO participated 53 times and awarded 28 bids.
Increase Cherokee Citizens employed	% Cherokee Citizens (verified)	Entity CNB – HACN - CN – 82.9% Health – Waste Management-	Business Entities 75.03% <ul style="list-style-type: none"> • CNB (CNB, CPM, CNE, CNI, NP) 70.07% (does not include temporary or government contract employees) • HACN 95.24% • CN Government 82.14% (does not include IPA/MOA) • Health Entities 49.82% • Waste Management 100%
Increase Indian-Owned Business Certifications	# Newly Certified Indian-Owned Businesses	150	69
Effective One on One Training for Certified Indian Owned-Businesses	# of businesses receiving assistance/% finding useful	200/95%	25 /100%
Certified Indian-Owned Business Receiving Financial Assistance	% Certified Indian-Owned Business Loans in Portfolio	85%	6.48% - based on \$'s loaned 3.70% - 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% - 1,069 sites monitored
Effective Monitor of Bid Openings	# and % Bid Openings Attended	100%	98% - 39 out of 40
Effective Resolution of Complaints – TERO and EEOC	% Complaints Resolved	100%	TERO: 0 complaints filed; 0 resolved, 0 pending EEOC: 0 complaints filed; 0 resolved, 0 pending

88.26% of CIOB Eligible Procurement Opportunities were awarded to CIOBs



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

75.03% of Employees are registered Cherokee Nation Citizens



**Companies majority, not wholly, owned – does not include temporary or government contract employees

Commerce Group

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

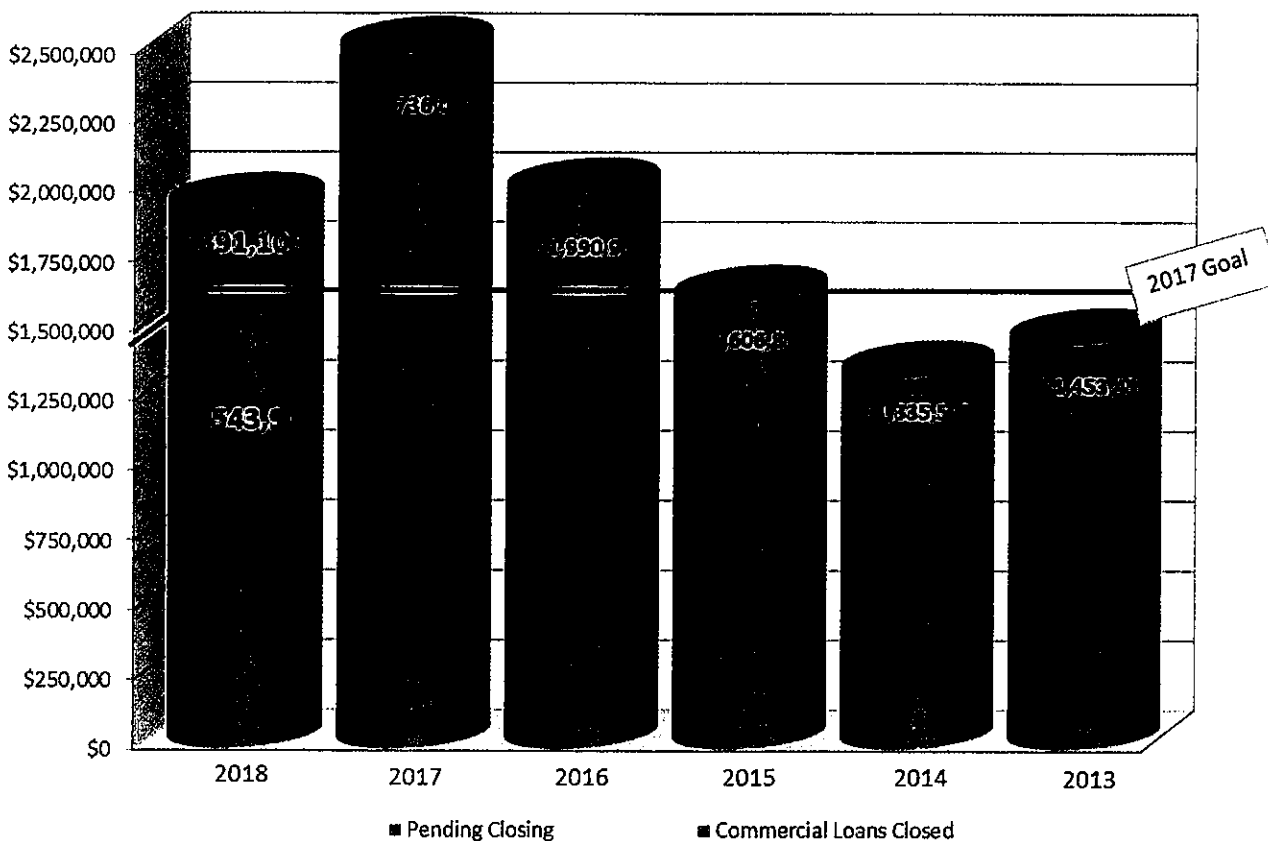
Anna Knight, Executive Director
918-453-5532
anna-knight@cherokee.org

Community and Economic Impact



Since 2010 Cherokee Nation has Invested
\$13,723,072.44 in **286**
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 March 2018

Community	Loan Purpose	Project Costs	Owner Equity	Jobs
Claremore	Expansion	\$284,854	56%	10
Locust Grove	Start-up	\$375,588	85%	6
Broken Arrow	Expansion	\$120,966	60%	28
Welling	Expansion	\$15,500	3%	2
Tahlequah	Start-up	\$36,750	30%	1
Tahlequah	Start-up	\$119,238	46%	9
Sallisaw	Start-up	\$293,559	54%	5

Commercial Lending Pipeline (Commercial requests submitted)

Community	County	Business Type	Startup or Expansion
Sallisaw	Sequoyah	Artist Development	Artist
Tahlequah	Cherokee	Construction	Start-up
Stilwell	Adair	Manufacturing	Start-up
Westville	Adair	Food Service	Expansion
Stilwell	Adair	Manufacturing	Start-up
Pryor	Mayes	Food Service	Start-up

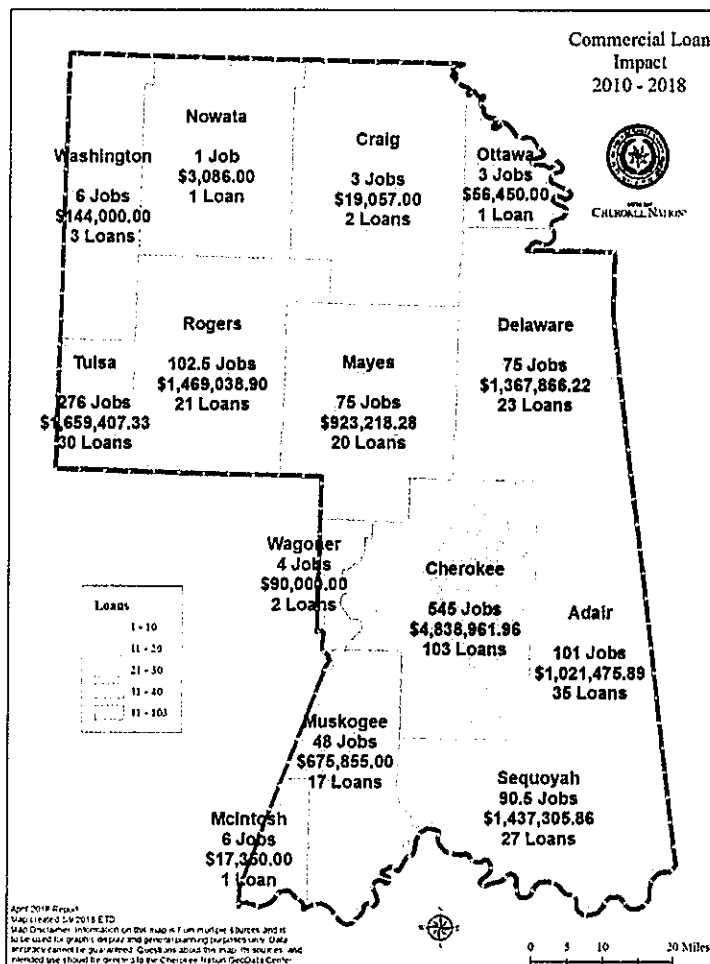
Lending Assets

Available Commercial Capital	\$841,994
Available Consumer Capital	\$1,055,123
Approved Grants Pending Distribution	\$874,554
Approved Grants Pending Receipt	\$0
Total Available Capital	\$2,771,671
Outstanding Commercial Loans	\$8,643,434
Outstanding Consumer Loans	\$1,741,159
Total Outstanding Loans	\$10,384,594

Commercial Lending Impact 2010 through 2018 by County

"Our loan from the Cherokee Nation Small Business Assistance Center helped us with several major repairs and business expenses. This allowed us to stay in operation and continue our success. Thank you! We appreciate it!!"

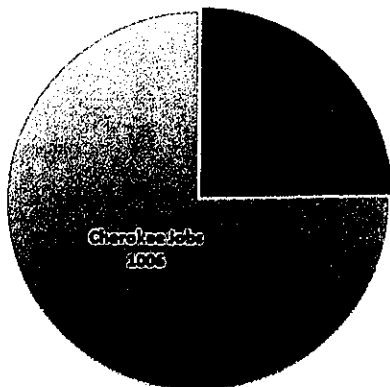
*- Ron and Mary Sanders,
 Hulbert, Cherokee County*



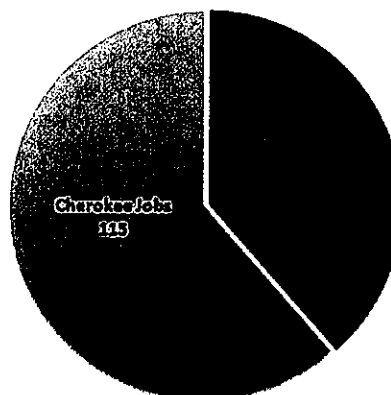
Small Businesses Create Community Based Jobs

Private Sector Jobs Created or Retained by Small Business Lending

Jobs Created FY10-18



Jobs Created FY 2018



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	Contract for Service Underway with Health
USDA RBDG	Small Business Lending	\$500,000	Awarded	\$492,000 in loans made
SBA PRIME	Kawi Café Operations	\$150,000	Awarded	Continue the hands-on entrepreneurial training
US Treasury CDFI	Commercial Lending	\$861,333	Awarded	Submitted as CN Economic Development Trust Authority (CNEDTA)
USDA Socially Disadvantaged Groups	Technical Assistance for Cooperatives	\$137,000	Awarded	Leadership Training, Strategic Planning, Feasibility Studies, Submitted as CNEDTA
Wells Fargo Foundation	Homeownerships Counseling Grant	\$60,000	Pending	Submitted
USDA Rural Business Development (RBDG)	Small Business Lending	\$500,000	Pending	Submitted
OK Native Assets Coalition	Special Workforce Savings Program	\$7,000	Awarded	Submitted
US Treasury CDFI	Commercial Lending	\$1,000,000	Pending	Submitted as CNEDTA
USDA Rural Business Development (RBDG)	City of Stilwell Road Access	\$250,250	Pending	Submitted
USDA Rural Business Development (RBDG)	SBAC Training	\$150,000	Pending	Submitted
SBA PRIME	Kawi Café Operations	\$150,000	Pending	Application in Progress

Entrepreneurial and Small Business Training

We are seeking Cherokee business owners interested in one-on-one coaching in the areas of 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 Wagnon makes **field visits to meet with entrepreneurs**. Above is his monthly schedule; he can be reached at brian-wagnon@cherokee.org or 918-506-9168. Special accommodations are available.

Business/Entrepreneur Workshops			
Date	Location	Time	Workshop
May 14 – June 4	Pryor	5:00 pm	NT, Vibration Analysis (Industrial Maintenance Training)
May 15	Tulsa	8:30 am	Government Contracting for Small Disadvantage Business
May 17	Webinar	10:00 am	SBA, Small Business Financing
May 23	Muskogee	9:00 am	ICTC, Contracting Business Fair
June 21	Webinar	10:00 am	SBA, Small Business Financing
July 19	Webinar	10:00 am	SBA, Small Business Financing
August 16	Webinar	10:00 am	SBA, Small Business Financing
September 20	Webinar	10:00 am	SBA, Small Business Financing

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 3,425 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.

“Thank you Kawi Café for allowing me to find employment without prejudice.” – Ella Begay, Tahlequah, OK

Cherokee Nation Commerce Youth Entrepreneur Competition – Sponsored by TERO
 13 Schools; 59 Business Plans; 79 Students
 Tahlequah Location

<u>Placements</u>	<u>Name</u>	<u>Business</u>	<u>School, Grade</u>
Grand Price \$900	Cash Wright	Cash's Treasured Memories	Vian, 10
Grades 9 - 12			
First Place \$400	Katie Hallom	St. Mark's	Sequoyah, 10
Second Place \$300	Regina Meneses Hannah Dillard	Specialtees Specialtees	Stilwell, 10 Stilwell, 10
Third Place \$200	Justin Kelley Jacob Fine	Extreme Pole Bucket Extreme Pole Bucket	Sequoyah, 9 Sequoyah, 9
Fourth Place, \$100	Kayla Handle Winter Eubanks	K & S Photography K & S Photography	Sequoyah, 10 Sequoyah, 10
Fifth Place, \$50	Kaylin Littledave Hannah Gaches	Protection Program Protection Program	Sequoyah, 9 Sequoyah, 9
Grades 5 - 8			
First Place, \$400	Benjamin Bell	Above & Beyond Sports Camp	Vian, 7
Second Place, \$300	Eadee Turman Brooke Bighorse	Cherokee Sweet Sticks Cherokee Sweet Sticks	Maryetta, 7 Maryetta, 7
Third Place, \$200	Hallee Risley	Outdoor Legends	Vian, 7
Fourth Place, \$100	Blythe Sullivan Kaylin Ford	B & K's Boutique B & K's Boutique	Vian, 7 Vian, 7
Fifth Place, \$50	Asher Bunch Keller Hitcher	Hairy Berry Hairy Berry	Maryetta, 6 Maryetta, 6

Claremore Location

<u>Placements</u>	<u>Name</u>	<u>Business</u>	<u>School, Grade</u>
Grand Price \$900	Cason Wright	Cason's Lasered Art	Vian, 8
Grades 9 - 12			
First Place \$400	George Davenport	Davenport Pasture	Vinita, 12
Second Place, \$300	Carolyn Lee	Flowers Avenue	Vinita, 11
Third Place, \$200	Victoria Grossman	Technology Law	Vinita, 9
Fourth Place, \$100	Johanna Greenwood	La Fresa	Vinita, 12
Fifth Place, \$50	Ashton Marlar	Mrs. Marlar's Tribe	Bartlesville, 11
Grades 5 - 8			
First Place, \$400	William Allen Tucker Roberts	Locker Stacker	Vian, 8
Second Place, \$300	Audrey Chester	Audrey's Photography	Vian, 8

The Cherokee Arts Center provides teaching space and specialized equipment for artists to increase their revenues. Year to date, **1,075 people have attended 181 artist taught classes** and the **equipment has been used 845 times by 766 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 2,133 times**.

Artists as Entrepreneurs and Community Tourism as Economic Development

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

First Peoples Fund Artists as Entrepreneurs training was held at the Cherokee Arts Center in April with 14 students. Matt Anderson, Cherokee artist and Cultural Specialist, and Mary Beth Timothy, Cherokee artist and entrepreneur, are now both certified to teach this curriculum.

"The Cherokee Art Center is where I started my bow classes 4 years ago. I am glad it is still here so I can have my students experience what the Art Center has to offer and the help it has given me!"

**Richard Fields,
 Cherokee Artist**

Cherokee Arts Center		
Registration is necessary and all classes are fee based, paid directly to artists		
Date	Time	Class
Every Monday	6:00-9:00 pm	Jewelry Making Class
Every Tuesday	6:00-8:00 pm	Beginning Metal Smithing
Every Tuesday	4:00-5:30 pm	ICW Cultural Art Class
Every Wednesday	4:00-5:30 pm	ICW Cultural Art Class
Every Thursday	6:00-8:00 pm	Metal Smithing with Steve
Every Friday	7:00-9:00 pm	Life Drawing with Matt
Every Saturday	10:00-1:00 pm	Watercolor with Paula Hefley
Every Saturday	1:00-3:00 pm	Beginning Metal Smithing
May 7, 9, 11 and 16	11:00-4:00 pm	Baskets with Bessie
June 1	5:00-8:00 pm	First Fridays – Art Demonstrations
June 12 (2 nd Tuesday)	6:30-9:00 pm	SEIAA Monthly Meeting
May 17 (3 rd Thursday)	6:30-9:00 pm	Tahlequah Arts Council Meeting
May 19 (3 rd Saturday)	2:00-3:00 pm	Tahlequah Writers Group

The Spider Gallery currently represents **125 Cherokee Nation artists**, 18 of which are National Treasures.

Cherokee Nation Proudly Presents



- Year to date 980 visits have been made to the Gallery
- Year to date sales total \$12,515.89
- Artists have earned \$35,089.83
- Online Gallery sales will be live by September 1
- The Gallery Store includes items priced less than \$100