

COUNCIL OF THE CHEROKEE NATION
EXECUTIVE & FINANCE COMMITTEE REPORT

Group: Financial Resources

Month/Year of Report: June 2018

Treasurer: Lacey Horn

Phone: 207-3902

E-mail: lacey-horn@cherokee.org

- I. Budget Highlights – through May
 - a.) Financial Resources – 63% spent
 - b.) Treasurer – 41% spent
 - c.) IIM – 66% spent
 - d.) Acquisition Management – 66% spent
 - e.) Records Management – 39% spent
 - f.) Support Services – 68% spent
 - g.) Grants Management – 61% spent
 - h.) Grant Development – 67%
 - i.) Fleet Management – 47%
 - j.) Employee Performance Incentive – 32% spent
 - k.) Grant Development for CNB – 0% spent
 - l.) DOJ CTAS 2017 – 53%
- II. Program Highlights
 - a.) Balance Scorecard Measures
 1. Complete FY17 Audit – 100% Complete
 2. Obtain Unmodified Audit Opinion – 100% complete
 3. No Material Weaknesses on Single Audit – 100% complete
 4. Obtain GFOA Award for FY16 CAFR – 100% complete
 5. Reports completed & submitted for April 2018 – 95% completion
 - b.) Accomplishments
 1. Staff attended multiple webinars, trainings and conferences for grants management
 2. Staff attended the AICPA Cybersecurity Fundamentals Certificate Webcast Series
 3. Staff attended the National Tribal Child Support Association Conference
 - c.) Upcoming Events
 1. Various grant trainings scheduled for July 2018

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	A	B	C
1	Cherokee Nation Acquisition Management Year-To-Date Report Over \$5,000 Transactions October 1, 2017 through September 30, 2018		% of sub-total - TERO vendor submitted Bid
2	Award to TERO Vendor	\$ 11,293,393.98	97.73%
3	Award to non-TERO Vendor	\$ 262,507.85	2.27%
4	Sub-total bids with a TERO vendor participating	\$ 11,555,901.83	100.0%
5	Bid - no bids submitted by TERO Vendors	\$ 8,194,360.27	
6			
7	October 1, 2017 through May 31, 2018		

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

Career Services has submitted a Letter of Intent to the Department of Health and Human Services Dallas Regional Office for the Tribal Temporary Assistance to Needy Families Program (**Tribal TANF**). We had to revise our original Letter of Intent due to a conflict with Muscogee (Creek) Nation in population and service area. We share six counties and were both proposing to serve all other Native Americans in those areas.

We met with the Muscogee (Creek) Nation and presented a compromise that they accepted:

County	Cherokee Nation	Muscogee (Creek) Nation
Rogers and Mayes Counties	All Indian and Native Americans except Muscogee (Creek) Nation tribal citizens	All Muscogee (Creek) Nation tribal citizens only
Wagoner and McIntosh Counties	All Cherokee Nation tribal citizens only	All Indian and Native Americans except Cherokee Nation tribal citizens
Tulsa and Muskogee Counties	All Indian and Native Americans except Muscogee (Creek) Nation tribal citizens residing within the Cherokee Nation jurisdictional service area	All Indian and Native Americans except Cherokee Nation tribal citizens residing within the Muscogee (Creek) Nation jurisdictional service area

There is still a lot of work to be done before we can begin administering the TANF Program. We are currently planning on a January 1, 2019 start date.

The **Summer Youth Employment Program Tribal Interns** had lunch at Jincy's with Principal



Chief Bill John Baker, Deputy Chief Joe Crittenden, and Secretary of State Chuck Hoskin, Jr. as a part of their Program Orientation. Chief Baker was explaining what all his initiatives are and how they wrap around to benefit numerous Cherokees. For example, Cherokees are employed building Cherokee homes which in turn gives Cherokees housing. He spoke for quite a while and gave a little history lesson of Jincy's.

The **Disability Employment Initiative** staff attended the state DRS Training Academy for one week. This allowed us to receive pertinent training and information as well as network with state workforce staff. They also attended and worked the informational table for the Elevate Youth (ages 16-24) Conference.

DEI Staff attended an informational meeting with the state's Social Security Benefits counselor to gain knowledge about the rules and regulations of social security benefits. Josh and Marsha attended the 4-County Partners meeting in Tahlequah. Josh and Cheryl attended the week long CANAR Conference. DEI staff presented a short overview of the DEI Program at the OKTVR meeting.

The first DEI Leadership Advisory Group meeting was held. There were 11 participants in attendance. The next meeting is scheduled for August 30th.

Monthly Disability Awareness Email was sent out to approximately 105 internal employees of Cherokee Nation Career Service on June 22nd. The topic of this awareness email was PTSD.

Job Fairs and Other Events:

Keep up to date with future Job Fairs at: www.cherokee.org/jobfairs

Brad Eubanks is point of contact for Community Meetings.

Job Fairs:

AMAZON IS COMING TO TULSA! One of the world's most innovative companies will build a state-of-the-art facility and employ over 1500 people.



“The Cherokee Nation is proud to be a part of a coalition that continues to locate quality jobs to northeast Oklahoma,” said Cherokee Nation Principal Chief Bill John Baker. “The announcement of a new Amazon fulfillment center in Tulsa and more than a thousand new jobs will help build a strong economy for the next seven generations of

Cherokees, as well as our friends and neighbors. We couldn't be more pleased with the continued joint effort on economic development between so many state and local partners.”

Amazon Press Release

<http://phx.corporate-ir.net/phoenix.zhtml?c=176060&p=irol-newsArticle&ID=2353923>

Sheet Metal Workers Local Union 270
Tulsa, OK

Career Services Staff Hunter Palmer and Travis Gulley met with the Sheet Metal Workers Local Union 270 to discuss the Sheet Metal Training School and recruitment for their apprenticeship program.



Macy's Bloomingdale's Fulfillment Center
Owasso, OK



Cheorkee Nation Career Services team and Macy's HR team had a meeting to discuss upcoming peak season and recruitment. Since coming to Owasso in 2013 Cheorkee Ntaion Career Servcies has helped with the recruitment efforts during peak season. Each year Macy's has to hire 5,000 temporary

employees for their peak season.

Claremore Manufacturer takes part in Oklahoma Works Apprenticeship Program
Creating New Welders Goal of Program

http://www.tulsaworld.com/business/manufacturing/claremore-manufacturer-takes-part-in-oklahoma-works-apprenticeship-program/article_7b99516c-3e0d-5384-9c00-34d1efe3eae6.html

CLAREMORE — Four young adults embraced a head start on a career Friday at Pelco Structural.

The Claremore-based, steel-pole manufacturer recognized them for being the company's first enrollees in the Governor's Oklahoma Works Apprenticeship Program, which assists in filling the skills gap in the current workforce by providing job and classroom training.

With partners Northeast Technology



Center and the Cherokee Nation, Pelco asks participants to sign a one-year commitment to the program to help address the shortage of welders in northeast Oklahoma.

“The partnership with NTC and the Cherokee Nation is very, very important to us,” Pelco President Phil Albert said. “I think every good thing that happens, relative to this workforce program, has some touch from (Principal) Chief (Bill John) Baker and the Cherokee Nation as it relates to businesses like mine in northeast Oklahoma.

“Our business is a team sport, and our secret sauce is our human resource. It’s our people.”




Enrollees are Justin Corley, 30, of Owasso; Justin Copeland, 23, of Verdigris; Edan Cole, 21, of Sand Springs; and Taylor Bailey, 27, of Tulsa.

“I’m super excited,” Corley said. “I can’t wait to get started. ... I’ve had a good first impression so far, so I plan on staying.”

Said Cole, “I really want to do this.”

The Oklahoma Works initiative was implemented by Gov. Mary Fallin and is a coalition of state agencies, educational institutions, businesses and other partners. The program’s strategic priorities are coordinated by the Governor’s Council for Workforce and Economic Development.

Students in Claremore will under a four-week, 160-hour training program at NTC, said Jerad Girten, industrial coordinator at NTC.

 Cherokee Nation
Career Services
We Offer... Opportunities
Jobs CAREER CHOICES
TRAINING Hope
TALKING LEAVES JOB CORPS



“Career Services helped me find a job and showed me how to pursue a career in counseling. This is a chance to start over and provide for my family.”
-Charity Chippown, Customer Service

“I couldn’t have done it without the understanding and direction from Career Services. They made me realize I can do things I didn’t think I could.”
-David Petersen, Computer Driller



“Cherokee Nation Career Services gave me the opportunity to pursue a career in healthcare. I always wanted to be a nurse and work for my tribe.”
-Dora Luna, LPN

VISIT US ONLINE
OR CALL 918-453-5555



Commerce Group

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

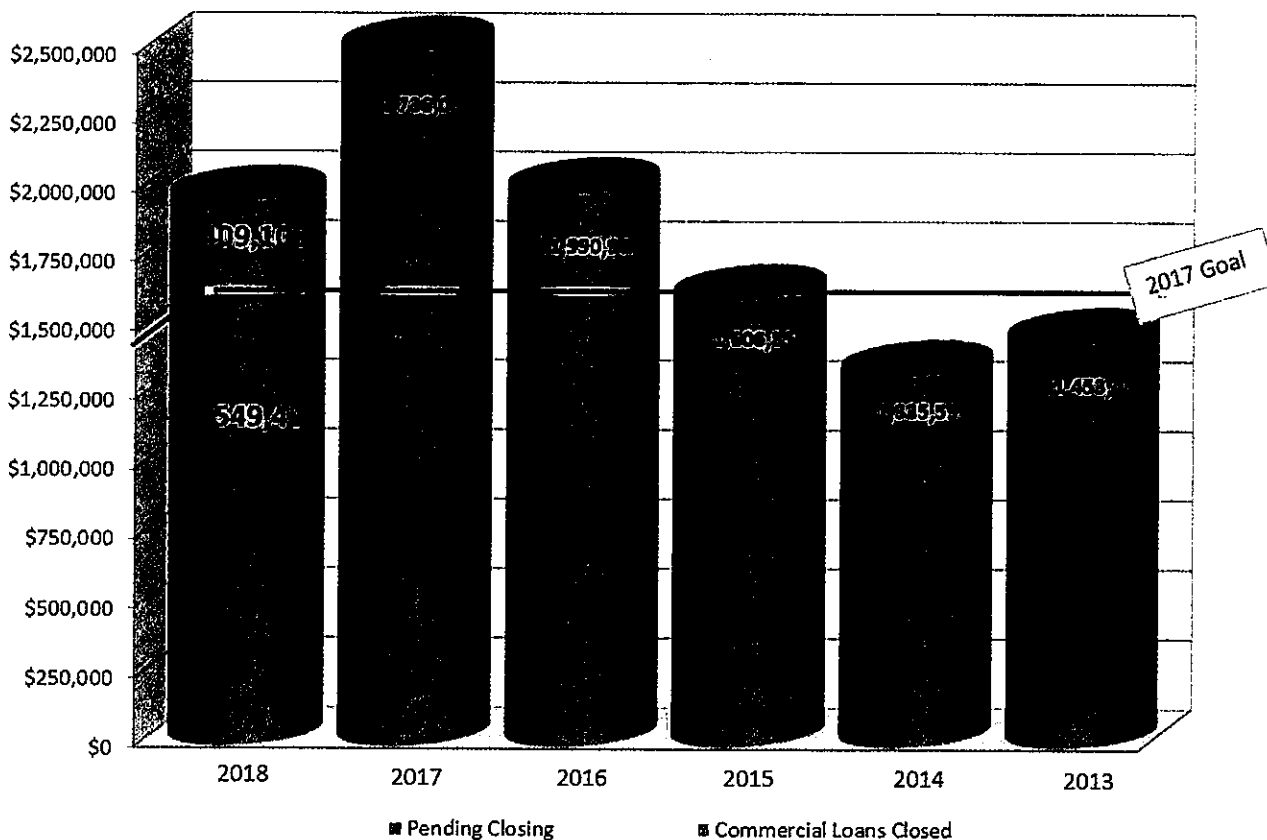
Anna Knight, Executive Director
918-453-5532
anna-knight@cherokee.org

Community and Economic Impact



Since 2010 Cherokee Nation Community
Investment: \$13,728,577.99 in 287
Privately-owned Small Businesses

Dollars Invested in the Local Economy Through Small Business Lending



Small Business Loans Closed May 2018

Community	Loan Purpose	Project Costs	Owner Equity	Jobs
Westville	Expansion	\$20,000	72%	2

"Your office and Cherokee Nation as a whole is helping us change our future. Thanks for helping us!"

*-Billy Alcorn,
 Pryor, Mayes County*

Commercial Lending Pipeline (Commercial requests submitted)

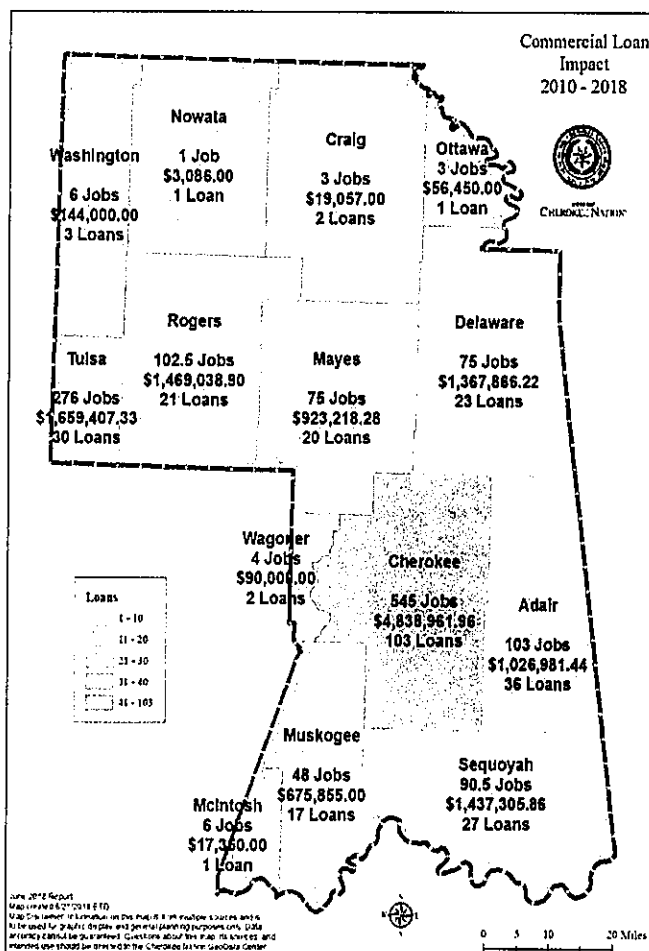
Community	County	Business Type	Startup or Expansion
Stilwell	Adair	Manufacturing	Start-up
Pryor	Mayes	Food Service	Expansion
Tahlequah	Cherokee	Construction	Expansion
Tahlequah	Cherokee	Retail	Start-up
Pryor	Mayes	Food Service	Start-up

Commercial Lending Impact 2010 through 2018 by County

County	Economic Investment	Private Leverage	Loans	Jobs
Washington	\$144,000		3	6
Tulsa	\$1,659,407		30	276
Nowata	\$3,086		1	1
Rogers	\$1,469,039		21	103
Craig	\$19,057		2	3
Ottawa	\$56,450		1	3
Mayes	\$923,218		20	75
Delaware	\$1,367,866		23	75
Wagoner	\$90,000		2	4
Cherokee	\$4,838,962		103	545
Adair	\$1,026,981		36	103
Sequoyah	\$1,437,306		27	91
Muskogee	\$675,855		17	48
McIntosh	\$17,350		1	6
Totals	\$13,728,577		287	1,339

Private Commercial Lending Dollars
 Leveraged 2015-2018: **\$8,378,920**

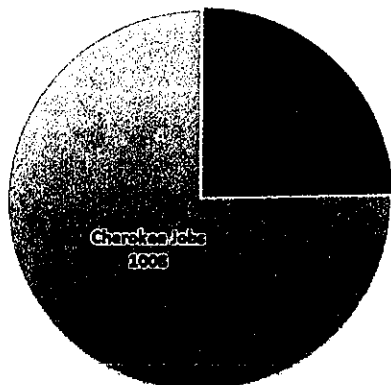
Total Community Investment through Small
 Business Lending 2015-2018: **\$16,716,335**



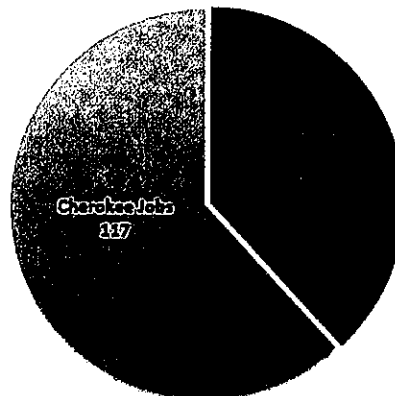
Businesses Create Community Based Jobs

Private Sector Jobs Created or Retained by Small Business Lending

Jobs Created FY10-18



Jobs Created FY 2018



Cherokee Nation Economic Development Trust Authority

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

Lending Assets

Available Commercial Capital	\$1,124,158
Available Consumer Capital	\$1,094,758
Approved Grants Pending Distribution	\$747,691
Approved Grants Pending Receipt	\$0
Total Available Capital	\$2,966,607
Outstanding Commercial Loans	\$8,721,018
Outstanding Consumer Loans	\$1,763,085
Total Outstanding Loans	\$10,484,104

U.S. Opportunity Zone Act 2018

Provides a mechanism for companies and individuals to invest capital gains into low income census tracts for commercial and residential real estate development. Investments may be up to 10 years and such investments will defer the capital gains tax during investment and may decrease the basis for the taxes by 15% if invested the full 10 year period.

Opportunity Funds must be the investment vehicle; IRS rules are still pending. Should be simple to create and will expect a return on investments.

US Treasury Opportunity Zones in the Cherokee Nation

Delaware county 3760
 Cherokee county
 Sequoyah county 303.02
 Adair county 3769
 Wagoner county 301.02
 Mayes county 404
 Muskogee county 4

Muskogee county 6
 Craig county 3733
 Ottawa county 5749
 Ottawa county 5746
 Ottawa county 5741
 Washington county 3
 Rogers county 501.01
 Tulsa county 111

Tulsa county 59
 Tulsa county 1
 Tulsa county 10
 Tulsa county 12
 Tulsa county 2
 Tulsa county 62
 Tulsa county 80.01
 Tulsa county 80.02

Entrepreneurial and Small Business Training

Entrepreneurial capacity building, through one-on-one assistance and in workshops settings, is available throughout the year to help entrepreneurs with business planning, strategic growth, marketing assistance, social media marketing, cash flow management, procurement and affordable financing.

In 2018, Business training workshops and the annual Engage Expo attracted 2,936 people representing Indian owned businesses, 119 of which were TERO certified businesses. Additionally, 102 entrepreneurs received one-on-one business coaching.

Business/Entrepreneur Workshops			
Date	Location	Time	Workshop
June 21	Tahlequah	10:30 am	Introduction To Business Planning
June 21	Webinar	10:00 am	SBA, Small Business Financing
June 28	Housing Authority- Claremore	10:30 am	Introduction To Business Planning
July 3	Career Services- Pryor	10:30 am	Understanding your Bottom Line
July 18	McAlester	1:00 pm	SBA 8(a) HUBZone Program
July 19 th	Tulsa	8:00 am	REI, Tulsa Women's Breakfast
July 19 th	Durant	9:00 am	REI, Business Tax Workshop
July 19 th	Enid	8:00 am	REI, Northwest OK Women's Business Summit
July 19 th	Webinar	10:00 am	SBA, Small Business Financing

Community Based Business Coaching		
Community	Address	Dates
Pryor	Cherokee Nation Career Services - 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 brian-wagnon@cherokee.org or 918-506-9168

Commerce staff visits all business loan clients annually to monitor business progress, employment increases, view collateral and evaluate any entrepreneur or management need training to ensure business growth and success.



- Total Graduates 74
- Total Re-entry/Recent Offenders 34
- Total Day Training 40
- Total Opening Small Business 5

**All participants have been low income American Indians. Stipends for participants paid in mostly by Career Services and in part by Commerce grant.

"The Kawi Café has helped me to become a team player, be punctual, and get involved with my community. It is a great program."
 -Ned Essman, Tahlequah, OK



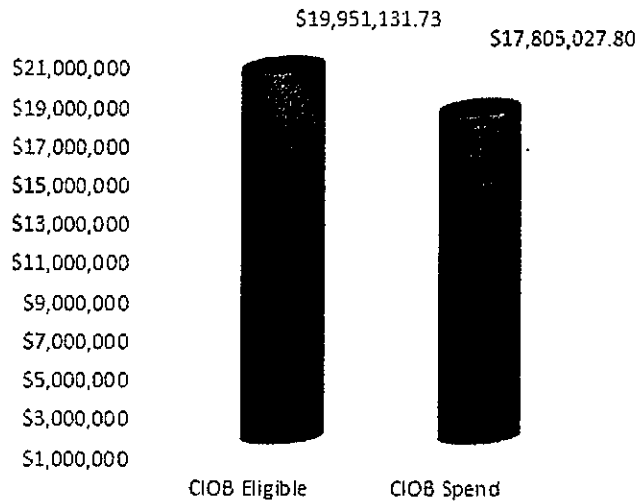
Kawi Café a model experiential entrepreneurship training program

Managed by Commerce business coaches, we partner with Career Services Day Training and Re-entry Programs to find Kawi participants. *This is not a culinary arts program.*

	<h4>Small Business Ownership</h4> <ul style="list-style-type: none"> • Business Planning • Marketing • Cash Flow Management • Staffing • Pricing • Product Design
	<h4>Business Management</h4> <ul style="list-style-type: none"> • Staffing • Marketing • Customer Service • Personnel Management • Leadership • Teamwork
	<h4>Job Skills</h4> <ul style="list-style-type: none"> • Interpersonal Skills • Work Hours • Follow Direction • Resume • Life Skills • Communications

CN Procurement Awarded to Certified Cherokee/Indian-Owned Small Business

89.24% of CIOB Eligible Procurement Opportunities were awarded to CIOBs



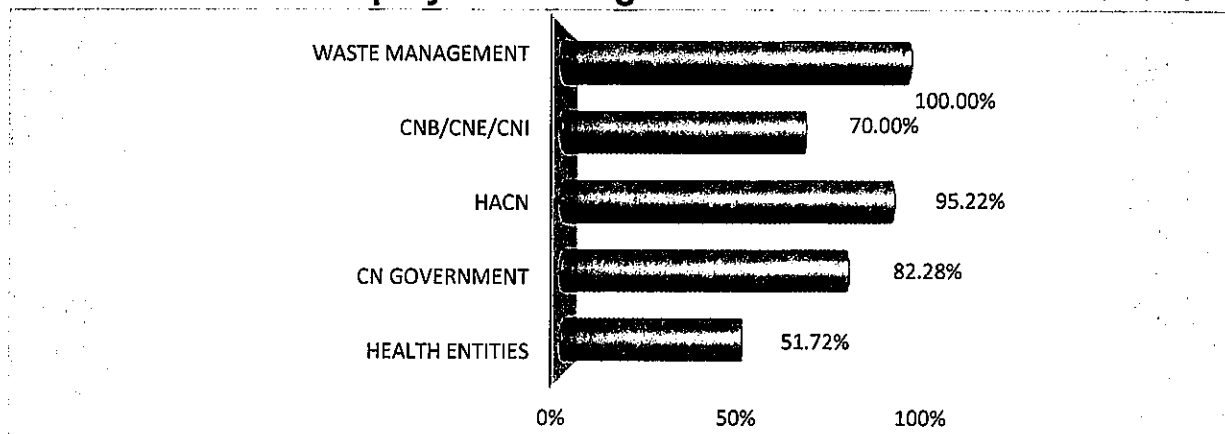
TERO Procurement Opportunities	
Entity	% Awarded
CN Government	97.73%
CNE	83.73%
Health Entities	98.68%
CNI	3.13%
Waste Management	0%

Health Entities are PACE/Elder Care and Cherokee Nation Home Health

CNB Procurement by the Numbers: TERO Opportunities, TERO Bid Submissions and TERO Bid Awards

Eligible Opportunities	TERO Bid Submissions		Bids Awarded With Participation	
Tracking late Jan - June 2018	% bids submitted	# bids submitted	% of submissions	# of submissions
113	54.87%	62	51.61%	32

75.16% of Employees are registered Cherokee Nation Citizens



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

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, **1,262 people have attended 220 artist taught classes** and the equipment has been used **1,123 times by 927 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 2,651 times**.

Cherokee Arts Center		
Registration is necessary and all classes are fee based, paid directly to artists		
Date	Time	Class
Every Monday	6:00-9:00 pm	Jewelry Making Class
Every Tuesday	6:00-8:00 pm	Beginning Metal Smithing
Every Tuesday	4:00-5:30 pm	ICW Cultural Art Class
Every Wednesday	4:00-5:30 pm	ICW Cultural Art Class
Every Thursday	6:00-8:00 pm	Metal Smithing with Steve
Every Friday	7:00-9:00 pm	Life Drawing with Matt
Every Saturday	10:00-1:00 pm	Watercolor with Paula Hefley
Every Saturday	1:00-3:00 pm	Beginners Metal Smithing
June 21 (3 rd Thursday)	6:30 – 9:00 pm	Tahlequah Arts Council Meeting
June 26 & 27	9:00 am – 4:00 pm	Native Artist Professional Development
July 10 (2 nd Tuesday)	6:30-9:00 pm	SEIAA Monthly Meeting
July 21 (3 rd Saturday)	2:00 – 3:00 pm	Tahlequah Writers Group

“It’s a pleasure to work with the Spider Gallery, not only do they have a concern for the artists’ welfare, they have the professional ability and resources to help promote the artists’ work!” – Troy Jackson

The Spider Gallery currently represents **125 Cherokee Nation artists, 18 of which are National Treasurers**.

Cherokee Nation Proudly Presents



- Year to date 1,575 visits have been made to the Gallery
- Purchasing a laser cutting machine
- Will begin framing services for CNB and local artists
- Artists have earned \$41,155.28
- Online Gallery sales are live
- The Gallery Store includes items priced less than \$100

2018 Grant Applications Underway and Recently Submitted: Pending and Approved

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

Grant Submitted	Purpose	Amount Requested	Status	Notes
SBA Native American Enterprise	TA Procurement, Staffing, Curriculum	\$116,000	Received	Procurement, Curriculum, Staffing
USDA Rural Business Development (RBDG)	Feasibility for Health Innovation Incubator	\$119,000	Awarded	Contract pending to perform study/partnership with Hastings
USDA RBDG	Small Business Lending	\$500,000	Received	Loans disbursed
SBA PRIME	Kawi Café Operations	\$150,000	Received	Continue the hands-on entrepreneurial training for re-entry and ex-offenders
US Treasury CDFI	Small Business Lending	\$861,333	Received	CNEDTA
USDA Socially Disadvantaged Groups	TA Leadership, Strategic Planning, Social Media, Market Research and Succession Planning	\$137,000	Awarded	Still looking for 501(c)3 groups interested in leadership succession planning and strategic planning
OK Native Assets Coalition	Special Workforce Savings Program	\$7,000	Awarded	Emergency savings model
USDA Rural Business Development (RBDG)	Small Business Lending	\$500,000	Pending	Revolving loan funds
US Treasury CDFI	Small Business Lending	\$1,000,000	Pending	CNEDTA
USDA Rural Business Development (RBDG)	Retail Road Access	\$250,250	Pending	Partnership with City of Stilwell
USDA Rural Business Development (RBDG)	Staffing and Training	\$150,000	Pending	Increasing staff capacity
SBA PRIME	Kawi Café Operations	\$150,000	Pending	Continue the hands-on entrepreneurial training for re-entry and ex-offenders
National Endowment for the Arts	Expand Art Therapy Classes for ICW Children	\$30,000	Underway	Partnership with ICW
USDA Socially Disadvantaged Grant	Expand capacity for 501(c)3 Minority organizations	\$200,000	Underway	Partnership with CCO
BIA – Indian Business Development Institute	Feasibility for blackberry cooperative style business	\$100,000	Underway	Increase agriculture opportunities in communities
HUD ROSS SC	Connect HACN residents with self-sufficiency counseling	\$700,000	Underway	Partnership with HACN, 3 year project

Community Leadership and Community Organization Capacity

Organization		Project
Cherokees For Black History Preservation Foundation		Market Research, Strategic Planning, Leadership Succession
Arts Council of Tahlequah		Social Media, Strategic Planning, Leadership Succession
Brushy Community Action		Uncertain
Cherokee Heritage Center		Strategic Planning and perhaps Market Research, TBD
Illinois River Community Organization		Social Media, Strategic Planning
Northern Cherokee County Community Booster Club		Social Media, Strategic Planning
Nowata Cherokee Community Foundation		Social Media, Strategic Planning
NORA		Social Media, Strategic Planning, Leadership Succession, Market Research
Southeast Indian Artist Association		Market Research
She Brews		Market Research
Stilwell Public Library Friends Society		Uncertain
Zoe Institute		Market Research, Social Media, Leadership Succession
Community Leadership Trainings		
NSU – Cotta Conference	June 23	General and Succession Leadership
Northeast Tech Center	June 27	General and Succession Leadership