

COUNCIL OF THE CHEROKEE NATION
EXECUTIVE & FINANCE COMMITTEE REPORT

Group: Financial Resources

Month/Year of Report: August 2017

Treasurer: Lacey Horn

Phone: 207-3902

E-mail: lacey-horn@cherokee.org

- I. Budget Highlights – through July
 - a.) Financial Resources – 80% spent
 - b.) Treasurer – 66% spent
 - c.) IIM – 83% spent
 - d.) Acquisition Management – 79% spent
 - e.) Records Management – 45% spent
 - f.) Support Services – 85% spent
 - g.) Grants Management – 71% spent
 - h.) Grant Development – 84%
 - i.) Fleet Management – 59%
 - j.) Employee Performance Incentive – 38% spent
 - k.) Grant Development for CNB – 18% spent
- II. Program Highlights
 - a.) Balance Scorecard Measures
 - 1. Complete FY16 Audit – 100% Complete
 - 2. Obtain Unmodified Audit Opinion – 100% complete
 - 3. No Material Weaknesses on Single Audit – 100% complete
 - 4. Obtain GFOA Award for FY15 CAFR – 100% complete
 - 5. Reports completed & submitted for August 2017 – estimated 100% completion by August 31, 2017
 - b.) Accomplishments
 - 1. Staff attended multiple webinars, trainings and conferences for grants management
 - 2. FY18 Budget Hearings held August 28th
 - c.) Upcoming Events
 - 1. Multiple grant trainings scheduled for September 11th - 16th

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	A	B	C
1	Cherokee Nation Acquisition Management Year-To-Date Report Over \$5,000 Transactions October 1, 2016 through September 30, 2017		% of sub-total - TERO vendor submitted Bid
2	Award to TERO Vendor	\$ 22,683,367.51	98.43%
3	Award to non-TERO Vendor	\$ 361,644.99	1.57%
4	Sub-total bids with a TERO vendor participating	\$ 23,045,012.50	100.0%
5	Bid - no bids submitted by TERO Vendors	\$ 3,748,175.55	
6			
7	October 1, 2016 through July 31, 2017		

**Executive & Finance Committee
Career Services
August Monthly Report
Diane Kelley, Executive Director**

The **Day Training Program** had seven participants hired last month. Three were hired by Cherokee Nation and four were hired by CNB/CNI.

The **Coming Home Reentry Program** is awaiting a decision on a planning grant submitted earlier this year. If funded, the grant would provide two additional Reentry Specialists, provide training in evidence-based reentry practices, the development of a Jurisdictional Service area resource book, and the development of a long-term strategic plan for the reentry program.

Coming Home Reentry Program Participant Success:



Steve Kaiser is a 45 year old male from Muskogee. He was released from incarceration on December 20, 2016. He had been incarcerated for 3 ½ years, he was ready to turn his life around. Soon after being released he came to the Career Service office requesting assistance from the “Coming Home” Re-Entry program. He received the \$250 to help purchase clothing for job searches and the cost of reinstatement of his driver license.

In July he came back with employment verification and found a promising career, with some supportive services he was able to obtain full time employment. He is now employed at Total Care Home Maintenance and Remodeling. He started with this company making 15.00 per hour.

He stated how much the program helped change his life and thanked Cherokee Nation and the team at Career Services and especially the Re-

Entry program team for all they did to invest in his future.

Career Services developed and submitted a grant application to the Department of Labor, Employment and Training Administration for a new Dislocated Worker Grant Program. If funded, the program would begin October 1, 2017.

The **PL 102-477 Program** was reviewed by federal staff from the Department of the Interior, Bureau of Indian Affairs, Office of Indian Services. There were no findings, but several recommendations to further expand the program. These included the development of a database, better coordination between Child Care and Career Services, continued staff training, and others.

Job Fairs/Other Events:

Thursday, July 6th

Talking Leaves Job Corps Recruitment Fair
Tahlequah, OK

Wednesday, July 12th

SP Foundry Job Fair
South Coffeyville, OK

Thursday, July 13th

HyPro Inc. Hiring Event
Vinita, OK

Friday, July 14th

Meeting with MACY's
Hunter Palmer and Larry Daughtery met with MACY's HR team to discuss upcoming peak season for hiring at the Owasso Distribution Center.

Monday, July 17th

Potential New Businesses - Nowata, OK
Hunter Palmer and Matthew Lamont attending a meeting in Nowata, Ok in regards to prospective Manufacturing Business for Nowata Area.

August:

GREENHECK GROUP TO BUILD TULSA MANUFACTURING CAMPUS

Published Monday, August 21, 2017
<https://tulsachamber.com/news/2017/08/21/economic-development/greenheck-group-to-build-tulsa-manufacturing-campus/>

Messenger 19:54 55%

Nowata Star's Post
Like Comment Share



Cherokee Nation helped SP Foundry by doing pre-screenings and taking applications during a Job Fair last week in South Coffeyville. Reece Hedrick worked with the Cherokee Nation's Marsha White to complete his application and other paperwork at the Job Fair. Cherokee Nation thanks the South Coffeyville Native American Fellowship for the use of its building. Oklahoma Employment Security Commission, a proud partner of Oklahoma Works, is also taking applications for SP Foundry, along with Tri County Tech. For more information call Hunter Palmer at

Commerce Group

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

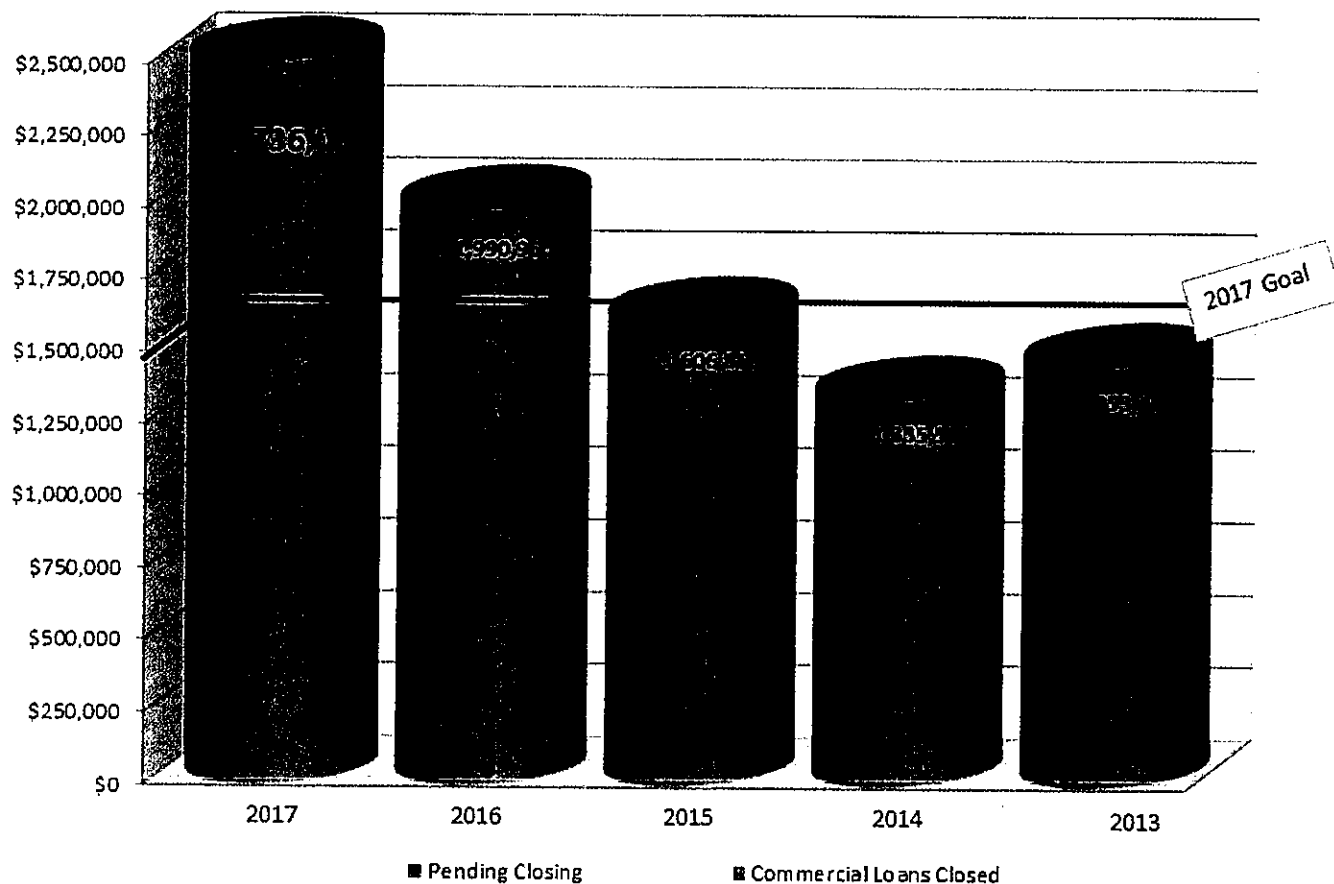
Anna Knight, Executive Director
918-453-5532
anna-knight@cherokee.org

Community and Economic Impact



Since 2010 Cherokee Nation has Invested
\$12,179,154.76 in 259 Privately-owned
Small Businesses

Dollars Invested in the Local Economy Through Small Business Lending



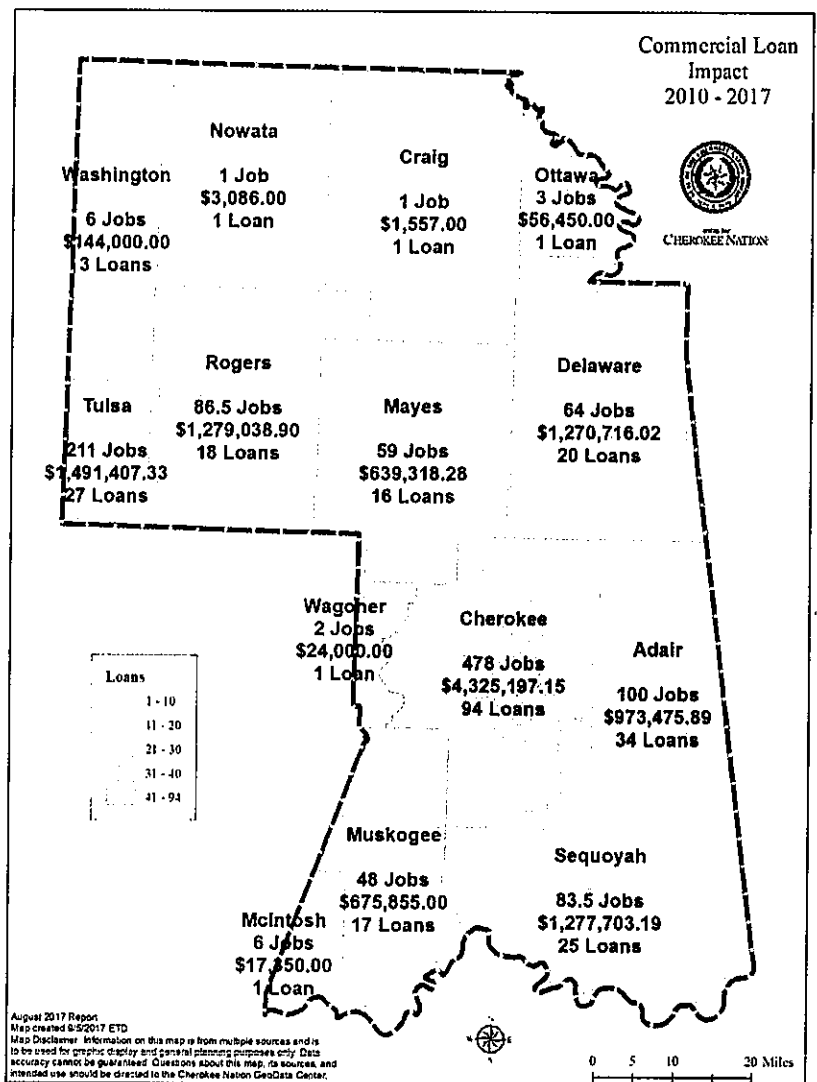
All Cherokee Nation Economic Development Trust Authority (CNEDTA) lending is at an all-time high and demand for both commercial and consumer products continues to increase.

Small Business Loans Closed August 2017 - NONE

Commercial Lending Pipeline
(Commercial requests submitted)

Community	County	Business Type	Startup or Expansion
Keys	Cherokee	Medical Service	Expansion
Tulsa	Tulsa	Promotional Service	Expansion
Tahlequah	Cherokee	Agriculture	Start-up
Sallisaw	Sequoyah	Transportation	Expansion
Wagoner	Wagoner	Transportation	Expansion

**Commercial Lending Impact
2010 through 2017
By County**



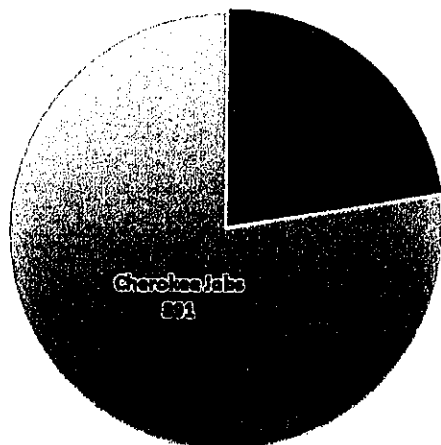
"My husband and I are very appreciative and grateful to the Cherokee Nation Small Business Assistance Center. This program allows Cherokee people to start their small businesses that they could not otherwise start. The staff is very helpful and go above and beyond to help in any way. The process was quick and our cattle company is very fortunate to have this program."

*- Rashelle Hammons,
Hammons Cattle Co.*

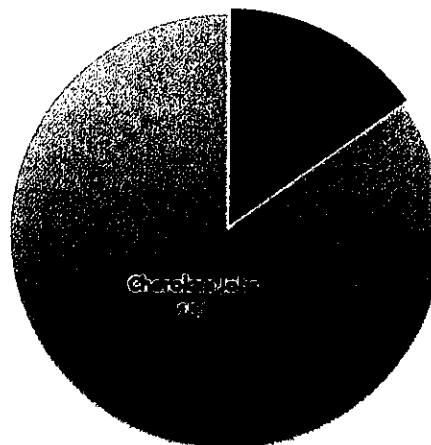
Small Businesses Create Community Based Jobs

Private Sector Jobs Created or Retained by Small Business Lending

Jobs Created FY10-17



Jobs Created FY 2017



Grant Applications Recently Submitted: Pending and Approved

Grant Submitted	Purpose	Amount Requested	Status	Notes
SBA Native American Enterprise	Technical Assistance One-on-One Coaching	\$116,000	Awarded	Executive Coaching, Market Research, Social Media
USDA Rural Business Development (RBDG)	Feasibility for Health Innovation Incubator	\$119,000	Awarded	Waiting Disbursement, Partnership with CN Health
USDA RBDG	Small Business Lending	\$500,000	Awarded	Waiting Disbursement
SBA PRIME	Kawi Café Operations	\$150,000	Pending	Continue the hands-on entrepreneurial training
US Treasury CDFI	Commercial Lending	\$1,000,000	Pending	Submitted as CN Economic Development Trust Authority (CNEDTA)
US Treasury CDFI	Commercial Lending*	\$2,000,000	Pending	*Limited to Cherokee County and Adair County, as USDA Persistent Poverty Counties, Submitted by CNEDTA
USDA Socially Disadvantaged Groups	Technical Assistance for Cooperatives	\$137,000	Pending	Leadership Training, Strategic Planning, Feasibility Studies, Submitted as CNEDTA

Entrepreneurial and Small Business Training

We are seeking Cherokee business owners interested in one-on-one coaching in the areas executive coaching, market research and social media. Please refer anyone interested to Stephen Highers at 918-207-3955 or stephen-highers@cherokee.org.

Entrepreneur Community Field Days		
Community	Address	Dates
Pryor	Cherokee Nation Career Services - 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 HACN - 100 E. Choctaw	3rd Tuesday Each Month
Tulsa	Cherokee Nation Career Services - 10837 E Marshall St., Ste. 101	2nd Tuesday Each Month
Claremore	Cherokee Nation HACN - 23205 S Hwy 66	4th Thursday Each Month
Jay	Cherokee Nation HACN - 109 13 th St.	4th Monday Each Month

Commerce Business Coach Brian Wagnon makes **field visits to meet with entrepreneurs**. Above is his monthly schedule; he can be reached at brian-wagnon@cherokee.org or 918-506-9168. Special accommodations are available.

Business/Entrepreneur Workshops			
Date	Location	Time	Workshop
September 12	Ardmore	12:30 pm	DOL Free Compliance Assistance Seminar
September 12	Ardmore	12:30 pm	DOL Free Compliance Assistance Seminar
September 19	Tulsa	12:30 pm	DOL Free Compliance Assistance Seminar
September 19	Tahlequah	8:00 am	ICTC, Supervisory Academy

Commerce partners with regional training groups to leverage resources and target larger markets. Year to date, **entrepreneurial development and business workshops have been attended by 6,011 people**, 100 percent of whom found the training useful to building the capacity of their businesses.

Much of Commerce's training is conducted one-on-one to meet specific needs. Staff also conducts regular site visits with all current loan clients and evaluates individual training needs for business growth and best chance of success.

“My Experience in the Kawi training program has been super beneficial to me. I am learning how to be productive in society. Since starting here I have learned a lot about myself and the working environment. The Kawi Café is an excellent program to reintegrate felons back into society.” – Jace Keys, Colcord

Artists as Entrepreneurs and Community Tourism as Economic Development

Increasing the business capacity of our Artists and tourism capacity of our communities

The Cherokee Arts Center provides teaching space and specialized equipment for artists to increase their revenues. Year to date, **1,313 people have attended 210 artist taught classes** and the **equipment has been used 1,724 times by 819 artists**. One artist space is used exclusively by the National Treasures to both work and to teach class. Year to date artists have taken advantage of the **Cherokee Arts Center 5,655 times**.

"The Cherokee Art Center is a crucial gathering place and cultural hub for local Cherokee artists and a teaching space for Cherokee National Treasures such as Thelma Forrest, Bessie Russell, Dorothy Ice, Vivian Garner-Cotrell, Jane Osti, and Knokovtee Scott."

Candice Byrd

Cherokee Arts Center		
Registration is necessary and all classes are fee based, paid directly to artists		
Date	Time	Class
Every Thursday	6:30 pm	Silver Smithing with Steve
Every Saturday	10:00-1:00 pm	Watercolor with Paula Hefley
Every Friday	7:00-9:00 pm	Life Drawing with Matt
Every Saturday	12:00-2:00 pm	Drawing with Jamil
Every Thursday	6:30-8:00 pm	Drawing with Jamil
September 12 (2 nd Tuesday)	6:30-9:00 pm	SEIAA Monthly Meeting
September 16 (3 rd Saturday)	2:00-3:00 pm	Tahlequah Writers Group
September 21 (3 rd Thursday)	6:30-9:00 pm	Tahlequah Arts Council Meeting
September 23	TBD	Cultural Presentation Albuquerque

The Spider Gallery currently represents **122 Cherokee Nation artists**, 18 of which are National Treasures.

Cherokee Nation Proudly Presents



- Year to date 3,283 visits have been made to the Gallery
- Year to date sales total \$35,807.63
- Artists have earned \$83,727.81
- Online Gallery sales will be live by September 1
- The Gallery Store include items priced less than \$100

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

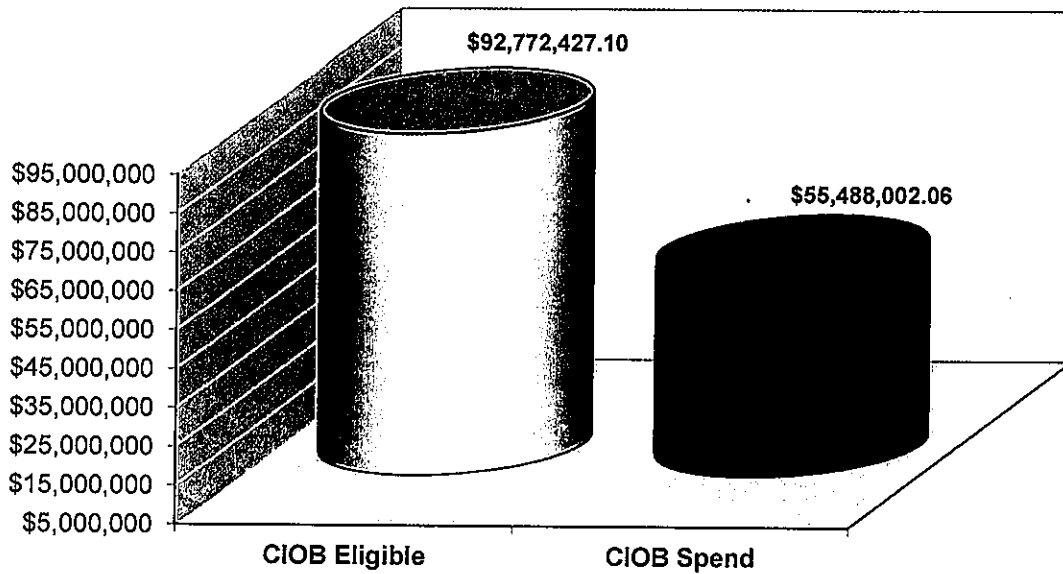
Month/Year of Report: September 2017 (Month Ending July – FY 2017)

Program Highlights

a. Balanced Scorecard Measures

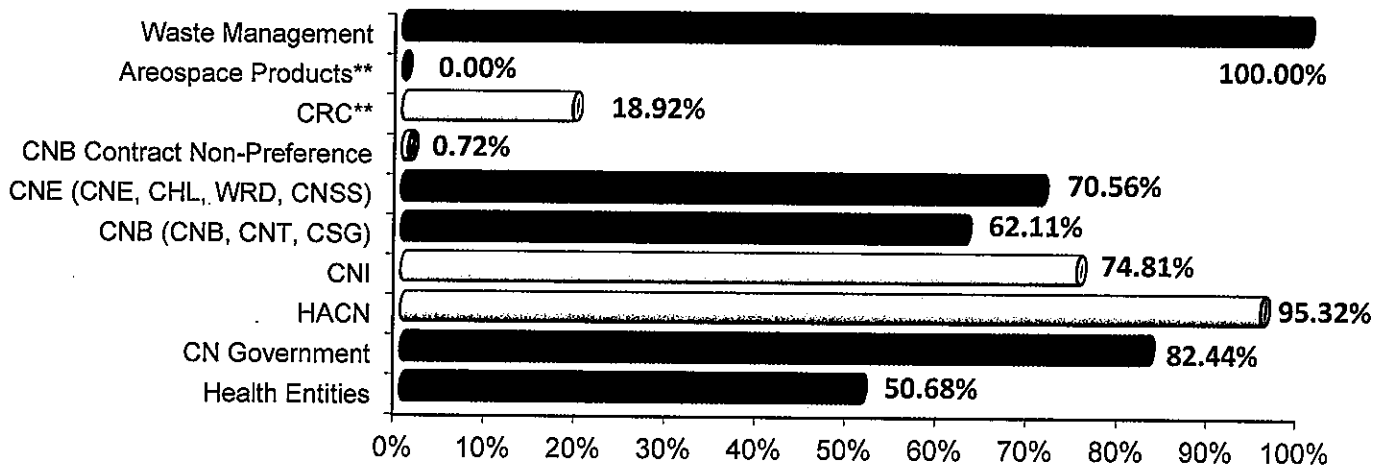
Objective	Metric	2016 Goal	Year to Date Achievement Notes/Comments
Effective Business Workshop Training	# Certified Indian-Owned Business Attendees and % indicating usefulness	300/100%	0 /100% 2,862 attending events including Engage Expo
Increase Certified Indian-Owned Business Procurement Awards	% Certified Indian-Owned Business Procurement Awards	80%	59.81% Business Entities eligible procurement \$'s awarded to Certified Indian Owned vendors <ul style="list-style-type: none"> • CNE – 46.91% • CN Government - 98.43 % • Health Entities – 100% • CNI – 21.19% • Waste Management - 0%
Increase Cherokee Citizens employed	% Cherokee Citizens (verified)	Entity CNE – CNB - HACN - CN – 82.9% Health - CNI – CRC – Aerospace -	Business Entities - 62.44% <ul style="list-style-type: none"> • CNE (CNE, CHL, WRD, CNSS) 70.56% • CNB (CNB, CNT, CSG) 62.11% (does not include service contract employees) • CNI 74.81% (does not include service contract employees) • Service Contract Employees (NP) 0.72% (CNB entities) • HACN 95.32% • CN Government 82.44% (does not include IPA/MOA) • Health Entities 50.68% • 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	116
Effective One on One Training for Certified Indian Owned-Businesses	# of businesses receiving assistance/% finding useful	200/95%	4 /100%
Certified Indian-Owned Business Receiving Financial Assistance	% Certified Indian-Owned Business Loans in Portfolio	85%	6.59% - based on \$'s loaned 4.35% - 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% - 1,359 sites monitored
Effective Monitor of Bid Openings	# and % Bid Openings Attended	100%	100% - 62 out of 62
Effective Resolution of Complaints – TERO and EEOC	% Complaints Resolved	100%	TERO: 3 complaints filed; 3 resolved, 0 pending EEOC: 4 complaints filed; 0 resolved, 4 pending

59.81% of CIOB Eligible Procurement Opportunities were awarded to CIOBs



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

62.44% of Employees are registered Cherokee Nation Citizens



**Companies majority, not wholly, owned