



# COUNCIL OF THE CHEROKEE NATION

## EXECUTIVE & FINANCE COMMITTEE REPORT

Reporting Month November 2023

Dept: **Financial Resources**

Contact: **Janees Taylor, Treasurer**

[janees-taylor@cherokee.org](mailto:janees-taylor@cherokee.org) | ext. 5052



### Accounts Payable checks disbursed

Current Month	3,133
Year to Date	6,491



### Timecards processed

Current Month	22,017
Year to Date	34,895



### Reqs. approved for processing

Current Month	2,918
Year to Date	7,305



### Purchase orders issued

Current Month	2,193
Year to Date	5,399



### Travel expense statements processed

Current Month	198
Year to Date	521



### Files received for storage

Current Month	3,069
Year to Date	3,752



### Number of internal billings

Current Month	17
Year to Date	20



### Grant reports submitted

Current Month	24
Year to Date	122



### Deposits

Current Month	158
Year to Date	320

### Departmental Goals

- 1 Complete FY23 Audit  
*0% complete - Audit complete by March 31, 2024*
- 2 Obtain Unmodified Audit Opinion  
*0% complete - Audit complete by March 31, 2024*
- 3 No Material Weaknesses on Single Audit  
*0% complete - Single Audit complete by June 30, 2024*
- 4 Reporting requirements completed & submitted for November 2023  
*100% completion-Required reports were submitted timely in November*

### Compliance

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

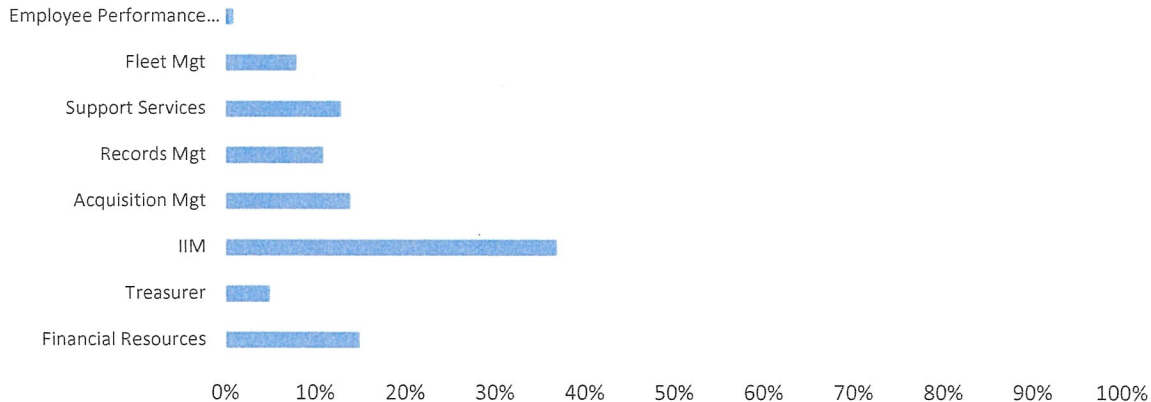
#### Cherokee Nation Acquisition Management Year-To-Date Bid Report Over \$5,000 Transactions October 1, 2023 through September 30, 2024

**% of sub-total -  
TERO vendor  
submitted Bid**

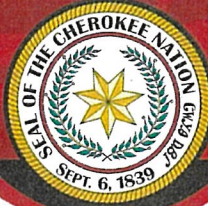
Award to TERO Vendor	\$ 38,838,076.73	100%
Award to non-TERO Vendor	\$ 79,775.00	0%
<b>Sub-total bids with a TERO vendor participating</b>	<b>\$ 38,917,851.73</b>	<b>100%</b>
Bid - no bids submitted by TERO Vendors	\$ 40,570,339.53	

October 1, 2023 through November 30th, 2023

### YTD Budget Spend







# Cherokee Nation Career Services

**Jobs - Training - Hope - Opportunity**

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Executive and Finance Committee



**Carly Bearpaw, former Work Experience participant,  
Full-time employee, Cherokee Nation Tag Office**

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**Executive & Finance Committee  
Career Services-Monthly Report  
S. Diane Kelley, Executive Director**

**Employment Programs**



Cherokee Nation Career Services Employment and Training staff attended the annual Northeast Oklahoma Regional Alliance (NORA) Summit on October 24, 2023. NORA partners with individuals, municipalities, chambers of commerce, small businesses and corporations in a 14-county region in northeast Oklahoma. Their region consists of Washington, Nowata, Craig, Ottawa, Delaware, Mayes, Rogers, Wagoner, Cherokee, Adair, Sequoyah, McIntosh, Muskogee and Okmulgee counties. The keynote speaker for the event was Cherokee Nation Principal Chief Chuck Hoskin Jr. Staff were able to attend breakout sessions while networking with community partners.

Members of the Career Services management team was able to attend the Four County Employment and Training Partners Meeting on October 31, 2023. Some of the partners in attendance were, Green Country Works, NSU Continuing Education Department and the OESC Center for Tahlequah. Department spokespersons provided updates and information regarding upcoming program changes as it relates to economic development and employment.





## **Career Services reports:**

Total participants hired (this includes letters of intent, verified start dates and those already working at job sites) since 8/12/23: **189**

Total participants hired and currently working at job site as of 11/3/23: **119**

Career Services would like to recognize a few of our community partners that have hired three or more of our Work Experience Participants since August 1, 2023:

- NHS Hospital – Sallisaw,
- Mrs. Ashley's In Home Daycare - Sallisaw,
- Muldrow Public Schools,
- Bear's Cub House - Sallisaw, Town of Marble City,
- Utility Management & Construction, LLC -Ochelata,
- Monday's Stop N Shop – Ochelata,
- Leach Public Schools,
- Seaton Consulting Group, LLC – Vinita,
- Habitat RESTORE – Tahlequah,
- Del Rancho – Tahlequah.

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- Monday's Stop N Shop – Ochelata,
- Leach Public Schools,
- Seaton Consulting Group, LLC – Vinita,
- Habitat RESTORE – Tahlequah,
- Del Rancho – Tahlequah.

Monthly Report October, 2023			
Activity	Number	Activity	Number
Office Visits Received	217	Referrals to Assessment	0
Phone Calls Received	139	Referrals to Career Skills Classes	0
Training/Work Site Visits	1	Referrals to Alternative Education	2
Other Contacts (Home Visit, etc.)	700 texts/450 emails	Referrals to Tribal TANF	0
Counseling Sessions	9	Referrals to Child Care	0
Contact Sheets Completed	7	Referrals to Family Assistance	
Applications Pending	11	Referrals to Other CN Programs	5
Applications Completed	27	Referrals to Other Agencies	20
Applications Placed on Hold	1	Referrals to Talking Leaves Job Corps	0
Files Terminated	10	TLJC Placement Assistance	0
Follow-ups (30-90-year)	6	Referrals for Employment	0
Job Bank Applications Completed	0	Employment Placements	2
Meetings Attended	6	Job Fairs	1
Trainings Attended	1	TANF	0
Other Activities	1		

PL 102-477 Referral Information			
	Adults	Youth	Cash Assistance
<b>Total Referrals:</b>	<b>0</b>	<b>0</b>	<b>0</b>

**Highlights:** Mariah Osage, QUEST participant hired in registration. Steven Shade, QUEST participant hired at Peaceful Warriors Way. I am working on the media releases and requests for these.



Monthly Report			
Activity	Number	Activity	Number
Office Visits Received	97	Referrals to Assessment	4
Office Phone Calls Received	34	Referrals to Career Skills Classes	25
Training/Work Site Visits	5	Referrals to Alternative Education	3
Other Contacts (Home Visit, etc.)	1513	Referrals to Tribal TANF	2
<b>TEXTS, CELL CALLS</b>			
Counseling Sessions	8	Referrals to Child Care	0
Contact Sheets Completed	72	Referrals to Family Assistance	8
Applications Pending	15	Referrals to Other CN Programs	0
Applications Completed	28	Referrals to Other Agencies	0
Applications Placed on Hold	0	Referrals to Talking Leaves Job Corps	0
Files Terminated	55	TLJC Placement Assistance	0
Follow-ups (30-90-year)	3	Referrals for Employment	
Job Bank Applications Completed		Employment Placements	5
Meetings Attended	6	Job Fairs	0
Trainings Attended	0	Other Activities	0

PL 102-477 Referral Information			
	Adults	Youth	Cash Assistance
<b>Total Referrals:</b>	<b>10</b>	<b>4</b>	

#### Highlights Hires:

Dillon Watts- PCA Peters Agency  
 Leah Click- Sallisaw Dental  
 Ulissa Goana- Mc Nutrition- Sallisaw  
 Elizabeth Jones- Mc Nutrition-Sallisaw  
 Tristian Curry- Walmart  
 Carson Ladd- Saint Francis-Muskogee  
 Cody Terrell- Blur Collar Concrete  
 Lauren McElhaney- Creoks  
 Ashley Brown- John's Hamburgers

**In process of being hired:**

Whitney Wilson- Sequoyah County Court Clerk

Bobby Taylor- Marble City Laborer

Donna Brackett- Marble City Court Clerk

Shelby Sanders- Career Services- Sallisaw

Glenda Mink- Greasy Immersion

Sandra Soap- Greasy Immersion

**10/1/2023-10/31/2023**

1. Saw 97 people this month **in the office** and had 34 calls to the office line.
2. I made contact, and clients made contact with me by **cell phone** and **text** 1513 times this month
3. Made 5 field visits to my worksites. Belfonte (2), Belfonte School (1), (1), Sac Nutrition,
4. Completed:

15- ARPA employment applications

3 -477 Employment applications

3 -QUEST employment application

2- Direct Placements

3- Vocational applications

Activity	Number	Activity	Number
Office Visits Received	74	Referrals to Assessment	0
Office Phone Calls Received	43	Referrals to Career Skills Classes	46
Training/Work Site Visits	7	Referrals to Alternative Education	1
Other Contacts (Home Visit, etc.)	1423	Referrals to Tribal TANF	4
<b>TEXTS, CELL CALLS</b>			
Counseling Sessions	84	Referrals to Child Care	1
Contact Sheets Completed	191	Referrals to Family Assistance	3
Applications Pending	8	Referrals to Other CN Programs	2
Applications Completed	20	Referrals to Other Agencies	0
Applications Placed on Hold	0	Referrals to Talking Leaves Job Corps	0
Files Terminated	36	TLJC Placement Assistance	0
Follow-ups (30-90-year)	1	Referrals for Employment	1
Job Bank Applications Completed	0	Employment Placements	21
Meetings Attended	4	Job Fairs	1
Trainings Attended	0	Other Activities	1



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**PL 102-477 Referral Information**

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**Adults Youth Cash Assistance**

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**Total Referrals: 0      0      0**

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**Highlights:**

October Hires to date:

Allie Ortega-Wolverine Den  
Ashlie Calvert-Bear's Cub House  
Bryce Qualls-Citi Trends  
Bryson Elbon-Simon's Hardware  
Dallas Frisby-Harps Vian  
Harrison Diver-Northeastern Hospital  
Jared Gragg-Jerry's Excavation  
Kerrye Lawson-Jodi Lee's Furniture  
Lillian Setser-Sallisaw Nursing Home  
Tommy James-B & B Auto  
Madisyn Parish-Mercy Hospital  
Marcus Hall-Big Daddy's on the Lake  
Karen Cullison-Vian Schools  
Kyla Riggs-Mrs. Ashley's Daycare  
Kenzie Brown-Mrs. Ashley's Daycare  
Andrea Williams-Dollar Store  
Mika Graham-Tenkiller State Park

**Pending Hires**

Chloe Steed Whitmire –Mrs. Ashley's Daycare  
Josalin Chapa –Northeastern Hospital

**10/01/2023-10/31/2023**

1. Saw 74 people this month **in the office** and had 43 calls to the office line.
2. Made contact, and clients and participants made contact with me by **cell phone** and text 1423 times this month
3. Made 7 field visits
4. Completed:
  - 3 ARPA employment applications
  - 3 ARPA vocational applications
  - 5 (477) applications
  - 9 QUEST

## **Wildland Fire Program**

### ***Personnel***

The Wildland Fire program has nine permanent staff members and five vacant positions. We will receive funding for an additional five positions in FY 2024. In conjunction with the Bureau of Indian Affairs, we have trained over 50 new wildland firefighters over the past year. These firefighters work on a call-when-needed basis within the Cherokee Nation reservation or are placed with other Tribal programs in eastern Oklahoma to bolster the overall workforce.

Fire personnel have recently completed a Wildland Pumps and Water Use course and an Engine Operator course. We will be hosting a basic firefighter course at the Talking Leaves Job Corps on November 6-10.

### ***Fire Suppression***

- Responded to 274 wildfires for the Calendar Year.
- Assisted with fire suppression in Arizona, Montana, Minnesota, Michigan, and throughout Oklahoma.

### ***Fire Prevention***

The prevention program has completed educational events at 10 elementary/middle schools and conducted 2 community events. We have four additional school programs coming up, including two in collaboration with the City of Tahlequah Fire Department. These events aim to educate children and their families about the proper use of fire and how to prevent potentially catastrophic wildfires. The prevention program has also been actively investigating human-caused fires to determine the specific cause and origin.

### ***Fuels Management***

Preparation for annual prescribed burns and mechanical treatments is underway. These projects will occur on Restricted lands, Tribal trust lands, and Tribal fee lands throughout the reservation. A significant project for the fuels staff is to complete phase 2 of 3 treatments at the Sequoyah Hunting Preserve (SHP). The phase 2 treatment is a prescribed burn of 1,870 acres. The SHP treatments seek to reduce hazardous wildland fuels while also enhancing wildlife habitat and restoring the ecological integrity of the preserve.



## JOBS/Tribal TANF

The Tribal Temporary Assistance for Needy Families (TTANF) program, also known as, Jobs, Opportunities, Benefits, and Services (JOBS) Program was a new authorized program for the Cherokee Nation that began October 1, 2019. The following represents participant data from the initial funding cycle, Fiscal Years 2020-2022, of services rendered:

Fiscal Year	Participants	Adults	Children	Cherokee	Non-Cherokee
2019-2020	898	195	703	808	90
2020-2021	717	146	581	659	58
2021-2022	800	176	624	733	67

The intended outcome of the JOBS Program is in accordance with the four purpose areas of TANF as established by Public Law 104-193, which are:

1. Provide assistance (or other forms of support) to needy families so that children may be cared for in their own homes or in the homes of relatives.
2. End dependence of needy parents on government benefits by promoting job preparation, to increase participant's employability and promote self-sufficiency.
3. Educate to prevent and reduce the incidence of out-of-wedlock pregnancies.
4. Encourage the formation and maintenance of two-parent families.

The JOBS Program is currently in its second funding cycle, Fiscal Years 2023-2025. The program provides a variety of benefits and services to Cherokee Nation families, federally recognized tribes, and Alaska Native families. JOBS provides a variety of benefits and services which include Cash Assistance, Adult Employment and Vocational Programs (AEVP), Incentives for Adults, Supportive Services, Non-recurring short-term benefits (NRST), Children and Youth Services, Suspension Services, Transitional Services, and Diversion Assistance.

The goal of the JOBS Program is to provide opportunities that will allow families to attain and maintain self-sufficiency. To meet this goal, JOBS provides temporary support in meeting basic needs, promotes and offers training/education that will lead to employment, and offers youth services.

### Data Highlights - November 2023

- Services provided to 477 recipients; providing approximately \$53,300.00 in cash assistance benefits.
- JOBS/Tribal TANF issued approximately \$26,143.03 in assistance to thirty eligible adults. Providing the following:
  - 21 - Work Participation Incentives
  - 4 – Transitional Incentives
    - L. Sallis transitioned from program due to unsubsidized employment with Northeastern Health Systems.
    - C. O'Dell transitioned from program due to unsubsidized employment with Pryor Public Schools.

- T. Glass transitioned from program due to unsubsidized employment with Tulsa Public Schools.
- H. Ross transitioned from program due to unsubsidized employment with Housing of Hope.
- 11 - Supportive Services (Professional Clothing, Fuel Assistance, Jobs Skills Training Payments, Vehicle Repair, Etc.)
- 5 - Non-recurring Short-Term Benefits (Utilities, Emergency Household Expenses, Vehicle Loss Prevention, Etc.)
- JOBS/Tribal TANF issued an additional \$936.05 in assistance to 12 eligible youth. Providing the following:
  - 5 – Grooming/Hygiene Allowances
  - 6 – Footwear Allowances
  - 1 – Extracurricular/Healthy Lifestyle Allowances

## Upcoming Project

During the month of November, the JOBS program is working to provide an upcoming Thanksgiving Basket for current active TANF recipients. The basket will be provided in accordance with purpose area one, which renders services so that dependent children can be cared for in their own homes or those of their relatives. The project is project to assist over 200 TANF families.

The holiday baskets will contain traditional thanksgiving items such as:

- Turkey or Ham
- Corn and Green Beans
- Stuffing
- Cornbread
- Instant Mashed Potatoes
- Gravy
- Cranberry Sauce
- Yams
- Dessert

JOBS/Tribal TANF Staff will be distributing completed baskets to each of their respective families. Holiday basket distribution is planned for the week of November 20<sup>th</sup>.

Services provided to 448 recipients for the month; providing approximately \$50,067.00 in cash assistance benefits.

JOBS/Tribal TANF issued approximately \$22,042.49 in assistance to 44 eligible adults.

Providing the following:

- 40 - Work Participation Incentives
- One – Transitional Incentives

- C. Juby transitioned from program due to obtaining unsubsidized employment with Noah's Bed and Biscuit.
  - Five - Supportive Services (Professional Clothing, Fuel Assistance, Jobs Skills Training Payments, Vehicle Repair, Etc.)
  - Five - Non-recurring, Short Term Benefits (Utilities, Emergency Household Expenses, Vehicle Loss Prevention, Etc.)
- JOBS/Tribal TANF issued an additional \$5,130.08 in assistance to 46 eligible youth. Providing the following:
    - 25 – Grooming/Hygiene Allowances
    - 21 – Footwear Allowances
    - Three – Extracurricular/Healthy Lifestyle Allowances
    - Two– Graduation Allowances
    - Two – Tutoring Allowances
    - One – Clothing Allowance
  - JOBS/Tribal TANF hosted a TANF Youth event called “Fall in to Cherokee Culture” on October 19, 2023 at Cherokee Nation One Fire Field from 9am to 12pm. The event provided a variety of cultural activities such as Stickball, Marbles, Archery, Storytelling, and Blowgun for youth ages 10 to 18. The event hosted kids from the TANF Program, Talking Leaves Job Corps, and general public. This was the first youth event sponsored by the JOBS/Tribal TANF Program that saw around 35 to 40 youth attended; event shirts, swag bags, and lunch were provided to attendees and their families.







## TERO

Activity	Month	YTD	Goal	% of Goal
Job Bank	13	21	400	
Enter Unsubsidized Employment	4	4	250	
Retain in Employment	7	9	75	
Referrals	4	15	400	
Cherokee Fire Dancers (New)	0	0	30	
Heritage Resource Technicians (New)	0	0	40	
Monitoring Visits-NAHASDA	27	27	XX	
Monitoring Visits-All Other	171	331	750	
Pre Bid Meetings-Attended	0	0	100%	
Descope Meetings-Attended	0	7	100%	
Bid Openings- Attended	3	4	100%	
Bid Openings-Not Attended	0	0	0	
Contractor Meetings-Attended	19	23	100%	
Mediation Meetings-Attended	0	0	100%	
Pre-Construction Meetings-Attended	3	6	100%	
Construction Meetings-Attended	7	14	100%	
Applications Received	11	23	120	
Certifications-Approved	11	21	120	
Certifications-Denied	0	0	0	
Re-Certifications-Approved	45	113	800	

Re-Certifications-Denied	0	0	0	
TERO Complaints	0	0	0	
EEOC Complaints	1	1	0	
Complaints Resolved	0	0	100%	

**Accomplishments** (Include any notable accomplishments- list with bullets, rather than a narrative).

None

**Initiatives** (Brief on future plans/any new initiatives – briefing on any issues of interest to leadership, if applicable. List with bullets, not narrative).

None

**Meetings/Trainings TERO Conducted** (Please list dates and numbers of persons in attendance).

None

**Certifications/Recertifications** (List Denied & Reason)

None

**Complaints- New/Resolved** (List name, type)

EEOC- New

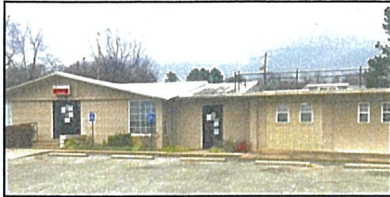
November 2023	Employment by County	Vendors by County
Adair		41
At Large		356
Cherokee	3	117
Craig		8
Delaware		18
Mayes		49
Muskogee		24
Nowata		2
Ottawa		2
Rogers		51
Sequoyah	1	32
Tulsa		28
Wagoner		3
Washington		13
<b>Totals</b>	<b>4</b>	<b>744</b>





**Cherokee County  
Tahlequah Office**  
17675 S. Muskogee Ave.  
Tahlequah, OK 74465  
918-453-5555

GWYB DBP  
**CHEROKEE NATION®**  
Career Services  
Office Locations



**Cherokee County  
Learning Center**  
17822 S. Muskogee Ave.  
Tahlequah, OK 74465  
918-458-0577



**Cherokee County  
Employment and Training**  
17138 S. Muskogee Ave.  
Tahlequah, OK 74465  
918-453-5555



**Cherokee County  
TERO and TLJC Office**  
16389 S. Muskogee Ave.  
Tahlequah, OK 74465  
918-453-5334



**Adair County  
Stilwell Office**  
406 A W. Locust St.  
Stilwell, OK 74960  
918-696-3124



**Sequoyah County  
Sallisaw Office**  
100 E. Choctaw Ave.  
Sallisaw, OK 74955  
918-776-0416



**Wagoner County  
Wagoner Office**  
109 N. Casaver  
Wagoner, OK 74467  
918-453-5555



**Delaware/Ottawa County  
Jay Office**  
1178 W. Cherokee  
Jay, OK 74346  
918-253-3243



**Mayes County  
Pryor Office**  
6789 Hwy. 69 S  
Pryor, OK 74361  
918-825-7988



**Rogers County  
Catoosa Office**  
701 W. Rollins Street  
Catoosa, OK 74015  
918-342-7450



**Washington/Craig/Nowata Co.  
Vinita Office**  
27469 S. 4410 Road  
Vinita, OK  
1-800-256-0671 ext.: 2501



**Tulsa County  
Tulsa Office**  
10837 E. Marshall St.  
Tulsa, OK 74116  
918-574-2749



**Muskogee/McIntosh County  
Muskogee Office**  
1305 S. Country Club Rd.  
Muskogee, OK 74403  
918-682-2077

# 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

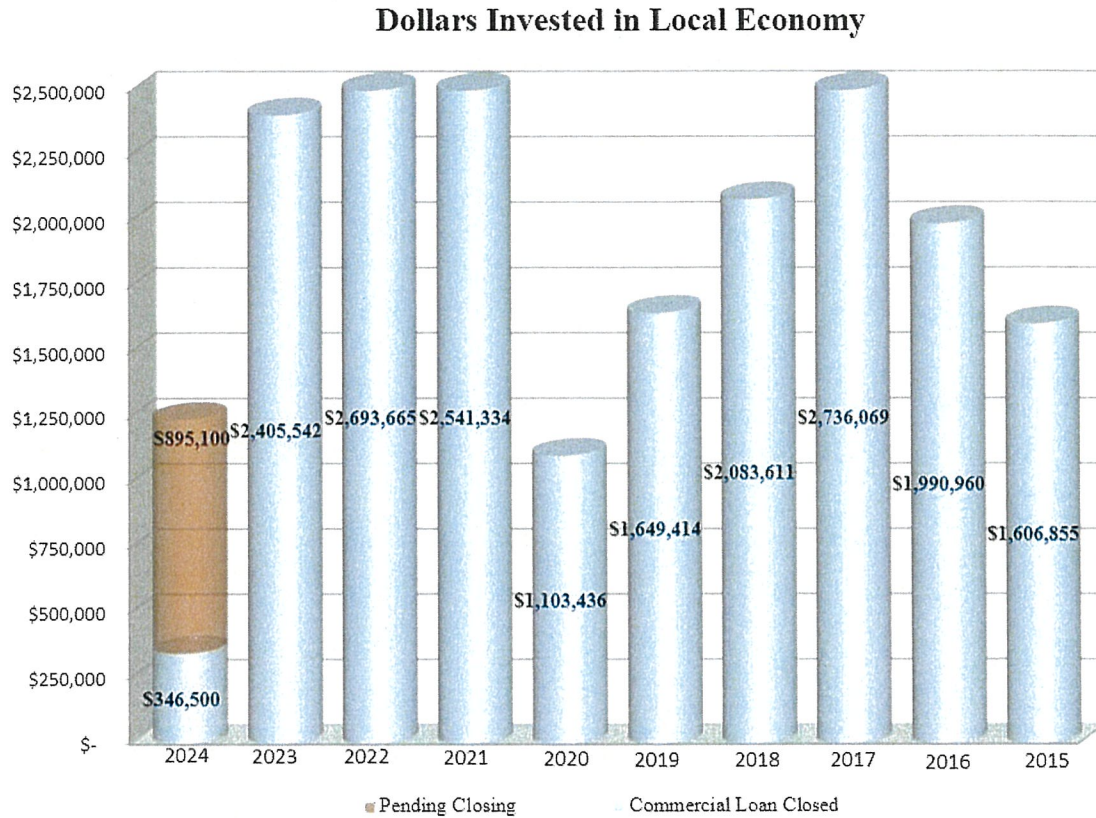
Small businesses employ nearly half of the American workforce; they create 2 out of 3 net new private sector jobs; they invest 68% of revenues to build and sustain communities. – SBA 2021



Cherokee Nation Economic Development Trust Authority has invested \$25,342,656 in 459 privately owned small businesses impacting 1,906 community based jobs since 2010



## Dollars Invested in the Local Economies Through Small Business Lending



### Small Business Loans Approved Pending Close December 2023

Community	County	Business Type	Startup or Expansion
Eufaula	McIntosh	Retail	Expansion
Salina	Mayes	Retail	Expand
Tulsa	Tulsa	Service	Startup
Webbers Falls	Muskogee	Retail	Expand
Roland	Sequoyah	Trucking	Startup
Park Hill	Cherokee	Retail	Startup
Chouteau	Mayes	Service	Startup
Tahlequah	Cherokee	Trucking	Expand

### Small Business Loans Closed December 2023

Community	Loan Purpose	Project Costs	Owner Equity	Jobs
Eucha	Delaware	\$17,000	22%	1
Tulsa	Startup	\$150,000	65%	1
Bartlesville	Startup	\$25,000	77%	1
Owasso	Expand	\$25,000	31%	5

### Consumer Loans Closed

**794 consumer loans totaling \$1,288,717** have been made through the Small Business Assistance Center in fiscal year 2024.

## Small Business Lending Impact 2010 through 2024 by County

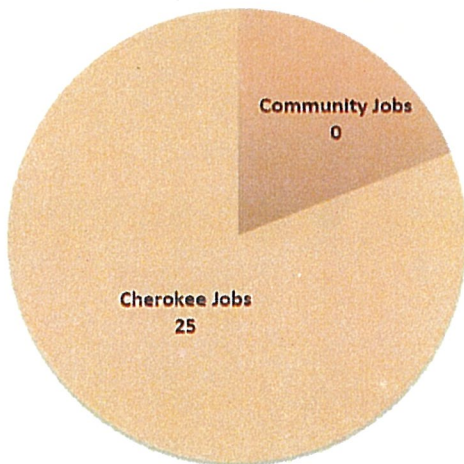
CNEDTA loan dollars leverage additional economic investments!

Since 2015, CNEDTA loans leveraged \$44 million in private community investments.

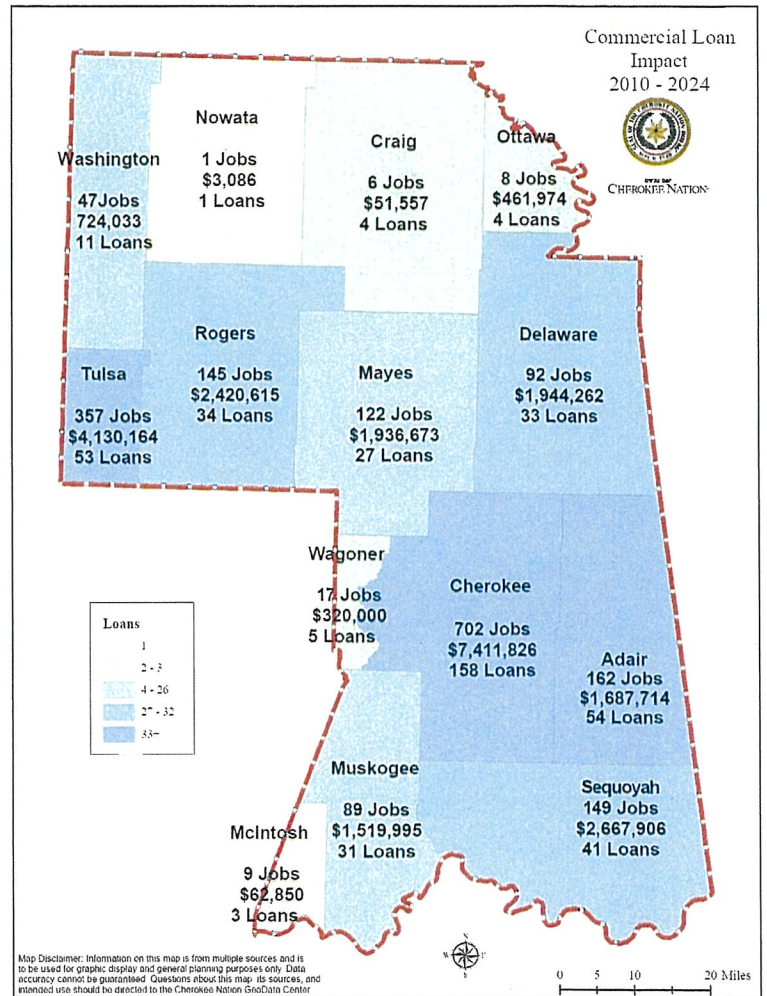
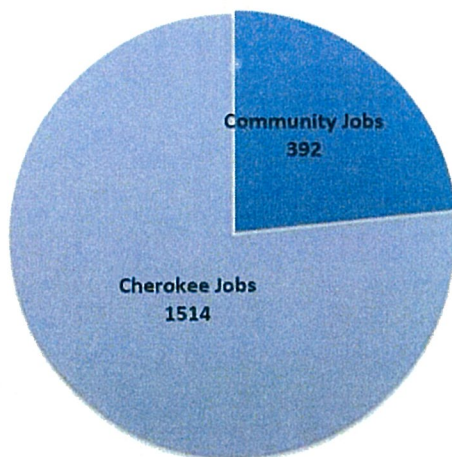
In 2024, CNEDTA loans leveraged an additional \$1 million in private community investments.

### Small Businesses Create Community Based Jobs

#### Jobs Created FY 2024



#### Jobs Created FY10-24



County	Economic Investment	Businesses	Jobs
Adair	\$1,687,714	54	162
Cherokee	\$7,411,826	158	702
Craig	\$51,557	4	6
Delaware	\$1,944,262	33	92
Mayes	\$1,936,673	27	122
McIntosh	\$62,850	3	9
Muskogee	\$1,519,995	31	89
Nowata	\$3,086	1	1
Ottawa	\$461,974	4	8
Rogers	\$2,420,615	34	145
Sequoyah	\$2,667,906	41	149
Tulsa	\$4,130,164	53	357
Wagoner	\$320,000	5	17
Washington	\$724,033	11	47
Totals	\$25,342,656	459	1,906



## Commerce Services Engage Expo 2023

The recent Commerce Services Engage Expo proved to be a dynamic and innovative forum for collaboration and ingenuity. With a showcase of 52 TERO vendor booths, each featuring distinctive products and services, the event facilitated engaging discussions and productive



focus on a Housing Authority of in 2024. The expo's some of which reached diverse topics such as accessing federal and private grant opportunities, and leveraging business connections with local chambers of commerce.

connections. A total of over 300 attendees, representing 100 TERO companies, had the opportunity to explore these booths and actively participate in networking sessions with TERO vendors, as well as procurement and government contracting experts.



Attendees garnered valuable insights into forthcoming bid opportunities from various Cherokee Nation entities, with a particular comprehensive presentation detailing the Cherokee Nation projects set to commence insightful and interactive breakout sessions, standing room only capacity, covered optimizing Google tools for business,



Functioning as a dynamic platform, the expo fostered meaningful interactions and paved the



way for numerous potential partnerships. Our appreciation extends to the Hard Rock Conference and Banquet staff, Career Services TERO employees, and, notably, the dedicated Commerce Services team responsible for meticulously planning this remarkable event. We express gratitude for the enthusiastic participation and eagerly anticipate future engagements that will undoubtedly further elevate our Cherokee-owned businesses while extending opportunities to all participants.

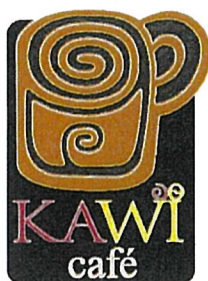


## Cherokee Nation Economic Development Trust Authority

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

### Lending Assets

Available Commercial Capital	\$1,251,833
Available Consumer Capital	\$685,597
Approved Grants Pending Distribution	\$1,791,929
Approved Grants Pending Receipt	\$500,000
Total Available Capital	\$4,229,359
Outstanding Commercial Loans	\$10,532,071
Outstanding Consumer Loans	\$3,733,797
Total Outstanding Loans	\$14,265,868



- Total Graduates 115
- Total Re-entry/Recent Offenders 65
- Total Day Training 45
- Total Opening Small Business 5

\*All participants have been low income American Indians.

### 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 Café.

## Artists as Entrepreneurs and Community Tourism as Economic Development

*Increasing the business capacity of artists and tourism capacity of communities*



The Cort Mall and Cherokee Arts Center hosted the first ever Holiday Pop-Up Shops in the month of December. Over 2 different weekends, Cherokee artists set up shop in the Cort Mall and were able to sell to Christmas shoppers. The Pop-Up shops were a success, and we are planning additional spring and summer schedules now.

Please reach out to [artcenter@cherokee.org](mailto:artcenter@cherokee.org) if you have any events or shows that we might be able to consider.

## Procurements Awarded to Certified Cherokee/Indian-Owned Small Business 97.84%\* of CIOB Eligible Procurement Opportunities were awarded to CIOBs

\*as of November 30, 2023



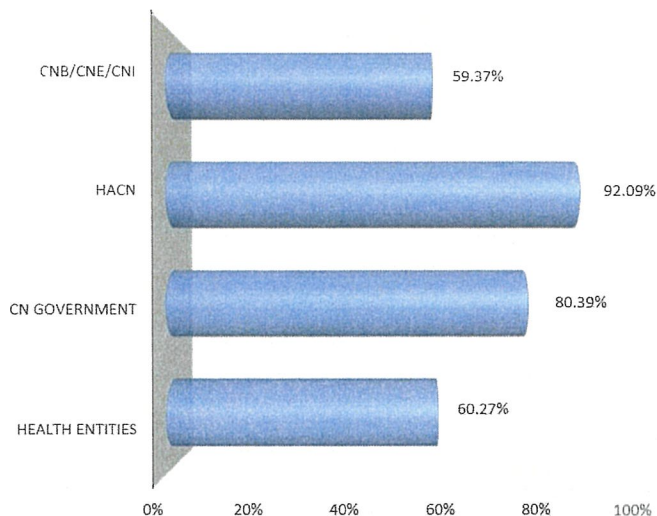
TERO Procurement Opportunities	
Entity	% Awarded
CN Government	99.80%
CNE	73.77%
Health Entities**	100%

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

## 71.04%\* of Employees are registered Cherokee Nation Citizens

\*as of November 30, 2023

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



Grant Submitted	Purpose	Funding Year	Amount Requested	Status	Notes
USDA RDBG	Small Business	2023	\$500,000	Awarded	Revolving Loan Fund
SSBCI Technical Assistance Grant	Small Business	2023	\$1,000,000	Pending	TA for Entrepreneurs
CDFI	Lending Programs	2023	\$1,425,000	Awarded	SBAC Lending Programs
BIA Incubator	Small Business	2024	\$300,000	Awarded	SBAC Small Business
USDA RDBG	Socially Disadvantaged Groups Grant	2024	\$250,000	Awarded	Working with Socially Disadvantaged community groups
IRS VITA	Tax Preparation	2024	\$64,000	Awarded	VITA Tax Program 2024