



COUNCIL OF THE CHEROKEE NATION EXECUTIVE & FINANCE COMMITTEE REPORT

Reporting Month: **November 2021**

Dept: **Financial Resources**

Contact: **Janees Taylor, Treasurer**

janees-taylor@cherokee.org | ext. 5052



Accounts Payable checks disbursed

Current Month 3,113
Year to Date 6,445



Timecards processed

Current Month 18,029
Year to Date 27,861



Reqs. approved for processing

Current Month 1,327
Year to Date 4,447



Purchase orders issued

Current Month 1,066
Year to Date 3,946



Travel expense statements processed

Current Month 56
Year to Date 75



Files received for storage

Current Month 599
Year to Date 907



Number of internal billings

Current Month 19
Year to Date 38



Grant reports submitted

Current Month 23
Year to Date 109



Deposits

Current Month 619
Year to Date 1,262

Departmental Goals

- 1 Complete FY21 Audit
0% complete - Audit expected to be completed on March 31, 2022
- 2 Obtain Unmodified Audit Opinion
0% complete - Audit expected to be completed on March 31, 2022
- 3 No Material Weaknesses on Single Audit
0% complete - Single Audit expected to be completed on June 30, 2022
- 4 Reporting requirements completed & submitted for November 2021
100% completion - All required reports were submitted timely in November

Upcoming Events

- 1 FY2021 year end close processes continue

Compliance

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

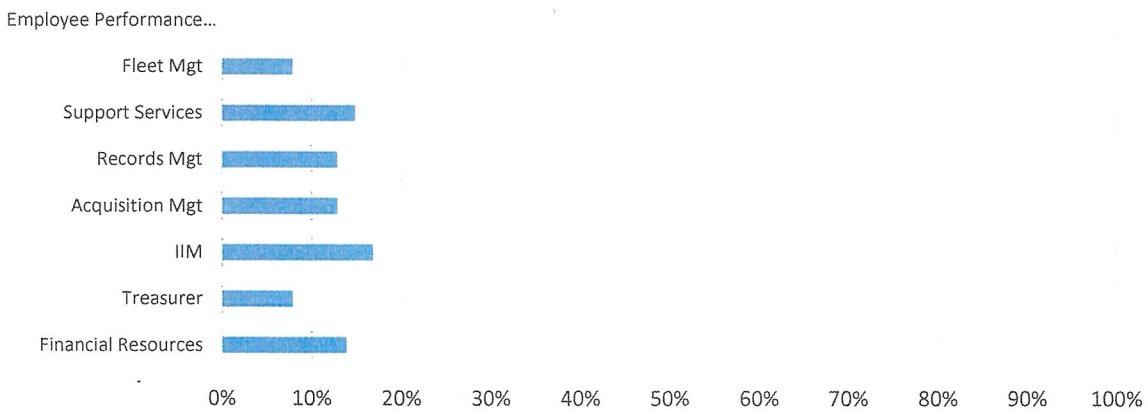
Cherokee Nation Acquisition Management Year-To-Date Bid Report Over \$5,000 Transactions October 1, 2021 through September 30, 2022

% of sub-total - TERO vendor submitted Bid

Award to TERO Vendor	\$ 21,358,116.00	99%
Award to non-TERO Vendor	\$ 186,080.00	1%
Sub-total bids with a TERO vendor participating	\$ 21,544,196.00	100%
<hr/>		
Bid - no bids submitted by TERO Vendors	\$ 15,321,886.92	

October 1, 2021 through November 30, 2021

YTD Budget Spend



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

Employment Programs

Two participants attained employment, one internal and one external.

HOPE

240 Total Participants, 37 New Applicants the month of December 2021

- 195 Active Participants
- 33 on hold
- 12 Participants termed from the program with all 3 received full time employment

JOBS/Tribal TANF

The JOBS/Tribal TANF Program reports the following for December 2021:

Services provided to 341 recipients for the month.

- Issued approximately \$5,550 in work participation incentives to eligible parents.
- Annual Report for Fiscal Year 2020-2021 was submitted to the U.S. Dept. of Health and Human Services Administration for Children and Families (ACF) on December 27, 2021.
- The initial ACF-196P financial report for the Pandemic Emergency Assistance Funds (PEAF) was also completed and submitted on December 30, 2021

RESTORE Success Stories

N. Lozier

Lozier started working here with us at the PPE Facility through the RESTORE program. She showed us that she is a hard worker and is always willing to help where needed. She is very curious and is wanting to learn everything she can about her job as an operator. She has since proved herself as a good employee and has been hired on as a full time employee. She is a very good asset to the team and we are glad to have her here working with us.

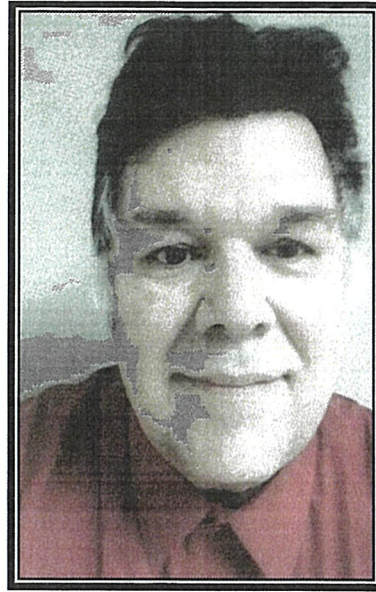
Michael Keener, Supervisor



N. Montoya

Montoya was sent to us from the RESTORE program a few months ago. We were looking for part time administration help for our administration person because COVID brought extra measures that had to be taken. I learned that Montoya had accounting background and began utilizing his skills in the Finance Department while we were undergoing an annual audit. His knowledge and skills came in very helpful. We didn't have an opening for a full-time position before or several months after Nicholas was sent to us and without the RESTORE program, I don't believe we would have found him.

Randall Hendricks
Finance Manager
Echota Behavioral Health



Economic Development

***Wednesday, December 8, 2021* Externship: MidAmerica Industrial Park**

Career Services staff attended the second quarter externship for workforce professionals hosted by MidAmerica Industrial Park! This included a very insightful tour of American Castings LLC. What a great day spent learning about demand occupations in northeast Oklahoma!

We appreciate all our partners for joining us!

Oklahoma Department of Rehabilitation Services, Tulsa Job Corps, Oklahoma Employment Security Commission, Northeastern Workforce Board Oklahoma Works.

***Thursday, December 9, 2021* New call center will bring 150 new jobs to Sallisaw**

The City of Sallisaw announced on Thursday that Communications Solutions, LLC has chosen Sallisaw as the site of their newest business call center and will be bringing 150 jobs to the area.

Communication Solutions, LLC is a premier provider of Business to Business and Business to Consumer Call Center Services. Starting with one call center in 1996, Sallisaw will be their 7th location. CSLLC will be creating over 150 jobs in the next five years in the Sallisaw location with competitive wages and benefits. Company representatives state that they will be investing over \$350,000 to develop an outbound call center.

“It has been a pleasure to work with Communication Solutions to establish their newest call center in Sallisaw. They have a history of creating job growth in all the communities they have a

presence in, and we expect the same here in Sallisaw. This is another plus for Sallisaw, and again we have showed what partnerships can do for a community,” stated Sallisaw City Manager Keith Skelton.

The call center will be located in the former Stage building.

“We are excited to be part of the Sallisaw community,” said Bryan Williams, Director of Business Development, Communications Solutions, LLC. “With the potential of over 150 positions, Sallisaw will be an important part of our company’s future and we are proud to be a part of Sallisaw’s continued growth.”

“We’re pleased to welcome Communication Solutions, LLC and the economic investment that it will bring to help our local economy and spur job growth within the Cherokee Nation Reservation,” said Cherokee Nation Deputy Principal Chief Bryan Warner, of Sallisaw. “The Cherokee Nation is always a willing partner, assisting with recruiting for these positions and job development training for Cherokee citizens.”

“We are excited for the community of Sallisaw and the new job opportunities CSLLC is bringing to the area,” said Brent Kisling, Executive Director, Oklahoma Department of Commerce. “Oklahoma is a great location for back office operations. CSLLC’s expansion into Sallisaw is a reflection of the pro-business climate and available dedicated workforce that are present in Northeast Oklahoma and throughout the state.”

Hiring is expected to take place the second or third week of January. The City of Sallisaw will release information regarding hiring once the company's employment application link is active.

The City of Sallisaw works closely with several community partners to help drive economic development within the Sallisaw region. Some of their partners include the Cherokee Nation, Sallisaw Chamber of Commerce, Sallisaw Improvement Corporation, Carl Albert State College, Indian Capital Technology Center, as well as several others.

City representatives stated that their focus is to work with existing businesses, develop short- and long-term workforce opportunities, expand innovation and entrepreneurship, and recruit new businesses and jobs to our area.

For more information about how to apply for a job with Communication Solutions LLC, go to www.csllcnow.com.

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

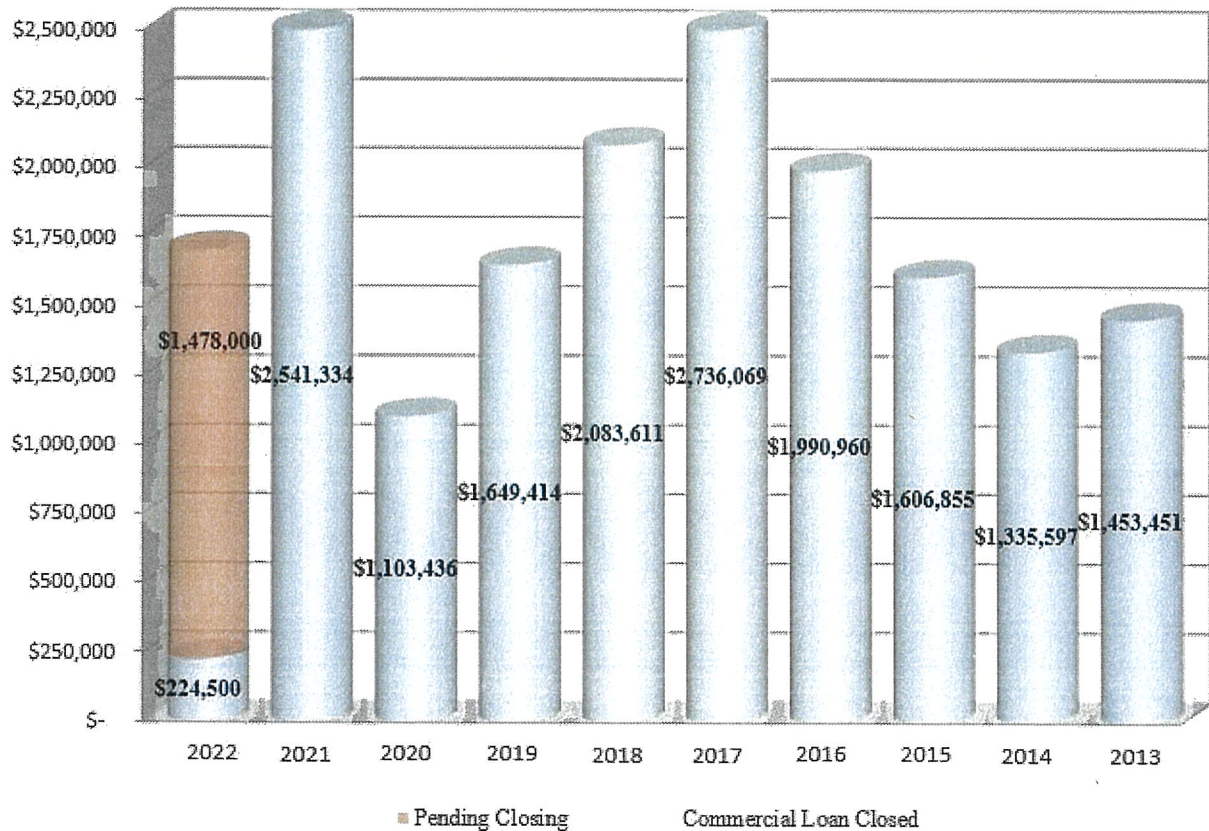
Small businesses employ nearly half of the American workforce; they create 2 out of 3 net new private sector jobs; they invest 68% of revenues to build and sustain communities. – SBA 2021



Cherokee Nation Economic Development Trust Authority has invested \$20,121,450 in 375 privately owned small businesses impacting 1,632 community based jobs since 2010

Dollars Invested in the Local Economies Through Small Business Lending

Dollars Invested in Local Economy



Small Business Loans Approved Pending Close
December 2022

Community	County	Business Type	Startup or Expansion
Watts	Adair	Ag Energy	Start-up
Broken Arrow	Tulsa	Orchard	Expansion
Vian	Sequoyah	Tourism	Start-up
Vian	Sequoyah	Food Service	Expansion
Wagoner	Wagoner	Artist	Expansion
Hulbert	Cherokee	Ag Producer	Expansion
Collinsville	Tulsa	Event Center	Start-up
Pryor	Mayes	Retail	Purchase
Vian	Sequoyah	Excavation	Start-up

Small Business Loans Closed
December 2021

Community	Loan Purpose	Project Costs	Owner Equity	Jobs
Muskogee	Startup	\$4,500	9%	2

Consumer Loans Closed

547 consumer loans totaling \$874,276 have been made through the Small Business Assistance Center in fiscal year 2022.

Small Business Client Highlight

AAA Frame and Body was founded in 1952 by Johnny Taylor. Fifteen years ago his son Jeremy, who grew up working in the shop, took over ownership when Johnny retired. Jeremy has taken the shop to the next level offering regular auto body repair and



also working on show and custom cars. At the beginning of 2021 Jeremy acquired the building on South Sheridan Road that they operate from with the help of the CNEDTA loan program. AAA employs 8 people including Jeremy and his wife and 2021 was an outstanding year for their business. They have faced shutdowns due to Covid throughout the pandemic but have still been able to grow. The acquisition of the building helped them reduce their overhead and helped the business thrive. **Jeremy was very grateful for the loan program and the assistance of the CNEDTA.** He said, “Our business is stronger today



because of the guidance and investment of this program. It made us take a hard look at what we were doing and how to plan for the future. Our gratitude cannot be expressed into words. **Thank you Cherokee Nation for what you do for our Cherokee businesses.”**



Small Business Lending Impact 2010 through 2022 by County

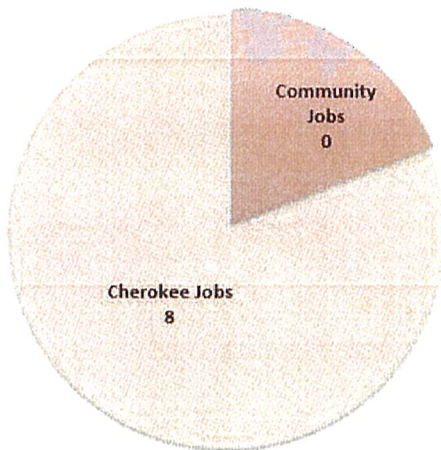
CNEDTA loan dollars leverage additional economic investments!

Since 2015, CNEDTA loans leveraged \$40 million in private community investments.

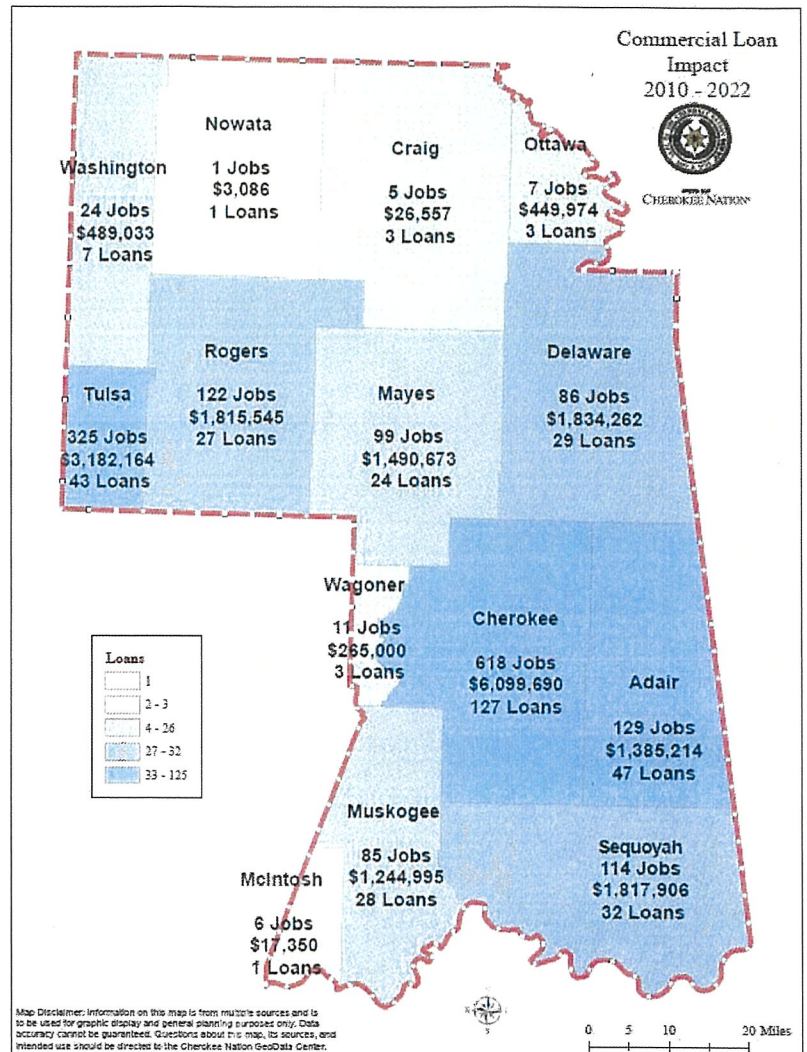
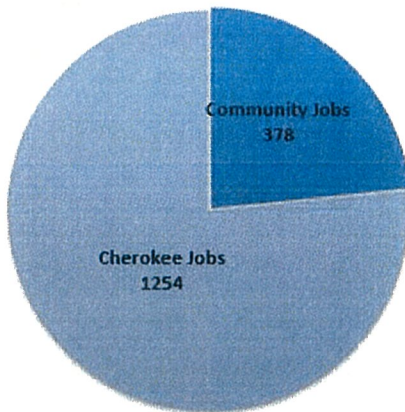
In 2022, CNEDTA loans leveraged an additional \$2.4 million in private community investments.

Small Businesses Create Community Based Jobs

Jobs Created FY 2022



Jobs Created FY10-22



County	Economic Investment	Businesses	Jobs
Adair	\$1,385,214	47	129
Cherokee	\$6,099,690	127	618
Craig	\$26,557	3	5
Delaware	\$1,834,262	29	86
Mayes	\$1,490,673	24	99
McIntosh	\$17,350	1	6
Muskogee	\$1,244,995	28	85
Nowata	\$3,086	1	1
Ottawa	\$449,974	3	7
Rogers	\$1,815,545	27	122
Sequoyah	\$1,817,906	32	114
Tulsa	\$3,182,164	43	325
Wagoner	\$265,000	3	11
Washington	\$489,033	7	24
Totals	\$20,121,450	375	1,632

Cherokee Nation Economic Development Trust Authority

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

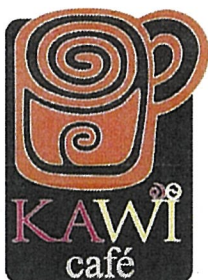
Lending Assets

Available Commercial Capital	\$1,544,239
Available Consumer Capital	\$1,169,557
Approved Grants Pending Distribution	\$0
Approved Grants Pending Receipt	\$623,000
Total Available Capital	\$3,336,796
Outstanding Commercial Loans	\$9,656,279
Outstanding Consumer Loans	\$2,058,250
Total Outstanding Loans	\$11,714,529

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 continues to host monthly Third Thursday Virtual Art Classes on the Cherokee Arts Center & Spider Gallery Facebook page (facebook.com/CherokeeArtsCenter).

The Cherokee Arts Center continues to expand the makers space with new equipment. This includes new laser cutting, engraving, and 3D printing technology. Cherokee artists are able to utilize an ever expanding palette of equipment to pursue both traditional and contemporary art forms. In addition to expanding the makers space, the Center is planning to install a new recording studio in 2022. The recording studio will allow artists to record podcast, host professional virtual art classes, conduct demonstrations, create content for their social media or websites, take product photography, and much more.

Procurements Awarded to Certified Cherokee/Indian-Owned Small Business
90.42% of CIOB Eligible Procurement Opportunities were awarded to CIOBs

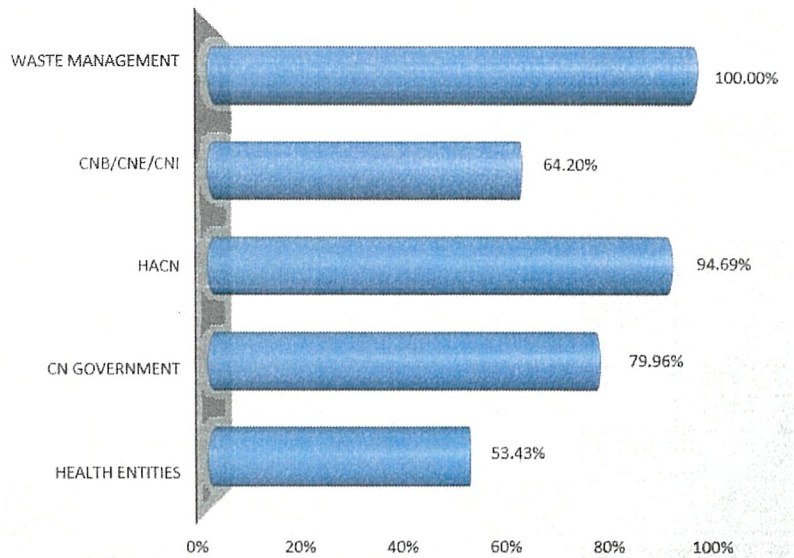


TERO Procurement Opportunities	
Entity	% Awarded
CN Government	99.09%
CNE	55.63%
Health Entities*	89.56%
CNI	2.20%

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

72.99% of Employees are registered Cherokee Nation Citizens

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



2021 - 2022 Commerce Services 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
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
USDA Heirs' Relending Program	Intermediary Relending	2022	\$2,000,000	Submitted	Agricultural Farm Probate Assistance