

COUNCIL OF THE CHEROKEE NATION  
EXECUTIVE & FINANCE COMMITTEE REPORT

**Group:** Financial Resources      **Month/Year of Report:** February 2013  
**Treasurer:** Lacey Horn      **Phone:** 207-3902      **E-mail:** [lacey-horn@cherokee.org](mailto:lacey-horn@cherokee.org)

**I. Budget Highlights – through January**

- a.) Financial Resources – 27% spent
- b.) Treasurer – 20% spent
- c.) IIM – 38% spent
- d.) Acquisition Management – 31% spent
- e.) Records Management – 27% spent
- f.) Support Services – 34% spent
- g.) Employee Performance Incentive – 82% spent

**II. Program Highlights**

**a.) Balanced Scorecard Measures**

- 1. Complete FY12 Audit - 15% complete
- 2. Obtain Unqualified Audit Opinion –0% complete
- 3. No Reportable Conditions on Single Audit –0% complete
- 4. Obtain GFOA Award for FY11 CAFR – 100% complete
- 5. Reports Completed & Submitted by Due Dates – 100% Complete for reports due by 01/31/13

**b.) Accomplishments**

- 1. Provided support to Child Support Services with the accounting system for the payment center
- 2. Attended GFOA Training on Effective Budget Presentations
- 3. Presented an overview of Financial Resources to the Program Staff on February 21<sup>st</sup>
- 4. Kronos training held February 5<sup>th</sup> and 7<sup>th</sup>

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

- 1. Year End processing and audit continues
- 2. Kronos training scheduled March 7<sup>th</sup>

COUNCIL OF THE CHEROKEE NATION  
EXECUTIVE & FINANCE COMMITTEE REPORT

<b>Cherokee Nation Acquisition Management Year-To-Date Report Over \$5,000 Transactions October 1, 2012 through September 30, 2013</b>		<b>% of sub-total - TERO vendor submitted Bid</b>
Award to TERO Vendor	\$ 14,669,782.98	92.22%
Award to non-TERO Vendor	\$ 1,237,060.23	7.78%
<b>Sub-total bids with a TERO vendor participating</b>	<b>\$ 15,906,843.21</b>	<b>100.0%</b>
Bid - no bids submitted by TERO Vendors	\$ 2,800,658.05	
October 1, 2012 through January 31, 2013		



**CHEROKEE NATION™**  
**Businesses**

**Executive and Finance Report**  
**Consolidated Financial Information**  
**January 2013**

# Cherokee Nation Businesses

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## Executive and Finance Report

January 2013

### Budget Highlights

- January 2013 CNB consolidated net income of \$7.1 million was 5.9% unfavorable to a budget of \$7.6 million.
- CNE net income of \$6.1 million was \$2.3 million below budget due to lower than anticipated gaming revenue. Lower revenue was partially attributable to:
  - 2% increase in payroll taxes implemented by the US Government on January 1<sup>st</sup>, 2013, which lowered take home pay
  - The IRS would not accept tax returns prior to January 30<sup>th</sup> this year, which prevented any lift that the casinos have experienced in prior years
- CNB recorded \$1.9 million in profits from the partially owned subsidiary APSE, which was associated with the completion of the 345 Kitting project with Boeing. This was originally budgeted for in November 2012.
- Technology portfolio net income of \$586,000 was \$341,000 above budget due to several new contracts that began in October.
- CNCS net income of \$97,000 was \$73,000 favorable to budget due to ramped up activity at Dover AFB and facility 722.
- CNI net loss of \$692,000 was \$205,000 unfavorable to budget.

### Capital Expenditures

January YTD capital expenditures were \$48.7 million for all entities.

- CNE: \$42.5 million – Expansion related costs for construction at Catoosa, Ramona, and Ft. Gibson
- CPM: \$5.3 million – Purchase of American Woodmark Building in Tahlequah
- CNB: \$780,000 – Deltek Gov't Accounting Software, IT Equipment
- CNCS: \$48,000 – New Vehicles
- CNI: \$102,000 – Floor Scrubber/Sweeper and maintenance costs
- CNSD: \$20,000 – Cargo Van

### Financing

- CNB has no outstanding borrowings as of January 31, 2013.

# Cherokee Nation Entertainment

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## Executive and Finance Report

January 2013

### Budget Highlights

<i>thousands (000's)</i>	<u>Period</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>%</u>
• Revenue	Month -	\$41,784	\$44,124	(\$2,340)	-5%
• Operating Expenses	Month -	\$32,401	\$31,594	\$807	3%
• Net Income	Month -	\$6,054	\$8,361	(\$2,306)	-28%

### Operating Highlights

- CNE net income of \$6.1 million in January was \$2.3 million unfavorable to budget.
- Total revenue of \$41.8 million was \$2.3 million unfavorable to budget. This was partially due to the 2% increase in payroll taxes and the IRS accepting tax returns later than in previous years.
- Total operating expense of \$32.4 million was 2.6% unfavorable to budget primarily due to higher than anticipated medical benefit expense.
- On August 28<sup>th</sup>, CNE opened the new permanent facility at the Ramona property.
- On September 18<sup>th</sup>, CNE re-opened Casino 3 after completing a rebuild of the casino due the roof collapse in February 2011.
- CNE opened the new permanent facility at Fort Gibson on December 4<sup>th</sup>.
- The new hotel tower at Catoosa is expected to be opened during the second quarter of calendar year 2013.
- The Choctaw casino in Pocola is expanding its gaming floor from 1,400 to 2,500 games. This could negatively affect gaming activity at the Roland casino.

### Capital Expenditure Highlights

- Catoosa Casino 3 Rebuild - \$19.6 million
- Ramona Casino - \$2.8 million
- Ft. Gibson Casino - \$8.3 million
- Cherokee Springs Golf Course & Land - \$8.5 million
- S Coffeyville Casino & Land - \$517,000

# Cherokee Nation Industries

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## Executive and Finance Report

January 2013

### Budget Highlights

<i>thousands (000's)</i>	<u>Period</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>%</u>
• <b>Revenue</b>	Month -	\$6,569	\$5,213	\$1,356	26%
• <b>Operating Expenses</b>	Month -	\$7,183	\$5,627	\$1,556	28%
• <b>Net Income</b>	Month -	(\$692)	(\$488)	(\$205)	42%

### Operating Highlights

- Net loss was \$692,000 compared to a budgeted net loss of \$488,000.
- CNI's revenue totaled \$6.6 million in January 2013 which was \$1.4 million higher than a budget of \$5.2 million.
- Total operating expenses of \$7.2 million was \$1.6 million higher than budget. This budget variance was primarily associated with higher than budgeted revenue in the Military Services and Distribution Services division.
- Management is focused on increasing revenues through increased sales efforts as well as reducing expenses.

# Technology Portfolio

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## Executive and Finance Report

January 2013

### Budget Highlights

<i>thousands (000's)</i>	<u>Period</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>%</u>
• <b>Revenue</b>	Month -	\$8,243	\$6,902	\$1,341	19%
• <b>Operating Expenses</b>	Month -	\$7,520	\$6,532	\$987	15%
• <b>Net Income</b>	Month -	\$586	\$245	\$341	139%

### Operating Highlights

- The IT Portfolio generated revenue of \$8.2 million compared a budget of \$6.9 million.
- January EBITDA was \$724,000 compared to budgeted EBITDA of \$370,000. The January EBITDA margin of 9.8% was greater than the 5.4% budget for the month.
- CSG and CNT revenue of \$3.2 million was unfavorable to prior year by \$173,000. The favorable revenue was a combination of af adjustments from prior months as well as decreased revenue in the current month on various contracts.
- CNGS and CNTS generated \$5.0 million of revenue and continued to grow revenue at an increased daily rate compared to recent months. The increase was due to the new fixed price contracts.
- The Technology Division currently has more than 7 outstanding proposals awaiting decision among various potential customers, which exceeds prior year levels.
- CNGS and CNTS began work on multiple new fixed price contracts for the United States Army Corp. These contracts are for multiple years providing \$513,000 in revenue per month. CNT has begun work on a 1 year, \$504,000, contract for the USDA Agricultural Research Service.

# Other Diversified Businesses

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## Executive and Finance Report

January 2013

### Net Income Budget Highlights

<i>thousands (000's)</i>	<u>Period</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>%</u>
• <b>CNSD</b>	Month -	(\$31)	\$3	(\$33)	-1161%
• <b>CNCS</b>	Month -	\$97	\$24	\$73	310%
• <b>Mobility Plus</b>	Month -	(\$82)	(\$55)	(\$27)	48%
• <b>CMS / CNHS</b>	Month -	\$64	\$73	(\$8)	-12%
• <b>CNSD</b>	Month -	(\$46)	\$44	(\$90)	-203%
• <b>Aerospace Products S.E.</b>	Month -	\$2,482	(\$12)	\$2,494	-20783%
• <b>CCRC</b>	Month -	\$84	(\$46)	\$130	-283%

### Operating Highlights

- **CNSD** net loss of \$31,000 was unfavorable to a budgeted net income of \$3,000. The EBITDA margin was lower than budget due to increased direct materials cost and a larger amount of overhead expense incurred.
- **CNCS** resulted in a net income of \$97,000 in January 2013, which was unfavorable to budgeted net income of \$24,000. CNCS benefited from favorable accrual adjustments from the prior year totaling \$211,000. Revenue of \$1.4 million was favorable to prior year revenue of \$440,000 due to continued activity at the Dover Air Force Base.
- **Mobility Plus** resulted in a net loss of \$82,000 compared to budgeted net loss of \$55,000. The negative variance was due lower than anticipated sales.
- **CMS / CNHS** resulted in a net income of \$64,000 compared to budget of \$73,000. Revenue of \$2.4 million was favorable to a budget of \$1.8 million. The favorable budget variance was due to two fixed priced contracts which started in November. Operating expenses of \$2.3 million were \$1.7 million unfavorable to budget primarily due to expenses associated with the new fixed price contracts, specifically the CLASS contract.
- **APSE** net income was \$2.5 million in January 2013 compared to a budgeted net loss of \$12,000. The favorable budget variance was due to the completion of the 345 Kitting program with Boeing, which was budgeted for in November 2012.
- **CCRC** net income was \$84,000 in January, which was favorable to a budgeted net loss of \$46,000. January 2013 revenue was \$1.8 million compared to budget of \$545,000. Higher revenue was the result of revenue recognized on the BIA contract during the month as well as the Fort Dix projects.



**Group:** Career Services-  
Employment      **Month/Year of  
Report:** February, 2013

**Group Leader:** 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>January</i>	<i>YTD</i>	<i>Goal</i>	<i>% of Goal</i>
<i>GED Completions</i> – includes individuals completing and receiving a GED or High School Diploma from Talking Leaves Job Corps and Career Literacy.	36	106	250	42.4%
<i>Training Completions</i> – includes individuals receiving a nationally-recognized certification, credential, or degree while enrolled in one of 11 different vocational training programs.	64	157	450	34.9%
<i>Employment Completions</i> – includes individuals who completed a Work Experience or TERO OJT assignment.	13	19	300	6.3%
<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.	133	312	500	62.4%
<i>Retention</i> – includes individuals who were retained in their unsubsidized employment through assistance from a Career Services Program.	33	139	200	69.5%
<i>Job Readiness Training</i> – includes individuals who completed the Life/Employment Skills Training.	6	114	500	22.8%
<i>WorkKey Credentialing</i> – includes individuals who received a bronze, silver, gold, or platinum WorkKeys credential.	16	143	500	28.6%

<i>Job Bank</i> – includes the number of new individuals entering the TERO Job Bank.	25	101	1,000	10.1%
<i>Indian Owned Businesses</i> – includes the number of businesses newly certified as an Indian Owned Business.	9	37	100	37%
<i>Job Fairs</i> – includes the number of Job Fairs held by Career Services.	2	4	15	26.7%
<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.	2	16	50	32%

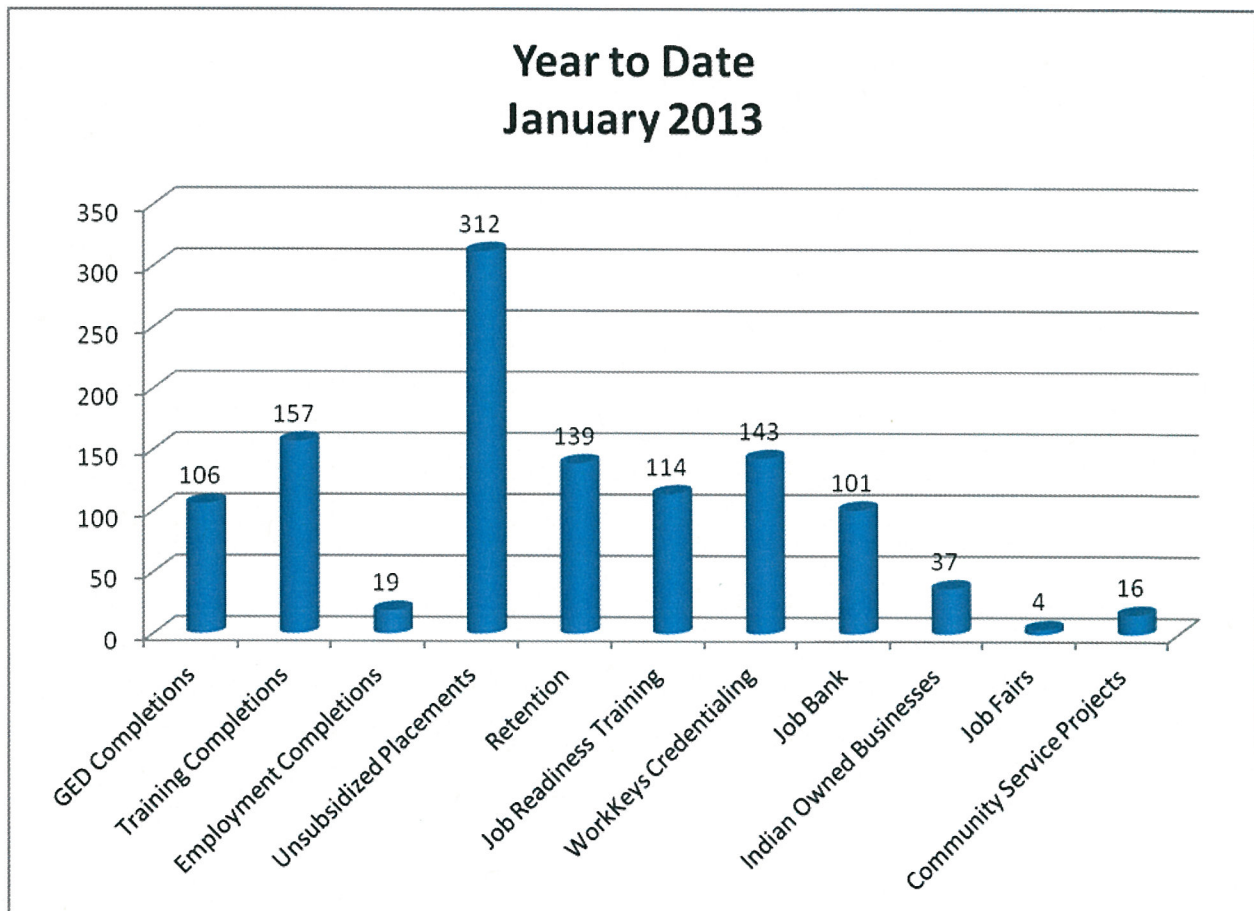
**b. Accomplishments**

1. The Day Training Program had 41 participants enter unsubsidized employment, 17 at Cherokee Nation.
2. Special Projects had a Job Fair in Muskogee on Feb. 6<sup>th</sup> for Veterans. There were approximately 60 vendors at this event with attendance of 250-300 job seekers. Another Job Fair was held at TCC Campus on West 41<sup>st</sup> in Tulsa on February 14<sup>th</sup>. There were approximately 200-250 TCC students attending.
3. We have been in meetings with CNB – Paul Gerald, Eric Shoemake, Bob Thomas, and Vivian Phillips – regarding utilizing the Job Corps students with the food venues and to develop an adult Culinary class that we can pull from for the shortage of workers they have from time-to-time in the Food Service area of CNB. We have a class that will run for eight weeks, two evenings a week, at Talking Leaves Job Corps in the evenings starting March 12, 2013. The training is being coordinated through the Business and Economic Development group.
4. We have been in discussion with the Vice President of Security, Nick Lay, regarding specialized training for Security Guards. Another meeting will take place this week to get things off high center and an announcement will be forthcoming on classes in the Northern Counties. We will forward flyers after everything is set up.

**c. Initiatives**

1. Training on the new TERO law has begun.
2. Staff are working on revising the Day Training Program. This is in response to several issues that have occurred over the past year. New procedures will be developed.
3. Republican Representative Virginia Foxx has reintroduced a reauthorization of the Workforce Investment Act called ‘SKILLS ACT’. It seeks to repeal or eliminate 35 different employment and training programs. This is set for mark up this Wednesday March 6<sup>th</sup>. The current language would fund tribal

programs for “up to 1%”. We would recommend language that states “no less than 1%” (prefer even higher). It also shows tribes sharing the funds with other entities and it does not indicate from where tribes would receive funds, but implies funding would come from states. We want to maintain the government-to-government relationship with the Federal government, not states. The law should identify a specific unit in Labor staffed by people competent in Indian Programs, such as the current Division of Native American Programs in the Department of Labor (DOL-DINAP). There is no language in the bill regarding the Advisory Council to the Secretary of Labor. The Advisory Council needs to be in the law to advise the Secretary of Labor on Native issues (not just with the Workforce Investment Act or SKILLS Act). The language in the bill regarding Workforce Investment Boards does not provide for a seat at the table for tribes, nor is there any reference to PL 102-477 and tribes’ right to include these funds under a PL 102-477 Plan. There is also not specific funding for youth employment and training programs.



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

**Month/Year of Report: February 2013**

**Program Highlights**

**a. Balanced Scorecard Measures**

<b>Objective</b>	<b>Metric</b>	<b>2012 Goal</b>	<b>Year to Date Achievement Notes/Comments</b>
Effective Business Workshop Training	# Certified Indian-Owned Business Attendees and % indicating usefulness	500/100%	23/100%
Increase Certified Indian-Owned Business Procurement Awards	% Certified Indian-Owned Business Procurement Awards	75%	84.64% Business Entities eligible procurement \$'s awarded to Certified Indian Owned vendors <ul style="list-style-type: none"> <li>• CNE – 80.32%</li> <li>• CN Government - 92.22%</li> <li>• Health Entities – 87.37%</li> <li>• CNI – 45.55%</li> <li>• Waste Management - 100%</li> </ul>
Increase Cherokee Citizens employed	% Cherokee Citizens (verified)	Entity CNE – CNB - CN – 82.9% Health - CNI – CRC – Aerospace -	Business Entities - 75.65% <ul style="list-style-type: none"> <li>• CNE (CNE, CHL, WRD, CNSS) 74.26%</li> <li>• CNB (CNB, CNT, CSG) 66.11%</li> <li>• CN Government 81.76% (does not include IPA/MOA)</li> <li>• Health Entities 48.60%</li> <li>• CNI 77.41% (does not include service contract employees)</li> <li>• CRC 18.92% (not wholly owned by CN)</li> <li>• Aerospace 0% (not wholly owned by CN)</li> <li>• Waste Management 100%</li> </ul>
Increase Indian-Owned Business Certifications	# Newly Certified Indian-Owned Businesses	80	37
Effective One on One Training for Certified Indian Owned-Businesses	# of businesses receiving assistance/% finding useful	300/95%	148/100%
Certified Indian-Owned Business Receiving Financial Assistance	% Certified Indian-Owned Business Loans in Portfolio	85%	11% - Dollar Amount Loaned out 20% - Number of Loans
Effective Usage of Fees Collected	# Trained	100	0 (TERO continues to report 0 on their report)
Effective Monitor of Work Sites – Construction and Housing	# Monitoring Visits	90%	100% - 564 sites monitored
Effective Monitor of Bid Openings	# and % Bid Openings Attended	100%	100% - 36
Effective Resolution of Complaints – TERO and EEOC	% Complaints Resolved	100%	TERO: 3 complaints filed; 3 resolved, 0 pending EEOC: 0 complaint filed; 0 resolved, 0 pending

**b. Notable accomplishments:**

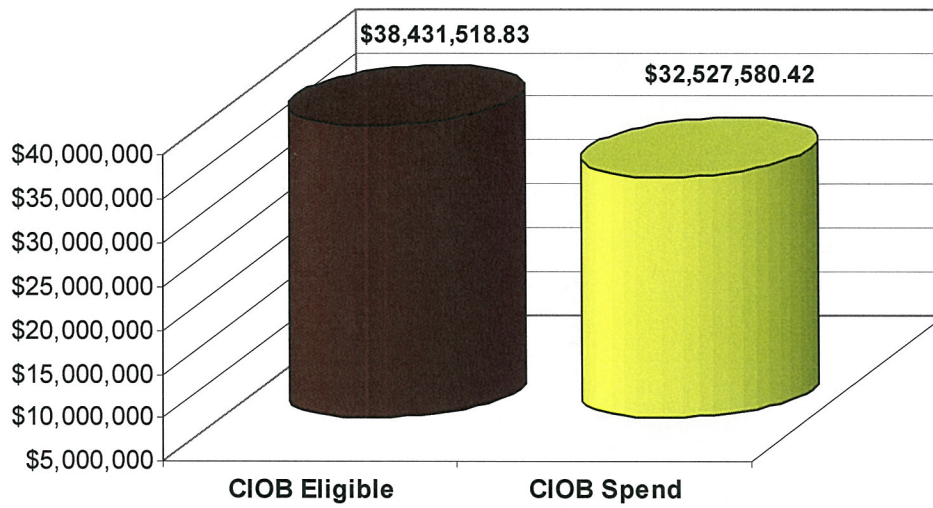
1. Business Coach Brenda Alley was **certified as QuickBooks instructor**. We have our first class scheduled next week in Tahlequah and already have 21 people enrolled.

c. Future plans/new initiatives:

1. Partner with Education Services to hold **Youth Entrepreneurship Day in the northern counties** of the Cherokee Nation.
2. TERO will be holding **22 trainings** for CNE/CNB on the **new TERO law**.
3. TERO met with Southern Plains Tribes to prepare for hosting the **National TERO Conference** on June 30-July 3<sup>rd</sup>.
4. **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.

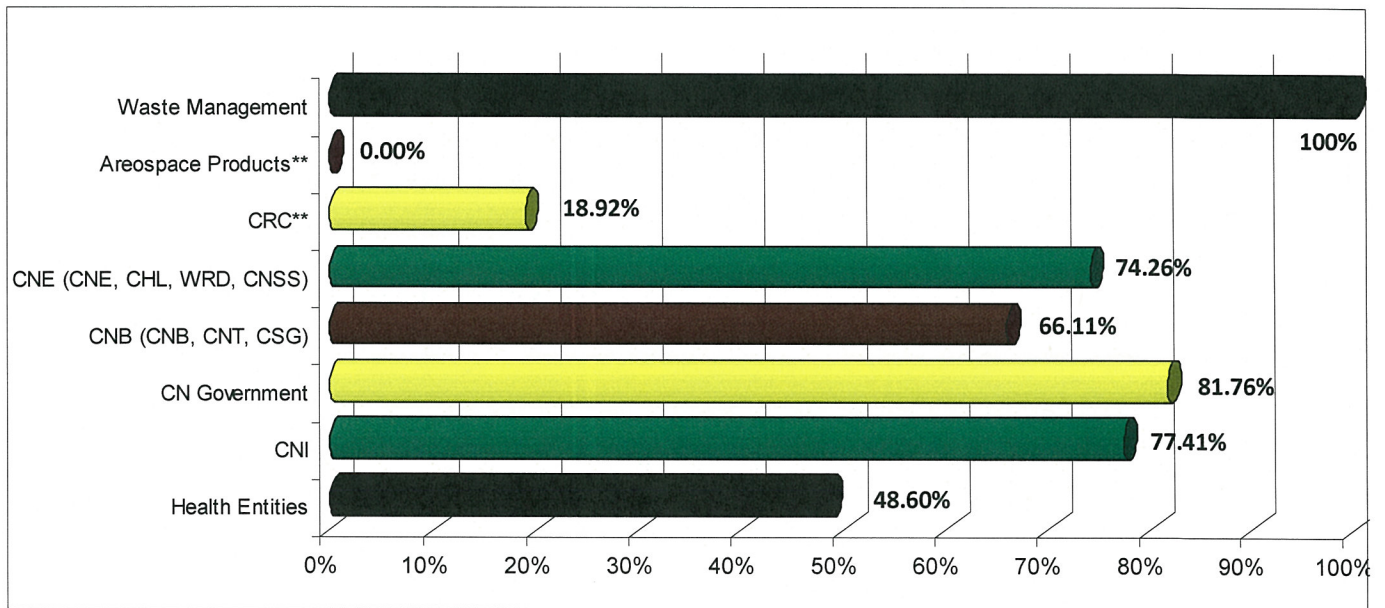
Business/Entrepreneur Workshops			
Date	Location	Time	Workshop
March 14	Tahlequah Osiyo Training Room	6 pm to 8 pm	Core Four Business Training
March 21	Tahlequah Osiyo Training Room	6 pm to 8 pm	Core Four Business Training
March 28	Tahlequah Osiyo Training Room	6 pm to 8 pm	Core Four Business Training
April	Muskogee Indian Capitol Tech. Center	10 am to 12 pm	Financing Options for Small Businesses
April 16	Vinita Oklahoma State Bank	1 pm to 4 pm	QuickBooks 101
April 20	Bartlesville Strategy Center	9 am to 4 pm	Core Four Business Training
April 27	Bartlesville Strategy Center	9 am to 4 pm	Core Four Business Training
May 14	Bartlesville Strategy Center	6 pm to 8 pm	How to do Business with Cherokee Nation
May 18	Stilwell Indian Capitol Tech. Center	9 am to 4 pm	Indianpreneurship
May 25	Stilwell Indian Capitol Tech. Center	9 am to 4 pm	Indianpreneurship
June	Stilwell Indian Capitol Tech. Center	9 am to 11 pm	How to do Business with Cherokee Nation
June	Sallisaw Chamber of Commerce	1 pm to 4 pm	QuickBooks 101
June 6	Tahlequah Osiyo Training Room	6 pm to 8 pm	Indianpreneurship
June 13	Tahlequah Osiyo Training Room	6 pm to 8 pm	Indianpreneurship
June 20	Tahlequah Osiyo Training Room	6 pm to 8 pm	Indianpreneurship
June 27	Tahlequah Osiyo Training Room	6 pm to 8 pm	Indianpreneurship
June 30–July3	National TERO Conference	TBD	TBD

### 84.64% of CIOB Eligible Procurement Opportunities were awarded to CIOBs



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

### 75.65% of Employees are registered Cherokee Nation Citizens



\*\*Companies majority, not wholly, owned

Group: Commerce

Month/Year of Report: February 2013

Director: Anna Knight

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

Budget Highlights None

Program Highlights

a. Balanced Scorecard Measures

Objective	Metric	2013 Goal	Year to Date Achievement Notes/Comments
Investment in Economy	Loan Dollars	\$1,000,000	<b>Commercial: \$947,912</b> <i>Approved Loans Pending Closing</i> <ul style="list-style-type: none"><li>Insurance Agency \$13,000</li></ul> <b>Consumer: \$351,914.24 (170 loans)</b>
Investment in Economy	Tourism Dollars a) Community Tourism & Business Development b) Tourism Business Income	a) \$125,000 b) \$50,000	a) \$2,247.00 ( <i>all loans to artist &amp; tourism</i> ) b) \$13,560.50 ( <i>income to artists/communities</i> )
Job Creation	1. # Small Business Jobs Created/Maintained 2. Percentage Cherokee (or Cherokee Family) Employed	1. 100 2. 100%	1. 92 (73 Cherokee) 2. 79%
Effective Business Training	# Attendees and % Indicating usefulness	1,500/100%	1,360 / 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

- Commercial Loans Closed –YTD** – *Fort Gibson-* Trucking (4), *Hulbert-*Construction (5), *Muskogee-* Ag loan (1), *Sallisaw-* Manufacturing (8) *Stillwell-*Daycare (2), Artist (2) *Tahlequah-* Recycling (6), Beauty Salon/Spa (8), Vet clinic (8)\*, Restaurant (28) *Tulsa-* Coffee Roaster (2), Landscaping (5), Trucking (11) *Vian-* Ag loan (2).
- Collateral for Commercial Loans Closed** – No commercial loans were closed in February.
- Charged Off Loans** – Commercial: YTD Total – \$0.00, Consumer: YTD Total – \$0.00
- Backwoods Food** plans to lease property in the Tahlequah Industrial Park, **investing over \$2 million** in their expansion and **increasing employment by 40 within two years**. This was one of our first commercial loans clients and is a major step for a family owned, home based business.
- Cherokee Arts Center **E-Commerce site is complete** and can be viewed at [artscenter.cherokee.org](http://artscenter.cherokee.org).

c. Future plans/new initiatives

- Recertifying CNEDTA as Community Development Financial Institution.
- 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.**
- ICDBG application to convert **Cort Mall property into retail incubator** for job creation.

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

▪ IRP:	\$523,722.29	▪ CDFI:	\$73,062.97
▪ Commercial:	\$512,170.55	▪ Consumer Lending:	\$312,244.33

Based on January bank statements

<b>Business/Entrepreneur Workshops</b>			
Date	Location	Time	Workshop
March 14	Tahlequah Osiyo Training Room	6 pm to 8 pm	Core Four Business Training
March 21	Tahlequah Osiyo Training Room	6 pm to 8 pm	Core Four Business Training
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June 20	Tahlequah Osiyo Training Room	6 pm to 8 pm	Indianpreneurship
June 27	Tahlequah Osiyo Training Room	6 pm to 8 pm	Indianpreneurship
June 30	National TERO Conference	TBD	TBD



# COUNCIL OF THE CHEROKEE NATION

**Group:** Cherokee Nation Foundation

**Month/Year of Report:** April, 2013

**Executive Director:** Kimberlie A. Gilliland **Phone:** (918) 207-0950 **Email:**  
[ka.gilliland@cherokeemnationfoundation.org](mailto:ka.gilliland@cherokeemnationfoundation.org)

## I. Program highlights

### a. Junior Achievement

#### i. JA in a Day

- Sequoyah middle school  
7th Grade - JA My Business taught by Heather Sourjohn.  
8th Grade - JA Global Marketplace taught by Kimberlie Gilliland  
11<sup>th</sup> Grade- JA Personal Finance taught by Jason Denny
- Kenwood
  - Kindergarten- 8<sup>th</sup> grade- Volunteers from Cherokee Nation Businesses

#### ii. JA Job Shadow

- Sequoyah High School- Honors English  
Pilot program from JA National- The foundation was fortunate to be asked to participate in a pilot program. Only selected schools from around the United States participated in a job shadow program. Students traveled to Cherokee Nation Businesses and meet with CNB CEO Shawn Slaton as well as other CEO's and leaders throughout the day. Went through interview skills as well as other career advice.

#### iii. JA BizTown

- Marble City, Peggs, Kenwood, Cherokee Immersion Charter, Rocky Mountain, Sallisaw, Claremore and Ft.Gibson all participated in Biztown. The foundation and CNB volunteers staffed two full days at Biztown.

### b. Sequoyah Junior Achievement & ACT 2013-2014

The foundation has been working with the Princeton Review and Sequoyah High School to provide for credit course. The foundation, Junior Achievement, SHS principal Jolyn Rose and the Princeton Review are designing a blended class that would provide financial literacy as well ACT prep in the classroom.

### c. ACT Prep

- Five Week Princeton Review Courses  
Owasso, Oolaga, Claremore, Bartlesville, & Norman (first At-Large)
- Two Day in Class University of Arkansas  
Watts, Stilwell & Westville

**d. Nation to Nation**

The tiles made by Maryetta, Cherokee Charter (small group) and Ft. Gibson have been sent to the UK. The Brighton Students are completing video, which will be inserted into the final tile sculpture. The children's cultural festival is the first week of May and the students are actively creating a float to host their joint project. The sculpture will remain in England until the end of May when it will return home to possibly go on exhibit in Oregon before returning home.

Sequoyah & Maryetta SKYPED with Cardinal Neman in Brighton and learned about Brighton's rich history. First time 7th graders every called me totally awesome. The English students made the presentation and then there was a question and answer session conducted by the students. Ft.Gibson will be conducting a presentation on stickball later this month.

**II. Upcoming events**

a. College 101 workshops

- April 27<sup>th</sup> -We will be hosting a college prep workshop in Dallas for the Dallas/Austin At-large communities. Will be done with the Citizen Potawatomi.
- June 8<sup>th</sup> - Phoenix Arizona – Site to be determined

b. JA programming

JA in a Day - Leach Schools - K-8

JA Global Market Place - Sequoyah Middle school 7th grade class

c. CCPI- Cherokee College Prep Institute is being held at the University of Arkansas. July 7<sup>th</sup> – July 12th

- We will host 120 students.
- 20 Universities will spend the week with students conducting workshops.