

COUNCIL OF THE CHEROKEE NATION  
EXECUTIVE & FINANCE COMMITTEE REPORT

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

**Group Leader:** Callie Catcher      **Phone:** 207-3902      **E-mail:** [callie-catcher@cherokee.org](mailto:callie-catcher@cherokee.org)

**I. Budget Highlights – through May**

- a.) Financial Resources –73% spent
- b.) Treasurer – 86% spent
- c.) IIM – 69% spent
- d.) Acquisition Management – 59% spent
- e.) Records Management – 51% spent
- f.) Support Services – 72% spent
- g.) Office of Historical Records – 64% spent

**II. Program Highlights**

**a.) Balanced Scorecard Measures**

- 1. Complete FY10 Audit - 100% complete
- 2. Obtain Unqualified Audit Opinion – 100% complete
- 3. No Reportable Conditions on Single Audit –100% complete
- 4. Implementation of SAS 112 audit requirements – 80% complete
- 5. Obtain GFOA Award for FY09 CAFR – 100% complete
- 6. Reports Completed & Submitted by Due Dates – 100% Complete for reports due by 05/31/11

**b.) Accomplishments**

- 1. July 13 & 18 - Lawson Budgeting & Planning (LBP) Training
- 2. July 21 & 22 - Lawson Southwest User Group Mega Meeting at Hard Rock
- 3. July 21 – Go Live of LBP
- 4. July 30 – FY12 Budgets delivered to Tribal Council

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

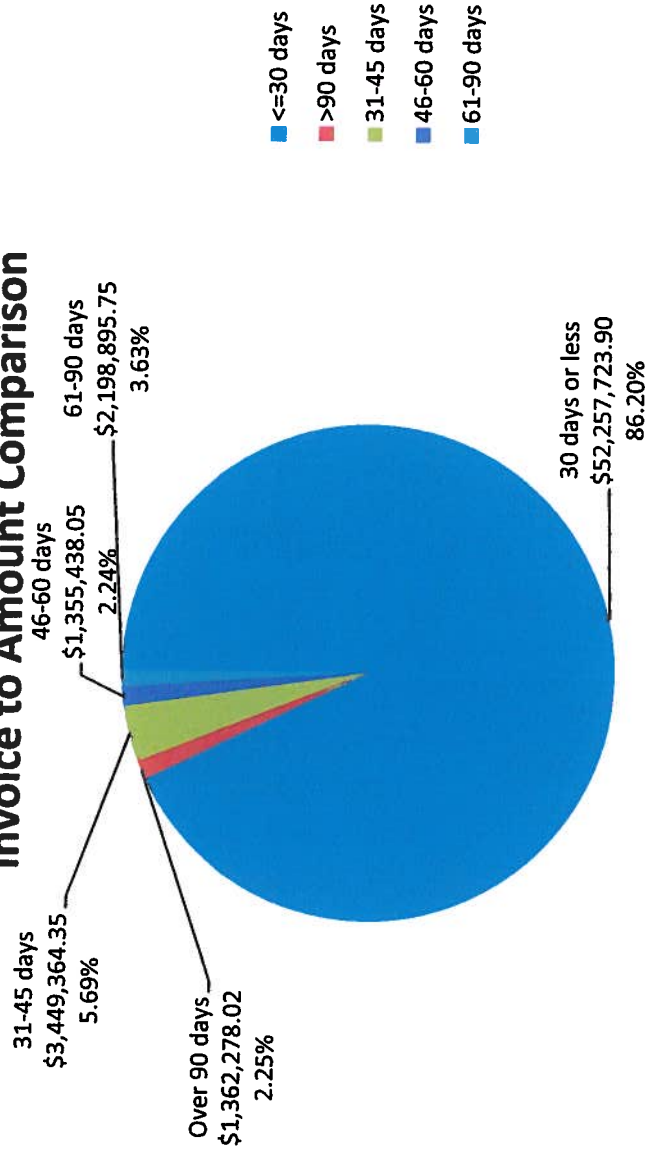
- 1. August 10 - Office of Management & Budget Circulars Training in the Tribal Council Chambers – Mandatory training for anyone fiscally responsible at Cherokee Nation – to be recorded for those who cannot attend
- 2. August 16 – Lawson Navigation/General Ledger/Activities Reporting Training – Osiyo Training Room
- 3. August 23 - Lawson Navigation/General Ledger/Activities Reporting Training – Osiyo Training Room

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EXECUTIVE & FINANCE COMMITTEE REPORT

<b>Cherokee Nation Acquisition Management Year-To-Date Report Over \$5,000 Transactions October 1, 2010 through June 30, 2011</b>		<b>% of sub-total - TERO vendor submitted Bid</b>
Award to TERO Vendor	\$ 25,841,332.22	83.50%
Award to non-TERO Vendor	\$ 5,104,845.31	16.50%
<b>Sub-total bids with a TERO vendor participating</b>	<b>\$ 30,946,177.53</b>	<b>100.0%</b>
Bid - no bids submitted by TERO Vendors	\$ 6,836,765.22	

Row Labels	APP-INVOICE-2	APP-TRAN-PMT-AMT-6
<=30 days	43,248	52,257,723.90
>90 days	555	1,362,278.02
31-45 days	1,732	3,449,364.35
46-60 days	572	1,355,438.05
61-90 days	497	2,198,895.75
<b>Grand Total</b>	<b>46,604</b>	<b>60,623,700.07</b>

### Invoice to Amount Comparison



**I. Budget Highlights**

- a. June consolidated monthly net income was \$7.0 million compared to budget of \$7.5 million.
- i. The unfavorable variance of \$488,000 compared to budget was primarily driven by CNI as well as CNB. A positive variance to budget from CNE partially offset the unfavorable variance attributable to CNI and CNB.

Below are the variances to budget for each entity:

1. CNB: -\$311,000
2. CNE: +132,000
3. CNI: -\$235,000
4. Technology: -\$3,000
5. Others: -\$69,000

- b. FY11 Year-to-date Consolidated Cap ex (actual expenditures) is \$34.7 million for all entities.

- i. CNE: \$23.6 million
- ii. CNB: \$9.2 million
- iii. CNI: \$595,000
- iv. CPM: \$1.3 million
- v. MOB: \$26,000

**II. Operating Highlights**

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

**I. Budget Highlights**

- a. Total CNE revenue of \$38.5 million in June increased 5.0%, compared to prior year but was slightly below budget.
  - i. The revenue increase from June 2011 compared to June 2010 was primarily attributable to Catoosa, West Siloam Springs, Tahlequah and Ft. Gibson as well as revenue from Will Rogers Downs:
    1. West Siloam Springs: +5.7%
    2. Tahlequah/Fort Gibson: +4.8%
    3. Roland/Sallisaw: -2.0%
    4. Catoosa: +5.8%
    5. Will Rogers Downs: +18.4%
    6. Ramona: -3.4%
- b. Operating expense for the month was \$28.8 million, which was unfavorable to budget by \$555,000. The unfavorable variance was primarily attributable to higher cost of goods sold associated with higher revenue as well as higher marketing related expense. Higher marketing related expense was associated with a new advertising campaign for the Hard Rock facility. CNE continues to focus on reducing operating costs throughout the company in order to improve profitability.
- c. CNE June net income totaled \$7.3 million, compared to \$6.5 million in June 2010. Net income was 1.8% above CNE's budget of \$7.2 million

**II. Operating Highlights – As of July 30, 2011**

- a. Properties
  - i. Catoosa – Catoosa continues to have relatively strong revenue considering the loss of approximately 300 machines due to the roof collapse during February snow storms. Egame revenue of \$11.8 million was 6.7% above prior year and 2.7% above budget. Coin-in for the month of July is slightly below budget. Construction on the new gaming area and hotel tower, that will replace Casino III, has yet to begin. However, initial estimates are to be finished with the new gaming area and hotel tower in late 2012.
  - ii. West Siloam Springs – The hotel has been full on recent weekends and drove an overall occupancy of 74.0% during June while July is 83.1%. West Siloam Springs continues to perform above budget on a year to date basis. Year to date net income through June was 14.4% above budget.
  - iii. Roland – Construction on I-40 from Roland to the Arkansas state line began in late November and is anticipated to be complete at the end of 2011. The construction continues to negatively impact operations in Roland.
  - iv. Sallisaw – As of June 26<sup>th</sup> Sallisaw no longer offers table games and poker. The property implemented off-track betting on July 4<sup>th</sup>.
  - v. Ft. Gibson – The CNE board of directors have approved a plan to build a permanent facility in Ft. Gibson. The new facility will consist of 500 electronic gaming machines, a new F&B venue and a bar. Also, included in the plan is the removal of the retail store and replacing it with a stand-alone smoke shop.
  - vi. Ramona – Construction has begun on a permanent facility consisting of 500 electronic gaming machines, a new F&B venue and a bar.
- b. Future Plans/New Initiatives
  - i. Continue to manage expansion progress.
  - ii. Continue to enforce tighter hiring controls and expense reduction measures to gain efficiencies.

**Actual Results**

a. Net Income

- i. Net income for June 2011 is \$266,000, which is \$235,000 unfavorable to budget. The unfavorable variances in Professional Services of (\$163,000), Manufacturing of (\$444,000), Distribution Services of (\$157,000), and Military Logistics of (\$113,000) were primarily due to lower than expected revenues. Included in Manufacturing results is (\$109,000) of obsolete inventory expense as projection of future aged inventory sales have decreased. Partially offsetting the negative variances, 394,200 shares of CareView communication stock were sold resulting in a profit of \$514,000. Corporate Overhead was favorable to budget by \$128,000 due to management efforts to control spending.
- ii. June's net income was favorable to prior year by \$18,000 mainly due to Military Logistics \$93,000 resulting from increased revenues, profit on the sale of the aforementioned stock of \$514,000 and a decrease in Corporate Overhead of \$135,000 mainly due to a decrease in incentive compensation expense of \$88,000. These favorable variances were partially offset by unfavorable variances in Manufacturing of (\$211,000), Distribution Services of (\$219,000), and Professional Services of (\$278,000) due to reduced revenues.

b. Revenue

- i. CNI's revenue totaled \$7.9 million in June 2011, which was \$4.8 million below budget. The variance is primarily due to decreased revenue of \$1.7 million in Distribution Services associated with not receiving the Verizon contract for \$1.7 million, a \$1.3 million decline in manufacturing revenue due to decreased demand, while a decrease in Professional Services revenue of \$1.3 million is primarily due to projected new contracts not yet being secured. A decrease in Military Logistics revenue of \$415,000 is primarily due to timing.
- ii. June revenue declined \$3.0 million from the prior year. Prior year revenue included Construction revenue of \$582,000 which is now reported as a separate business unit. Professional Services, Distribution Services and Manufacturing experienced a combined decline of \$3.3 million due to lower demand and expired contracts that have not been replaced. The unfavorable variances were partially offset by a favorable variance in Military Logistics of \$893,000 associated with a ramp up of activity.

c. Operating Expenses

- i. Total operating expenses for June 2011 were \$8.0 million compared to a budget of \$12.1 million. The favorable variance in expense is mainly due to decreased expenses associated with lower revenues.
- ii. Operating expenses compared to prior year were lower by \$2.3 million due to reduced revenues.

**I. Budget Highlights**

- a. June revenue of \$5.6M was \$3.2M above prior year revenue of \$2.4M but behind a budget of \$6.2M.
  - i. Increase in revenue from prior year driven by \$0.9M in growth from CSG, CNT, and CNA, with the remaining \$2.3 million from the business at CNGS and CNTS, which houses the contracts recently added to the Portfolio through the acquisition of ETI Professionals.
  - ii. Revenue was impacted by the addition of several billable positions at CNGS and the May 31 completion of a large project at CSG.
- b. June net income totaled \$394K, compared to a budget of \$398K.
- c. YTD IT Portfolio revenue of \$42.4M through June was 6.3% ahead of budget and 101.9% ahead of FY10. The increase from prior year is primarily attributable to revenue from the acquisition of ETI Professionals, as well as newly awarded work at CSG, CNT, and CNA.
- d. YTD net income of \$2.4M is 5.7% of revenue, which exceeds the prior YTD figure of 4.5%. The increase is due to economies of scale achieved as Portfolio revenue has grown, and ongoing efforts to control non-billable expenses. YTD net income of \$2.4M was very close to the budget of \$2.5M.

**II. Operating Highlights**

- a. Future Plans/New Initiatives
  - i. Continue to strategically grow revenue by leveraging:
    1. Strengths of ETI and ITX.
    2. Advantages of the SBA 8(a) programs.
    3. Cherokee Nation's reputation, network/affiliates, financial strength and current IT infrastructure.
    4. New PeopleSoft accounting system for government contracts.
    5. New federal contracts.
    6. Strategic acquisition opportunities.

I. **Budget Highlights**

- a. CNSD net loss was (\$20,000) in June 2011. This was 9.0% below the budget of (\$19,000), due to professional fees and other expenses due primarily to significant proposal in progress.
- b. APSE net income was \$5,000 in June 2011. This is lower than prior year net income of \$18,000 and remains lower than the June 2011 budget of \$106,000. Parts sales continue to remain lower than expected and margins remain tight. Operating expenses remained lower than budget. EBITDA for June 2011 was \$41,000, which was lower than budget of \$212,000.
- c. CCRC net income was \$101,000 in June 2011. This was less than June 2010 when CCRC was in the heart of the Gulf work and was 38.8% less than budget of \$165,000. Lower than budgeted revenue in the environmental area contributed to net income being less than budget.
- d. CNCS generated a profit of \$91,000 in June, 2011 as compared to a profit of \$37,000 in May 2011. There was a higher concentration of revenue in June generated by the Dover AFB contracts, which normally have higher profit margins than the old CNCS contracts. In June, the gross margin for Dover AFB work was 18.6%, where the gross margin for the old CNCS contracts was 28.2%, which was a result of the contract winding down.
- e. Mobility Plus's June resulted in a net loss of \$49,000 compared to budgeted income of \$61,000. The cause of this loss is tied to June having three payroll periods and some costs related to the implementation of a new billing system in the area of training and establishing internet access at a higher bandwidth configuration

II. **Operating Highlights**

- a. CNSD is waiting for final word from SBA on accepting the business plan. Sources sought are being sent out on CNSD behalf in government market studies with positive responses. This will allow CNSD to be included or considered for sole source opportunities. CNSD is finalizing an acquisition business case to present during the June executive committee meeting.
- b. APSE's revenue remains lower than budget primarily due to a slower than expected increase in parts sales to Boeing under the San Antonio contract, a delay of the Boeing 345 Kitting Program and lower general sales than budgeted. Boeing remains significantly behind schedule at its facility in San Antonio and this has negatively impacted APSE. However, compared to June 2010, revenue levels were higher by \$85,000.
- c. During June, CCRC had a Tulsa Corps of Engineers Fort Gibson Dam project sole sourced to us with an estimated size of \$1-\$3 million. CCRC is currently putting together our pricing on this project utilizing local partners. The Corps has told us that this project could work into a steady stream of this type of work.
- d. CNCS currently has 6 active task orders issued under the Dover AFB contract with an additional 4 task orders waiting for government funding to become available. CNCS believes the funding should become available before the end of the fiscal year for most of this work, although the majority of the revenue may be recognized in fiscal 2012. As is always the case for this time of year, CNCS is currently putting a great deal of effort into marketing our construction capabilities to numerous armed services bases.
- e. While the current results of Mobility Plus are below budget, the remainder of the fiscal year should recover the reported deficit. This will occur due to installation of the new billing and inventory software (allowing for better reporting of true costs and billed revenues) as well as a more focused sales and marketing effort on those products that provide the greatest amount of margin. These changes are scheduled to be made in order to be reflected in the financial results of July, 2011.



**CHEROKEE NATION BUSINESSES  
FULL TRIBAL COUNCIL REPORT**



**July 15, 2011  
Compiled by Gina Olaya, CNB  
Tribal and Community Relations Director  
Standard Report to the Tribal Council for the month of June 2011.**

1. **Cherokee Employment**

**a. Cherokee Nation Entertainment (CNE)**

***All Employment Numbers for the Month of June 2011***

**i. Total Number of Employees at CNE**

3,358

**ii. Percentage of CNE Employees who are Cherokee Citizens**

60.7%

**iii. Percentage of CNE Employees who are Other Tribal Citizens**

*(Includes Cherokees not identified as Citizens)*

11.5%

**iv. Percentage of CNE New Hires who are Cherokee Citizens**

95.9%

**b. CNE Hiring Practices**

**i. Total Number of Active resumes/applications**

1024

**ii. Percentage of Applicants who are Cherokee Citizens**

54.2%

**iii. Percentage of Applicants who are Other Tribal Citizens**

7.2%

**iv. Total Number of Positions Hired**

97

**c. CNE Retention Numbers**

**i. Number of people who left**

74

**ii. Percentage of people who left who were Cherokee Citizens**

64.9%

**d. CNE Promotion Numbers**

**i. Number of people promoted**

0

**ii. Percentage of people promoted who were Cherokee Citizens**

0.0%

**e. CNE by Geographical Location (i.e. Catoosa, Siloam Springs, etc.)**

**i. Percentage of Employees who are Cherokee Citizens**

Catoosa:	49.5%
Ft. Gibson:	80.5%
Ramona	61.9%
Roland:	72.8%
Sallisaw:	82.0%
Tahlequah:	78.2%
West Siloam:	68.7%
WRD	47.3%
Corporate	70.7%

**ii. Percentage of Employees who are Other Tribal Citizens (“Other Tribal Citizens” includes Eastern Band and Keetoowah citizens)**

Catoosa:	13.7%
Ft. Gibson:	13.4%
Ramona	13.4%
Roland:	8.0%
Sallisaw:	8.6%
Tahlequah:	15.5%
West Siloam:	9.4%
WRD	7.0%
Corporate	10.6%

**f. Other Businesses**

**i. Percentage of Employees who are Cherokee Citizens**

CNB	60.9%	233 employees
CNA	25.0%	4 Employees
CNCS	66.7%	3 employees
CNT	0.0%	9 Non Contract employees
CSG	31.3%	16 Non Contract employees
CNSS	70.0%	10 employees
CTS	0.0%	0 employees
CNI(Corp and Mfg)	63.8%	58 Employees

**ii. Percentage of employees who are Other Tribal Citizens**

CNB	13.3%
CNA	25.0%
CNCS	0.0%
CNT	0.0%
CSG	12.5%
CNSS	0.0%
CTS	0.0%
CNI(Corp and Mfg)	3.4%

**g. Top Three Levels of Org Chart – Vice Presidents and above.**

**i. Percentage who are Cherokee Citizens**

48.1%

**h. Percentage of Director Level Employees who are Cherokee Citizens**

**i. 43.8%**

**2. Good Will – All CNB Businesses**

**a. Good Will During the Month of June**

**In-Kind:** Tulsa Indian Club Powwow; OAPCG; Liberty Bank of Arkansas Charity Tennis Tournament; Tulsa Public Schools benefit; Washington County Early Childhood Resource Center; Catoosa Quarterback Club fundraiser; Cherokee Nation Breast Cancer Survivors Dinner; Down Syndrome Assn of Tulsa; Oklahoma Safety Council; Parent Promise of Oklahoma; Boy Scout golf tournament; Broken Arrow Varsity Golf Team fundraiser; Friends of OSBI; American Lung Assn; Sooner Golden Retriever Rescue; Blues Society of Tulsa; American Heart Assn; Street School; Rotary Club of Owasso, Joplin fundraiser.

**Sponsorships:** City of Catoosa; Cher-O-Dair Shrine Club; Oklahoma Academy; Samaritan Growth & Counseling Center; Muskogee Exchange Club; Oklahoma Intertribal Safety Council; American Heart Assn; Washington County Free fair; Oklahoma Indian Summer festival.

**b. Community Involvement/Volunteer Hours – All CNB employees**

221 Volunteer hours logged

**c. Recycle Program for the month of June – CNE Only**

Information is unavailable.

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

Group Leader: Diane Kelley Phone: 453-5628 Email: dkelley@cherokee.org

**I. Budget Highlights – Please refer to Monthly Financial Report**

None

**II. Program Highlights**

**a. Balanced Scorecard Measures**

Activity	June	YTD	Goal	% of Goal
GED Completions	24	271	250	108%
Training Completions	24	335	450	74%
Employment Completions	0	46	300	15%
Unsubsidized Placement	93	726	500	145%
Retention	37	246	200	123%
Job Readiness Training	84	415	500	83%
WorkKey Credentialing	51	448	500	90%
Job Bank	61	626	1,000	63%
Indian Owned Businesses	12	153	100	153%
Major Cherokee Employers	1	1	50	2%
Job Fairs	1	6	15	40%
Community Service	6	145	50	290%

Balanced Scorecard measures for the previous month will be available the 15<sup>th</sup> of each month.

**b. Accomplishments**

1. The Summer Youth Employment Program ended July 22 with a total of 242 youth participating. It was a good summer program and we've had some very talented students participate. Recognition and thanks to all of our Counselors – Jan Nichols, Jon Crittenden and Debra Pritchett all had huge caseloads and put in long hours to get their applications processed.

2. Talking Leaves Job Corps hosted the 4<sup>th</sup> Annual Cultural Career Day on July 8 for the Summer Youth Employment Program. The SYEP participants were exposed to careers, leadership values, and cultural activities.
3. Fourteen Day Training participants entered unsubsidized employment, five of these within Cherokee Nation.
4. Three NAHASDA Day Training participants entered unsubsidized employment, two of these within Cherokee Nation.
5. Career Services Summer Youth Muskogee and the Summer Interns participated in the 2<sup>nd</sup> Annual Regional 'ELEVATE' Youth Leadership Conference at the Muskogee Civic Center. George Roach and Kathleen Brown were in charge of coordination.
6. The Summer Intern Banquet was held July 27 with 31 in attendance and the Youth Awards Recognition Reception was July 21.
7. The Summer Interns conducted two Community Service Projects over the summer. One at the Peavine School and the other at Wisdom Keepers in Tahlequah.
8. The Summer Interns traveled to Norman and Stillwater to tour the OU and OSU Education Departments July 28-29.

#### **Initiatives**

1. We are planning a construction Fair in Catoosa for the Ramona, Ft. Gibson, Tahlequah, and Tulsa Casino's (flyer is attached).
2. We are also planning a Job Fair in Adair County for Schwan's, FACET, CNI, WSS Casino, AERT, and a potential new business which may be going in the TYSON Building in August at Stilwell High School prior to school starting.
3. Work is under way for a reverse Job Fair in Tahlequah in the fall.

Group: Commerce

Month/Year of Report: August 2011

Group Leader: Anna Knight

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

**Budget Highlights** None

**Program Highlights**

a. Balanced Scorecard Measures

Objective	Metric	2011 Goal	Year to Date Achievement Notes/Comments
Investment in Economy	Loan Dollars	\$1,000,000	<b>Commercial: \$763,287.90</b> Approved Loans Pending Closing <ul style="list-style-type: none"> <li>None Pending</li> </ul> Pending approval <ul style="list-style-type: none"> <li>None Pending</li> </ul> <b>Consumer: \$307,132.69</b>
Investment in Economy	Tourism Dollars		
	a) Community Tourism	a) \$50,000	a) \$45,996.98 (income to artists/communities through tourism activities)
	b) Tourism Business Development	b) \$100,000	b) \$55,615.00 (financing tourism related businesses)
Job Creation	# Small Business Jobs Created/Maintained	100	135
	Percentage Cherokee (or Cherokee Family) Employed	100%	85%
Effective Business Training	# Attendees and % Indicating usefulness	500/95%	712 / 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

2. **Commercial Loans Closed –YTD – Tahlequah** – Transportation (2.5), Retail (2), Artist (2), Restaurant (2), Artist (4), Construction (4) Construction (15), Restaurant (3), Auto Body (10), Artist (1), Medical Supply (10) ; **Vian** – Construction (1) Dog Kennel (2), Ag Loan (2), Concrete (2.5); **Kansas** – Construction (2); **Jay**- Beauty Salon (3); **Locust Grove**- Beauty Shop (2) **Sallisaw** - Salon (10); **Stillwell**- logging (13); **Okay**- retail (2); **Oolagah**-retail (2); **Park Hill**- Artist (2); **Proctor**- artist (2) **Peggs** - Construction (4); **Collinsville**- Service (2) **Muskogee**-Scrap metal (2); **Ft Gibson**- Heavy equipment (3); **Tulsa**-; Artist (1), Artist (1) **Outside referrals**-Restaurant (20), Photography (1);

3. Collateral for Commercial Loans Closed -

Community	Loan Purpose	Project Costs	Loan Amount	Collateral Discounted Value	Owners Equity	Jobs
Tahlequah	Repair and Capital	\$10,260	\$10,260	UCC \$15,000 Vehicles \$16,325	0%	2.5
Tahlequah	Repair and Capital	\$4,000	\$3,274	Blanket UCC \$3,500	19%	2
Tulsa	Start-up	\$3,590	\$3,590	Vehicles \$1,850 PRD UCC \$3,550	0%	1
Tahlequah	Start-up	\$3,172	\$3,172	UCC \$3,850	0%	1



4. **Charged Off Loans** – Commercial: Monthly Total – 0/\$0.00, Year to Date Total – 0/\$0.00 Consumer: Monthly Total – 0/\$0.00, Year to Date Total –0/\$0.00
5. **ODOC Work Ready Community Certification achieved!** Cherokee Nation Career Services was instrumental in testing existing and potential workforce to help the region gain this certification. The Cherokee Nation partnered with several state and local groups to achieve this certification for the largest certified region in the state. This certification helps all communities within northeastern Oklahoma entice businesses to locate and/or expand by providing them with certification that a skilled workforce is ready and available to meet their needs.
6. **Entrepreneur Expo** at Cherokee Nation had 10 teams from the Maryetta Youth Entrepreneurship Camp show case their businesses developed through the camp. The Expo was a success with each group of students earning no less than \$50 per team. The students will show case their businesses again at the Certified Indian Owned Business Fair in October and compete in the Entrepreneurship Day held at Sequoyah High Schools in the fall.

c. Future plans/new initiatives

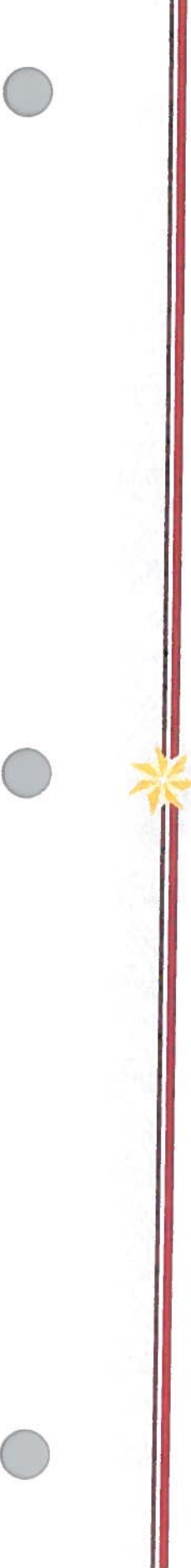
1. **Market Place Entrepreneur Program** to increase competitiveness of Cherokee owned market place businesses and create strategy to increase market place opportunities (including e-commerce)
2. **Cherokee Creativity Art Center will have its “soft” open during the Cherokee Nation Holiday.** In addition to artist entrepreneur services, we intend to have special emphasis on silversmith and weaving training.
3. The third annual **Northeast Oklahoma Regional Summit will be held October 13 at Rogers State University in Claremore.** This year’s summit will focus on successes from the Northeast Oklahoma Regional Plan.

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

▪ IRP:	\$266,377.54	▪ ICDBG Adult:	\$262,857.81
▪ Commercial:	\$353,984.92	▪ ICDBG Youth:	\$109,772.62
▪ CDFI:	\$247,049.87	▪ Consumer Lending:	\$278,366.64

\* Bank statements for July are not yet available.

Business/Entrepreneur Workshops			
Date	Location	Time	Workshop
August 11	TBD	All Day	CNB Financial Literacy
August 15	Tahlequah Bid Center	6 pm to 9 pm	Intro into QuickBooks
August 17	Broken Arrow	8 am to 3 pm	Women’s Business Summit
August 17	TBD	1 pm to 4 pm	Foreclosure Program
August 25	TBD	All Day	CNB Financial Literacy
August 29-31	Norman	All Day	Indian Country Business Summit
September 6	Tahlequah	6 pm to 9 pm	Indianpreneurship
September 13	Tahlequah	6 pm to 9 pm	Indianpreneurship
September 15	Tahlequah	6 pm to 9 pm	Basic Bookkeeping
September 20	Tahlequah	6 pm to 9 pm	Indianpreneurship
September 27	Tahlequah	6 pm to 9 pm	Indianpreneurship



# **CERTIFIED INDIAN OWNED BUSINESS REPORT**

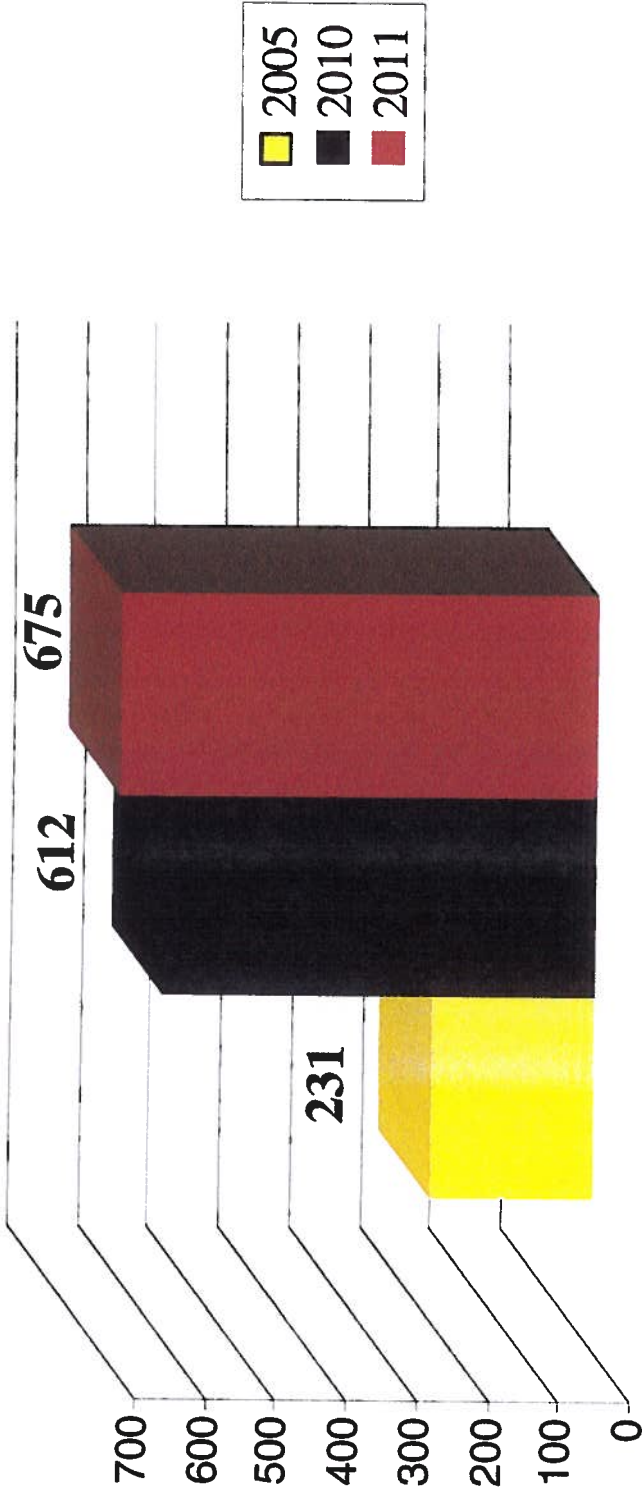
## **3rd Quarter 2011**

June 2011 Quarterly Report

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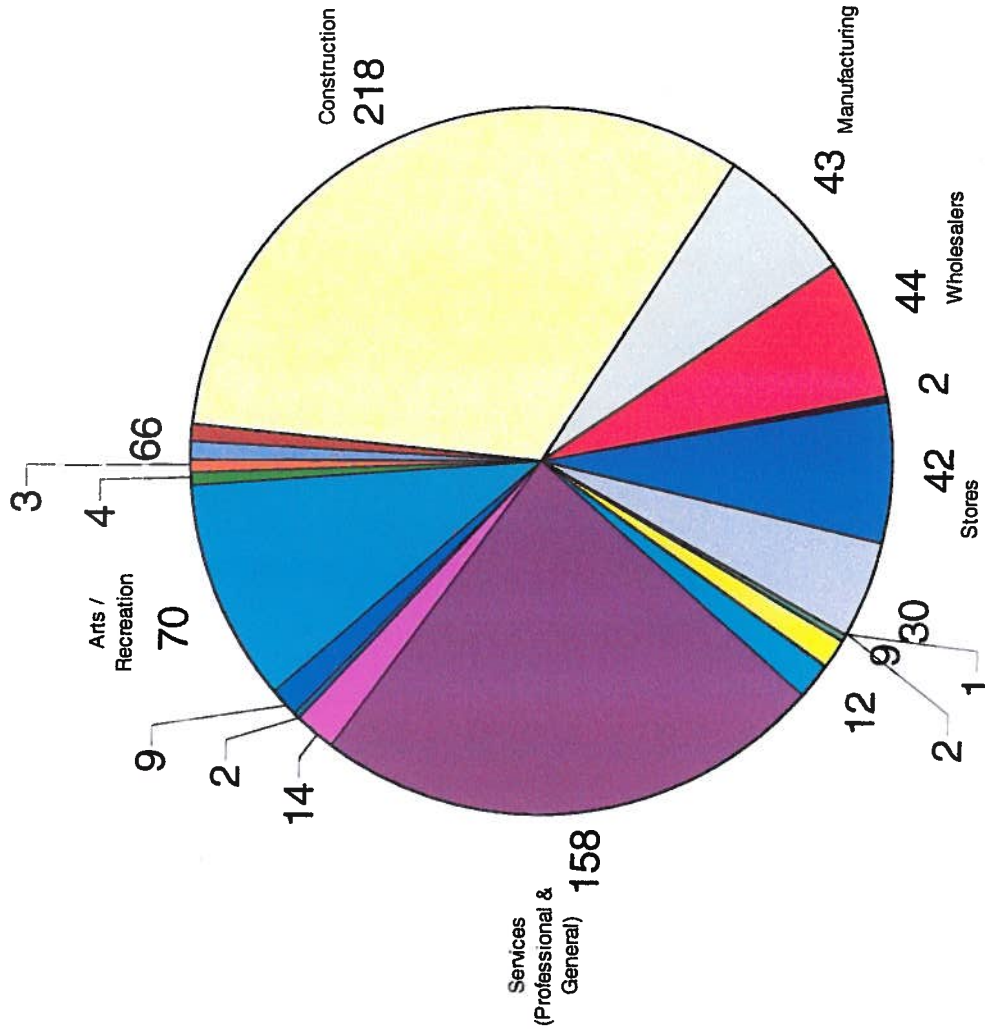
# Increased Number of Certified Indian Owned Businesses

Number of Certified Indian Owned Businesses

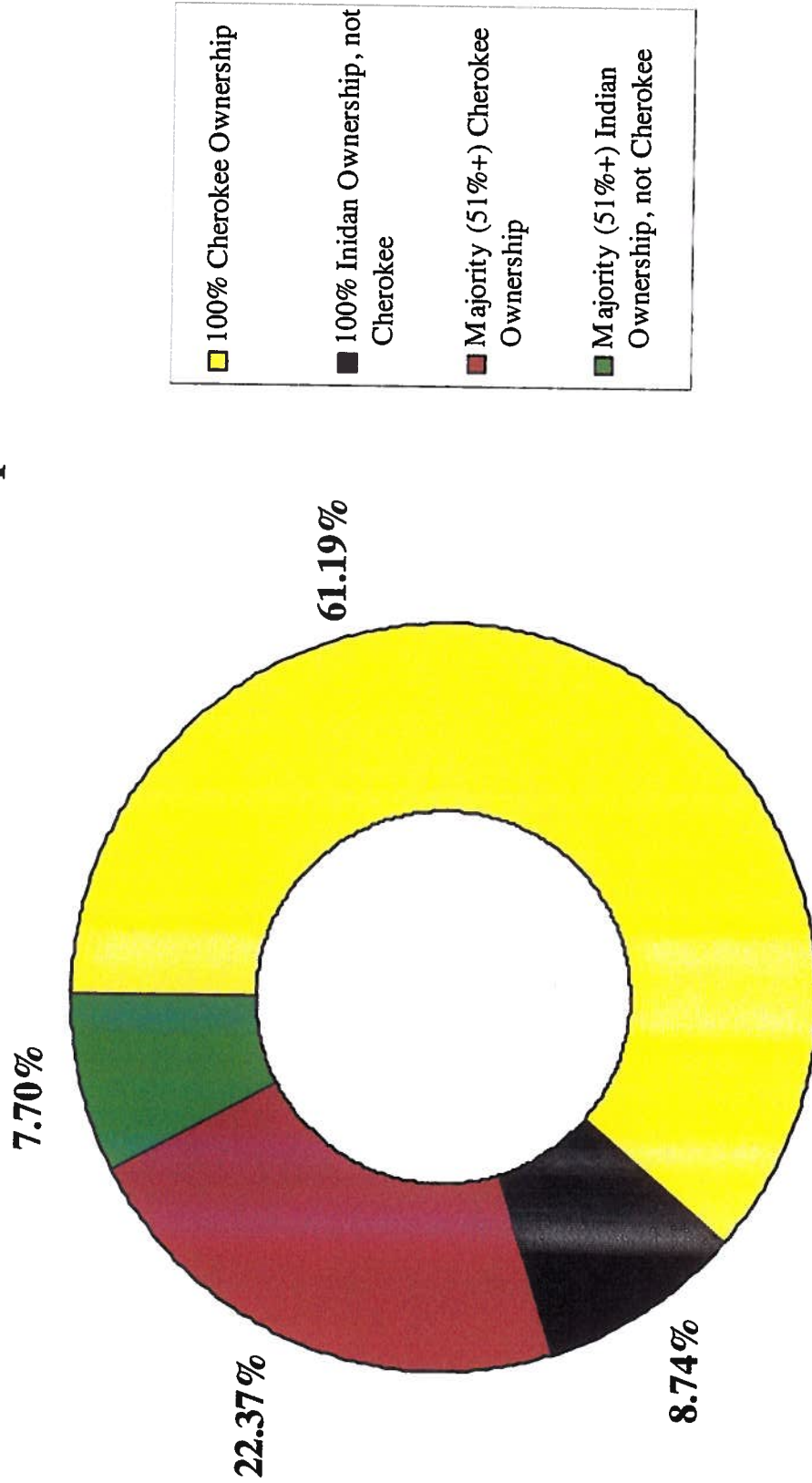


# CIOB by Industry

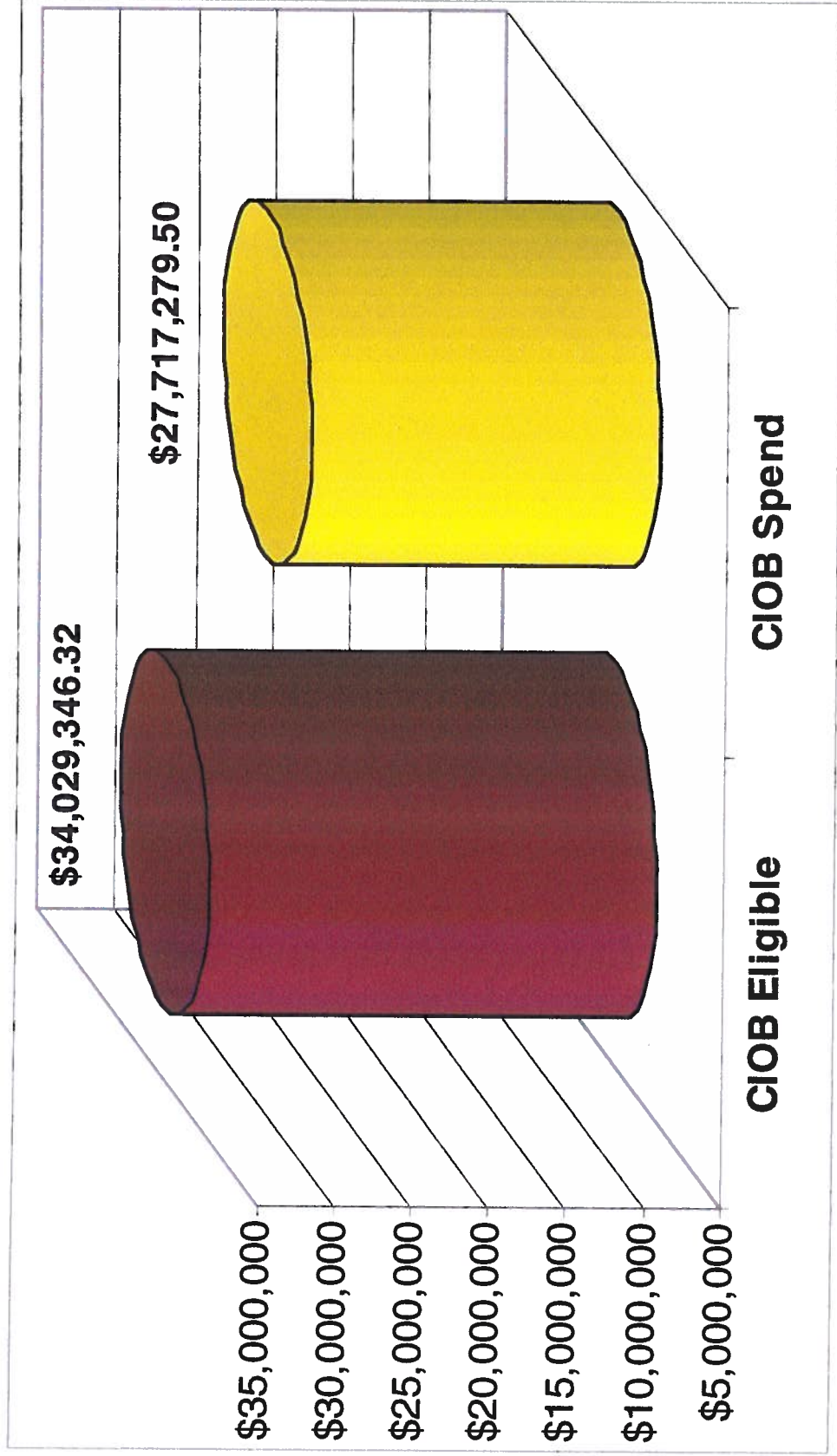
- Farming & Production - 111 / 112 / 113 / 115
- Minerals / Power Distribution - 212 / 213 / 221
- Construction - 236 / 237 / 238
- Manufacturing - 331 / 332 / 333 / 335 / 336 / 337 / 339
- Merchant Wholesalers - 423 / 424 / 425
- Vehicle Dealers - 441
- Stores - 444 / 445 / 446 / 448 / 451 / 453
- Transportation - 481 / 484 / 485 / 487 / 488 / 811
- Warehouse - 493
- Publishing - 511 / 512
- Technology - 517 / 518
- Financial - 522 / 553 / 524 / 551
- Services - 541 / 561 / 562 / 812
- Rental - 531 / 532
- Education - 611
- Medical - 621 / 623 / 624
- Arts Recreation - 711 / 713
- Lodging & Food - 721 / 722
- Charity Social Orgs - 813



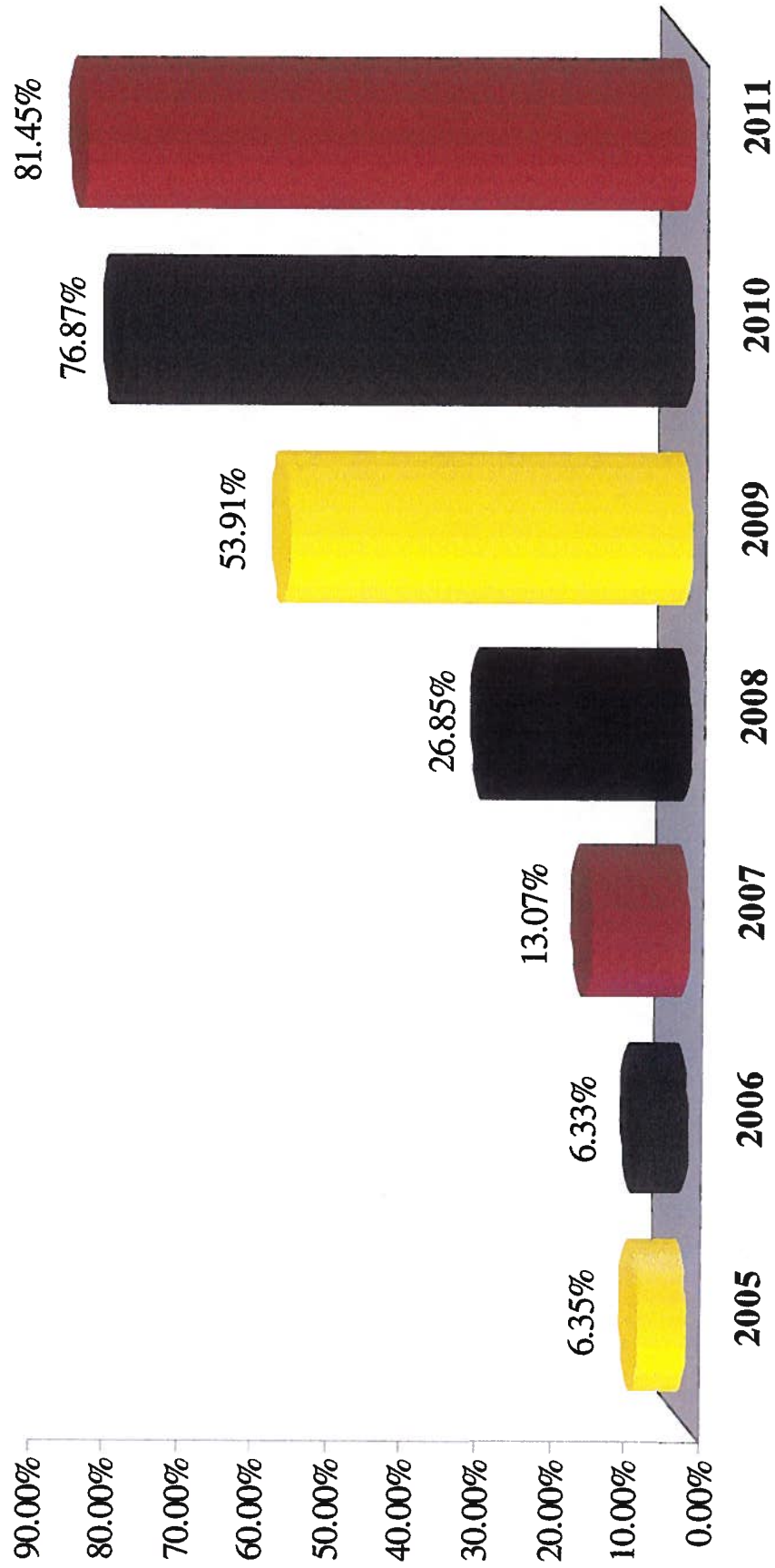
# Certified Indian Owned Businesses Ownership



# 81.45 Percent of Eligible Purchases were Awarded to CIOB

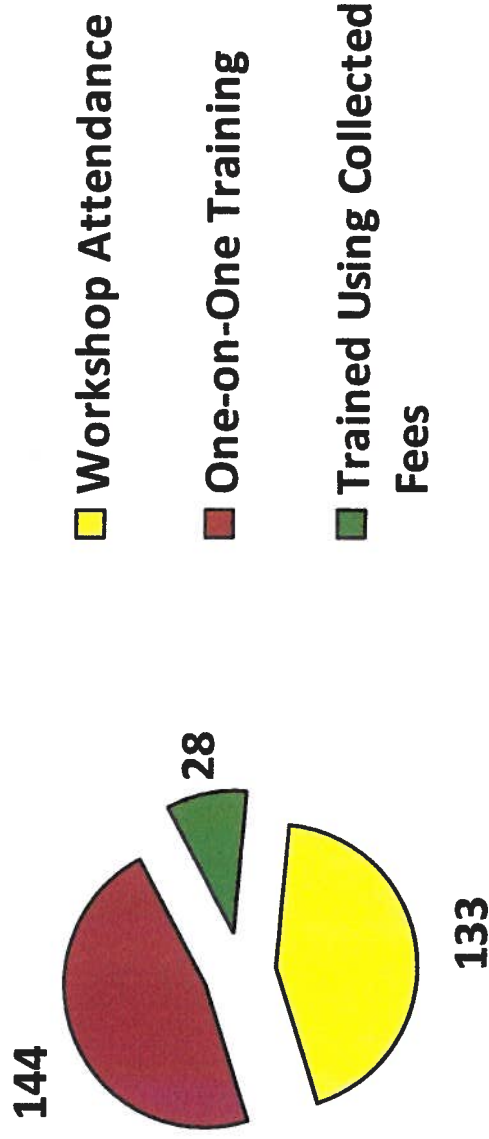


**Total Procurement Dollars  
Awarded to Certified Indian Owned  
Businesses in 2011 - \$27,717,279.50**



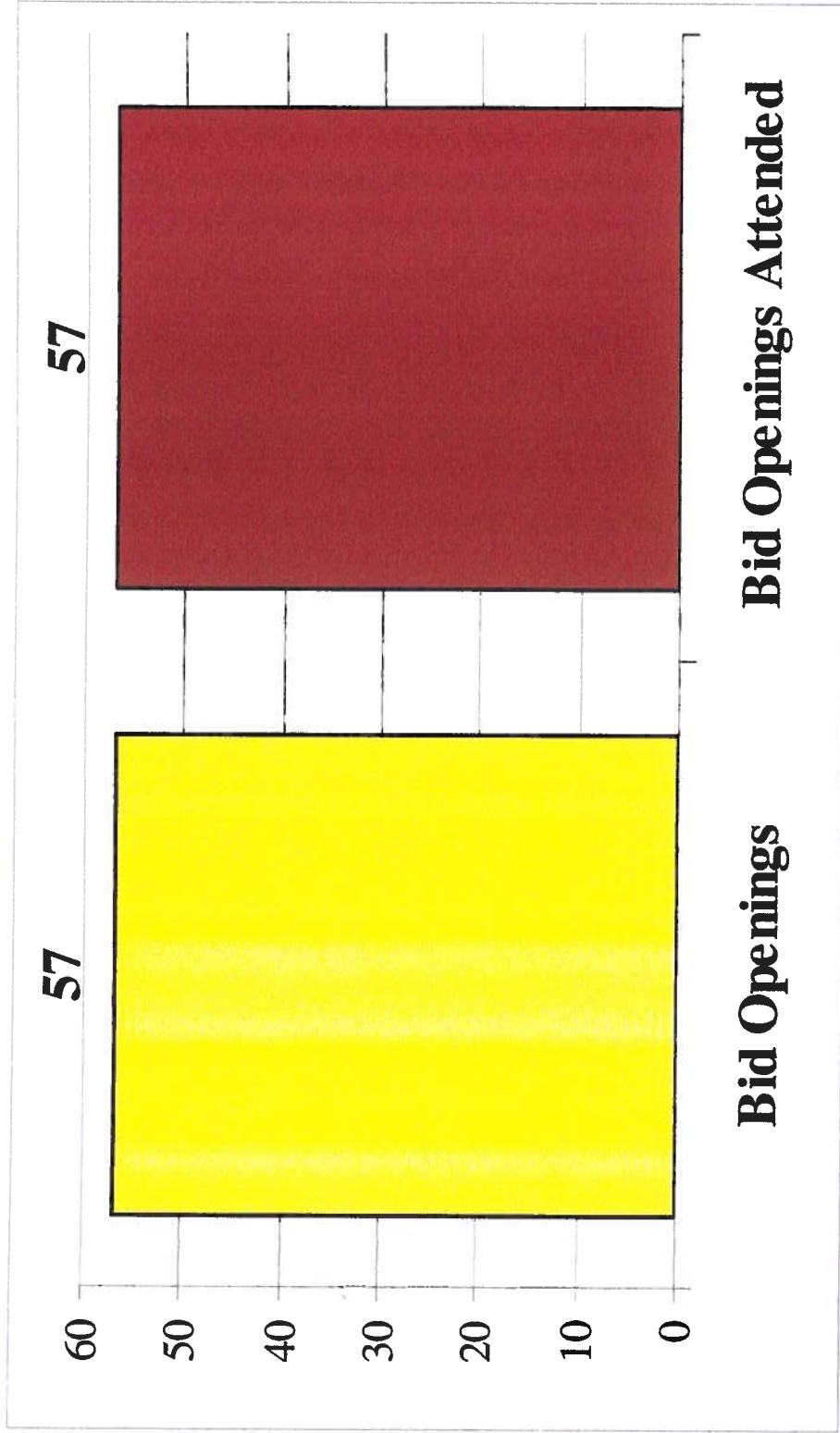
# 305 Indian Business Owners have Received Business Training

**100% Found Training Beneficial!**

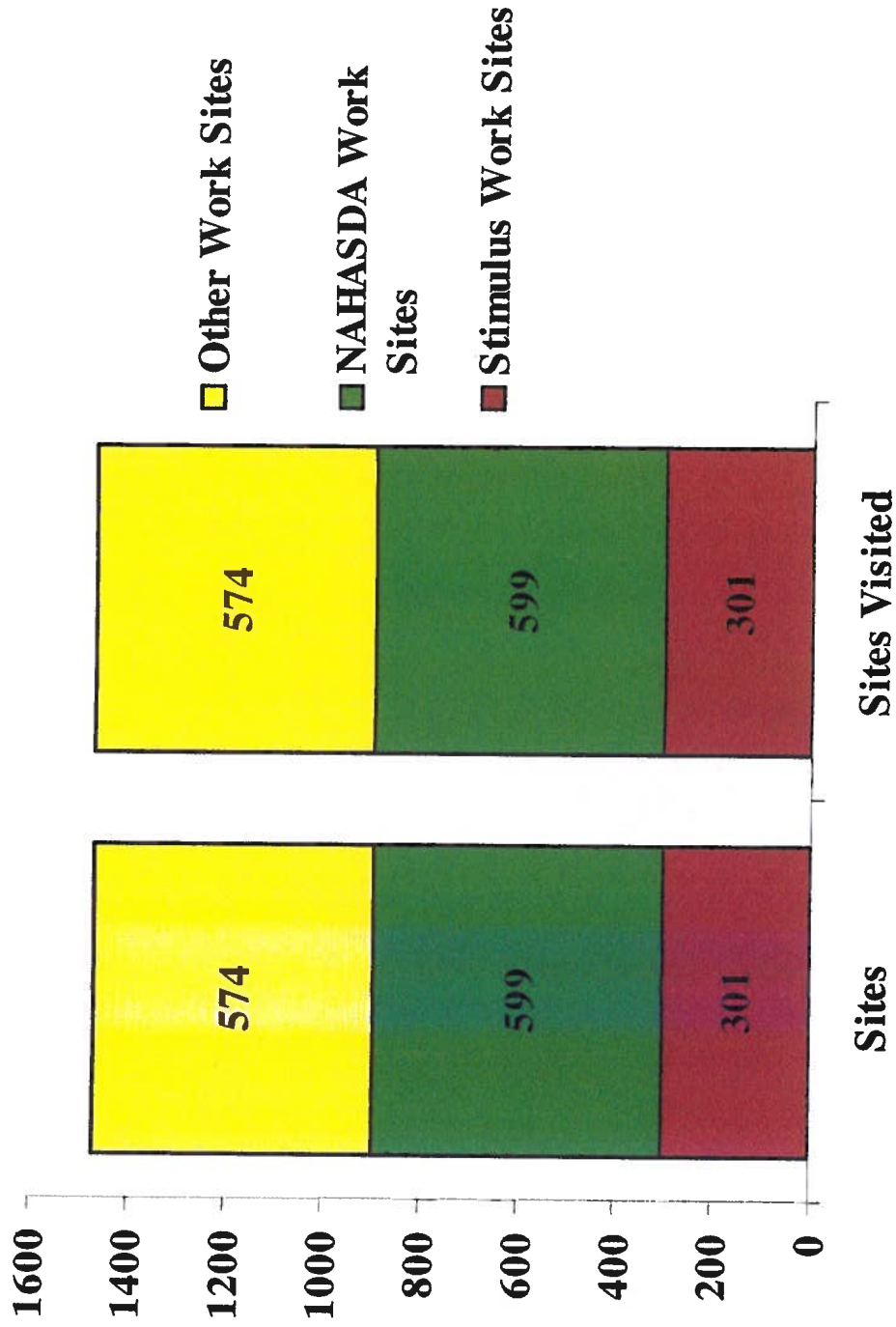




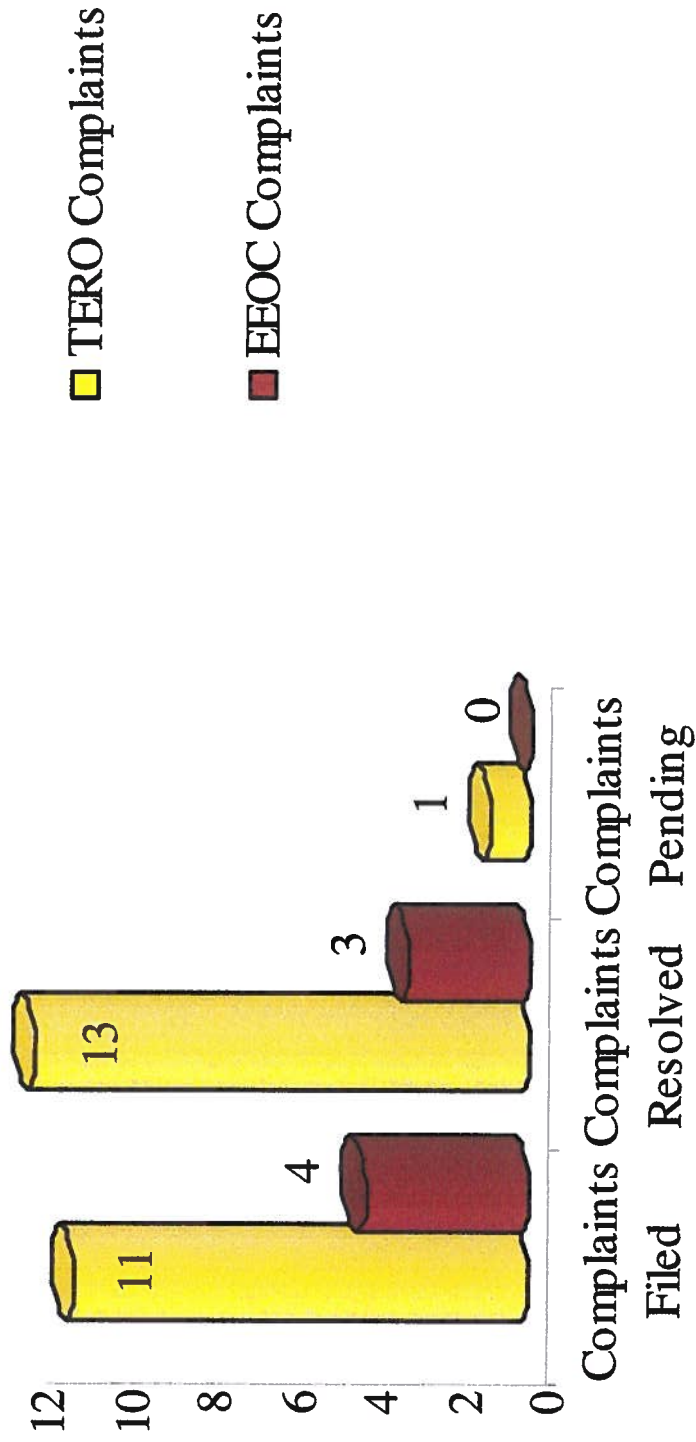
# 100% of Bid Openings Were Monitored by TERO Staff



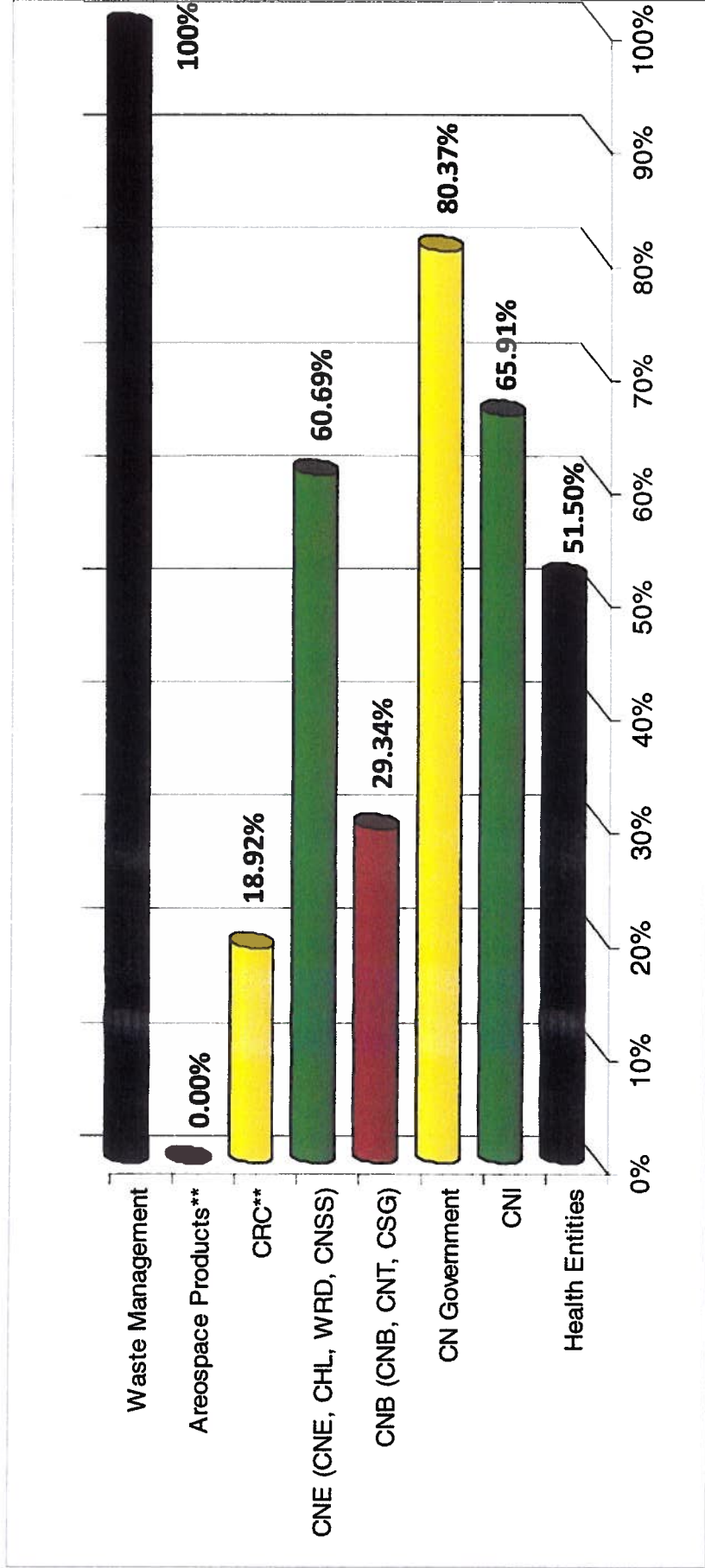
# 100% of Work Sites Were Monitored



# Complaint Resolution



# 66.31 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 opportunity for webpage development - *Revised*

# One Stop Business Center Calendar

Business/Entrepreneur Workshops			
Date	Location	Time	Workshop
August 11	TBD	All Day	CNB Financial Literacy
August 17	Broken Arrow	All Day	Women's Business Summit
August 18	TBD	All Day	CNB Financial Literacy
August 25	TBD	All Day	CNB Financial Literacy
August 29-31	Norman	All Day	Indian Country Business Summit
September 6	Tahlequah	6 pm to 9 pm	Indianpreneurship
September 13	Tahlequah	6 pm to 9 pm	Indianpreneurship
September 15	Tahlequah	6 pm to 9 pm	Basic Bookkeeping
September 20	Tahlequah	6 pm to 9 pm	Indianpreneurship
September 27	Tahlequah	6 pm to 9 pm	Indianpreneurship