



COUNCIL OF THE CHEROKEE NATION EXECUTIVE & FINANCE COMMITTEE REPORT

Reporting Month: **August 2021**

Dept: **Financial Resources**

Contact: **Janees Taylor, Treasurer**

janees-taylor@cherokee.org | ext. 5052



Accounts Payable checks disbursed

Current Month 4,327
Year to Date 58,784



Timecards processed

Current Month 9,873
Year to Date 121,175



Reqs. approved for processing

Current Month 1,678
Year to Date 15,697



Purchase orders issued

Current Month 1,580
Year to Date 14,663



Travel expense statements processed

Current Month 118
Year to Date 304



Files received for storage

Current Month 2,246
Year to Date 11,977



Number of internal billings

Current Month 25
Year to Date 1,002



Grant reports submitted

Current Month 21
Year to Date 478



Grant applications

Current Month 9
Year to Date 85



Deposits

Current Month 628
Year to Date 5,690

Departmental Goals

- 1 Complete FY20 Audit
100% complete - Audit completed on March 31, 2021
- 2 Obtain Unmodified Audit Opinion
100% complete - Audit completed on March 31, 2021
- 3 No Material Weaknesses on Single Audit
95% complete - Single Audit expected to be completed on September 30, 2021
- 4 Reporting requirements completed & submitted for August 2021
100% completion - All required reports were submitted timely in August

Accomplishments

- 1 Staff attended 26 webinars/trainings in August

Upcoming Events

- 1 Staff is scheduled to attend 10 webinars/trainings in September
- 2 6 grant proposals, totaling more than \$27.887 million, will be submitted in September

Compliance

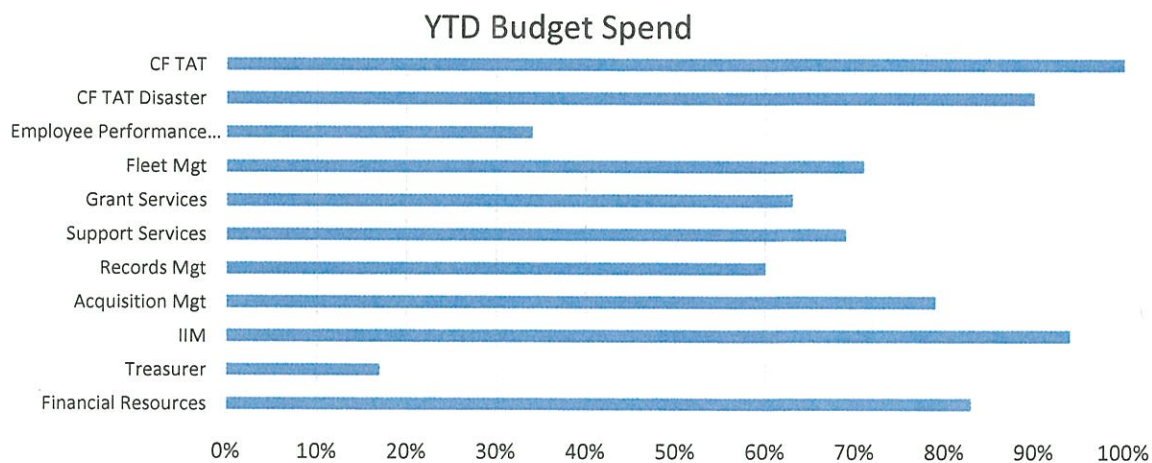
- 1 No outstanding borrowings on \$5M Cash Reserve Advance

Cherokee Nation Acquisition Management Year-To-Date Bid Report Over \$5,000 Transactions FY 2021

% of sub-total - TERO vendor submitted Bid

Award to TERO Vendor	\$ 55,412,454.42	97.68%
Award to non-TERO Vendor	\$ 1,313,800.15	2.32%
Sub-total bids with a TERO vendor participating	\$ 56,726,254.57	100.0%
Bid - no bids submitted by TERO Vendors	\$ 3,036,757.66	

October 1, 2020 through August 31, 2021



**Executive & Finance Committee
Career Services
September 2021 Monthly Report
Diane Kelley, Executive Director**

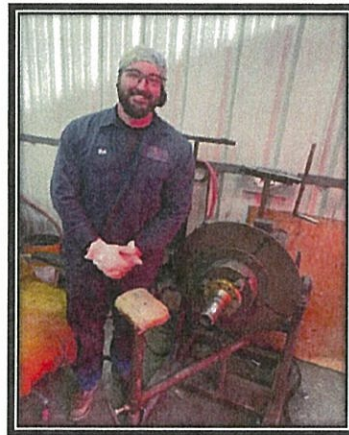
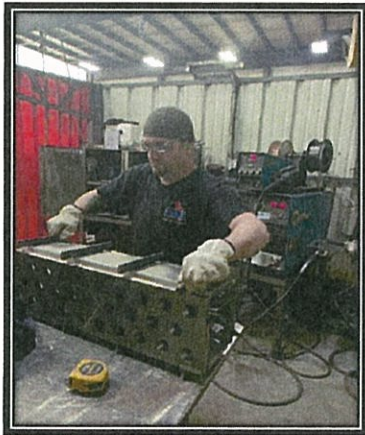
CAREER/ER Partner

AXH Air Coolers, LLC, located in Claremore, OK, is a partially Native-owned manufacture with 33% of its employees belonging to a Native American tribe.

The Incumbent Worker Training consists of on-the-job training in the skill attainments of structural welding and header welding. The training has been physically challenging but has benefited less experienced welders by providing the up-skilling needed to qualify for higher level positions. As the incumbent workers move upward with their new knowledge and experience, entry level positions open up for new welders and shop helpers. Largely a result of the partnered incumbent worker training, AXH has been able to operate on a more lenient time frame and cost effective budget in training current employees.

Cherokee Nation Career Services and AXH's partnership has most recently allowed AXH to open 10 positions for shop helpers, which offer a \$15.00 per hour starting pay (with additional compensation benefits for night shift).

AXH Air Coolers, LLC is strongly invested in enhancing the economic development of its local community of Claremore. Interested individuals looking for a successful future as a member of one of the largest distributors of coolers in the world should apply with AXH, Coolers LLC directly or contact your nearest Cherokee Nation Career Services office.



Economic Development

On-the-Job-Training OJT

Four clients entered into Tribal OJT Program with the following companies:

- CSR Worldwide – Adair County
- OK Glass and Mirror – Mayes County
- RAE Corp. – Mayes County

Six clients completed OJT and have gained full time unsubsidized employment.

TED Direct Placement

Two clients entered full time employment through Direct Placement.

Vocational

Two clients entered into tribal vocational programs.

Five clients completed vocational training programs.

Economic Development and Workforce Development

September 25th: Tulsa Authority for Economic Opportunity (TAEO Employment & Workforce Branding Virtual Focus Group Meeting

The key to the success of the Tulsa Authority for Economic Opportunity (TAEO) in the coming months and years will be input and coordination with employment and workforce partners. As they kick off their branding efforts, stakeholders shared their thoughts about TAEO and Tulsa with their team and contractor, DCI. Hunter Palmer, Director of Economic Development participated in the focus group.

Tuesday, September 28th: Sector Partnership Meeting, Addressing the truck driver shortage in NE Oklahoma.

The Trucking industry is a vital component of our state and national economy and desperately needs more drivers behind the wheel. Training and job placement for northeast Oklahoma residents will not only increase the availability of workers but will also reduce poverty, particularly among under-represented female and minority populations. Hunter Palmer, Director of Economic Development attended.



Facebook Page:

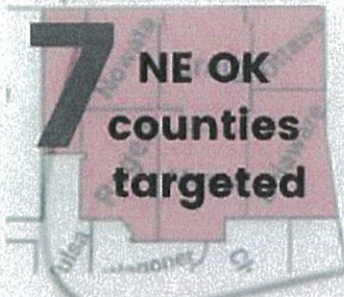
<https://www.facebook.com/On-Ramp-to-Success-188254419937837>

Website:

www.NEOKonramp.com

ON-RAMP TO SUCCESS!

The trucking industry - a vital component of our state and national economy - desperately needs more drivers behind the wheel. Training and job placement for northeast Oklahoma residents will not only increase the availability of workers, but will also reduce poverty, particularly among under-represented female and minority populations.



The seven counties targeted for this project - Ottawa, Delaware, Mayes, Rogers, Craig, Nowata and Washington - have a total population of 284,000.



1 in 3 households in the area struggle to meet their basic living expenses

4,338 jobs

were posted for hire in NE OK by 432 different employers in 2020. This area of Oklahoma has more than TWICE the number of trucking posts than average. Transportation jobs are the second-largest growth category, with 745 new jobs posted monthly.

Economic modeling for the area shows the trucking industry has a higher-than-average number of near-retirees, with poor racial and gender diversity

We need an on-ramp for qualified truck drivers to enter the workforce



61% of truckers in NE OK are over age 45



but there are multiple barriers

During 2021, On-Ramp to Success! will identify those barriers and strategically address them

Putting more drivers behind the wheel



On-Ramp to Success! is a project led by Heavy Metal Training Institute and funded through a grant from the OK Dept of Commerce

Tuesday, September 28th: Workforce Development Month Proclamation

Cherokee Nation Principal Chief Chuck Hoskin Jr. proclaimed September in the Cherokee Nation as “Workforce Development Month.”

Chief Chuck Hoskin Jr., Cherokee Nation Deputy Principal Chief Bryan Warner, Cherokee Nation Chief of Staff Todd Enlow, Cherokee Nation Secretary of Veteran Affairs S. Joe Crittenden along with Cherokee Nation Tribal Councilors E.O. Smith and Speaker of the Tribal Council Mike Shambaugh were joined by members of our Cherokee Nation Career Services team, to share the good work that Career Services is doing to prepare Cherokee citizens for the workforce and build a stronger economy in northeast Oklahoma.

The Cherokee Nation has been dedicated to workforce development for more than fifty years through employment assistance, job training programs and collaboration efforts with educational and hands on training partners. The enactment of the Career Readiness Act in 2019 provides for expansion of those efforts made by Career Services.





Employment Programs

Four participants attained employment.

External:	1
Internal:	0

HOPE

At the beginning of September Cherokee Nation was approved to implement various Responsive Programs from Fiscal Recovery Funds (FRF) through the American Rescue Plan Act (ARPA). Included in these programs were vocational and work experience. In light of the new funding Career Services decided to switch every eligible individual over to ARPA.

- 46 individuals have received full-time employment during FY 21'
 - 2 in the month of August
- 4 total active participants
- American Rescue Plan Act (ARPA)
 - 120 individuals enrolled in work experience
 - 3 individuals attending vocational school

RESTORE

RESTORE was recently awarded \$4 million from the Department of Labor (DOL) to assist in the continued impacts of the pandemic on the Cherokee people by providing temporary job placements to eligible individuals.

- Since July 2020 (beginning of the program) RESTORE has assisted 229 individuals with temporary job placement

JOBS/Tribal TANF

Services provided to 335 families for the month.

- Provided approximately \$123,400.00 in one time Direct Impact Payments to all eligible TANF families.
 - This appropriation through the Pandemic Emergency Assistance Funds allowed the program to assist approximately 370 adult and youth recipients
 - Eligible adults received \$500.00
 - Youth received \$300.00
- Issued approximately \$3,800 in work participation incentives to eligible parents

Staff virtually attended the 2021 National TANF Directors' Meeting – TANF Rising to the Challenge: COVID, Economic Security, and Social Change; held September 20, 2021 through September 24, 2021. Meetings provided collaboration between Federal, Tribal and State agencies as well as peer-to-peer networking.

PL 102-477

The 41st National Indian and Native American Employment and Training 166/477 annual conference was held in Warwick, Rhode Island the week of September 20-23, 2021. Due to the pandemic, Cherokee Nation staff participated virtually.

Kim Carroll, Director of Grants and Compliance for Career Services presented on “Workforce and the Opioid Crisis.” The workshop looked at the unique issues faced by individuals who have been affected by the Opioid Crisis. The National Health Emergency Grant, funded by DOL provides employment and training activities, including supportive services to address economic and workforce impacts related to widespread opioid use, addiction and overdose. The program provides training to reintegrate eligible participants affected by the crisis, as well as to encourage individuals to enter professions that could provide relief to those affected by the crisis: mental healthcare, addiction treatment services, and pain management services.

Career Services had two participants receive the 2021 Outstanding Participant recognition.



2021 Outstanding Participant

Nominated by Cherokee Nation

Kaysie Simpson
Cherokee Nation



Ms. Kaysie Simpson has overcome losing her home, employment, and custody of her children, and having her spouse incarcerated due to self/spouse drug addiction to becoming an LPN.

In November 2015, Kaysie first visited the Cherokee Nation Career Services office in Claremore. Both she and her husband had gotten into some legal troubles which required her to complete Rogers County Drug Court; her husband was incarcerated for six months. This particular program does come with fees that have to be paid. She had also lost custody of both of her children due to the same trouble and became homeless.

Kaysie was placed on CN Tribal Training program which helped her secure a hotel to avoid having to continue to sleep in her car and provided some work experience history. After a few weeks, training opportunities were explored and in January 2016, with the assistance of the 102-477 program, Kaysie started her first vocational class which was her Certified Nursing Assistant program from Northeast Area Vo-Tech in Claremore while continuing to work with the Tribal Training Program. On some days she even had to walk to class because she couldn't afford the gas it would take to get her both to school and to work. She continued her educational healthcare journey thanks to the PL 102-477 program which included her taking all her pre-requisites for the LPN program.

2019 became a huge year for Kaysie. She completed her required drug court requirements, regained custody of her two children, and attained her LPN. Her husband also completed his requirements. He became a student in 2020 while continuing to work part-time even earning a scholarship through his employer. They also purchased their first home.

Here we are now in 2021 and Kaysie is still a LPN working for Indian Health Services in Claremore at the COVID clinic. The CN Career Services is now assisting her with continued education into the RN program as she has been accepted at three different local training sites.





2021 Outstanding Participant

Nominated by Cherokee Nation

Summer Locust Cherokee Nation

Ms. Summer Locust has went above and beyond to overcome her hardships and poor decisions. She has proven to be focused, determined, and willing to do what it takes to succeed.

At a young age of 16, Summer started juggling school and a full time job at a nursing center where she worked as a waitress in the kitchen assisting residents with meals. About a year after starting, she attended Certified Nursing Assistant classes in the evening. By her senior year of high school, Summer was attending regular classes and working on the weekends. She began taking concurrent classes with Northeastern State University and started a part-time job in the evenings.

Although it may seem like Summer was highly motivated, once she started college all that motivation vanished. She started failing her classes and ended up dropping out. She continued working at the nursing home and obtained her Certified Medication Aide (CMA) license.

Following a relationship failure, Summer quit her job and turned to substance abuse and ended up being arrested. Following her arrest, Summer, along with her partner, began the struggle to recover from her drug use and began her motherhood journey.

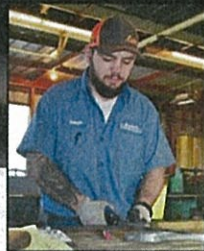
Just a couple months of being clean, Summer was accepted into the Business Technology class that the Cherokee Nation offers. It helped her gain the skills needed to start a career. She was in the Business Tech class for a few months and then started a work experience activity with the 477-NHE HOPE program. The HOPE program helped Summer get back on her feet and stay there. Since then, she has been officially hired on with Cherokee Nation and has obtained stable housing for her family.

"I have made many mistakes in my life, some of which I do not think are forgivable but the staff here at Cherokee Nation and the HOPE program have been more than welcoming with my past and I am truly grateful of the opportunity they have given me."



Cherokee Nation
Coming Home
Reentry Program

"Welcome back to the Cherokee Nation."



Coming Home Reentry Program

Reentry Program Manager

Matthew Lamont: 918-871-9387
matthew-lamont@cherokee.org

Counselors by County

Cherokee, Muskogee, Wagoner, McIntosh

Brian Vance: 918-316-1964
brian-vance@cherokee.org
Heather McKinnis: 918-316-3262
heather-mckinnis@cherokee.org

Adair, Sequoyah, Mayes

Kyron Gonzales: 918-316-8564
kyron-gonzales@cherokee.org

Delaware, Ottawa, Craig,

Madison Threet: 918-316-3621
madison-threet@cherokee.org

Tulsa, Washington, Rogers, Nowata

Nancy Davidson: 918-316-9367
nancy-davidson@cherokee.org

The Cherokee Nation offers the 'Coming Home' Reentry Program to Cherokee citizens who are Justice-Involved or have been recently released from incarceration and are returning to, or reside in, the 14-county reservation in northeastern Oklahoma.

The Coming Home Reentry Program operates within the Career Services department of the Cherokee Nation. Career Services provides employment and training programs leading to self-sustaining careers and jobs for participants. Reentry services and assistance are on a case-by-case basis and can include, but are not limited to, the following: counseling, health care, behavioral health, clothing, hygiene, housing, driver's license reinstatement, employment, vocational training, and other relevant services.



G.W.X.9 D3P

CHEROKEE NATION®
Career Services

Contact Us Today • 918-453-5555
Cherokee Nation Reentry Program
P.O. Box 948
Tahlequah, OK 74464

Commerce Services

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 Economic Impact

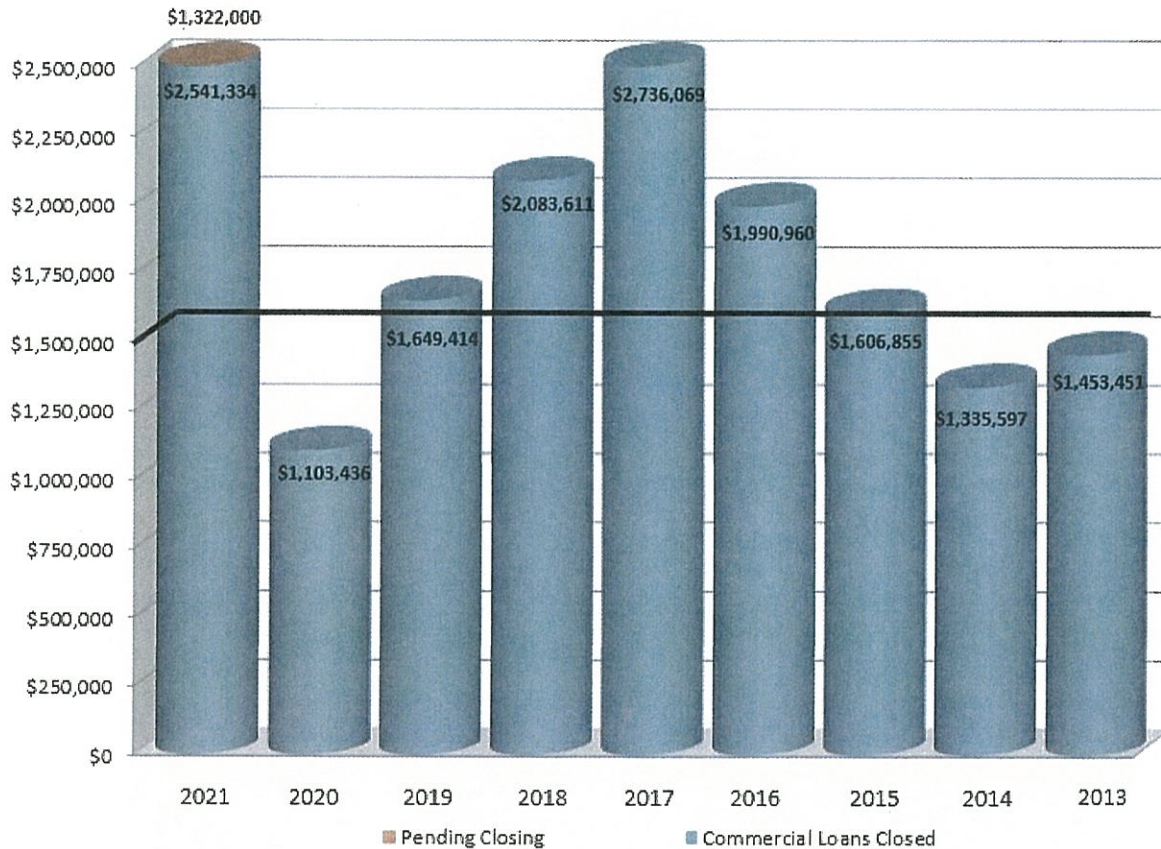
Small businesses employ nearly half of the American workforce; they create 2 out of 3 net new private sector jobs; they invest 68% of revenues to build and sustain communities. – SBA 2021



Cherokee Nation Economic Development Trust Authority has invested \$19,896,950 in 371 privately owned small businesses impacting 1,624 community based jobs since 2010

Dollars Invested in the Local Economies Through Small Business Lending

Dollars Invested in Local Economy



Commercial Lending Pipeline (Commercial requests submitted)

Community	County	Business Type	Startup or Expansion
Broken Arrow	Tulsa	Transportation	Start-up
Watts	Adair	Ag Energy	Start-up
Stilwell	Adair	Kennel	Start-up
Broken Arrow	Tulsa	Orchard	Expansion
Vian	Sequoyah	Tourism	Start-up
Muskogee	Muskogee	Professional Services	Start-up
Vian	Sequoyah	Food Service	Expansion
Colcord	Delaware	Outdoor Recreation	Expansion
Wagoner	Wagoner	Artist	Expansion

Small Business Loans Closed September 2021

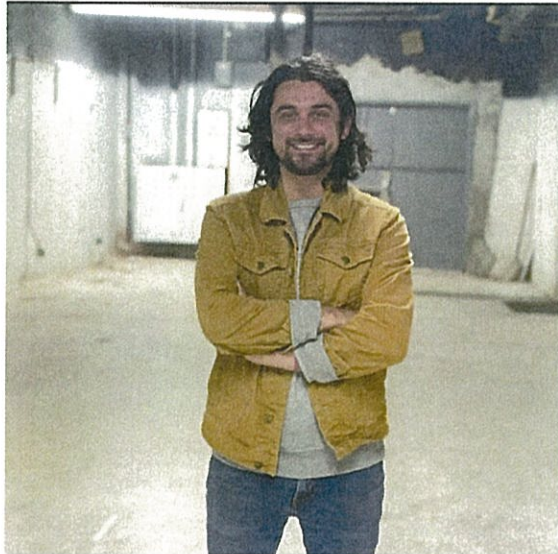
Community	Loan Purpose	Project Costs	Owner Equity	Jobs
Tahlequah	Startup	\$340,000	64%	2

Consumer Loans Closed

1,511 consumer loans totaling \$1,942,922 have been made through the Small Business Assistance Center in fiscal year 2021.

Small Business Client Highlight

Cherokee citizen Tyler Duncan started Coracle Coffee out of a small space in a coffee shop in Tulsa for people who are “on the go”. He had the idea that he needed to come up with a portable, good quality instant coffee. The idea that sparked his coffee journey started when he was teaching English overseas and could not find good coffee, fresh or instant anywhere.



He started his business brewing small batches and hand packaging them to sell to various outdoor vendors like Climb Tulsa and also selling to breweries for coffee-based brews. He has since developed and perfected his method, packaging and business model with the help of Cherokee Nation Economic Development Trust Authority and Tulsa Economic Development Corporation. He came the Cherokee Nation Small Business Assistance Center with a clear vision for his business. Tyler knew what

he wanted his business to be and how he wanted to accomplish it. Tyler has accomplished most of that even through the last year and a half of the Covid pandemic. Tyler now has his own space in the Greenwood area of Tulsa where he lives and has acquired commercial



equipment to bring his special process to a level where he can mass produce and package his product for sales to grocery and outdoor stores as well as direct to customers. He is on the

cust of getting this mass production under way. Supply chain issues due to Covid have slowed him down, but he hopes to be up and running by the holiday season. You can follow Coracle Coffee on Instagram at www.instagram.com/coraclecoffee.



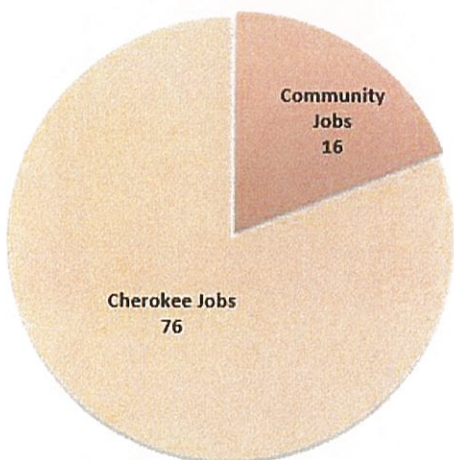
Small Business Lending Impact 2010 through 2021 by County

CNEDA loan dollars leverage additional economic investments!

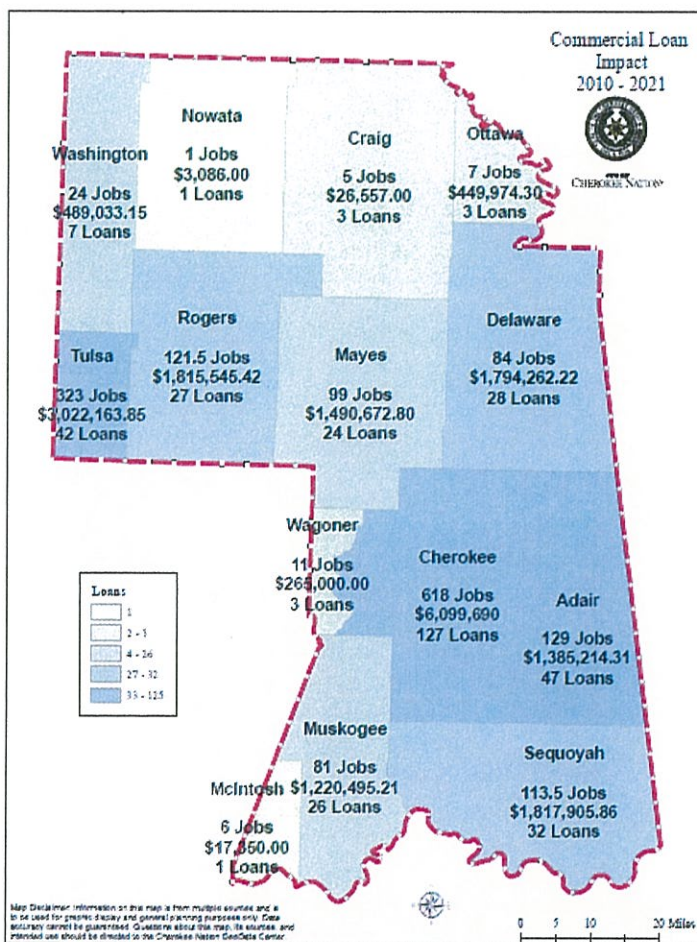
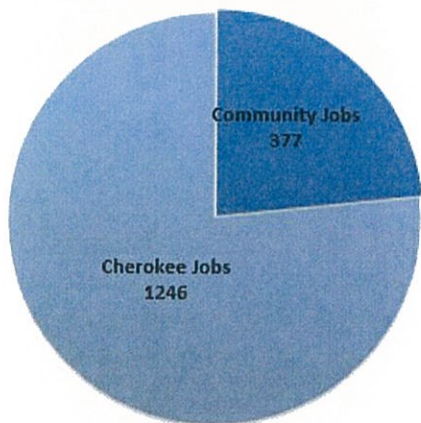
Since 2015, CNEDA loans leveraged \$46 million in private community investments.

In 2021, CNEDA loans leveraged an additional \$7.2 million in private community investments.

Small Businesses Create Community Based Jobs Jobs Created FY 2021



Jobs Created FY10-21



County	Economic Investment	Businesses	Jobs
Adair	\$1,385,214	47	129
Cherokee	\$6,099,690	127	618
Craig	\$26,557	3	5
Delaware	\$1,794,262	28	84
Mayes	\$1,490,673	24	99
McIntosh	\$17,350	1	6
Muskogee	\$1,220,495	26	81
Nowata	\$3,086	1	1
Ottawa	\$449,974	3	7
Rogers	\$1,815,545	27	122
Sequoyah	\$1,817,906	32	114
Tulsa	\$3,022,164	42	323
Wagoner	\$265,000	3	11
Washington	\$489,033	7	24
Totals	\$19,896,950	371	1,624

Cherokee Nation Economic Development Trust Authority

A Cherokee Nation chartered nonprofit corporation
 Certified as a Community Development Financial Institution

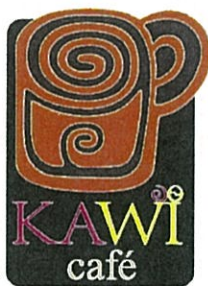
Lending Assets

Available Commercial Capital	\$1,722,506
Available Consumer Capital	\$1,614,236
Approved Grants Pending Distribution	\$0
Approved Grants Pending Receipt	\$623,000
Total Available Capital	\$3,959,742
Outstanding Commercial Loans	\$9,763,212
Outstanding Consumer Loans	\$1,572,392
Total Outstanding Loans	\$11,335,604

Kawi Café a model experiential entrepreneurship-training program

Managed by Commerce business coaches, we collaborate with Career Re-entry Programs to provide hands on entrepreneurial training in the Kawi Cafe.

The Kawi Café is excited to unveil a new menu of traditional Cherokee foods with a modern twist. We hope you'll stop in to see and try the new menu soon.

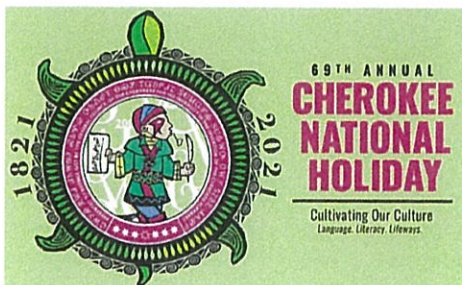


- Total Graduates 96
- Total Re-entry/Recent Offenders 51
- Total Day Training 45
- Total Opening Small Business 5

*All participants have been low income American Indians.

Artists as Entrepreneurs and Community Tourism as Economic Development

Increasing the business capacity of artists and tourism capacity of communities



The Cherokee Arts Center is open to studio artists, including National Treasures, and by appointment only. The Spider Gallery is open to the public.

The 69th Annual Cherokee National Holiday was a great success. Attendees watched 1,017,581 minutes of video (or 16,959 hours) with a virtual attendance of over 161,496 people from all over the United States and over 30 other countries.

Procurements Awarded to Certified Cherokee/Indian-Owned Small Business 87.86% of CIOB Eligible Procurement Opportunities were awarded to CIOBs



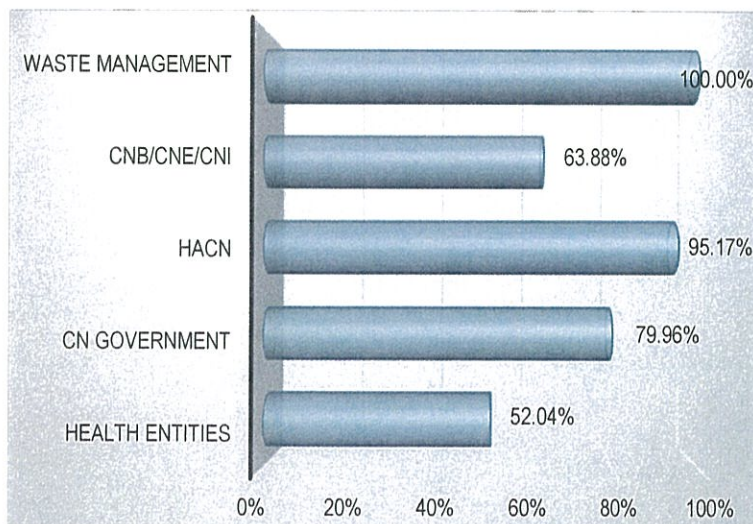
TERO Procurement Opportunities	
Entity	% Awarded
CN Government	97.68%
CNE	80.99%
Health Entities*	100.00%
CNI	2.20%

*Health Entities are PACE/Elder Care and CN Home Health

CNB Procurement Submission versus Awards		
Eligible TERO Opportunities	TERO Bids Received	Bids Awarded
October 2020 - September 2021	% opportunities bid by TERO Vendors	% of TERO vendors winning bids when TERO bids were submitted
94	42.55%	57.50%

72.43% of Employees are registered Cherokee Nation Citizens

Includes companies majority owned; does not include temporary or government contract employees



2021 - 2022 Grant Applications Underway and Recently Submitted: Pending and Approved

Please note some grants submitted under the Cherokee Nation Economic Development Trust Authority (CNEDTA)

Grant Submitted	Purpose	Funding Year	Amount Requested	Status	Notes
USDA RDBG	Small Business	2021	\$200,000	Awarded	Jay Industrial Park Road
USDA RDBG	Small Business	2021	\$100,000	Awarded	Community Planning
CDFI	Lending Programs	2021	\$650,000	Awarded	SBAC Lending Programs
USDA SDGG	Small Business	2021	\$150,000	Awarded	Technical Assistance
USDA RDBG	Artists Entrepreneurs	2022	\$137,340	Awarded	Entrepreneurial Curriculum and Mentorship
USDA RDBG	Small Business	2022	\$67,321	Awarded	Coaching Services Federal Procurement Entrepreneur Training
CDFI	Small Business	2022	\$1,000,000	Submitted	Lending
IRS VITA	Tax Preparation	2022	\$36,000	Awarded	VITA Tax Program 2022
USDA R.I.S.E.	Health Innovation Center	2022	\$2,000,000	Submitted	Establishing a Health Innovation Center
BIA Incubator Grant	Small Business Incubator	2022	\$500,000	Upcoming	Shared Services/Place Incubator
USDA RMAP	Intermediary Relending	2022	\$500,000	Upcoming	Small Business Lending and Technical Assistance