

COUNCIL OF THE CHEROKEE NATION  
EXECUTIVE & FINANCE COMMITTEE REPORT

**Group:** Financial Resources

**Month/Year of Report:** July 2012

**Treasurer:** Lacey Horn

**Phone:** 207-3902

**E-mail:** [lacey-horn@cherokee.org](mailto:lacey-horn@cherokee.org)

**I. Budget Highlights – through June**

- a.) Financial Resources – 74% spent
- b.) Treasurer – 49% spent
- c.) IIM – 73% spent
- d.) Acquisition Management – 63% spent
- e.) Records Management – 63% spent
- f.) Support Services – 73% spent
- g.) Office of Historical Records – 35% spent
- h.) Employee Performance Incentive – 64% spent

**II. Program Highlights**

**a.) Balanced Scorecard Measures**

- 1. Complete FY11 Audit - 100% complete
- 2. Obtain Unqualified Audit Opinion – 100% complete
- 3. No Reportable Conditions on Single Audit – 100% complete
- 4. Obtain GFOA Award for FY10 CAFR – 100% complete
- 5. Reports Completed & Submitted by Due Dates – 100% Complete for reports due by 05/31/12

**b.) Accomplishments**

- 1. Completed the June 30 quarter end ARRA financial reports as scheduled.
- 2. Completed FY13 Comprehensive Budget Packages.

**c.) Future Plans/New Initiatives**

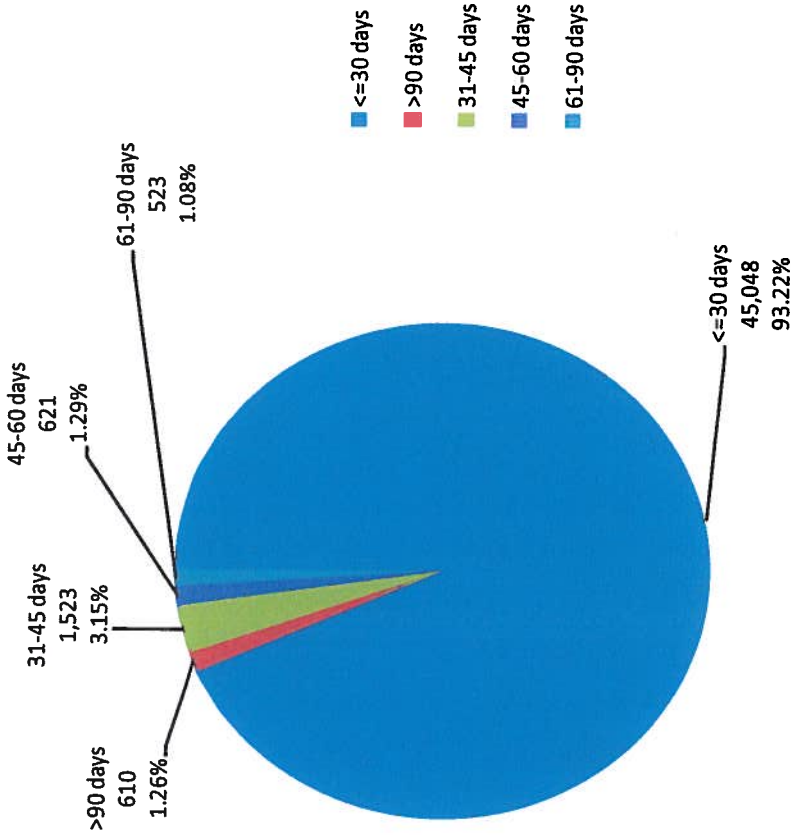
COUNCIL OF THE CHEROKEE NATION  
EXECUTIVE & FINANCE COMMITTEE REPORT

<b>Cherokee Nation Acquisition Management Year-To-Date Report Over \$5,000 Transactions October 1, 2011 through September 30, 2012</b>		<b>% of sub-total - TERO vendor submitted Bid</b>
Award to TERO Vendor	\$ 17,235,333.71	91.00%
Award to non-TERO Vendor	\$ 1,704,081.94	9.00%
<b>Sub-total bids with a TERO vendor participating</b>	<b>\$ 18,939,415.65</b>	<b>100.0%</b>
Bid - no bids submitted by TERO Vendors	\$ 4,266,980.75	
October 2011 through June of 2012		

Values

Row Labels	APP-INVOICE-2	APP-TRAN-PMT-AMT-6_2
<=30 days	45,048	48,979,020.80
>90 days	610	1,468,565.94
31-45 days	1,523	6,450,612.24
45-60 days	621	1,877,706.39
61-90 days	523	844,614.82
<b>Grand Total</b>	<b>48,325</b>	<b>59,620,520.19</b>

### Invoice to Amount Comparison





**CHEROKEE NATION™**  
**Businesses**

**Executive and Finance Report**  
**Consolidated Financial Information**  
**June 2012**

# Cherokee Nation Businesses

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## Executive and Finance Report

June 2012

### Budget Highlights

- June 2012 CNB consolidated net income of \$9.3 million was 15.3% favorable to a budget of \$8.0 million.
- June CNE net income of \$11.3 million was \$2.7 million favorable to budget.
- Consolidated YTD net income of \$80.2 million was 20.5% favorable to budget of \$66.6 million.
- Consolidated YTD revenue of \$515.5 million was up 7.4% compared to prior year.
- CNI Manufacturing and Distribution Services YTD net income was \$4.7 million unfavorable compared to budget due to lower demand.

### Capital Expenditures

June YTD capital expenditures were \$39.3 million for all entities.

- CNE: \$40.3 million – Ongoing expansion construction at Catoosa, Ramona, and Ft. Gibson
- CNB: \$3.0 million – Deltek Government accounting software and Mid America Bldg in Pryor
- CNI: \$321,000 – Warehouse Management System and machining equipment
- CPM: \$3.2 million – Acquisition of the Mid-America building in Pryor and Interchange facility improvements
- MOB: \$250,000 – Vehicle purchases and facility improvements

### Financing

- CNB has no outstanding borrowings as of June 30, 2012.

# Cherokee Nation Entertainment

## Executive and Finance Report

June 2012

### Budget Highlights

<i>thousands (000's)</i>	<u>Period</u>	<u>Actuals</u>	<u>Budget</u>	<u>Variance</u>	<u>%</u>
• Revenue	Month -	\$43,701	\$40,160	\$3,541	9%
	YTD -	\$391,965	\$369,674	\$22,291	6%
• Operating Expenses	Month -	\$32,402	\$31,536	(\$866)	-3%
	YTD -	\$292,716	\$255,458	(\$37,258)	-15%
• Net Income	Month -	\$11,299	\$8,624	\$2,675	31%
	YTD -	\$99,249	\$76,507	\$22,742	30%

### Operating Highlights

- CNE net income totaled \$11.3 million, which was \$2.7 million favorable to budget.
- June revenue of \$43.7 million was \$3.5 million above budget and was a record for the month of June.
- Normalized YTD total revenue (excluding insurance proceeds) of \$384.8 million was \$15.2 million above budget and primarily the result of the favorable gaming revenue of \$17.5 million, or 5.5%.
- The Jay laundry facility opened May 17th. The new facility eliminates outsourced laundry services for the hotels and adds 11 new jobs to the area.
- Catoosa construction continues on the gaming floor and hotel tower with estimated completion dates of 9/30/12 and 12/31/13, respectively.
- Ft. Gibson and Ramona permanent structure construction continues with an estimated completion date of late 2012.
- Roland's closest competitor, The Choctaw Casino in Pocola is expanding its gaming floor from 1,400 to 2,500 games.
- The U.S. Department of Interior Bureau of Indian Affairs granted the UKB's application to place the property on which the Keetoowah Casino is located into trust.

### Capital Expenditure Highlights

- Catoosa Casino 3 Rebuild - \$18.3 million
- Ramona Casino - \$8.3 million
- Ft. Gibson Casino - \$5.6 million
- Catoosa Buffet Renovations - \$2.1 million
- Jay Laundry Facility - \$1.2 million

# Cherokee Nation Industries

## Executive and Finance Report

June 2012

### Budget Highlights

<i>thousands (000's)</i>	<u>Period</u>	<u>Actuals</u>	<u>Budget</u>	<u>Variance</u>	<u>%</u>
• Revenue	Month -	\$4,674	\$8,635	(\$3,961)	-46%
	YTD -	\$47,425	\$62,303	(\$14,877)	-24%
• Operating Expenses	Month -	\$5,222	\$8,467	\$3,245	38%
	YTD -	\$51,992	\$62,219	\$10,227	16%
• Net Income	Month -	(\$548)	\$168	(\$716)	426%
	YTD -	(\$4,566)	\$84	(\$4,651)	5527%

### Operating Highlights

- The net income variance was driven by lower demand levels in Manufacturing and Distribution Services.
- CNI's revenue totaled \$4.7 million in June 2012 which was \$4.0 million below budget.
- Total operating expenses of \$5.2 million was \$3.2 million less than budget. The decrease in operating expense was associated with lower revenues.
- Operating expenses as a percent of revenue were unfavorable to budget due to inability to flex manpower with demand.
- YTD revenue of \$47.4 million was \$14.9 million unfavorable to budget. This variance was due to a negative variance in Manufacturing of \$6.4 million, Distribution Services of \$8.6 million, offset by increases in Military Services of \$202,000.
- Management is focused on increasing revenues through increased sales efforts as well as reducing expenses.

# Technology Portfolio

## Executive and Finance Report

June 2012

### Budget Highlights

<i>thousands (000's)</i>	<u>Period</u>	<u>Actuals</u>	<u>Budget</u>	<u>Variance</u>	<u>%</u>
• Revenue	Month -	\$6,207	\$6,361	(\$154)	-2%
	YTD -	\$51,193	\$55,316	(\$4,123)	-7%
• Operating Expenses	Month -	\$5,963	\$5,901	(\$62)	-1%
	YTD -	\$49,142	\$51,322	\$2,180	4%
• Net Income	Month -	\$244	\$460	(\$216)	-47%
	YTD -	\$2,052	\$3,995	(\$1,943)	-49%

### Operating Highlights

- The IT Portfolio generated revenue of \$6.2 million compared prior year revenue of \$6.4 million.
- June EBITDA was \$321,000 compared to budgeted EBITDA of \$544,000. The June EBITDA margin of 5.2% trailed the 8.5% budget for the month.
- CSG and CNT revenue of \$3.1 million was unfavorable to prior year by \$210,000. The unfavorable revenue was the direct result of the completion of two EPA contracts.
- CNGS and CNTS generated \$2.0 million of revenue and continued to grow revenue at an increased daily rate compared to recent months. The increase was due to the placement of 6 new task orders within its current contracts.
- CSG began work on recently renewed contracts with National Oceanic and Atmospheric Administration (NOAA) in March. The renewal of these contracts will enable CSG to perform at current or increased revenue levels with NOAA for the next 5 years.
- The IT Portfolio generated year to date revenue of \$51.2 million compared to prior year revenue of \$42.3 million. The increase was partially attributable to a full year of CNTS and CNGS operations in FY12, compared to a partial year in FY11.
- Management has increased the amount of outstanding proposals to drive additional volume to offset the margin impact and continue to grow the overall profitability of the 5 technology companies.
- CSG was recently awarded a \$15 million, 5 year award with the Fish & Wildlife Administration.



# Other Diversified Businesses

## Executive and Finance Report

June 2012

### Net Income Budget Highlights

<i>thousands (000's)</i>	<u>Period</u>	<u>Actuals</u>	<u>Budget</u>	<u>Variance</u>	<u>%</u>
• <b>Cherokee Nation Security &amp; Defense</b>	Month -	(\$70)	\$14	(\$84)	-606%
	YTD -	(\$291)	\$124	(\$415)	-335%
• <b>Cherokee Nation Construction Services</b>	Month -	\$80	\$66	\$14	22%
	YTD -	\$83	\$158	(\$74)	-47%
• <b>Mobility Plus</b>	Month -	(\$147)	\$60	(\$207)	-344%
	YTD -	(\$1,408)	\$537	(\$1,945)	-362%
• <b>CMS / CNHS</b>	Month -	\$39	\$38	\$1	4%
	YTD -	\$299	(\$33)	\$332	-999%
• <b>Aerospace Products S.E.</b> (75% owned)	Month -	(\$16)	\$391	(\$407)	-104%
	YTD -	\$64	\$809	(\$745)	-92%
• <b>Cherokee CRC</b> (51% owned)	Month -	\$10	\$236	(\$226)	-96%
	YTD -	\$134	\$940	(\$806)	-86%

### Operating Highlights

- **CNSD** resulted in net loss of \$70,000. CNSD generated revenue in the amount of \$96,000 compared to the budget of \$174,000. June revenue was driven by the Letterkenny subcontract that began in April 2012.
- **CNCS** generated net income of \$80,000 in June 2012, which was unfavorable to budgeted net income of \$66,000. The June gross margin was 27.6% as compared to 45.3% in May. The gross margin in May was a result of a substantial progress billing in a self-performed construction project at Dover AFB which has a higher gross margin than the other construction work that CNCS project manages
- **Mobility Plus** resulted in a net loss of \$147,000 compared to budgeted income of \$60,000. The negative variance was due to unfavorable revenue adjustments and bad debt expense resulting from accounts receivable clean up.
- **CMS / CNHS** resulted in a net income of \$39,000 compared to budget of \$38,000. The favorable variance was driven by revenue of \$1.7 million compared to a budget of \$1.1 million. The June EBITDA margin of 2.7% was unfavorable compared to the 3.5% budget for the month.
- **APSE** net loss was \$16,000 in June 2012. This is lower than prior year net income of \$5,000 and lower than the June 2012 budget of \$391,000. Parts sales were 14% lower than the prior month and 35% lower than the prior year while margins decreased from the prior month but increased from the prior year.

- **CCRC** net income was \$10,000 in June, which was less than the budget of \$236,000. June 2012 revenue was \$882,000 compared to budget of \$2.4 million. Revenue was substantially under budget in all divisions due to slow work start up times and extended contract award release timelines. A reforecast for the fiscal year has been completed and although CCRC anticipates reduced revenues from the original budget, the reforecast still anticipates being profitable for the fiscal year.

**Group:** Career Services-  
Employment      **Month/Year of Report:** July, 2012

**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	June	YTD	Goal	% of Goal
<i>GED Completions</i> – includes individuals completing and receiving a GED or High School Diploma from Talking Leaves Job Corps and Career Literacy.	24	271	250	108%
<i>Training Completions</i> – includes individuals receiving a nationally-recognized certification, credential, or degree while enrolled in one of 11 different vocational training programs.	50	422	450	94%
<i>Employment Completions</i> – includes individuals who completed a Work Experience or TERO OJT assignment.	1	29	300	10%
<i>Unsubsidized Placement</i> – includes all individuals who entered unsubsidized employment (they got a job!) while enrolled in one of 15 different programs, both employment and vocational.	68	622	500	124%
<i>Retention</i> – includes individuals who were retained in their unsubsidized employment through assistance from a Career Services Program.	75	342	200	171%
<i>Job Readiness Training</i> – includes individuals who completed the Life/Employment Skills Training.	57	239	500	48%
<i>WorkKey Credentialing</i> – includes individuals who received a bronze, silver, gold, or platinum WorkKeys credential.	35	338	500	68%

<i>Job Bank</i> – includes the number of new individuals entering the TERO Job Bank.	31	162	1,000	16%
<i>Indian Owned Businesses</i> – includes the number of businesses newly certified as an Indian Owned Business.	23	204	100	204%
<i>Job Fairs</i> – includes the number of Job Fairs held by Career Services.	2	20	15	133%
<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.	7	61	50	122%

**b. Accomplishments**

1. Seventeen Day Work Training participants entered employment, nine with Cherokee Nation.
2. One NAHASDA Day Work Training participants entered employment with Cherokee Nation.
3. Two Job fairs were held in July; one at Grove and one at Pryor for veterans – Hire a Hero – Hire a Vet. There were approximately 120 veterans and 80 others in attendance.
4. It has been an extremely busy month for Career Services in the business development side. We have met with a poultry manufacturing company out of North Carolina and they plan to come back for a second visit next week.
5. We have held meetings on broadband with Jon James. You should have received a flyer about a survey on the subject. We had a kick-off event several weeks back – exciting times!
6. We met with a digital billboard company out of Mississippi this week. They are into billboards and lighting. It was a very enlightening presentation and meeting. Chief Baker, Mike Bailey, and Chris Moody – CNI met with the group and a follow-up meeting will follow on CNI's side.
7. A meeting was held with a group from Dallas involving Chief Baker, Gary Cooper, Mike Bailey, and Diane Kelley on the National Stabilizing Trust this past week.
8. We are working with Siloam Springs Chamber's Economic Development on a call center. Gary Comisky looked at the Hannah Building in Westville last week and will be bringing in a group to determine if it could work for a call center. They preferred West Siloam due to the Arkansas line. Westville is 15 minutes and will work for them should they choose to come to Adair County.

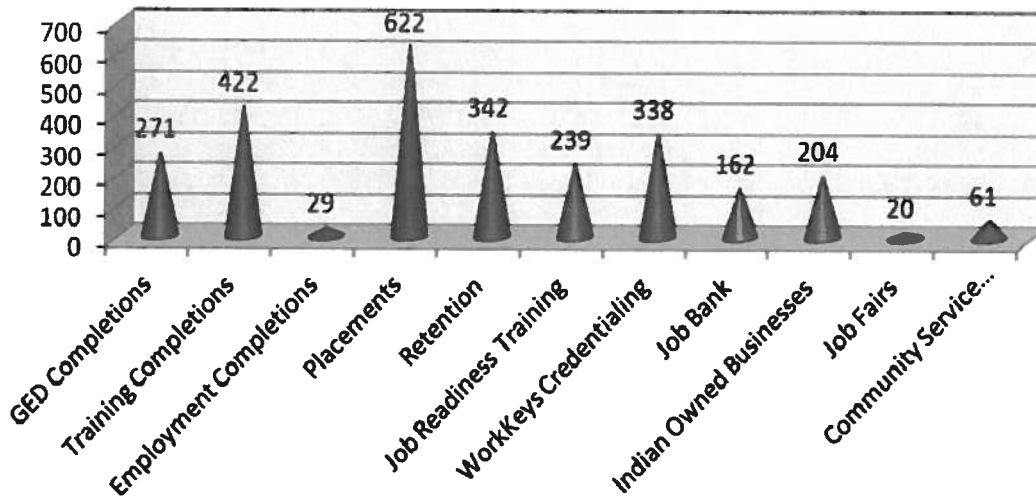
9. A group comprised of Secretary of State Charles Head, Dr. Neil Morton - Education, Jon James – Information Systems, Don Labass – CNB, and Diane Kelley – Career Services met and toured the Google operation in Pryor last week. It was a good meeting which will have us working with them in collaboration; they will assist us with project dollars for implementing a program for students such as robotics at Sequoyah High School or Talking leaves Job Corps. They will be a featured speaker at one of the small business forums being sponsored by Commerce and they plan to participate in the Economic Summit held at NSU in the fall. Cherokee Nation is playing a major role in the planning and implementation of that event.
10. Most of the Career Services Program Specialists have moved across the hall where Healthy Nation was located, next door to Registration. With all of the moves, we hope to have an open house for our end of the building with Connie Davis, Todd Hembree, and Linda O’Leary in conjunction with the Cherokee Holiday.
11. The Summer Youth Employment Career Day was held at Talking Leaves Job Corps on July 3. We had 309 youth in attendance out of a total of 566 youth participants. Groups from as far away as Bartlesville were at the event this year. A group picture is attached.
12. Leadership Speakers were Superbowl and Heisman nominee Ron Brown, Philadelphia Eagles 1980-1988 and Jim Warne, Cincinnati Bengals 1987, Actor and Motivational Speaker. (See attached)
13. Principal Chief Bill John Baker and Deputy Chief Joe Crittenden were on hand to make awards presentations to the Summer Youth Employment Outstanding Participants. Alissa Brown, Claremore Office, was the Participant of the Year. A picture of her and Kenna Hogner, Claremore Program Specialist, with Principal Chief Bill John Baker and Deputy Chief Joe Crittenden is attached. Other Outstanding Participants, Supervisors, and Worksites were:

	<b>Winner</b>	<b>Worksite</b>	<b>Program Specialist</b>
<b>Participants</b>			
<b>North Female</b>	<i>Cheyenne Pickering</i>	Bulldog Arena	Gwen Shotpouch
<b>North Male</b>	<i>Blake White</i>	Bulldog Arena	Gwen Shotpouch
<b>South Female</b>	<i>Autumn Craig</i>	Greenleaf Nursery	Jon Crittenden
<b>South Male</b>	<i>Dylan Hunter</i>	TRHC – Behavioral Health	Kathleen Brown
<b>Supervisors</b>			
<b>North</b>	<i>Duane Brown</i>	Grove Schools	Vickie Crowder
<b>South</b>	<i>Joe &amp; April Hill</i>	Big Daddy’s Restaurant	Barbara Worley
<b>Worksites</b>			
<b>North</b>	<i>Oaks Indian Mission</i>	Delaware County	Gwen Shotpouch
<b>South</b>	<i>Cherokee Heritage Center</i>	Cherokee County	Jon Crittenden

### Initiatives

1. Career Services will be hosting a group from the Ho Chunk Nation the first week in August. We will be providing Technical Assistance to them on our PL 102-477 Program processes and procedures.
2. The TERO Administration offices will relocate to the TERO Southgate building in August. All of the TERO operation will be located up on the hill across from the water tower at Sequoyah High School.
3. The Talking Leaves Job Corps recruiters, NACTEP Business Technology class, the Surgery Technology class, and the Building Trades class will all move to the building just west of the TERO building at Southgate. It will be a training building with Surg-Tech on the top floor. We hope to offer computer classes in the evening this Fall.

### Career Services Year-to-Date





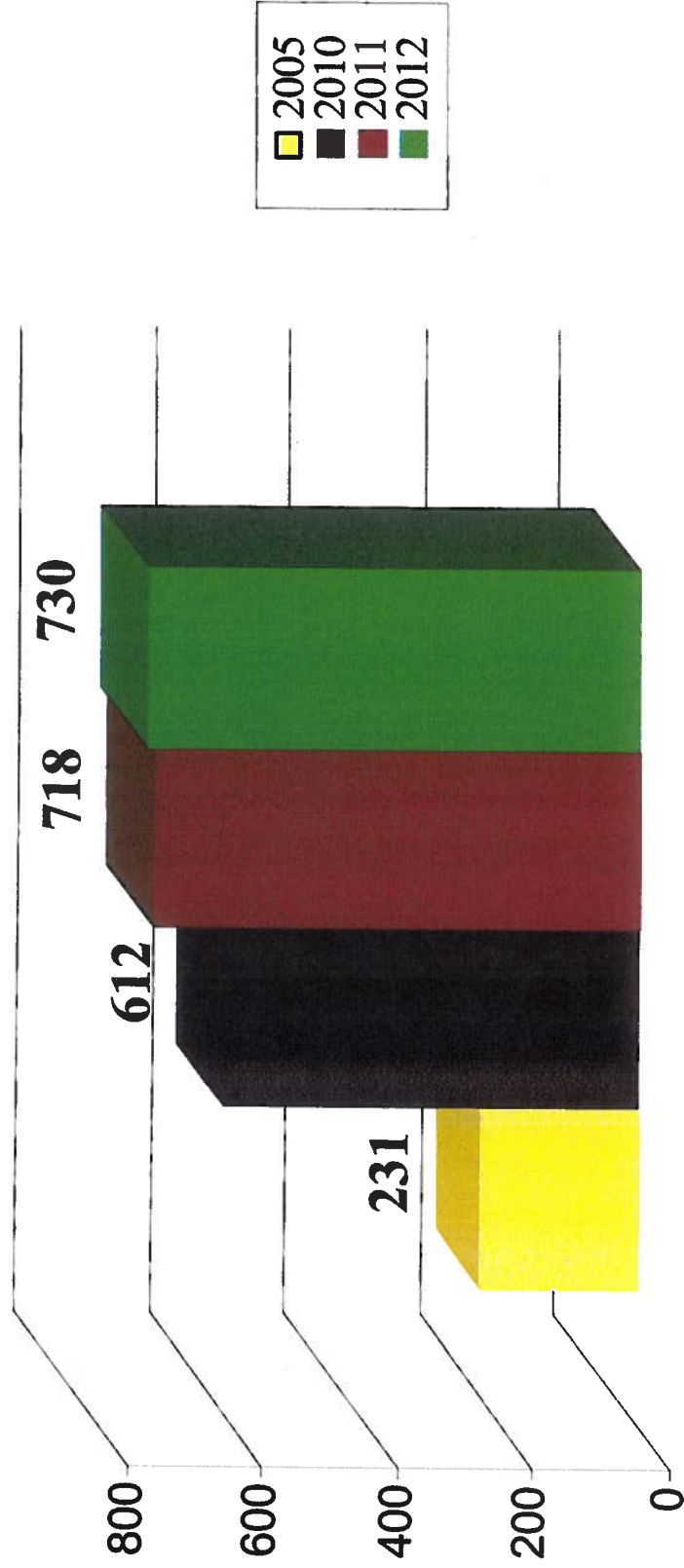
# **CERTIFIED INDIAN OWNED BUSINESS REPORT**

## **3rd Quarter 2012**

June FY 2012 Quarterly Report

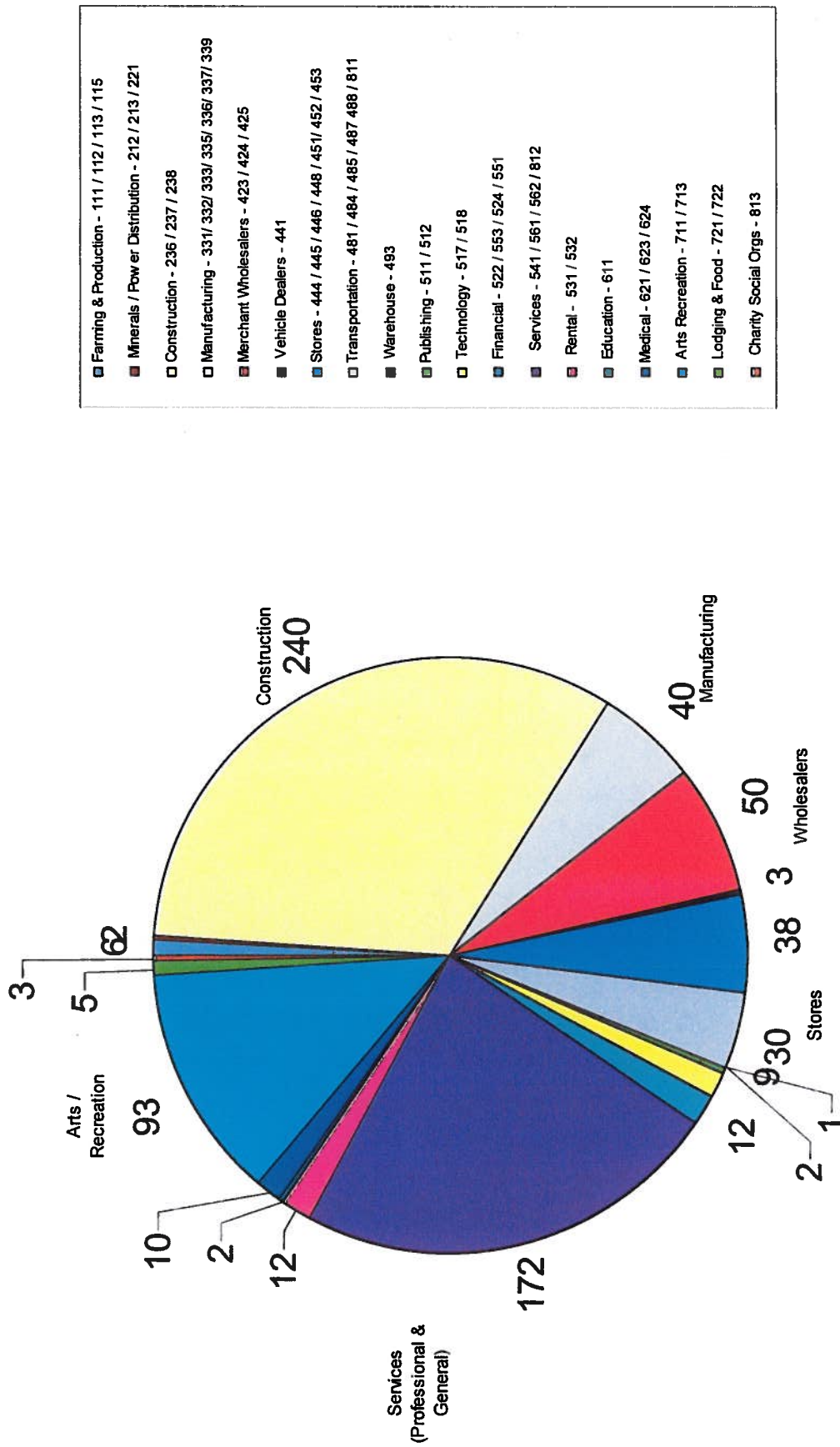
# Increased Number of Certified Indian Owned Businesses

Number of Certified Indian Owned Businesses

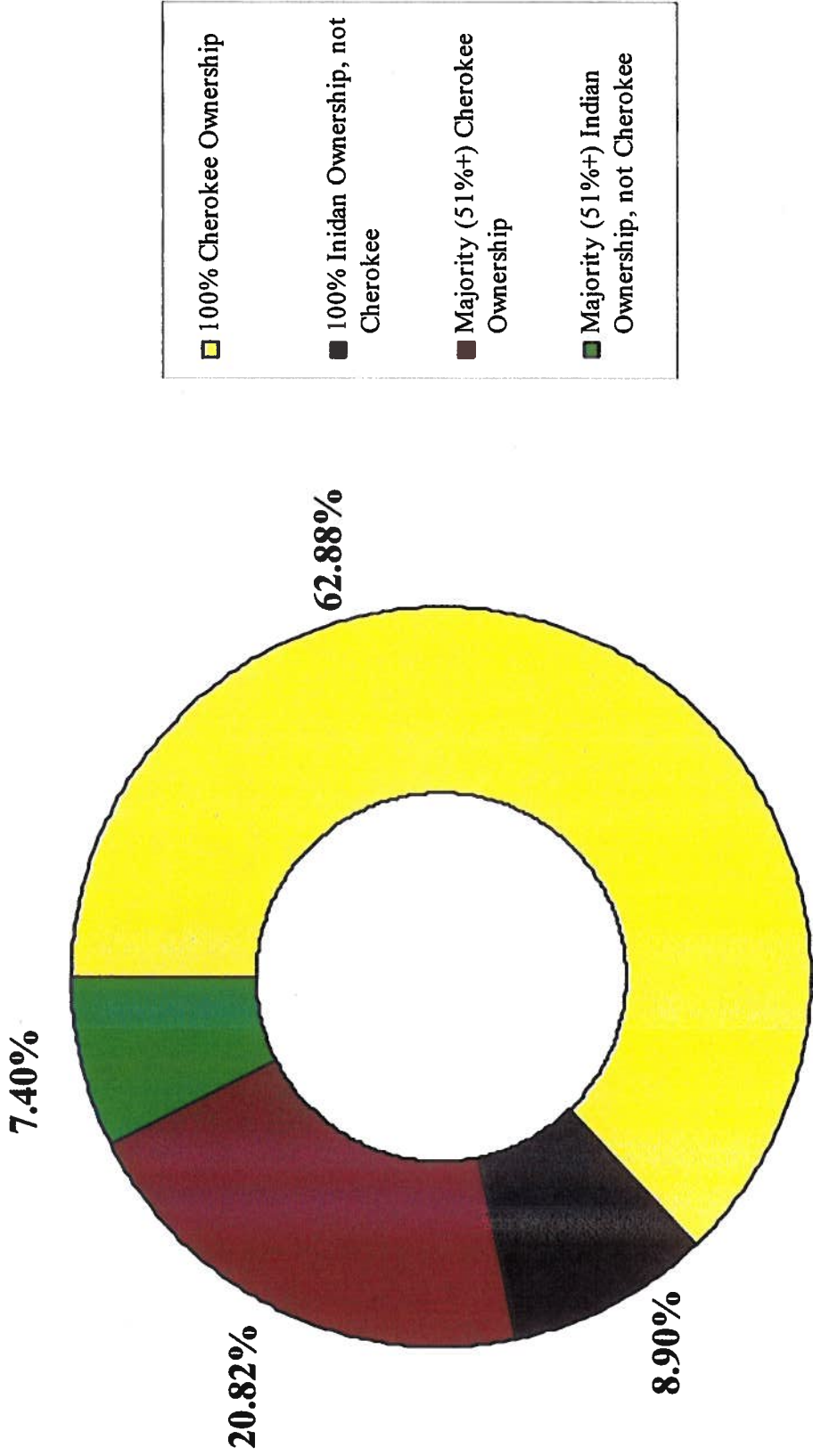




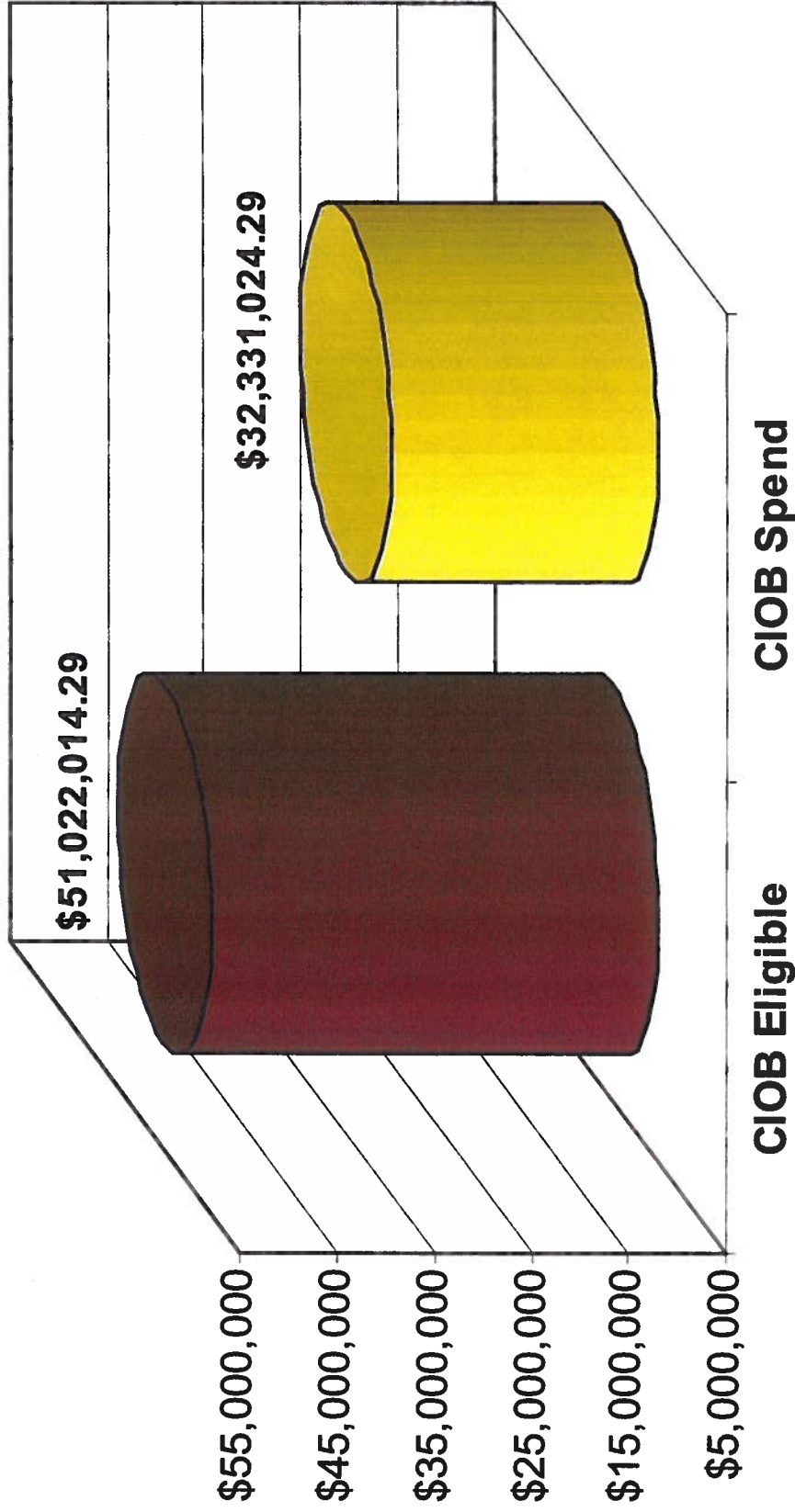
# CIOB by Industry



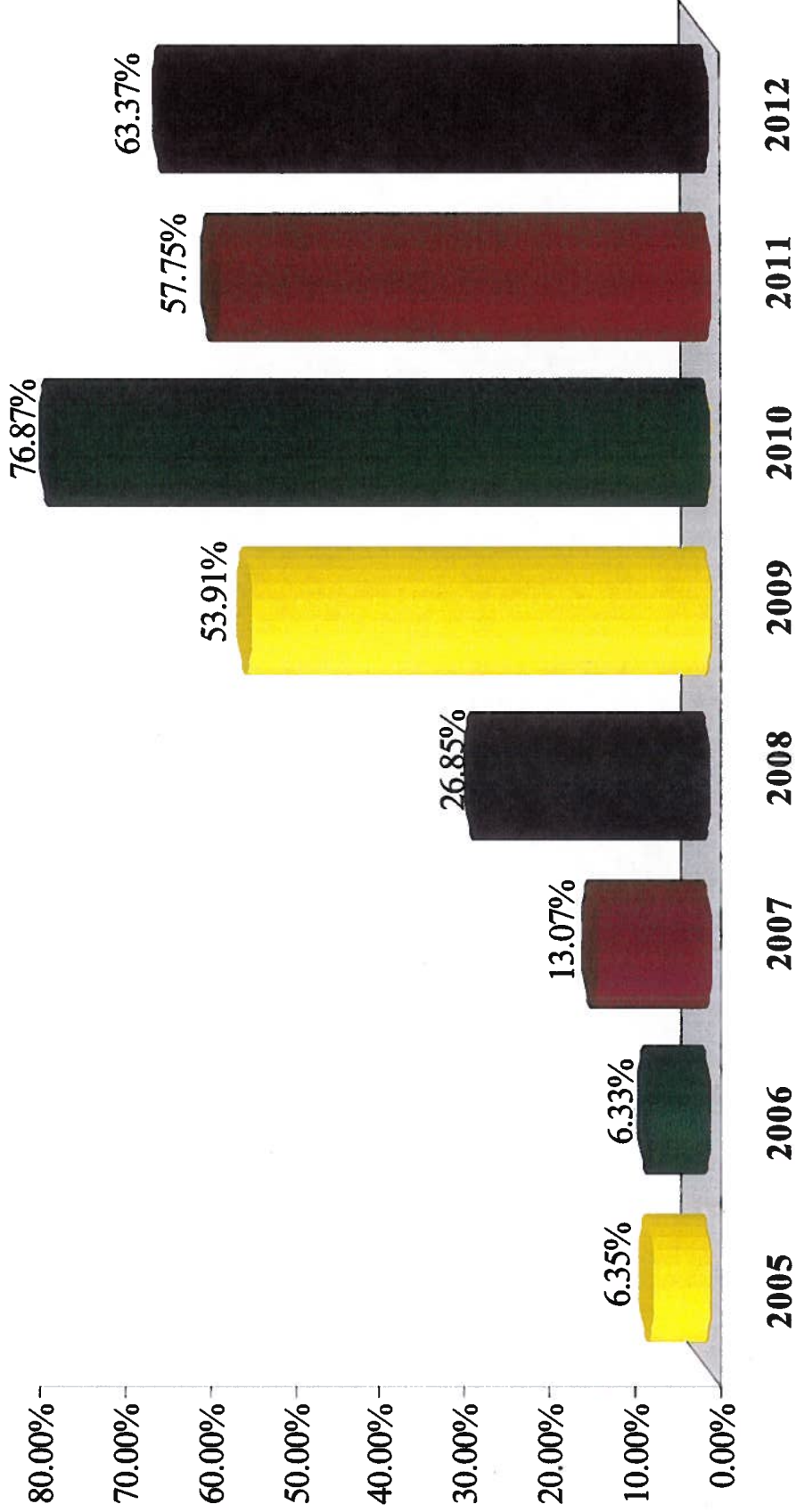
# Certified Indian Owned Businesses Ownership



# 63.37 Percent of Eligible Purchases were Awarded to CIOB

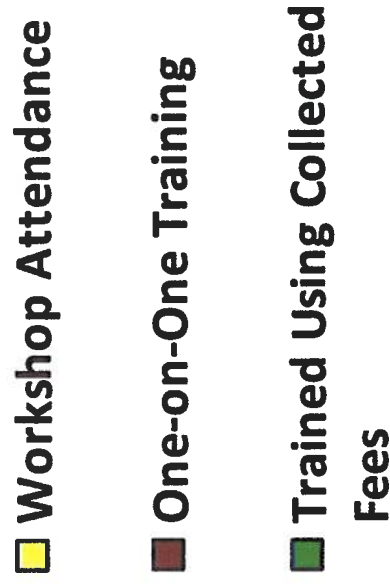


**Total Procurement Dollars  
Awarded to Certified Indian Owned  
Businesses in 2012 - \$32,331,024.29**

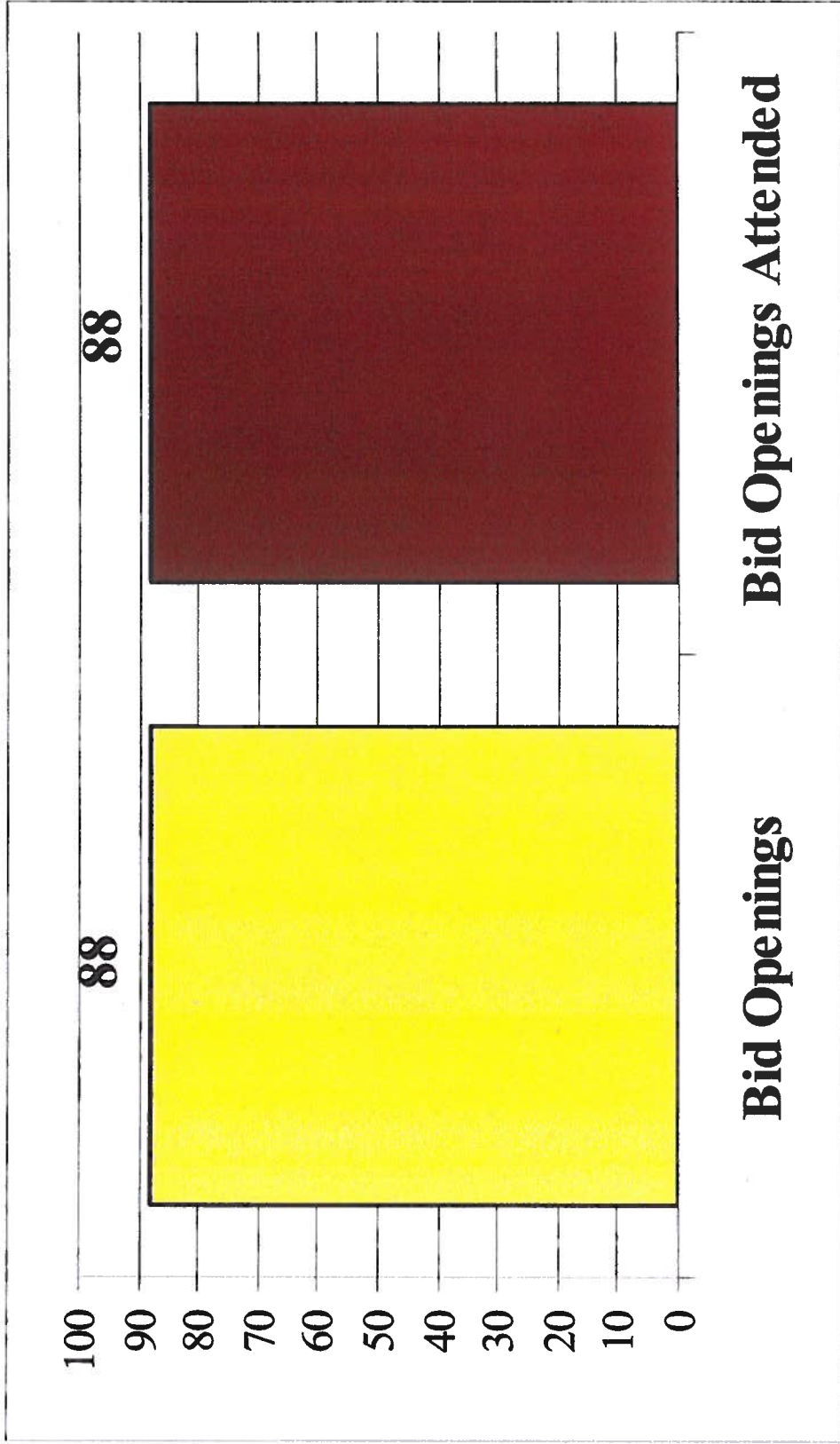


# 490 Indian Business Owners have Received Business Training

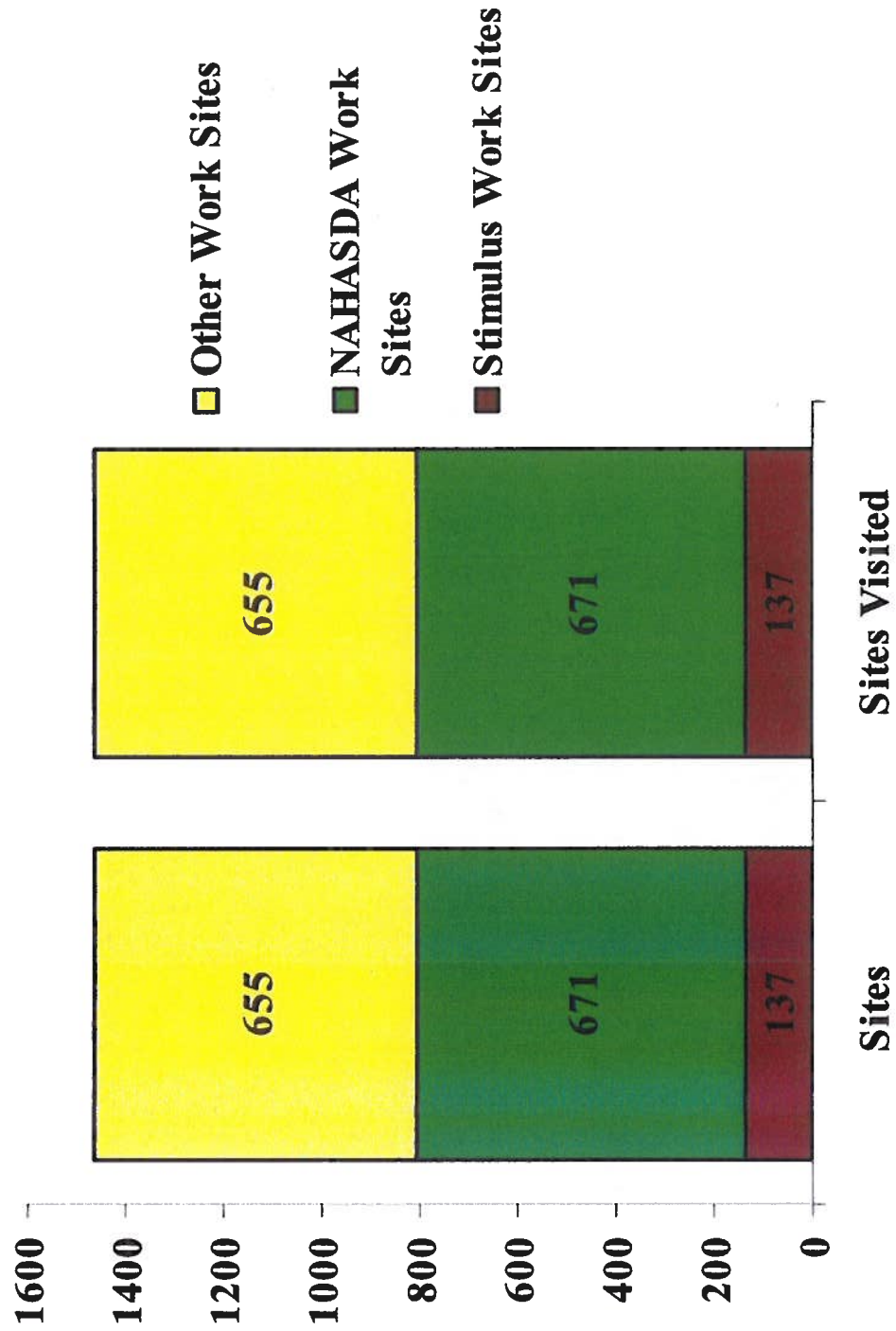
**100% Found Training Beneficial!**



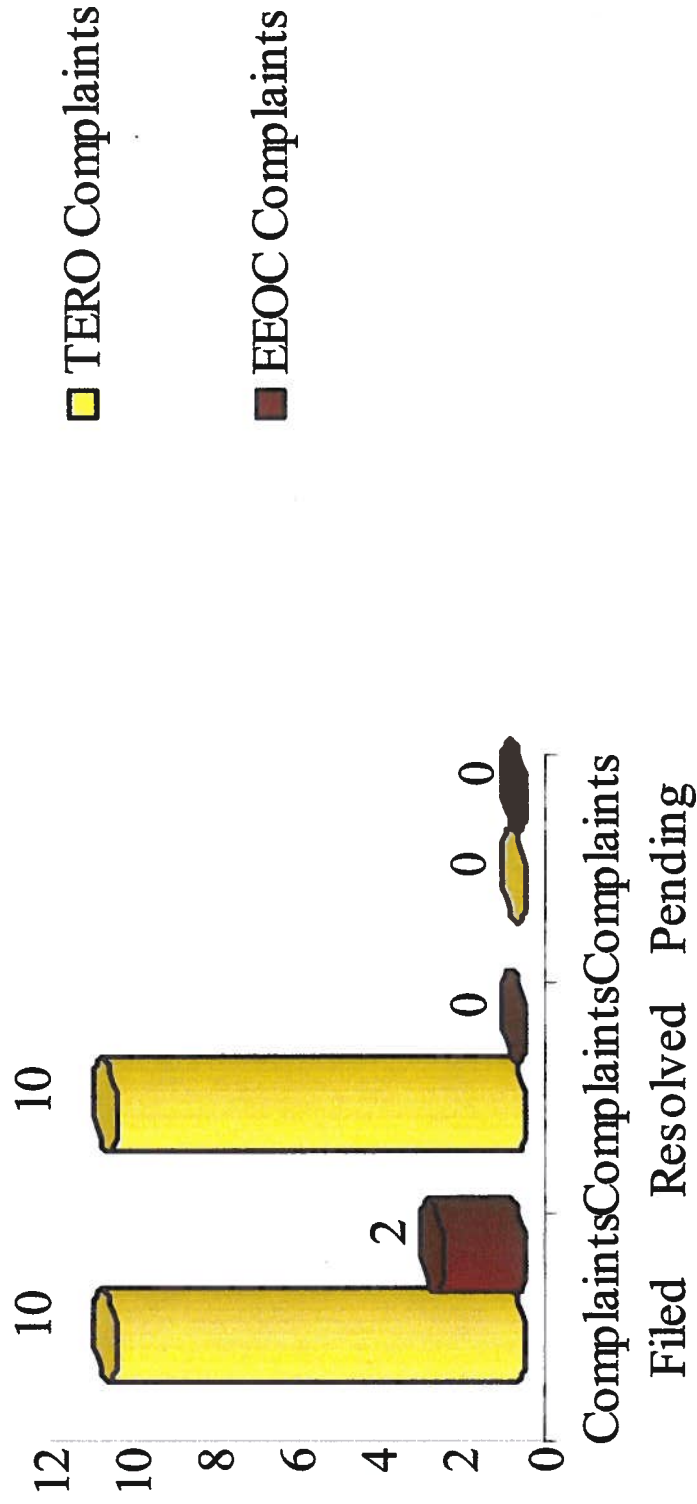
# 100% of Bid Openings Were Monitored by TERO Staff



# 100% of Work Sites Were Monitored

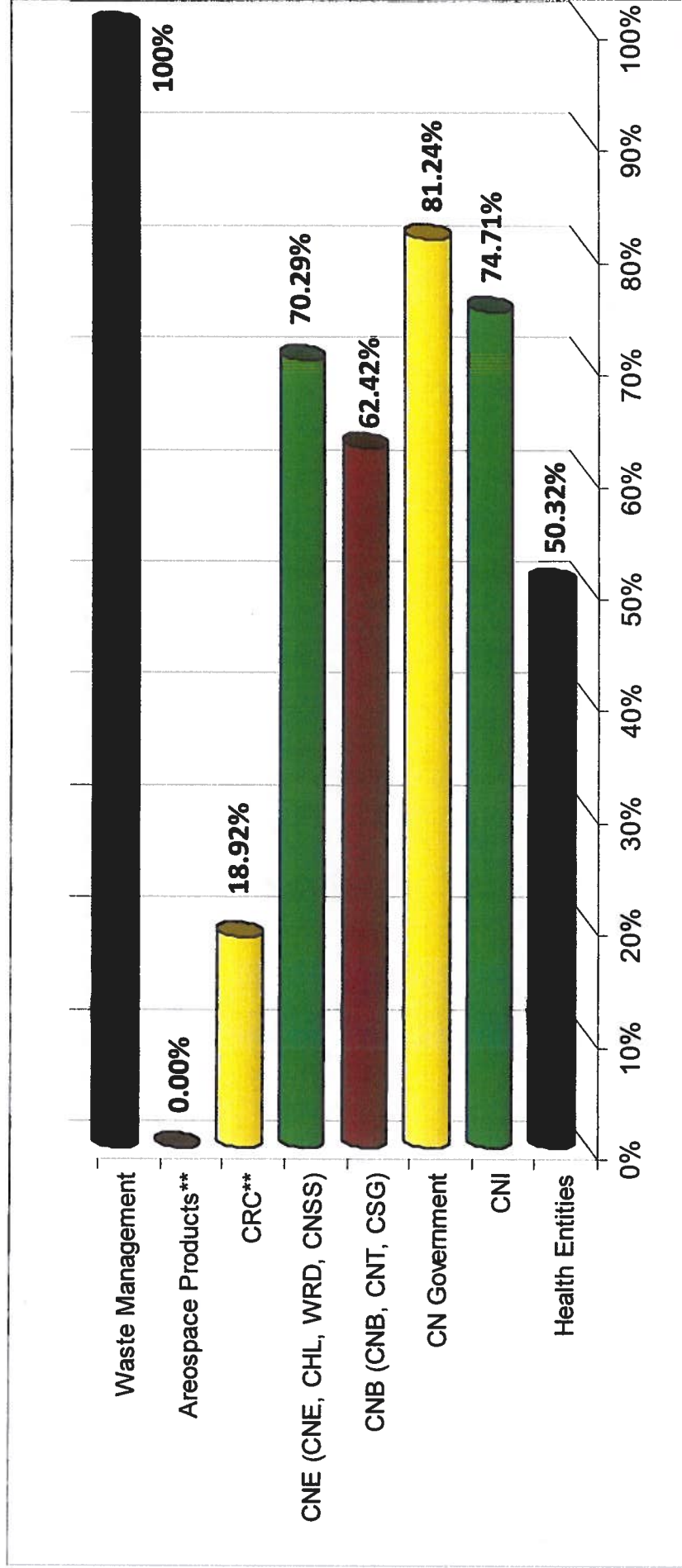


# Complaint Resolution





# 73.71 Percent of all Cherokee Nation Employees are Cherokee Nation Citizens



# Initiatives

- **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
- **Electronic notification to TERO certified Indian-owned businesses** when a procurement opportunity they qualify for posts on [www.cherokeebids.org](http://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

# Initiatives

- **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.
- [www.cherokeetero.com](http://www.cherokeetero.com) website – this site lists Certified Indian Owned Businesses for public reference, markets CIOB through internet searches, and provides CIOB opportunities for webpage development

# One Stop Business Center Calendar

Business/Entrepreneur Workshops			
Date	Location	Time	Workshop
August 2	Jay	6:00 pm to 8:00 pm	Indianpreneurship
August 9	Jay	6:00 pm to 8:00 pm	Indianpreneurship
August 16	Jay	6:00 pm to 8:00 pm	Indianpreneurship
August 23	Jay	6:00 pm to 8:00 pm	Indianpreneurship
August 29	Claremore, RSU Innovation Center	8:00 am to 5:00 pm	Using QuickBooks, hosted by REI with \$165 fee
August 30	Bartlesville Strategy Center	8:30 am to 12:30 pm	Doing Business with the Government
September 12	Claremore, RSU Innovation Center	8:30 am to 12:00 pm	Minority Procurement – Tribal, Woman-owned, Central Contractor Registration, Oklahoma Bid Assistance Network
September 13	Bartlesville, Tri-County Tech Strategy Center	8:00 am to 5:00 pm	Using QuickBooks, hosted by REI with \$165 fee
September 6, 13, 20, 27	Claremore, RSU Innovation Center	6:00 pm to 8:00 pm	Core Four Workshops
October 24	Muskogee Civic Center	1:00 pm to 3:30 pm	Preparing Local Foods for Resale
October 30 – 31	Tahlequah – NSU	All Day	Northeastern Oklahoma Regional Summit
November 1	Catoosa Hard Rock	All Day	CN Indian Owned Business Fair
November 7	Bartlesville, Tri-County Tech Strategy Center	PM TBD	Tax Strategies for Businesses

Group: Commerce

Month/Year of Report: July 2012

Director: Anna Knight

Phone: 453-5532 Email: aknight@cherokee.org

Budget Highlights None

Program Highlights

a. Balanced Scorecard Measures

Objective	Metric	2012 Goal	Year to Date Achievement Notes/Comments
Investment in Economy	Loan Dollars	\$1,000,000	Commercial: \$465,460.29 Approved Loans Pending Closing • Retail \$300,000 • Ag Loan \$16,500  Pending approval  Consumer: \$555,343.99
Investment in Economy	Tourism Dollars a) Community Tourism & Business Development  b) Tourism Business Income	a) \$125,000  b) \$50,000	a) \$110,779.98  b) \$40,377.00 (income to artists/communities)
Job Creation	# Small Business Jobs Created/Maintained Percentage Cherokee (or Cherokee Family) Employed	100  100%	56 (40 Cherokee)  76%
Effective Business Training	# Attendees and % Indicating usefulness	1,500/95%	2,110 / 100%
CN Holiday	1. % Increase Sponsorships 2. % Increase in Community Games Participation/Holiday Cultural Events	a) 5%  b) 5%	a) TBD  b) TBD

b. Notable accomplishments

1. **Commercial Loans Closed –YTD – Bunch-Service (1.5 jobs); Claremore-Concession trailer (2); Muskogee-plumbing (2 jobs); Hulbert-Ag loan (2 jobs); Briggs- salvage (16 jobs); Westville-Ag loan (3 jobs); Rose-Ag loan (1job); Tahlequah-Mechanic (1 job), artist loan (1 job), wrecker service (5);, Grove-Convenience Store (6 jobs); Sallisaw-retail/tanning (10 jobs); Muskogee- Artist loan (1).**

2. **Collateral for Commercial Loans Closed –**

Community	Loan Purpose	Project Costs	Loan Amount	Collateral Discounted Value	Owners Equity	Jobs
Tahlequah	Purchase Robbins Wrecker	\$200,000	\$150,000	First Mortgage on Property=\$210,000	25%	5
Muskogee	Attend Santa Fe Art Market	\$4,500	\$3,500	Blanket UCC=\$4,000	22%	1
Claremore	Purchase concession trailer	\$20,000	\$16,375	Lien on trailer=\$17,500	20%	2

3. **Charged Off Loans – Commercial: Monthly/YTD Total – 0, Consumer: Monthly/YTD Total – 0**

4. Commerce received a **Rural Business Enterprise Grant** to purchase additional equipment and supplies to expand the retail space in the Cort Mall for the Cherokee Arts Center helping **25 artists** increase their revenue.

5. Commerce participated in the **Tahlequah Business Fair and ICTC Vendor Fair** servicing 200 individuals at Tahlequah and 50 at ICTC, for **250 total participants**.

6. The annual **Arts on the Avenue** was held June 8-9, 2012. The Arts on the Avenue generated **\$7,500 in income** to the artists that participated and approximately **1,500 people attended** the event.
7. **175 people** attended the **Cherokee Arts Center Grand Opening** held June 8 in conjunction with Arts on the Avenue.
8. The **Cherokee Arts Center** has received **140 visitors** (including working artists using the center) since October 2011. The Arts Center has **two artist tenants and both have stated their retail sales have increased by 100%** since they have become tenants at the Center!
9. **Finalizing business/operational plans for art retail space** in the old Cort Mall in downtown Tahlequah. This space will provide affordable retail space with shared sales area/staff and shared marketing. It is anticipated artists graduating from the incubator program (receiving entrepreneurial assistance) will transition to this space.
10. Submitted **USDA Rural Business Opportunity Grant (RBOG)** with Career Services Group in order to conduct construction skills and entrepreneur training program for Cherokee citizens in order to increase income for trainees and to meet the need for skilled Cherokees created by Cherokee Nation's New Construction Program.
11. Submitted a US Department of Commerce Grant application to run the **Tulsa Native American Business Center** on behalf of the Minority Business Development Agency.
12. Cherokee Arts Center will be showcasing Cherokee art and artists at the **Santa Fe Indian Market** in August. The Santa Fe Indian Market is the largest and most prestigious Native American arts market in the world. Three Cherokee artists who have never attended a market of this scale will attend with Cherokee Arts Center staff.

c. Future plans/new initiatives

1. **E-Commerce website for the Cherokee Arts Center Gallery** to increase market opportunities for Cherokee artists.
2. **Kitchen Incubator** for Cherokee farmers and food producers to earn supplemental income by preparing/packaging local foods for sale. **Creation of Food Sector entrepreneurial development and loan programs.**
3. **Subcontractor workshop series** to build capacity and bidding expertise of TERO vendors.
4. **Northeast Oklahoma Regional Summit** to be held at NSU in Tahlequah on October 30 and 31. Special emphasis this year will be on businesses. We will have breakout sessions on food sector businesses and **Google will present a Get Your Business Online workshop** during the summit.

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

▪ IRP:	\$526,097.59	▪ ICDBG Adult:	\$0.00
▪ Commercial:	\$824,972.82	▪ ICDBG Youth:	\$0.00
▪ CDFI:	\$411,780.48	▪ Consumer Lending:	\$173,877.44

\*ICDBG Adult and youth bank account balances have shifted to Commercial account and grants are closed out.

<b>Business/Entrepreneur Workshops</b>			
<b>Date</b>	<b>Location</b>	<b>Time</b>	<b>Workshop</b>
<b>August 16</b>	Jay	6:00 pm to 8:00 pm	Indianpreneurship Class
<b>August 23</b>	Jay	6:00 pm to 8:00 pm	Indianpreneurship Class
<b>August 29</b>	Claremore, RSU Innovation Center	8:00 am to 5:00 pm	Using QuickBooks, hosted by REI with \$165 fee
<b>August 30</b>	Bartlesville Strategy Center	8:30 am to 12:00 pm	Doing Business with the Government
<b>September 6</b>	Claremore RSU	6:00 pm to 8:00 pm	Core Four Workshop
<b>September 12</b>	Claremore, CN One Stop Bid Center Red Room Confirmed	8:30 am to 12:00 pm	Minority Procurement – Tribal, Woman-owned, Central Contractor Registration, Oklahoma Bid Assistance Network
<b>September 13</b>	Bartlesville, Tri-County Tech Strategy Center	8:00 am to 5:00 pm	Using QuickBooks, hosted by REI with \$165 fee
<b>September 13</b>	Claremore RSU	6:00 pm to 8:00 pm	Core Four Workshop
<b>September 20</b>	Claremore RSU	6:00 pm to 8:00 pm	Core Four Workshop
<b>September 27</b>	Claremore RSU	6:00 pm to 8:00 pm	Core Four Workshop
<b>October 24</b>	Muskogee Civic Center	1:00 pm to 3:30 pm	Preparing Local Foods for Resale
<b>October 30 – 31</b>	Tahlequah – NSU	All Day	Northeastern Oklahoma Regional Summit
<b>November 1</b>	Catoosa Hard Rock	All Day	CN Indian Owned Business Fair
<b>November 7</b>	Bartlesville, Tri-County Tech Strategy Center	PM TBD	Tax Strategies for Businesses