

COUNCIL OF THE CHEROKEE NATION
EXECUTIVE & FINANCE COMMITTEE REPORT

Group: Financial Resources **Month/Year of Report:** May 2011

Group Leader: Callie Catcher **Phone:** 207-3902 **E-mail:** callie-catcher@cherokee.org

I. Budget Highlights – through April

- a.) Financial Resources – 53% spent
- b.) Treasurer – 70% spent
- c.) IIM – 54% spent
- d.) Acquisition Management – 47% spent
- e.) Records Management – 39% spent
- f.) Support Services – 58% spent
- g.) Office of Historical Records – 48% spent

II. Program Highlights

a.) Balanced Scorecard Measures

- 1. Complete FY10 Audit - 100% complete
- 2. Obtain Unqualified Audit Opinion – 100% complete
- 3. No Reportable Conditions on Single Audit –0% complete
- 4. Implementation of SAS 112 audit requirements – 50% complete
- 5. Obtain GFOA Award for FY09 CAFR – 100% complete
- 6. Reports Completed & Submitted by Due Dates – 100% Complete for reports due by 05/31/11

b.) Accomplishments

- 1. May 17 & 24 – Lawson Navigation, GL & Activities Training to be held in the Tsa-La-Gi Training Room
- 2. Continue Lawson Budgeting & Planning Implementation process
- 3. Continue FY10 Single Audit process – to be completed June 30, 2011
- 4. Continue Lawson Mobile Supply Chain Implementation process

c.) Future Plans/New Initiatives

- 1. Continue Lawson Budgeting & Planning Implementation process
- 2. Continue Lawson Mobile Supply Chain Implementation process
- 3. June 21 & 22 – Lawson Budgeting & Planning Training

COUNCIL OF THE CHEROKEE NATION
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Cherokee Nation Acquisition Management Year-To-Date Report Over \$5,000 Transactions October 1, 2010 through April 30, 2011		% of sub-total - TERO vendor submitted Bid
Award to TERO Vendor	\$ 22,992,594.07	83.52%
Award to non-TERO Vendor	\$ 4,537,663.20	16.48%
Sub-total bids with a TERO vendor participating	\$ 27,530,257.27	100.0%
Bid - no bids submitted by TERO Vendors	\$ 4,920,879.29	

I. Budget Highlights

- a. April consolidated monthly net income was \$8.5 million compared to budget of \$9.0 million.
 - i. The unfavorable variance of \$564,000 compared to budget was primarily driven by CNE which was 7.6% below budget for April. Positive variances to budget from CNB as well as CNI partially offset the unfavorable variance attributable to CNE. Below are the variances to budget for each entity:
 - 1. CNB: +\$117,000
 - 2. CNE: -\$680,000
 - 3. CNI: +\$242,000
 - 4. Technology: -\$205,000
 - 5. Others: -\$39,000
- b. FY11 Year-to-date Consolidated Cap ex (actual expenditures) is \$29.4 million for all entities.
 - i. CNE: \$19.3 million
 - ii. CNB: \$9.1 million
 - iii. CNI: \$408,000
 - iv. CPM: \$536,000
 - v. MOB: \$24,000

II. Operating Highlights

- a. The BoA credit facility has a balance of zero as of April 30, 2011.

I. Budget Highlights

- a. Total CNE revenue of \$41.4 million in April increased 7.4%, compared to prior year but was slightly below budget.
 - i. The revenue increase from April 2011 compared to April 2010 was primarily attributable to West Siloam Springs, Tahlequah and Ft. Gibson as well as additional revenue from Ramona:
 1. West Siloam Springs: +10.9%
 2. Tahlequah/Fort Gibson: +8.2%
 3. Roland/Sallisaw: -0.8%
 4. Catoosa: -0.1%
 5. Will Rogers Downs: +0.7%
 6. Ramona (Not open until May 2010)
- b. Operating expense for the month was \$30.4 million, which was unfavorable to budget by \$515,000. The unfavorable variance was primarily attributable to higher cost of goods sold associated with higher revenue. CNE continues to focus on reducing operating costs throughout the company in order to improve profitability.
- c. CNE April net income totaled \$8.3 million, compared to \$6.5 million in April 2010. Net income was 7.6% below CNE's budget of \$8.9 million

II. Operating Highlights – As of May 31, 2011

- a. Properties
 - i. Catoosa – Catoosa continues to have relatively strong revenue considering the loss of approximately 350 machines. Gaming revenue of \$13.3 million was 3.3% below prior year and 6.1% below budget. Throughout the first 2 weeks of May coin-in volume is 4.0% below budget. Construction on the new gaming area and hotel tower, that will replace Casino III, has yet to begin. However, initial estimates are to be finished with the new gaming area and hotel tower in the summer of 2012.
 - ii. West Siloam Springs – The hotel has been full on recent weekends and drove an overall occupancy of 67.8% during April while May increased to 71.3%. West Siloam Springs continues to perform above budget on a year to date basis.
 - iii. Roland – Construction on I-40 from Roland to the Arkansas state line began in late November and is anticipated to be complete at the end of 2011. The construction continues to negatively impact operations in Roland.
 - iv. Sallisaw – The property will implement off-track betting in July
 - v. Ft. Gibson – The CNE board of directors have approved a plan to build a permanent facility in Ft. Gibson. The new facility will consist of 500 electronic gaming machines, a new F&B venue and a bar. Also, included in the plan is the removal of the retail store and replacing it with a stand-alone smoke shop.
 - vi. Ramona – The property continues to outperform initial forecasts.
- b. Future Plans/New Initiatives
 - i. Continue to manage expansion progress.
Continue to enforce tighter hiring controls and expense reduction measures to gain efficiencies

I. Actual Results

A. Net Income

- i. Net income for April 2011 was \$553,000, which is \$243,000 favorable to budget. The favorable budget variance is mainly due to the disposal of 500,000 shares of CareView communication stock resulting in a profit of \$721,000. In addition CNI had unfavorable variances in Manufacturing (\$196,000), Distribution Services (\$165,000), Professional Services (\$126,000), and Military Logistics (\$73,000) primarily due to lower than expected revenues. Corporate Overhead was favorable to budget by \$89,000 due to management efforts to control spending.
- ii. April's net income was favorable to prior year by \$464,000 mainly due to the sale of the aforementioned stock less operation profit shortfall due to decreased revenues.

B. Revenue

- i. CNI's revenue totaled \$7.7 million in April 2011, which was \$4.5 million below budget. The variance is primarily due to decreased revenue of \$2.0 million in Distribution Services associated with not receiving the Verizon contract for \$1.3 million, lower AT&T demand of \$500,000, and a decline of \$200,000 in Office Products. A \$1.1 million decline in Manufacturing revenue is mostly due to decreased demand, while a decrease in Professional Services revenue of \$1.0 is primarily due to projected new contracts not yet being secured. A decrease in Military Logistics revenue of \$374,000 is primarily due to timing.
- ii. April revenue declined \$2.4 million from the prior year. Prior year revenue included Construction revenue of \$762,000 which is now reported as a separate business unit. Professional Services, Distribution Services and Manufacturing experienced a combined decline of \$2.1 million due to lower demand and expired contracts that have not been replaced. The unfavorable variances were partially offset by a favorable variance in Military Logistics of \$459,000 associated with a ramp up of activity under that contract.

C. Operating Expenses

- i. Total operating expenses for April 2011 were \$7.0 million compared to a budget of \$11.8 million. The favorable variance in expense is mainly due to decreased expenses associated with lower revenues and sale of aforementioned stock discussed above.
- ii. Operating expenses compared to prior year were lower by \$2.8 million due to reduced revenues and sale of stock addressed above.

I. Budget Highlights

- a. April revenue of \$5.2 million was \$2.4 million above prior year revenue of \$2.8 million, but behind a budget of \$5.9 million
 - i. Increase in revenue from prior year due to newly awarded work at Fort Collins office and acquisition of ETI Professionals (ETI).
 - ii. Budget variance partially attributable to lower than anticipated revenue from Lakewood office (formerly ETI). Transition process related to the company's purchase had a negative impact on monthly billing, but is expected to grow in coming months.
 - iii. The Fort Collins office also completed a large contract in March that negatively impacted April revenue by approximately \$200,000.
- b. April net income totaled \$174,000, compared to budget \$377,000. The net income budget variance was largely due to lower than expected sales from the Lakewood office.
- c. YTD IT Portfolio revenue of \$31.0 million through April was 11.8% ahead of budget and 88.5% ahead of FY10. The increase from prior year is primarily attributable to revenue from the recently acquired ETI Professionals in Lakewood, Colorado and recently awarded work at the Fort Collins and Tulsa based offices.
- d. YTD net income of \$1.7 million is 5.6% of revenue, which exceeds prior year, but is behind the budgeted figure of 6.3%. YTD net income was consistent with budget.

II. Operating Highlights

- a. Current Month
 - i. The Fort Collins office was recently awarded a contract from the United States Geological Survey (USGS). Work begins on May 1st, 2011 and is expected to generate over \$300,000 in monthly federal services revenue.
 - ii. Large contract with the USDA was completed at the end of March
- 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 PeopleSoft accounting system for government contracts
 - 5. New federal contracts
 - 6. Strategic acquisition opportunities

I. Budget Highlights

- a. CNSS net loss was (\$14,885) in April 2011. This was 20.6% below the budget of (\$19,000), due to legal fees being higher than budgeted.
- b. APSE net income was \$25,000 in April 2011. This is lower than prior year net income of \$33,000 and remains lower than the April 2011 budget of \$102,000. Parts sales continue to remain lower than expected and margins remain tight.
- c. CCRC net income was \$20,000 in April 2011. This was less than April 2010 and was 92.7% less than budget of \$274,000. Lower than budgeted revenue in the environmental area contributed to net income being less than budget.
- d. CNCS experienced a profit of \$132,000 in April 2011 as compared to \$47,000 in March. A higher percentage of the previous month's revenue was related to old CNCS contracts, which have lower profit margins than the new Dover Air Force Base (AFB) contracts. In April the gross margin for Dover AFB work was 22.2%, where the gross margin for the old CNCS contracts was 6.7%.
- e. Mobility Plus incurred a net loss of (\$109,000), compared to budget of \$51,000. The cause of this loss is directly tied to the timing of cash collections and cash disbursements. At acquisition, Mobility Plus did not yet have an inventory system that allowed for the calculation of Cost of Goods Sold (COGS) for the various revenue sources, i.e. rental income.

II. Operating Highlights

- a. CNSS completed its 8(a) mandatory orientation meeting and waiting response from SBA on accepting the business plan. Sources sought are being sent out on CNSS behalf in government market studies with positive responses. This will allow CNSS to be included or considered for sole source opportunities. CNSS is in discussion with a security integrator in final stages of agreeing on terms for potential acquisition.
- b. APSE's revenue remains 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. Boeing remains significantly behind schedule at its facility in San Antonio and this has negatively impacted APSE.
- c. CCRC continues to put a great deal of effort into marketing our environmental and professional services capabilities in an effort to make up for the loss of the budgeted Gulf work as well as overcoming the effects of the continuing recession lasting so far into the fiscal year. During April and the 1st week of May CCRC was awarded 12 delivery orders on contracts totaling \$2.7 million. Although it remains to be seen how much of the 3rd and 4th quarter awarded work will be recorded as revenue during this fiscal year, CCRC anticipates a strong 4th quarter finish.
- d. CNCS currently has 9 task orders issued under the Dover AFB contract with an additional 4 task orders waiting for government funding to become available. With the continuing resolution issue now behind us, we believe the funding will begin to flow. As is always the case for this time of year, we are currently putting a great deal of effort into marketing our construction capabilities to numerous armed services bases.
- e. While the current results of Mobility Plus are below budget, the remainder of the fiscal year should recover the reported deficit. This will occur due to installation of the new billing and inventory software (allowing for better reporting of true costs and billed revenues) as well as a more focused sales and marketing effort on those products that provide the greatest amount of margin. Process improvements will also assist in reducing the total days outstanding of receivables associated with equipment in the field. Also, there has been a six month postponement of the required Medicare competitive bidding program, which could have a negative affect on the company's price structure

Group: Career Services-
Employment Month/Year of Report: May, 2011

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	April	YTD	Goal	% of Goal
GED Completions	38	209	250	84%
Training Completions	29	267	450	59%
Employment Completions	1	46	300	15%
Unsubsidized Placement	78	567	500	113%
Retention	18	190	200	95%
Job Readiness Training	65	222	500	44%
WorkKey Credentialing	82	336	500	67%
Job Bank	35	533	1,000	53%
Indian Owned Businesses	7	134	100	134%
Major Cherokee Employers	0	0	50	0%
Job Fairs	0	3	15	20%
Community Service	36	103	50	206%

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

b. Accomplishments

1. Nine Tribal Day Training participants attained employment, seven with the Cherokee Nation.
2. Eleven NAHASDA Day Training participants entered unsubsidized employment, nine of these within Cherokee Nation.

3. Life/Employment Skills training was offered at Tahlequah, Claremore and Sallisaw. Classes are scheduled to be offered at Muskogee, Pryor, Stilwell, Claremore, Vinita and Tahlequah.
4. Larry Ketcher and his registration team have begun registering Major Cherokee Businesses. The policy and procedures were sent out last month, and people have begun calling and coming in. It should be noted that they will not be certifying these businesses, but will register them. The Cherokee workers will be monitored through the TERO office on our projects, just as we do for other projects at the present time.
5. Mike Tootle is back working in TERO. He will be one of the field monitors.
6. Dennis Carter is in charge of the new 800 number for "JOBS WELL DONE" and has three backups to assist with the calls. We hope to have a report by the Executive and Finance Committee meeting at the end of the month. A BIG PAT ON THE BACK for Bob Schooley who has coordinated this from the inception. Career Services is very proud to be a part of this endeavor, and I would like to thank Kim Carroll and Debra Lack for all of their work, as well as the Web staff who have been involved.
7. I would like to commend the following people for a job well done and for all of the hard work they have put out staying late and working on weekends to get things done. Jon Crittenden, Case Manager, Debra Pritchett, Program Specialist, Joseph Leach, Case Manager, Andy Dreadfulwater, Day Work Coordinator, Mary Dunlap Vocational Case Manager, and Melanie Dodge, Special Assistant/Special Projects.

Initiatives

1. HUD Section 3 Training is scheduled for Catoosa June 8th from 9:00 am to 1:00 pm and for West Siloam Springs June 9th from 9:00 am to 1:00 pm.
2. The West Siloam Springs Office Ribbon Cutting is scheduled for June 10th from 1:00 pm to 3:00 pm. This trailer will serve as a field office for most of Career Services, and other programs will be using it for field days on occasion. We will be working with CNE as we begin sending people over for the Day Work Training Program.
3. A Job Fair for Mrs. Smiths/Schwan's is scheduled for June 14th from 1:00 pm to 5:00 pm in Sallisaw. These Specialized Job Fairs going on in Stilwell and Sallisaw are for the new lines at the Schwan's plant in Stilwell. The flyers are attached which reflect the types of jobs available. Career Services staff will be on hand to assist clients with putting their application in, which is by computer only.
4. A Job Fair is scheduled for June 23rd from 9:00 am to 12:00 pm at Catoosa Sequoyah Ballroom—Mike Ross—Manhattan and one is scheduled for the same date from 1:00 pm to 5:00 pm at Catoosa Sequoyah Ballroom—Flintco. The event is being sponsored by Career Services TERO.

5. NEG-OJT has contracted with 14 businesses and have a total of 17 individuals participating, with 86 slots available to fill.
6. The Talking Leaves Job Corps has Work Base Learning students at the Food and Beverage area with Chef Garrett. This is their fourth week, and things seem to be running well.
7. Classes for the 2nd and 3rd phase of the Food and Beverage Training will start the first part of July. The Jay and Stilwell Offices are recruiting for the classes.
8. Security Classes are being worked on, and we hope to get them under way within the next few weeks. Don Childers, Security Director for CNE, will be meeting with Career Services next week to get things worked out. We hope to have more to report by the end of the month.
9. On Thursday, June 9th a meeting will be held at the TYSON building in Stilwell with the Department of Commerce for the purpose of discussing a potential business that is interested in the building for a sandwich company. We should have more to report on by the end of the month, if they are looking favorably at the building and they can get the loan to start up the company. Marguerite McKinney, from CNB will be with me at the meeting to discuss the targeted tax credit program. Career Services will be at the table to discuss how we can assist with employment.
10. Teresa Williamson from the Forest Service will be here to discuss the billing and future contracts with the Cherokee Nation for the Cherokee Fire Dancers. The meeting will be held on Wednesday, June 15th.
11. We will be planning a ribbon cutting for the Claremore Office in the weeks to come. Mike Perryman and the Building Trades students have been working hard to get the offices and meeting rooms put together for the people coming in to go to Day Training at the Hard Rock Hotel and Casino.
12. Summer Youth Employment will start Monday, June 13th and run through July 22. We will have around 250 youth on the program.

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

Month/Year of Report: June 2011

Program Highlights

a. Balanced Scorecard Measures

Objective	Metric	2011 Goal	Year to Date Achievement Notes/Comments
Effective Business Workshop Training	# Certified Indian-Owned Business Attendees and % indicating usefulness	500/100%	131/100%
Increase Certified Indian-Owned Business Procurement Awards	% Certified Indian-Owned Business Procurement Awards	75%	82.11% Business Entities eligible procurement \$'s awarded to Certified Indian Owned vendors <ul style="list-style-type: none"> • CNE - Unavailable (report available 7-11) • CN Government 83.52% • Health Entities 93.71% • CNI 62.34% • Waste Management 68.61%
Increase Cherokee Citizens employed	% Cherokee Citizens (verified)	Entity CNE – CNB - CN – 82.9% Health - CNI – CRC – Aerospace -	Business Entities - 65.03% <ul style="list-style-type: none"> • CNE (CNE, CHL, WRD, CNSS) 58.31% • CNB (CNB, CNT, CSG) 32.77% • CN Government 80.31% (does not include IPA/MOA) • Health Entities 50.39% • CNI 66.06% (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	80	68
Effective One on One Training for Certified Indian Owned-Businesses	# of businesses receiving assistance/% finding useful	300/95%	114/100%
Certified Indian-Owned Business Receiving Financial Assistance	% Certified Indian-Owned Business Loans in Portfolio	75%	17.08% - Dollar Amount Loaned out 23.81% - Number of Loans
Effective Usage of Fees Collected	# Trained	100	28
Effective Monitor of Work Sites – Construction and Housing	# Monitoring Visits	90%	100% - 1144 sites monitored
Effective Monitor of Bid Openings	# and % Bid Openings Attended	100%	100% - 34
Effective Resolution of Complaints – TERO and EEOC	% Complaints Resolved	100%	TERO: 10 complaints filed; 11 resolved EEOC: 3 complaint filed; 3 resolved

b. Notable accomplishments:

1. Four SBAC mentors are TERO certified businesses and have **agreed to mentor 2 to 3 smaller, younger Indian-owned businesses.**
2. **Certified Indian-owned Business Vendor Fair scheduled for October 20, 2011 at Hard Rock Casino.** Last year over 120 vendors and 400 participants attended the Vendor Fair. **Success stories from 2010 Certified Indian-owned Business Vendor Fair** includes TGI obtaining a contract with DFW Airport and an invitation to bid for Gallant Background Checks for a DFW

contract. TGI is a promotional and advertising specialist company in Tulsa and Gallant Background Checks is located in Owasso and provides online background checks.

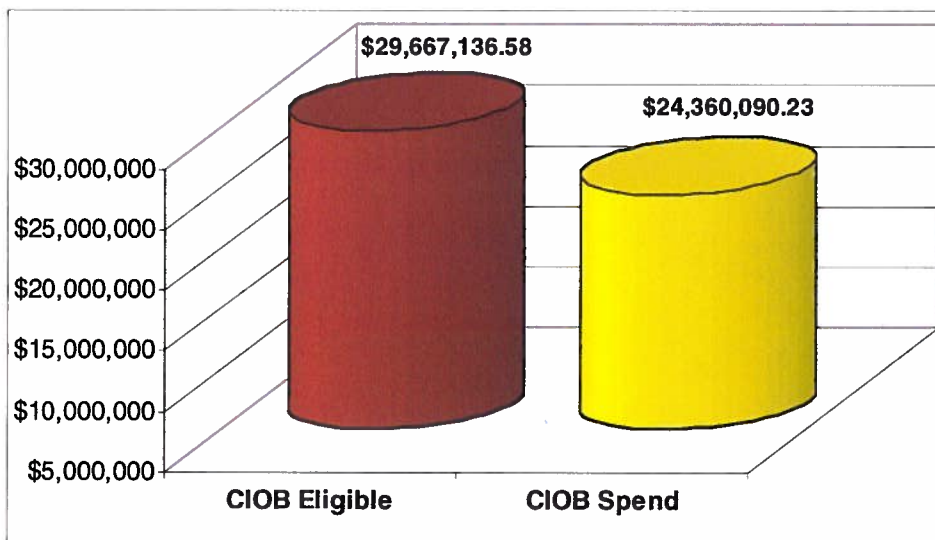
3. **TERO Web-site www.cherokeetero.com** produced 1,365 visits within the month, including 62.20% from new visitors. Inquiries came from a range of companies including communication, steel, other tribal entities, cable, accounting, contractors, and service stores. The majority of inquiries came from communications/telecommunications.
4. **Certification program workshops** are scheduled in May and June to aid CIOB in obtaining minority certification outside of the Cherokee Nation's certification process. This includes both the Small Business Administration (8a and HUBZone) and the Minority Development Advisory Council. This workshop will form the basis for our certification assistance program, whereby SBAC staff will assist businesses to identify certification opportunities and help complete certification applications.

c. Future plans/new initiatives:

1. Cherokee **citizen employment goals** set by business entities.
2. **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.
3. **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.
4. **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.

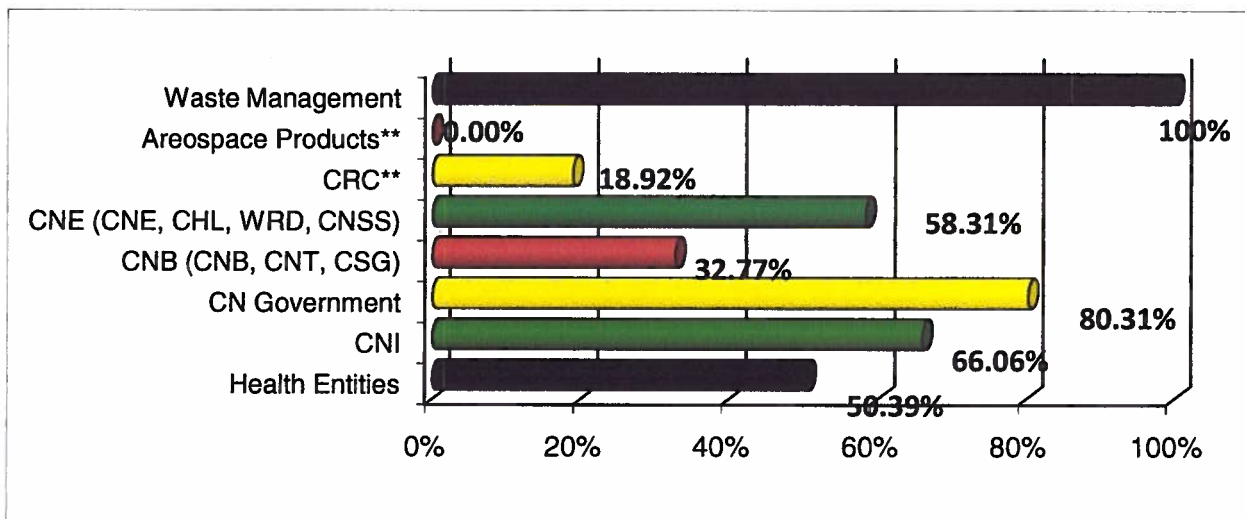
Business/Entrepreneur Workshops			
Date	Location	Time	Workshop
June 2	Tahlequah	6:00 pm to 8:00 pm	Indianpreneurship – business planning
June 7	Claremore	8:30 am to 3:00 pm	Entrepreneurship 101
June 10	Tulsa	10:00 am to Noon	SBA Workshop – Section 8a Hub Zone
June 11	Downtown Tahlequah	All Day	Arts on the Avenue
June 20 -24	Maryetta Schools	All Day	Entrepreneurship Camp
June 29	Muskogee	8:30 am	Web Building 101
July	Tahlequah	6:00 pm – 8:00 pm	Indianpreneurship – business planning
July	Claremore	6:00 pm – 8:00 pm	Indianpreneurship – business planning

82.11% of CIOB Eligible Procurement Opportunities were awarded to CIOBs



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

65.03% of Employees are registered Cherokee Nation Citizens



**Companies majority, not wholly, owned

Group: Commerce

Month/Year of Report: June 2011

Group Leader: Anna Knight

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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: \$668,677.90 <i>Approved Loans Pending Closing</i> <ul style="list-style-type: none"> Medical supply-Tahlequah \$32000 Ag loan-Vian \$25000 <i>Pending approval</i> <ul style="list-style-type: none"> None Pending Consumer: \$268,700.93
Investment in Economy	Tourism Dollars		
	a) Community Tourism	a) \$50,000	a) \$35,080.00 (income to artists/communities through tourism activities)
	b) Tourism Business Development	b) \$100,000	b) \$55,615.00 (financing tourism related businesses)
Job Creation	# Small Business Jobs Created/Maintained	100	111
	Percentage Cherokee (or Cherokee Family) Employed	100%	86%
Effective Business Training	# Attendees and % Indicating usefulness	500/95%	576 / 100%
CN Holiday	1. % Increase Sponsorships	a) 5%	a) TBD
	2. % Increase in Community Games Participation/Holiday Cultural Events	b) 5%	b) TBD

b. Notable accomplishments

2. **Commercial Loans Closed –YTD – Tahlequah** - Restaurant (2 jobs), Artist (4 jobs), Construction (4 jobs) Construction (15 jobs), Restaurant (3 jobs), Auto Body (10 jobs) ; Vian – Construction (1 job) Dog Kennel (2 jobs); Kansas – Construction (2 jobs); Jay- Beauty Salon (3 jobs); Locust Grove- Beauty Shop (2 jobs) Sallisaw - Salon (10 jobs); Stillwell- logging (13 jobs); Okay- retail (2 jobs); Oolagah- retail (2); Park Hill- Artist (2 jobs); Proctor- artist (2 jobs) Peggs - Construction (4 jobs); Collinsville- Service (2 jobs) Muskogee-Scrap metal (2 jobs); Ft Gibson- Heavy equipment (3 jobs); Outside referrals-Restaurant ((20 jobs), Photography (1 job);

3. Collateral for Commercial Loans Closed -

Community	Loan Purpose	Project Costs	Loan Amount	Collateral Discounted Value	Owners Equity	Jobs
Proctor	Inventory	\$3,580	\$3,580	Inventory \$2,500 Trailer \$2,000	0%	2
Park Hill	Inventory, Travel, Expenses	\$30,000	\$25,500	Inventory \$28,732	16%	2
Tahlequah	New Equipment	\$25,510	\$25,510	Concession Trailer \$24,750 Equipment \$22,235	0%	3
Locust Grove	Remodel & Inventory	\$10,000	\$7,153	Inventory & Equipment \$10,000	28%	2
Tahlequah	Building Expansion	\$400,000	\$142,850	2 nd Mortgage \$80,000 Equipment \$186,963	64%	10

4. **Charged Off Loans** – Commercial: Monthly Total – 0/\$0.00, Year to Date Total – 0/\$0.00 Consumer: Monthly Total – 0/\$0.00, Year to Date Total –0/\$0.00
5. Collaborating with local partners to complete an **ODOC Work Ready Community certification** process for CN rural counties – anticipated completion date Summer 2011. Upon certification this will be the largest combined region in the State and communities within this region will be able to use the Certification as a business recruitment and/or business retention/expansion tool.
6. **Bridge to Success Business Mentorship Program** 5 mentors have been selected. Each has committed to spend 15 hours over a three month period with each mentee, providing mentees with guidance on mentee business issues. Each mentor will have 2 to 3 mentees, who have been selected from very small loan clients. Mentor/Mentee matches will be made and interaction began in by mid-June.
7. **New program impact software implemented.** The Exceptional Assistant software will enable us to better track programmatic impact in communities for both lending dollars and technical assistance.

c. Future plans/new initiatives

1. **Market Place Entrepreneur Program** to increase competitiveness of Cherokee owned market place businesses and create strategy to increase market place opportunities (including e-commerce)
2. The complete **Cherokee Creativity Center should be open** by the Cherokee National Holiday 2011 – we have been awarded ICDBG funding for this project.
3. **Youth Entrepreneurship Camp** at Maryetta Schools, June 20. Event partners include Maryetta Schools, Rogers State University, Northeastern State University, and Northwest Arkansas Technology Centers.
4. The third annual **Northeast Oklahoma Regional Summit will be held October 13 at Rogers State University in Claremore.** This year’s summit will focus on successes from the Northeast Oklahoma Regional Plan.

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

▪ IRP:	\$217,108.61	▪ ICDBG Adult:	\$297,576.87
▪ Commercial:	\$336,118.08	▪ ICDBG Youth:	\$107,327.59
▪ CDFI:	\$339,693.76	▪ Consumer Lending:	\$268,897.93

* Bank statements for June are not yet available.

Business/Entrepreneur Workshops			
Date	Location	Time	Workshop
June 2	Tahlequah	6:00 pm to 8:00 pm	Indianpreneurship – business planning
June 7	Claremore	8:30 am to 3:00 pm	Entrepreneurship 101
June 10	Tulsa	10:00 am to Noon	SBA Workshop – Section 8a Hub Zone
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