



CHEROKEE NATION™
Businesses

Executive and Finance Report
Consolidated Financial Information
August 2015

Cherokee Nation Businesses

Executive and Finance Report

August 2015

Budget Highlights

- August 2015 CNB consolidated net income of \$5.7 million was unfavorable to a budget of \$9.8 million and \$4.1 million unfavorable to prior year. Consolidated revenue was \$1.8 million above budget and exceeded the previous year by \$7.3 million.
- CNE EBITDA of \$16.7 million was favorable to budget by \$1.5 million. The favorable variance was primarily due to higher than anticipated revenue from the Hard Rock, West Siloam Springs, South Coffeyville and Ft. Gibson properties. Total revenue for August 2015 was \$52.1 million and was \$3.6 million above budget and \$3.1 million ahead of last year.
- Technology Portfolio EBITDA of \$1.1 million was \$588,000 below budget. August revenue was \$1.9 million unfavorable to budget due to revenue being recognized earlier than anticipated. The unfavorable variance in EBITDA was primarily due to the lower than anticipated revenue.
- CNI EBITDA loss was \$749,000 unfavorable to budget due to a shortfall in revenue, primarily the result of a decline in sales associated with the Sikorsky and Bell contract. Total revenue of \$5.3 million was \$995,000 below budget.
- The CNB Parent Company EBITDA loss was \$635,000 unfavorable to budget, primarily due to higher than anticipated employee costs as well as general and administrative expenses.
- Construction Services EBITDA was \$221,000 below budget. Total revenue of \$3.1 million was \$163,000 below budget. The unfavorable variance was driven by less profitable jobs in CNCS Mechanical.
- Combined, EBITDA at all other entities were \$63,000 below budget.

Capital Expenditures

August YTD capital expenditures were \$133.0 million for all entities.

- CNE: \$95.7 million
 - Expansion: \$77.3 million – Roland and South Coffeyville properties and road improvements, WSS Water Tower & Grove Property
 - Strategic: \$12.0 million – Egame Equipment Purchases, Catoosa Hotel Lobby and Front Desk Renovation, Surveillance Infrastructure Upgrade & Casino Cash Trac Cage Management System
 - Maintenance - \$6.4 million – Art Procurement, Digital Radio Conversion, IT Asset Management Tool & Fleet Vehicles
- CPM: \$30.5 million – Health clinic construction, CN Housing Projects, 4th Street Property & Cherokee Springs Business Park
- CNCR: \$2.0 million – New Home Construction Program
- CNB: \$4.6 million – IT Maintenance & Upgrades & CN Economic Development Trust Authority Capital Grant

Financing

- CNB has no outstanding borrowings as of August 31, 2015.



Cherokee Nation Entertainment

Executive and Finance Report

August 2015

Budget Highlights

CNE

<i>thousands (000's)</i>	<u>Period</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>%</u>
• Revenue	Month -	\$52,093	\$48,490	\$3,602	7%
• Operating Expenses	Month -	\$35,357	\$33,243	(\$2,115)	6%
• EBITDA	Month -	\$16,735	\$15,248	\$1,488	10%

Operating Highlights

- CNE EBITDA of \$16.7 million in August was \$1.5 million favorable to budget.
- Total revenue of \$52.1 million was \$3.6 million above a budget of \$48.5 million. Higher than budgeted total revenue was primarily the result of higher than anticipated gaming revenue of \$3.9 million.
- Total operating expense of \$35.4 million was \$2.1 million unfavorable to budget. The unfavorable variance primarily resulted from higher medical benefit expense of \$1.2 million as well as higher gaming related costs of \$431,000. Additionally, a new contract for the Cherokee Nation Marshal Services went into effect in August for FY15. There was a catch up payment of \$191,000 and an annual payment of \$60,000, totaling \$251,000.
- The South Coffeyville Casino opened February 16th, 2015. The 17,000 square foot facility offers 300 games. The South Coffeyville casino opened ahead of the budgeted opening date of April 1st.
- CNB has agreed to lease property adjacent to the Hard Rock Casino to Woodmont Outlets, which plans to invest \$80 million into premium outlet shops to be called, "The Cherokee Outlets." The Outlets, along with a new Entertainment area, called "The District," is expected to be completed in 2016.
- CNB also announced plans for the Cherokee Springs Plaza, which will include retail, restaurants, auto sales lots, office space, convention space, two hotels, and a casino adjacent to the Cherokee Springs golf course in Tahlequah.
- Groundbreaking for the Roland property took place on April 29th, 2014 for a new casino and hotel. The Roland casino opened on May 19th, 2015, with the hotel scheduled to open the first quarter of FY16.
- 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 2016.

Capital Expenditure Highlights – Year to Date

- Expansion related costs for South Coffeyville and Roland – \$76.6 million
- Cherokee Tower Renovation - \$2.4 million
- Surveillance Infrastructure Upgrade - \$3.2 million
- Hotel Lobby and Front Desk Renovation - \$1.0 million



Cherokee Nation Industries

Executive and Finance Report

August 2015

Budget Highlights

CNI

thousands (000's)

	<u>Period</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>%</u>
• Revenue	Month -	\$5,256	\$6,251	(\$995)	-16%
• Operating Expenses	Month -	\$6,149	\$6,395	\$246	-4%
• EBITDA	Month -	(\$893)	(\$144)	(\$749)	-520%

Operating Highlights

- EBITDA loss was \$893,000, which was \$749,000 unfavorable to budget. The negative variance was primarily due to lower revenue from the Manufacturing segment as well as an adjustment for obsolete inventory of \$229,000. Additionally, changes in product mix have negatively impacted margins resulting in lower EBITDA.
- Total revenue of \$5.3 million was \$995,000 below budget. The Distribution segment revenue was \$4.0 million, which was \$723,000 favorable to budget due to the SE Project. The Manufacturing segment revenue was \$1.3 million, which was \$1.8 million below budget primarily due to a decrease in Sikorsky and Bell sales as well as slower than anticipated Government sales.
- Total operating expenses were \$6.1 million, which was \$246,000 favorable to budget. Cost of goods sold were \$121,000 lower than budget due to a 13 point margin decrease related to a change in product mix and a \$229,000 inventory obsolete adjustment. Employee cost was favorable to budget by \$26,000 due to several open positions. Other operating expense was \$99,000 favorable to budget primarily due to deferred overhead work in process adjustments in the Manufacturing segment.



Technology Portfolio

Executive and Finance Report

August 2015

Budget Highlights

Tech

<i>thousands (000's)</i>	<u>Period</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>%</u>
• Revenue	Month -	\$13,483	\$15,370	(\$1,887)	-12%
• Operating Expenses	Month -	\$12,396	\$13,695	\$1,299	-9%
• EBITDA	Month -	\$1,087	\$1,675	(\$588)	-35%

Operating Highlights

- August business for the Technology Portfolio resulted in EBITDA of \$1.1 million compared to a budget of \$1.7 million. The unfavorable variance was primarily due to lower than anticipated revenue. The August EBITDA margin of 8.1% was unfavorable to a budget of 10.9%.
- The Technology Portfolio generated revenue of \$13.5 million compared to a budget of \$15.4 million. Revenue from CSG and CNT of \$4.1 million was consistent with budget. CNGS, CNTS and CNMC revenue was \$9.0 million in August which was unfavorable to budget by \$1.9 million. The unfavorable variance was a result of budget timing differences due to the revenue coming earlier in the year. CNA revenue of \$464,000 was unfavorable to budget by \$38,000. The unfavorable variance was due to decreased revenue from US Coast Guard, EPA and DHA contracts.
- Total operating expenses for CSG and CNT of \$3.9 million were unfavorable to budget by \$142,000. The budget variance was primarily due to increased staffing cost associated with the CNT USDA Aphis project. CNGS, CNTS, and CNMC operating expenses of \$8.1 million were favorable to budget by \$1.4 million. The variance was primarily due to lower direct costs associated with lower than expected revenue due to budget timing differences. CNA operating expenses of \$401,000 were favorable to budget by \$52,000. Operating costs fluctuated due to the timing of material purchases for the CNE contract.

Other Diversified Businesses

Executive and Finance Report

August 2015

EBITDA Budget Highlights

Other Diversified

	<u>Period</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>%</u>
• CNSD	Month -	\$242	\$78	\$164	211%
• Construction	Month -	(\$15)	\$206	(\$221)	-107%
• CMS / CNHS	Month -	\$8	\$95	(\$87)	-92%
• Aerospace Products S.E.*	Month -	\$87	\$13	\$74	569%
• CCRC*	Month -	\$70	\$69	\$1	1%

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

Operating Highlights

- **CNSD** EBITDA was \$242,000 and \$164,000 above budget. The favorable EBITDA for the month of August was primarily attributable to the SAMD contract in CNRW and the Ft. Sill and TSA projects in CNSD.
- **Construction** EBITDA loss was \$15,000 compared to a budgeted EBITDA of \$206,000. The unfavorable EBITDA variance and margin was driven by less profitable jobs in CNCS Mechanical.
- **Healthcare** Portfolio EBITDA was \$8,000 compared to a budget of \$95,000, resulting in an unfavorable variance of \$87,000. The unfavorable EBITDA for the month of August was primarily attributable to lower margin contracts than were included in the budget.
- **APSE** net income was \$87,000 in August 2015 resulting in a favorable variance to budget of \$74,000. Revenue was \$388,000 favorable to budget primarily due to delivering kits that were previously unable to ship due to continued delinquent deliveries of parts by the suppliers.
- **CCRC** net income of \$70,000 in August was consistent with budget. The slightly favorable variance was attributable to multiple BIA and CES projects and the Picatinny Building 3050 project, where actual margins are exceeding budgeted margins.

COUNCIL OF THE CHEROKEE NATION
EXECUTIVE & FINANCE COMMITTEE REPORT

Group: Financial Resources

Month/Year of Report: September 2015

Treasurer: Lacey Horn

Phone: 207-3902

E-mail: lacey-horn@cherokee.org

- I. Budget Highlights – through August
 - a.) Financial Resources – 88% spent
 - b.) Treasurer – 66% spent
 - c.) IIM – 98% spent
 - d.) Acquisition Management – 82% spent
 - e.) Records Management – 91% spent
 - f.) Support Services – 96% spent
 - g.) Grants Management - 71% spent
 - h.) Grant Development – 67%
 - i.) Fleet Management – 68%
 - j.) Employee Performance Incentive – 31% spent
- II. Program Highlights
 - a.) Balance Scorecard Measures
 - 1. Complete FY14 Audit – 100% Complete
 - 2. Obtain Unmodified Audit Opinion – 100% complete
 - 3. No Material Weaknesses on Single Audit – 100% complete
 - 4. Obtain GFOA Award for FY13 CAFR – 100% complete
 - 5. Reports completed & submitted by due dates – 100% complete for reports due by 9/30/2015
 - b.) Accomplishments
 - 1. Staff participated in the Self-Governance Strategy Sessions
 - 2. Staff completed FY 15 inventory counts
 - c.) Upcoming Events
 - 1. Fiscal year end close process begins

COUNCIL OF THE CHEROKEE NATION
EXECUTIVE & FINANCE COMMITTEE REPORT

Cherokee Nation Acquisition Management Year-To-Date Report Over \$5,000 Transactions October 1, 2014 through September 30, 2015		% of sub-total - TERO vendor submitted Bid
Award to TERO Vendor	\$ 21,061,508.77	95.01%
Award to non-TERO Vendor	\$ 1,105,410.38	4.99%
Sub-total bids with a TERO vendor participating	\$ 22,166,919.15	100.0%
Bid - no bids submitted by TERO Vendors	\$ 2,103,164.86	
October 1, 2014 through August 31, 2015		

Group: Career Services-Executive and Finance Month/Year of Report: September, 2015

Executive Director: Diane Kelley Phone: 453-5628 Email: Diane-kelley@cherokee.org

I. Budget Highlights – Please refer to Monthly Financial Report

None

II. Program Highlights

a. Balanced Scorecard Measures

<i>Activity</i>	<i>August</i>	<i>YTD</i>	<i>Goal</i>	<i>% of Goal</i>
<i>GED Completions – includes individuals completing and receiving a GED or High School Diploma from Talking Leaves Job Corps and Career Literacy.</i>	14	156*	250	62.4%
<i>Training Completions – includes individuals receiving a nationally-recognized certification, credential, or degree while enrolled in one of 11 different vocational training programs.</i>	54	566*	450	125.8%
<i>Employment Completions – includes individuals who completed a Work Experience or TERO OJT assignment.</i>	26	225	300	75.0%
<i>Unsubsidized Placement – includes all individuals who entered unsubsidized employment (they got a job!) while enrolled in one of 15 different programs, both employment and vocational.</i>	109	1,090*	500	218.0%
<i>Retention – includes individuals who were retained in their unsubsidized employment through assistance from a Career Services Program.</i>	38	341	200	170.5%
<i>Job Readiness Training – includes individuals who completed the Life/Employment Skills Training.</i>	17	403	250	161.2%
<i>WorkKey Credentialing – includes individuals who received a bronze, silver, gold, or platinum WorkKeys credential.</i>	12	130	500	26.0%
<i>Job Bank – includes the number of new individuals entering the TERO Job Bank.</i>	32	351	500	70.2%
<i>Indian Owned Businesses – includes the number of businesses newly certified as an Indian Owned Business.</i>	10	155	100	155.0%

<i>Job Fairs</i> – includes the number of Job Fairs held by Career Services.	3	29	15	193.3%
<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.	3	38	50	76.0%
*You will note a decrease in GED Completions, Training Completions, and Unsubsidized Placements. This is due to a new person preparing one of the reports from which this report is drawn and using the wrong numbers. This has been corrected.				

b. Accomplishments

1. A Job Fair was held at the Cherokee Nation Hard Rock Hotel and Casino Tulsa September 2nd. A total of 158 individuals signed in and 74 job offers were extended. The job offers included 41 Cherokees, 17 other Tribes, and 16 non-Indians.
2. National Manufacturing Week Proclamation signing September 23rd.
3. Employment & Training Professional Staff Training for the National Dislocated Worker Grant programs was held at West Siloam Springs on September 15th-17th.
4. Welding Pre-Apprenticeship Graduation was September 25th; 77% of the graduates were hired by the Iron Workers Local 584 (that's 7 of our 9 graduates). Chuck Hoskin, Chief of Staff and Local Union Iron Worker 584 was the keynote speaker.
5. Disability Employment Awareness Proclamation signing Sept. 23, 2015.
6. The Day Training Program saw 27 individuals enter employment; 11 at Cherokee Nation, eight at CNB/CNI, and eight were hired outside Cherokee Nation.
7. TERO held their annual Golf Tournament Fundraiser and raised \$5,479.00 to be divided between the Angel Tree and One Fire Victims.



Adult Education/Career Literacy Participant Success:

I first met Artie David Brown just before Christmas 2013. Mr. Brown worked at the Adair County Landfill on the equipment. He had a very busy schedule, being the father of four and working odd hours. It was going to be hard for him to make time to come to Adult Education classes. We talked about motivation and why he wanted to get his G.E.D. He wanted to find a better paying job, something with benefits.

Unfortunately, Artie was just not coming to class very often. I made calls, sent letters, but no response. I finally decided that I would look him up at his job site. The first time that I showed up at the Landfill, he was very surprised. He thought he was in trouble, but he got used to seeing the van pull in. I would take him study materials and always tell him, "I will be back." When I left, he would always smile and wave.

He still didn't come into class very often; but slowly Artie started taking one test at a time, completing each of them. I think he just gave in so I would stop bothering him. Finally, on November 14th, 2014, Artie took his last test, *Reasoning Through Language Arts*. He was so worried, but when he came in to let me know that he had passed, he was smiling from ear to ear. He also was the first client in our program to complete the new revised G.E.D. test.

Another year has almost gone by and it is almost time to recognize our G.E.D. graduates. I needed Artie to come in and fill out the last of his paperwork. (He probably thinks I will never stop bothering him.) Another week went by and his wife came by with paper work for me to take a look at. It was for a background check. Mr. Brown has been looking for a better job during this whole time. He just needed validation that he had received his G.E.D. through our program. He now has a new job working for a company in Antarctica.

Congratulations Artie Brown, it was a pleasure working with you. I think you are safe; I'm pretty sure they won't let me drive a company vehicle to Antarctica!!

c. Initiatives

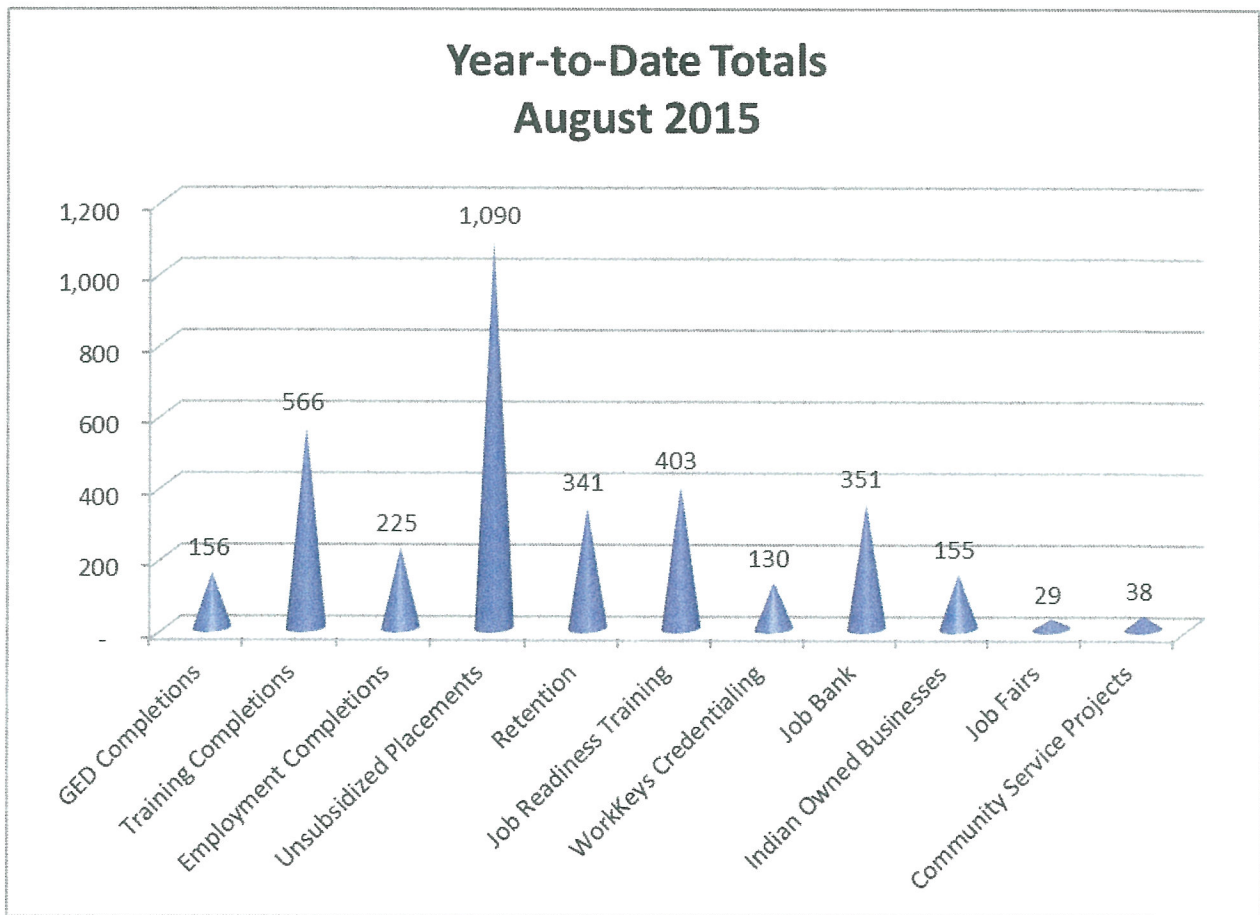
1. A Job Fair is scheduled at Mid America Industrial Park on Oct. 28th.
2. A Job Fair is scheduled at our office in Tulsa on October 15th for Macy's.
3. Staff are planning the upcoming annual TERO Banquet.
4. Daryl Legg, Director Reentry and Mary Dunlap, Employment and Training Specialist for Reentry will be presenting at the Eddie Warrior Correctional Center.
5. Staff will be attending the National Conference of American Indians in San Diego, California the week of October 19th.
6. We will have an Open House for our new office in Pryor on October 8th.

Executive Director's Remarks:

Staff participated in the Community Services and Photo ID Event at Wagoner on Sept. 29, 2015.



Additionally, staff participated in the National Manufacturing Week at Mid-America Industrial Park Chili Cook-off Sept. 30, 2015 and won second place.





A PROCLAMATION

WHEREAS, the Cherokee Nation since time immemorial has exercised the sovereign rights of self-government in behalf of the Cherokee people; and

WHEREAS, the Cherokee Nation is a federally-recognized Nation with a historic and continual government-to-government relationship with the United States of America; and

WHEREAS, the Cherokee Nation is dedicated to creating quality jobs for tribal citizens throughout its Tribal Jurisdictional Service Area; and

WHEREAS, the Cherokee Nation has opened new offices in Tulsa, Sallisaw and in the MidAmerica Industrial Park in conjunction with Cherokee Nation Businesses in Pryor; and

WHEREAS, the Cherokee Nation Career Services continues to expand employment opportunities through training, job fairs, business partnerships, Workforce Investment Boards and other economic development activities; and

WHEREAS, our Nation continues to work in partnership with Cherokee Nation Businesses manufacturing and industry, our TERO manufacturing businesses, OJT area businesses and local and area businesses and industry for the benefit of all citizens; and

WHEREAS, the Cherokee Nation will continue to develop programs that strengthen our relationships and partnerships with the private sector through Department of Labor grants such as the Jobs Driven–National Dislocated Worker Grant and the Sector Partnership–National Dislocated Worker Grant, which focus on manufacturing; and

WHEREAS, the Cherokee Nation is designating a week to observe as “Manufacturing Week” in conjunction with October 2, 2015, the National Manufacturing Day; and

NOW THEREFORE, I, Bill John Baker, Principal Chief of the Cherokee Nation, do hereby proclaim September 28, 2015 through October 2, 2015, as

“MANUFACTURING WEEK”

In Witness whereof, I have hereunto set my hand and caused the Great Seal of the Cherokee Nation to be affixed.



Done at the Cherokee Nation,
this 23rd day of Sept in
the year of our Lord two thousand fifteen.

Bill John Baker, Principal Chief
Cherokee Nation





A PROCLAMATION

WHEREAS, the Cherokee Nation Vocational Rehabilitation Program has maintained its existence within the Cherokee Nation since October 1, 1992; and

WHEREAS, the Cherokee Nation Vocational Rehabilitation Program was the first Tribal Vocational Rehabilitation Program established within the State of Oklahoma; and

WHEREAS, the Cherokee Nation Vocational Rehabilitation Program provides culturally relevant vocational rehabilitation services to disabled American Indians residing within the Cherokee Nation's 14-county jurisdictional area; and

WHEREAS, the Cherokee Nation Vocational Rehabilitation Program is meeting the needs of our disabled American Indian consumers by providing the services necessary for them to achieve an employment outcome consistent with their individual strengths, resources, priorities, concerns, abilities, capabilities and informed choice; and

WHEREAS, the Cherokee Nation Vocational Rehabilitation Program has had success in consumer placement by working jointly with State of Oklahoma Department of Rehabilitation Services, school placement offices, Cherokee Nation Human Resources Department and the Cherokee Nation Career Services Program Specialists and Job Developers; and

WHEREAS, the Cherokee Nation recognizes the importance of the indispensable services and economic benefits that the Cherokee Nation Vocational Rehabilitation Program provides for the Cherokee Nation and its citizenry;

WHEREAS, our Nation has designated a month to observe Disability Awareness and the State of Oklahoma has designated a day for Disability Awareness; and

Now Therefore, I, Bill John Baker, Principal Chief, of the Cherokee Nation do hereby proclaim September 23, 2015, as

"DISABILITY AWARENESS DAY"

in the Cherokee Nation.

In Witness whereof, I have hereunto set my hand and caused the Great Seal of the Cherokee Nation to be affixed.



Done at the Cherokee Nation,
this 23rd day of Sept in
the year of our Lord two thousand fifteen.

A handwritten signature in blue ink that reads "Bill John Baker".

Bill John Baker, Principal Chief
Cherokee Nation





Free Training!
5-Week Culinary Arts Program
Cherokee Nation Career Services



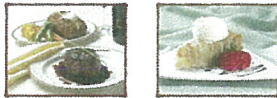
Class Location: Tulsa Technology Center - Owasso
 Practicum: Hard Rock Hotel and Casino - Tulsa

Class Schedule: Monday - Friday, 5 p.m. - 9 p.m.
 Call for information on when the next class begins

Students receive a \$25 per day stipend.

You must meet the following criteria:

- *Pass a drug screen and background check
- *Be a citizen of the Cherokee Nation
- *Be prepared to work in a fast-paced restaurant setting and operate as part of a team.



Call Today! 918-574-2749



Free Training!
5-Week Culinary Arts Program
Cherokee Nation Career Services



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Call Today! 918-574-2749



Free Welding Training
Cherokee Nation Career Services
8-Week Certification

You must meet one of the following criteria

- *If you have been laid off or given a notice of an upcoming layoff.
- *Self-employed without work due to economic conditions. Tax forms must have been filed.
- *Separating service member
- *Displaced Homemaker
- Unemployment Insurance (U.I.) recipient who is likely to exhaust their benefits.

You do not have to be Native American to participate

Location: 10837 E. Marshall St., Tulsa, OK 74166
 Call to receive information on when the next class begins and determine eligibility.
 *Must be able to pass a drug test.

Tulsa: 918-574-2749
 Claremore: 918-342-7450
 Pryor: 918-825-7988



Free Welding Training
Cherokee Nation Career Services
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WEDNESDAY OCTOBER 28TH – 10:00AM – 4:00PM

JOBS!

JOBS!

JOB FAIR

OCT. 28 .2015

MIDAMERICA EXPO CENTER

526 AIRPORT RD AT HWY 69 S, PRYOR, OK, 74361

OPENS: 10:00AM – ENDS: 4:00PM

HOSTED BY: MIDAMERICA INDUSTRIAL PARK

CHEROKEE NATION CAREER SERVICES, PRYOR WORKFORCE CENTER



BE PREPARED FOR AN INTERVIEW

VARIETY OF BUSINESSES READY TO MEET YOU!

FOR MORE INFO PLEASE CALL CAREER SERVICES 918-453-5555 OR PRYOR WORKFORCE CENTER 918-825-2582

CHEROKEE NATION CAREER SERVICES

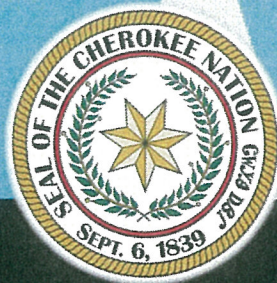


PRYOR OFFICE OPEN HOUSE



THURS OCT 8TH 11AM – 2PM

**COME SEE HOW
CAREER SERVICES IS
PROVIDING HOPE TO
CHEROKEE NATION!**



**REFRESHMENTS
DRINKS & MORE!**

**Pryor Office
2945 Hwy 69A
Pryor, OK 74361
(918) 825-7988**

GW39 D3F
CHEROKEE NATION®
CAREER SERVICES

**Pryor Office
2945 Hwy 69A
Pryor, OK 74361
(918) 825-7988**

(all applicants for all programs must meet Program Criteria & funding availability)

the magic of



macy's

find your magic

macys.com

HIRING FAIR

www.macysJOBS.com

Cherokee Nation Career Services

10837 E. Marshall St. Ste. 101-102 Tulsa, OK 74116

OCT 15TH. 10am – 2pm

Over 500 Seasonal
Employment Opportunities



Come prepared for an
on site interview

Questions? Please call
Macy's Logistics & Operations,
Human Resources Dept. – 918 401 2828



We can't wait to meet you!



Hiring Fair may close early at employers discretion
Macy's is an equal opportunity employer. Committed to a diverse and inclusive work environment.

Commerce Group

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

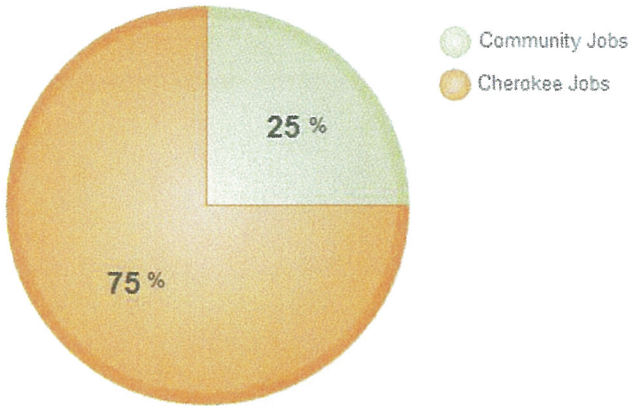
Anna Knight, Executive Director
 918-453-5532
 anna-knight@cherokee.org

Economic Impact

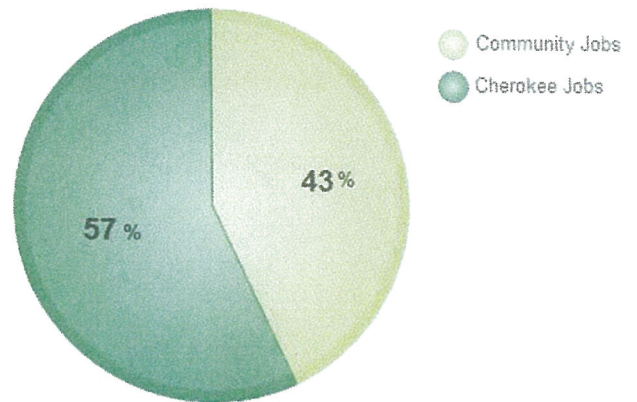
Jobs Created or Retained in Local Communities

Private sector jobs created or retained through small business lending

Community Jobs Created or Retained
 Five Year Period 2010-2015 - 828 Total Jobs



Community Jobs Created or Retained
 Current Year to Date - 188 Total Jobs

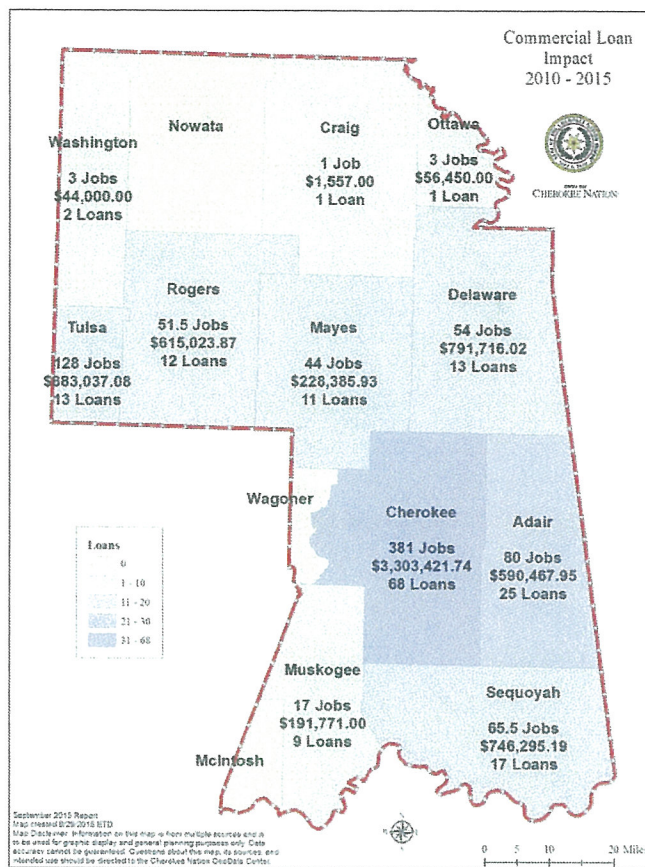


Economic Investment in Local Communities

Business loans made for startup or expanding businesses



Commercial Lending Impact, by County, 2010 through September 2015



Commercial Loans Closed September 2015

Community	Loan Purpose	Project Costs	Loan Amount	Collateral Discounted Value	Owner Equity	Jobs
Collinsville	Computer Software Updates	\$60,000	\$30,000	2 nd Mortgage, UCC Equipment and Inventory=\$53,064	41%	3
Pryor	Start-up	\$18,321	\$12,000	Business Equipment, personal property, 2003 Ford Explorer=\$11,916	34%	4
Outside Funding for Cherokee Owned Businesses wherein SBAC was Integral in Funding						
Gore	Purchase Trailer & wet-line kit	\$54,000	\$0	Lien on Trailer, UCC Kit=\$30,900	0%	1
Vian	Agriculture	\$67,000	\$0	ESF-12 Cows, 1 bull, 50 goats, lien 3 tractors/backhoe=\$53,500	0%	1
Grove	Repair Existing Business	\$75,000	\$0	1 st Mortgage on Property=\$240,000	90%	2
Tulsa	Expansion	\$58,000	\$0	Lien on food truck, equipment=\$49,950	17%	6

Commercial Lending Pipeline

(Commercial requests submitted; varying stages completion and/or processing)

Community	County	Business Type	Startup or Expansion
Westville	Adair	Trucking – Truck Stop	Start-up
Jay	Delaware	Agriculture – Purchase Livestock	Start-up
Watts	Adair	Service Business – Food	Start-up
Westville	Adair	Agriculture – Farm	Expansion
Vian	Sequoyah	Service Business – Spincasting	Expansion
Gore	Sequoyah	Cleaning Company – Purchase Vehicle	Expansion
Broken Arrow	Tulsa	Service Business – Spa	Expansion
Haskell	Muskogee	Construction – Purchase Equipment	Expansion

Available Lending Capital

▪ IRP:	\$415,088.23	▪ CDFI Received:	\$794,495.21
▪ Commercial:	\$988,511.12	▪ CDFI Awarded:	\$500,000.00
▪ Consumer:	\$691,359.96	▪ ICDBG:	\$328,187.00

*Based on Cash Flow Statements ending August 31, 2015

Business/Entrepreneur Workshops

Date	Location	Time	Workshop
October 13, 20, 27	Tulsa	6:30 pm – 9:00 pm	Score, Simple Steps for Growing Your Business
November 3, 10, 17	Tulsa	6:30 pm – 9:00 pm	Score, Simple Steps for Growing Your Business
November 10	Tahlequah	8:00 am – 5:00 pm	NORA Summit
November 19	Tulsa	10:00 am – 4:00 pm	Cherokee Nation TERO Vendor Fair

Entrepreneur Community Field Days

Community	Address	Dates
Pryor	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 - 100 East Choctaw	3rd Tuesday Each Month
Collinsville	Cherokee Nation - 109 E Main Street	3rd Thursday Each Month
Claremore	HACN - 23205 S Hwy 66	4th Thursday Each Month

**Brian Wagon is the Business Coach for field visits. Contact Brian-Wagon@Cherokee.org and cell phone 918-506-9168

NOTEWORTHY

The Northeast Oklahoma Regional Alliance (NORA) **Regional Summit will be held November 10** at NSU's University Center. Over **300 community leaders** from throughout the Cherokee Nation attend this event to gather useful tools to help with community economic development. Registration for **Secrets of Successful Communities** is now open at <https://www.regonline.com/builder/site/Default.aspx?EventID=1768356>

Commerce partnered with CN GIS to **develop community specific, condensed data reports that communities can use to target local economic market gaps for retail recruitment/development and provide a snapshot of a community's demographic data.** This report has been very well received by communities and economic development organizations throughout the Cherokee Nation.

Commerce partnered with Grand Gateway Economic Development Association to conduct **4 Economic Development Workshops**, targeting PSO communities, **in the northern counties.**

Commerce is working with the **University of Arkansas on a branding feasibility study for Cherokee food products**, using a \$75,000 USDA Value Added Producer Grant we received.

The **Cherokee Nation Small Business Vendor Fair is scheduled for November 19 at the Hard Rock in Catoosa.** This event is followed by the TERO Awards Dinner that evening. Certified small business owners will set up booths and be provided with opportunities to interact with Cherokee Nation buyers, as well as large business buyers with minority diversification procurement programs. Small businesses will network to strengthen business skills and enhance business to business relationships.

Commerce received a **\$750,000 CDFI Grant** from the US Treasury Department to capitalize the CNEDTA consumer lending pool. We also received a **\$149,000 from the SBA** to focus outreach into underserved areas of the Cherokee Nation.

We also received notification that we have been awarded for **2016 a \$500,000 CDFI grant** for commercial lending, as well as two **grants from SBA totaling almost \$250,000** to provide assistance to Cherokee entrepreneurs by way of automated financial systems and business coaching.

In 2015 Commerce worked to enrich entrepreneurial development programs by adding a *social media business coach*, to help clients maximize social media exposure and online sales; *recruiting retail incubator tenants* into the Cort Mall; and hosting our annual *Youth Entrepreneurship Competition for 141 area students* from 9 area schools.

Year to date, over **entrepreneurial development and business workshops** have been attended by **7,793 people**; 100 percent of whom found the training useful to building the capacity of their businesses.

Working with TERO Contractors to revamp and revitalize our **contract lending program** to provide needed, early stage cash flow for contractors and subcontractors.

Kawi Café Entrepreneur Graduates

Total Graduates	21
Food Industry Careers	13
Business Development Stage	2
Business Start Up	1
Regular Employment	2
Temporary Employment	1
Recent Graduates, not yet tracked	2

"The Kawi Café has inspired me to learn how to manage a business and to learn all kinds of new stuff like prep, cook, make sandwiches, soups and also to make all kinds of coffee drinks like cappuccinos, frappees, and smoothies. I enjoy working with everyone and sharing ideas."

**Cynthia Stayathome
Caney Ridge, OK**

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 Saturday	1:00 pm	Loom Weaving
Every Saturday	10:00 am to 1:00 pm	Watercolor Workshop
Saturday October 17	2:00 pm to 5:00 pm	Tahlequah Writers Group
Saturday October 17	4:00 pm to 4:30 pm	Oklahoma Playwriters

NOTEWORTHY

The Cherokee Arts Center provides teaching space and specialized equipment for artists to increase their revenues. Year to date, **1,102 people have attended 201 artist taught classes** and the equipment has been used 1,157 times by 1,499 artists.

Year to date, **7,517 people** have taken advantage of the **Cherokee Arts Center**, including **4,147 visitors to the Spider Gallery**.

The **Spider Gallery currently represents 102 artists**, an **increase of 24** artists in the last year. The Gallery has participated in 9 events giving Cherokee artists exposure to over 1,000. Total Spider Gallery Sales are \$54,574.98 for year to date.

The **Spider Gallery Store opened** in the Cort Mall featuring hand crafted items less than \$100.

Commerce coordinated **Arts on the Avenue** at the Cherokee Capitol Square **featuring Cherokee and American Indian artists and attracting over 1,200 visitors**. Commerce was able to secure a \$10,000 National Endowment of the Arts grant to help expand this event.

Commerce is working with city officials and community organizations to create and **designate downtown Tahlequah as a “Cultural District”**. Funding for this project was the result of a \$2,000 Oklahoma Arts Council Grant.

To enhance Commerce services to artist entrepreneurs this year we increased Spider Gallery marketing; *attended the Santa Fe Art Market*, representing Cherokee artists; hosted an artist reception with the American Indian Cultural Center and Museum for *Bill and Demos Glass*; hosted an *Indian Arts and Crafts Board seminar on Federal and State Laws, Intellectual Property Rights Protection, and Marketing for Oklahoma Native Artists*; and hosted several tribal nations as Cherokee Nation’s artists programs were showcased by First People’s Fund as a *progressive model of how tribal governments pass down arts and culture through policy and planning*.

“The Cherokee Nation Art Center is a priceless resource for Cherokee artists. The opportunities they provide allow us to develop our skills and by extension our work. The extent of which is evident by the caliber of art found in the Spider Gallery”

*– Tom Farris
Cherokee Painter
Norman, Oklahoma*

Artists have earned \$107,594.38 through Cherokee Arts Center and Spider Gallery activities. **Tourism related small business and artist loans total \$470,405 year to date.**

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

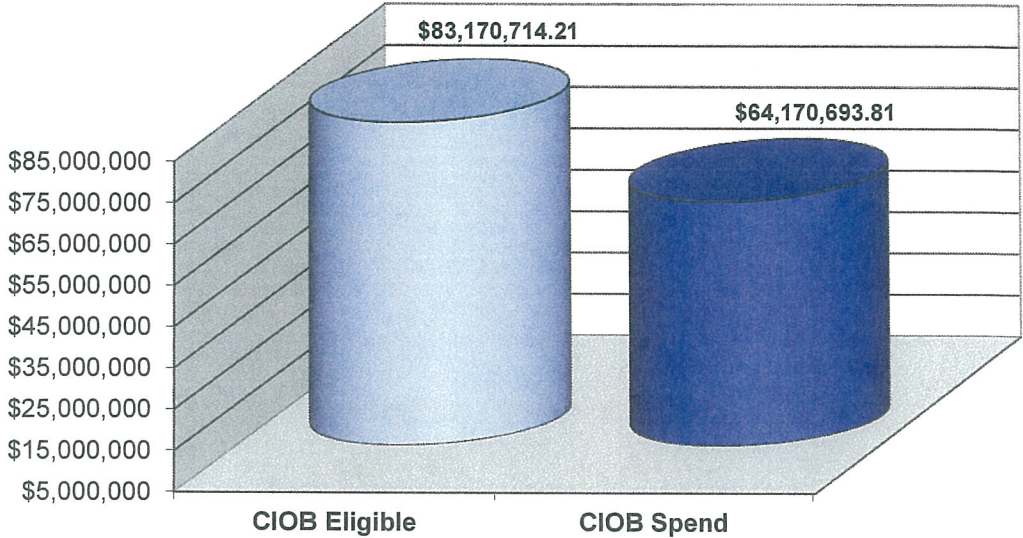
Month/Year of Report: October 2015 (Month Ending August – FY 2015)

Program Highlights

a. Balanced Scorecard Measures

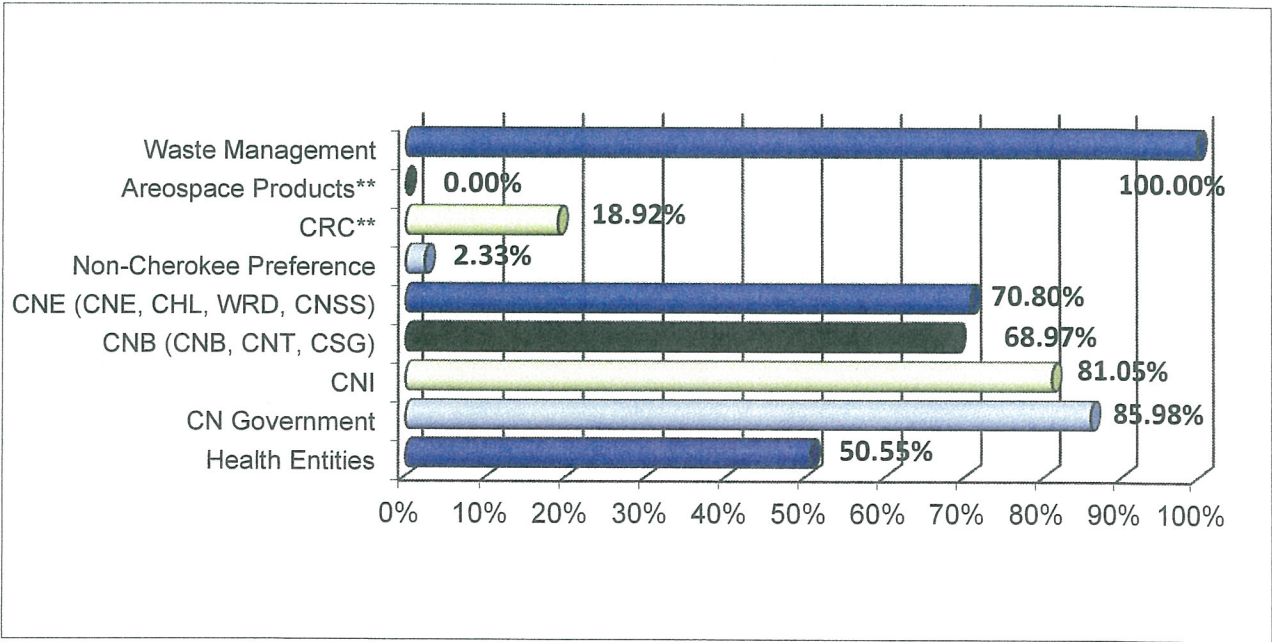
Objective	Metric	2014 Goal	Year to Date Achievement Notes/Comments
Effective Business Workshop Training	# Certified Indian-Owned Business Attendees and % indicating usefulness	300/100%	17 /100%
Increase Certified Indian-Owned Business Procurement Awards	% Certified Indian-Owned Business Procurement Awards	80%	77.16% Business Entities eligible procurement \$'s awarded to Certified Indian Owned vendors <ul style="list-style-type: none"> • CNE – 71.29% • CN Government - 95.01% • Health Entities – 100% • CNI –36.66% • Waste Management - 0%
Increase Cherokee Citizens employed	% Cherokee Citizens (verified)	Entity CNE – CNB - CN – 82.9% Health - CNI – CRC – Aerospace -	Business Entities - 64.23% <ul style="list-style-type: none"> • CNE (CNE, CHL, WRD, CNSS) 70.80% • CNB (CNB, CNT, CSG) 68.97% (does not include service contract employees) • CNI 81.05% (does not include service contract employees) • Non-Cherokee Preference 2.33% (CNB entities) • CN Government 85.98% (does not include IPA/MOA) • Health Entities 50.55% • 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	155
Effective One on One Training for Certified Indian Owned-Businesses	# of businesses receiving assistance/% finding useful	200/95%	35 /100%
Certified Indian-Owned Business Receiving Financial Assistance	% Certified Indian-Owned Business Loans in Portfolio	85%	24.71%- based on \$'s loaned 24.00%- 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% 1,882 sites monitored
Effective Monitor of Bid Openings	# and % Bid Openings Attended	100%	79% - 106 out of 135
Effective Resolution of Complaints – TERO and EEOC	% Complaints Resolved	100%	TERO: 1 complaints filed; 0 resolved, 3 pending EEOC: 0 complaint filed; 0 resolved, 0 pending

77.16% of CIOB Eligible Procurement Opportunities were awarded to CIOBs



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

64.23% of Employees are registered Cherokee Nation Citizens



**Companies majority, not wholly, owned