



COUNCIL OF THE CHEROKEE NATION EXECUTIVE & FINANCE COMMITTEE REPORT

Reporting Month: **October 2021**

Dept: **Financial Resources**

Contact: **Janees Taylor, Treasurer**

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Accounts Payable checks disbursed

Current Month	3,332
Year to Date	3,332



Timecards processed

Current Month	9,832
Year to Date	9,832



Reqs. approved for processing

Current Month	3,120
Year to Date	3,120



Purchase orders issued

Current Month	2,880
Year to Date	2,880



Travel expense statements processed

Current Month	19
Year to Date	19



Files received for storage

Current Month	308
Year to Date	308



Number of internal billings

Current Month	4
Year to Date	4



Grant reports submitted

Current Month	86
Year to Date	86



Deposits

Current Month	643
Year to Date	643

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 October 2021
100% completion - All required reports were submitted timely in October

Upcoming Events

- 1 FY2021 year end close processes continue

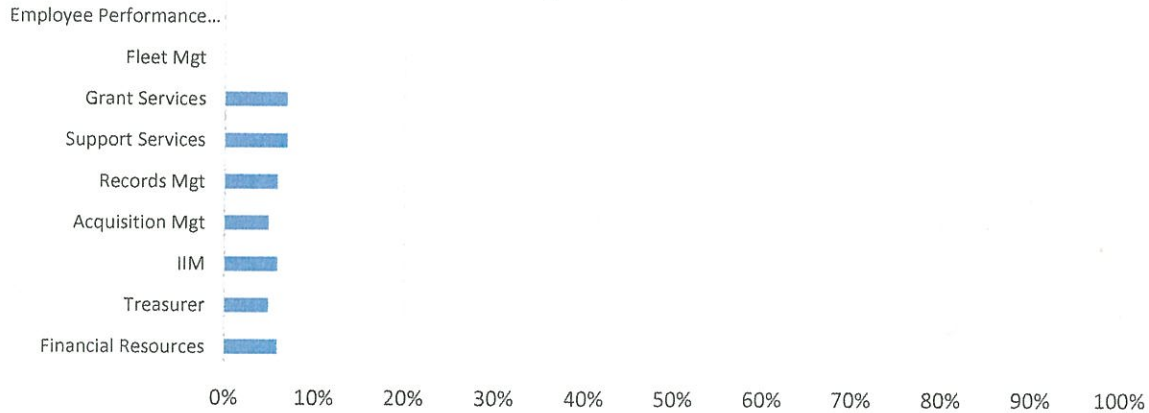
Compliance

- 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	\$ 10,330,168.56 99%
Award to non-TERO Vendor	\$ 37,710.00 1%
Sub-total bids with a TERO vendor participating	\$ 10,367,878.56 100%
 Bid - no bids submitted by TERO Vendors	 \$ 12,695,885.84

October 1, 2021 through October 31, 2021

YTD Budget Spend



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

Economic Development

On-the-Job Training

- 32 active participants
- Current Partners:

ADVANCED WORKZONE	MUSKOGEE, OK
ARROWHEAD PRECAST, LLC.	BROKEN ARROW, OK
AST STORAGE	JAY, OK
BACKWOODS FOOD MFQ INC	TAHLEQUAH, OK
C&L SUPPLY INC	VINITA, OK
CITY OF SALLISAW	SALLISAW, OK
COOKS VENTURES	JAY, OK
Central State Reprocessing (CSR) WORLDWIDE OK INC	WATTS, OK
CUSTOMIZED DISTRIBUTION SERVICES	FORT GIBSON, OK
ELITE FABRICATORS, LLC	PRYOR, OK
Heavy Metal Training Institute	TAHLEQUAH, OK
INDUSTRIAL MAINTENANCE	PRYOR, OK
INNOVATIVE ORIGINAL SOLUTIONS	MUSKOGEE, OK
KASKA, LLC	PRYOR, OK
KEY MAINTENANCE INC	CHOUTEAU, OK
MID-SOUTH MAINTENANCE	PRYOR, OK
OKLAHOMA GLASS AND MIRROR	CATOOSA, OK
PROFORM GROUP	MUSKOGEE, OK
RAE CORPORATION	PRYOR, OK
RLC BUSINESS SERVICES	TAHLEQUAH, OK
SEQUOYAH COUNTY SHERIFF'S OFFICE	SALLISAW, OK
THUNDERBIRD FUELING SOLUTIONS	TULSA, OK
WORLDWIDE STEEL WORKS	PRYOR, OK

Employment Programs

Two participants attained external employment.

Work Experience Success Story

K. Coachman came highly recommended from the Business Technology class where she had graduated this past year. However, when she was let go from her new employer without explanation, she had a lot of stress and anxiety to deal with as a single mother. She fueled that stress into action and applied for every single job she could to improve her situation. Cherokee Nation Career Services interviewed her because of an urgent need. Once started working on the ARPA program, the interviews and job offers started coming in. Coachman has been incredibly competent, and reliable. Her Career Specialist Brett Hiseley says: "Coachman was placed at the front desk of Career Services as a receptionist. During her time there she demonstrated a strong work ethic and the ability to complete the job requirements and has great attendance." Career Services was fortunate to get her on as a temporary full-time emergency hire.

She is meeting challenges head on and we are confident that her patience, action under pressure, and graciousness will continue to pay off. And we are overjoyed to have her on staff.



JOBS/Tribal TANF

Services provided to 331 families for the month.

- Issued approximately \$4,500 in work participation incentives to eligible parents.
- Reports were submitted to U.S. Dept. of Health and Human Services Administration for Children and Families (ACF) for 3rd Quarter on November 15, 2021.
- Began delivery of essential PPE supplies through Pandemic Emergency Assistance Funds to TANF Assistance Units the week of November 22, 2021
 - The program impacted to over 500 recipients, including active members of the assistance unit, as well as caretaker relatives.
 - Essential supplies included: Face Masks, Latex Gloves, Hand Sanitizer, Travel First Aid Kits, Disinfectant Wipes and Spray, etc.

TANF Staff out in the community



Figure 1 Michelle Arras delivering PPE supplies



Figure 3 Kaelab Hamm delivering PPE supplies



Figure 2 Tim Burges delivering PPE supplies



Figure 4 Taylor Goodrich delivering PPE supplies



Figure 3 Michelle Arras assisting with Thanksgiving Food Distribution

RESTORE Success Story

J. Gouldsby by Karen Pittman, Principal, Drexel Academy Elementary School

“Mr. Gouldsby currently serves as a daytime COVID-19 custodian at Drexel Academy. He has been with us for a year in March. Mr. Gouldsby works to keep our building clean throughout the day, he instills hope into each of our male students, and deposits positivity into their lives. He loves to teach our male students the fundamentals of basketball during his break time, which brings laughter to them on some occasions. Mr. Gouldsby helps to make necessary repairs in our building, and ensures that there are sanitizing wipes in the classrooms and throughout the building. He always has a smile on his face and has a great rapport with our students.”

Drexel Academy is also appreciative of the tremendous support of the Cherokee Nation RESTORE has shown program through these difficult times. The help of the RESTORE program has allowed Drexel Academy to hire additional teacher assistants who serve in the classrooms by providing small group instruction for students working below grade level. Drexel Academy is blessed to have had the opportunity to provide in-person learning for a large majority of the school year. Staff members participating in the RESTORE Program have served as mentors and role models for students.

Commerce Services

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

Anna Knight, Executive Director
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Community Economic Impact

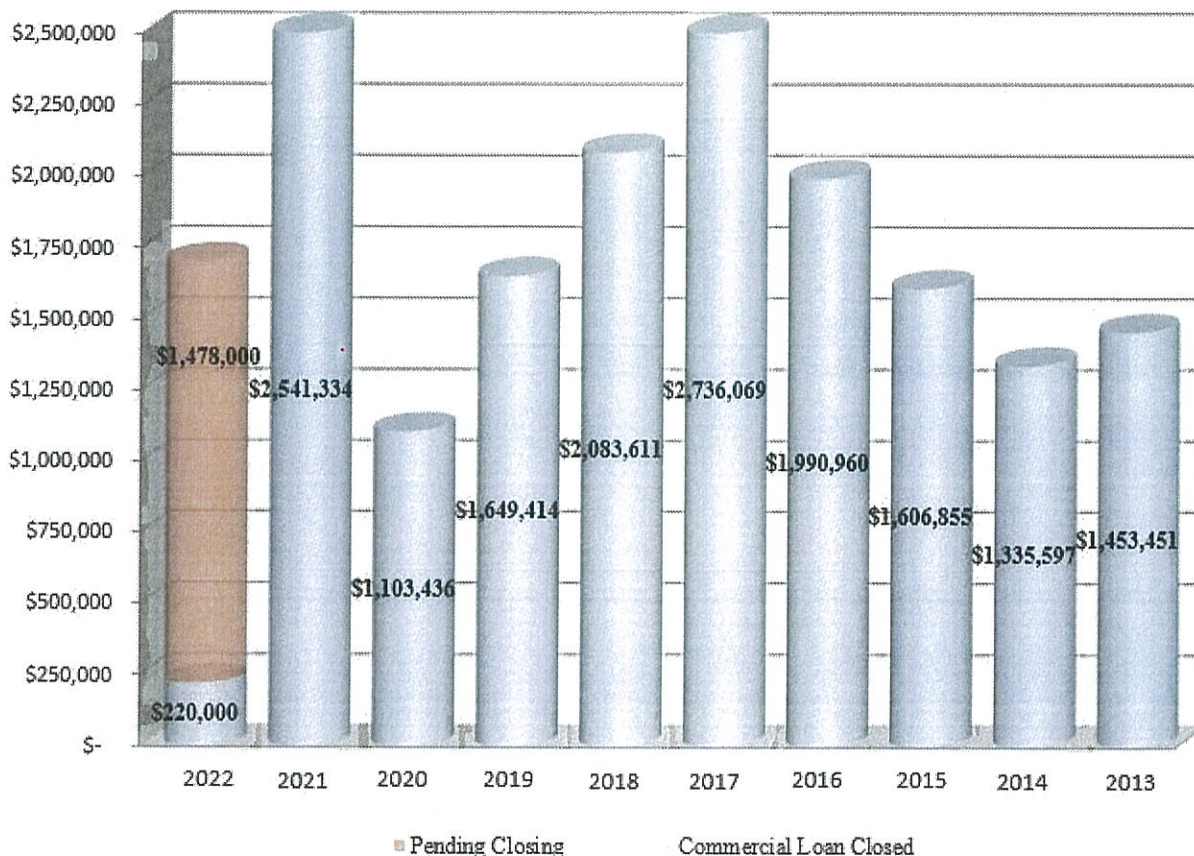
Small businesses employ nearly half of the American workforce; they create 2 out of 3 net new private sector jobs; they invest 68% of revenues to build and sustain communities. – SBA 2021



Cherokee Nation Economic Development Trust Authority has invested \$20,116,950 in 374 privately owned small businesses impacting 1,630 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 November 2021

Community	County	Business Type	Startup or Expansion
Watts	Adair	Ag Energy	Start-up
Stilwell	Adair	Kennel	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 November 2021

Community	Loan Purpose	Project Costs	Owner Equity	Jobs
Colcord	Expansion	\$40,000	52%	2

Consumer Loans Closed

209 consumer loans totaling \$453,351 have been made through the Small Business Assistance Center in fiscal year 2022.

Small Business Client Highlight

The Learning Ladder is a daycare owned by Dana Combs in Tahlequah, Okla. She purchased it from the previous owner in 2018 with the help of a loan from the Cherokee Nation Economic Development Trust Authority. Prior to purchasing the daycare, Dana worked there for over 6 years. Dana has since remodeled most of the inside and outside of the building. She has 13 employees. She remains full almost continually due to the huge need for child care in the Tahlequah area. She is contracted with both



DHS and Cherokee Nation to take child care subsidy payments and has assisted many families in need as well as families who foster children with her flexible scheduling and always being available for the needs of each family. Dana keeps in close touch with Cherokee Nation Commerce Services staff including her business coach and is so appreciative of the assistance that they provide. **The Learning Ladder is continually improving its service to families in the area and it all started with a loan from the Cherokee Nation.**



Small Business Lending Impact 2010 through 2021 by County

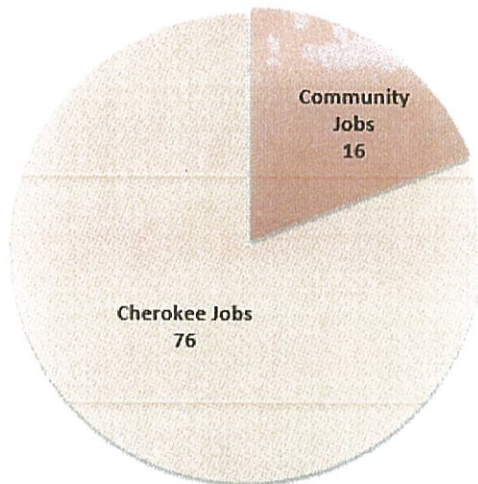
CNEDTA loan dollars leverage additional economic investments!

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

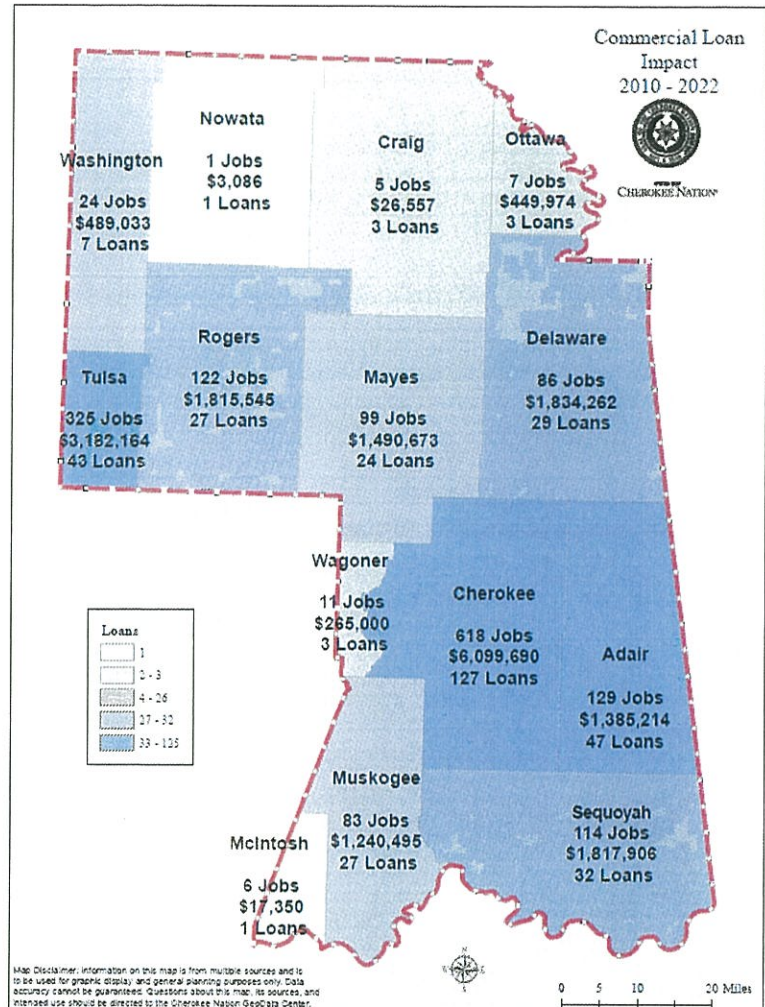
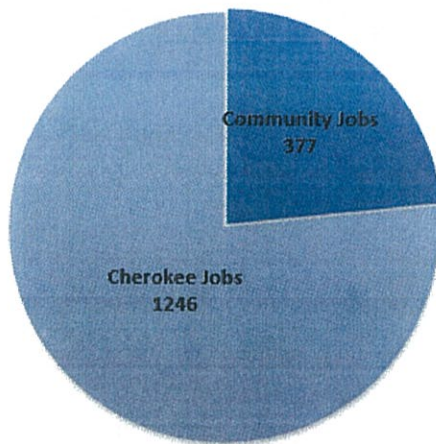
In 2022, CNEDTA loans leveraged an additional \$3.01 million in private community investments.

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	\$1,240,495	27	83
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	\$20,076,950	374	1,630

Cherokee Nation Economic Development Trust Authority

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

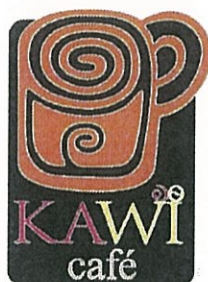
Lending Assets

Available Commercial Capital	\$1,844,403
Available Consumer Capital	\$1,597,530
Approved Grants Pending Distribution	\$0
Approved Grants Pending Receipt	\$623,000
Total Available Capital	\$4,064,933
Outstanding Commercial Loans	\$9,826,059
Outstanding Consumer Loans	\$1,600,125
Total Outstanding Loans	\$11,426,184

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](https://www.facebook.com/CherokeeArtsCenter)).

The subject of November's Third Thursday Virtual Art Class was How to make Christmas Stars. In this installment, over 262 people tuned in to learn how to make Christmas Stars with repurposed cardboard boxes, large foil gift bags, glitter, glue, and lots of holiday spirit. The event reached over 2,976 people, most of whom were women aged 35-44.

Procurements Awarded to Certified Cherokee/Indian-Owned Small Business
77.73% of CIOB Eligible Procurement Opportunities were awarded to CIOBs

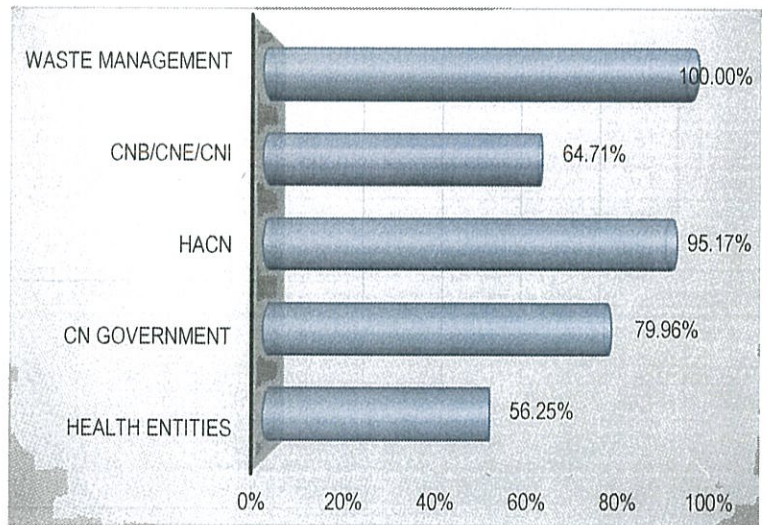


TERO Procurement Opportunities	
Entity	% Awarded
CN Government	81.66%
CNE	79.03%
Health Entities*	100.0%
CNI	2.20%

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

73.26% 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 (CNETA)

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
USDA Heirs' Relending Program	Intermediary Relending	2022	\$2,000,000	Upcoming	Agricultural Farm Probate Assistance