



COUNCIL OF THE CHEROKEE NATION EXECUTIVE & FINANCE COMMITTEE REPORT

Reporting Month: June 2023

Dept: **Financial Resources**

Contact: **Janees Taylor, Treasurer**

janees-taylor@cherokee.org | ext. 5052



Accounts Payable checks disbursed

Current Month 4,432
Year to Date 35,152



Timecards processed

Current Month 19,465
Year to Date 140,896



Reqs. approved for processing

Current Month 1,661
Year to Date 16,383



Purchase orders issued

Current Month 1,433
Year to Date 14,749



Travel expense statements processed

Current Month 338
Year to Date 2,103



Files received for storage

Current Month 3,033
Year to Date 5,677



Number of internal billings

Current Month 17
Year to Date 129



Grant reports submitted

Current Month 19
Year to Date 250



Deposits

Current Month 576
Year to Date 6,039

Departmental Goals

- 1 Complete FY22 Audit
100% complete - Audit completed on March 31, 2023
- 2 Obtain Unmodified Audit Opinion
100% complete - Audit completed on March 31, 2023
- 3 No Material Weaknesses on Single Audit
100% complete - Single Audit completed on June 30, 2023
- 4 Reporting requirements completed & submitted for June 2023
100% completion -Required reports were submitted timely in June

Compliance

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

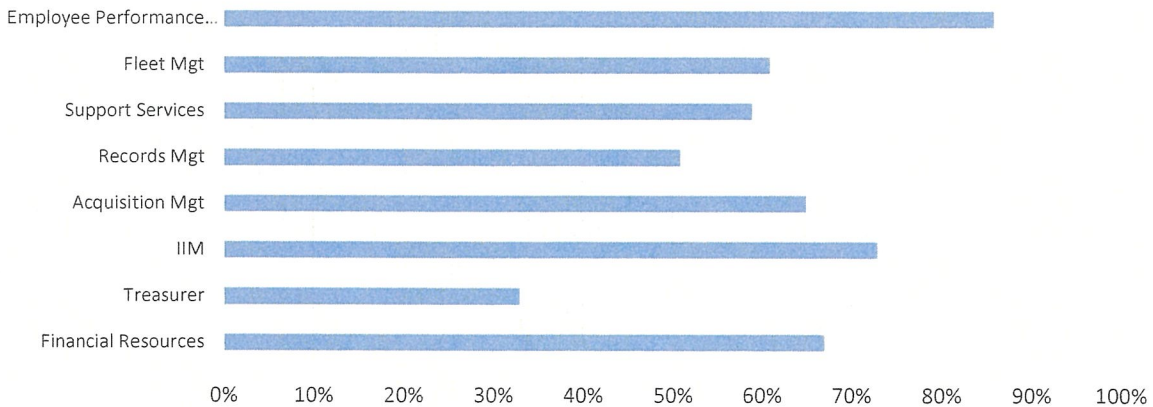
Cherokee Nation Acquisition Management Year-To-Date Bid Report Over \$5,000 Transactions October 1, 2022 through September 30, 2023

% of sub-total - TERO vendor submitted Bid

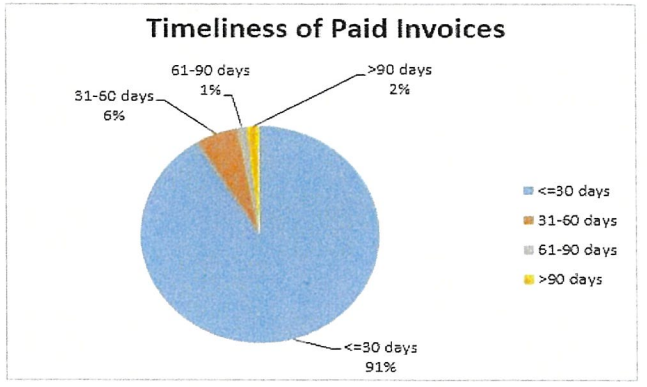
Award to TERO Vendor	\$116,299,113.70	94%
Award to non-TERO Vendor	<u>\$ 7,701,876.49</u>	6%
Sub-total bids with a TERO vendor participating	<u>\$124,000,990.19</u>	100%
 Bid - no bids submitted by TERO Vendors	 <u>\$ 40,535,624.38</u>	

October 1, 2022 through June 30th, 2023

YTD Budget Spend



Row Labels	APP-INVOICE-2	APP-TRAN-PMT-AMT-7
<=30 days	52,943	132,412,303.43
31-60 days	3,397	19,611,519.78
61-90 days	739	3,075,904.53
>90 days	975	4,867,005.93
Grand Total	58,054	159,966,733.67



**Executive & Finance Committee
Career Services
July 2023 Monthly Report
S. Diane Kelley, Executive Director**

Career Services and Talking Leaves Job Corps employees were recognized for their years of service with Cherokee Nation as of 2022.



Career Services Employees: Dink Scott, Travis Gulley, Executive Director of Career Services Diane Kelley, Johnny Deaton



Talking Leaves Job Corps Employees: Jennifer Kingfisher, Teresa Catsavis, Shelley Ford, Bret Hamby

Economic Development-Hunter Palmer

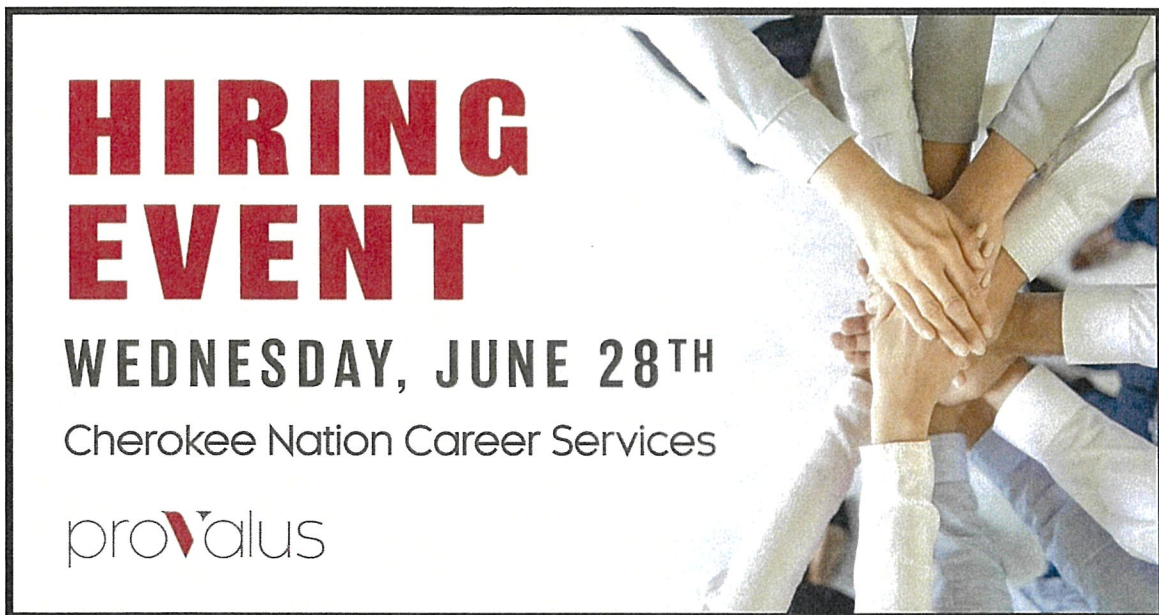
On the Job Training (OJT)

- 19 Cherokee Citizens entered into our OJT Program in the months of June and July
- 1 Cherokee Citizen was termed off our OJT Program in the months of June and July
- Received successful completion and new job placement in the field they were trained
 - Averages Hourly Rate of **\$16.53**
- OJT Cost savings to businesses
 - During the month of June we had 31 active clients on our OJT Program
 - \$48,094.91 in reimbursements to 9 companies.
 - This year we have saved 16 companies \$341,007.71 by hiring our Cherokee Citizens.

June and July Events

June 28th, 2023 – Hiring Event at Cherokee Nation Career Services Stilwell Office

Career Services organized a successful hiring event on June 28th, in collaboration with Provalus. The event attracted a total of 20 attendees who went through the interview process. The outcome was highly positive, with 6 individuals receiving job offers. This impressive conversion rate highlights the effectiveness of the event in connecting talented candidates with employment opportunities.



June 28th, 2023 – Sallisaw Chamber of Commerce Business of the Month, Cherokee Nation Career Services

In June, Cherokee Nation Career Services received a prestigious honor as they were recognized as the Sallisaw Chamber of Commerce Business of the Month. This esteemed award acknowledged the exceptional contributions made by Cherokee Nation Career Services in the local community.

The recognition highlighted the organization's commitment to providing valuable career resources and support to individuals within the Cherokee Nation. With their unwavering dedication, they have helped countless community members find meaningful employment, develop essential job skills, and pursue their professional aspirations.

Cherokee Nation Career Services has been a driving force in fostering economic growth and prosperity in the region. Their comprehensive range of services, including job placement assistance, career counseling, vocational training, and entrepreneurship support, has positively impacted the lives of many.

The Sallisaw Chamber of Commerce acknowledged the organization's exemplary efforts in empowering individuals and strengthening the local workforce. The award not only recognized their dedication to career development but also their significant role in promoting economic stability and social well-being within the community.

As the Business of the Month, Cherokee Nation Career Services received well-deserved recognition and appreciation for their outstanding contributions. This achievement serves as a testament to their commitment to excellence, making them a valuable asset to the Sallisaw business community and the individuals they serve.



District 6 Councilman Darryl Legg, Lavonne Ely, Chamber Representative, Diane Kelley, Hunter Palmer, District 5 Councilman E.O. Smith, Jacky England

June 22nd, 2023 – State of the Community – Tahlequah Chamber
Career Services staff attended the State of the Community in Tahlequah.
Principal Chief Chuck Hoskin Jr. provided updated on the Cherokee Nation.

The State of the Community event hosted by the Tahlequah Chamber of Commerce provided an insightful overview of the current state and future prospects of Tahlequah. The event brought together community leaders, business owners, and residents to discuss key topics and initiatives shaping the city's growth and development.

During the event, various aspects of the community were highlighted, including economic development, infrastructure projects, education, tourism, and healthcare. Presentations shed light on recent accomplishments, ongoing challenges, and upcoming opportunities.



July 12-14, 2023 – Inter-Tribal Council of the Five Tribes

Career Services staff attended Inter-Tribal Council Meetings in Tulsa, OK.

This quarter's meeting of the Inter-Tribal Council of the Five Civilized Tribes was once again a great opportunity to collaborate and share best practices with our counterparts at the Chickasaw, Choctaw, Creek, and Seminole Nations.

Jacky England, Manager of Career Programs attended the Tribal Services Committee Meetings. Hunter Palmer, Director of Economic Development attended the Commerce Committee meetings.

Upcoming Events

August 1st, 2023 – Provalus revitalization Celebration – Downtown Tahlequah, OK



August 28-29, 2023 – Select Oklahoma Conference on Economic Development OKC, OK
Select Oklahoma’s Conference on Economic Development, August 28-29, 2023, is organized and facilitated by Oklahoma’s professional economic development association. The Conference will be a meeting ground for professional workforce or economic developers, board members responsible for economic deliverables, elected officials, city or county staff, financiers, private business and non-profit organizations dedicated to the economic success of Oklahoma. The day and a half event highlights speakers, breakout sessions and best practices aimed at arming participants with tools needed to increase capital investment in Oklahoma through business creation or talent attainment.



September 17-20, 2023-International Economic Development (IEDC) Annual Conference
Dallas, TX

Dallas, TX is one of the country's most economically and socially diverse cities. The 1920s were an age of dramatic political, technological, and social change for some, yet not for others. In Dallas, we'll usher in the next-generation 'Roaring 20s,' spotlighting how to build thriving, sustainable, resilient, and equitable communities for tomorrow.

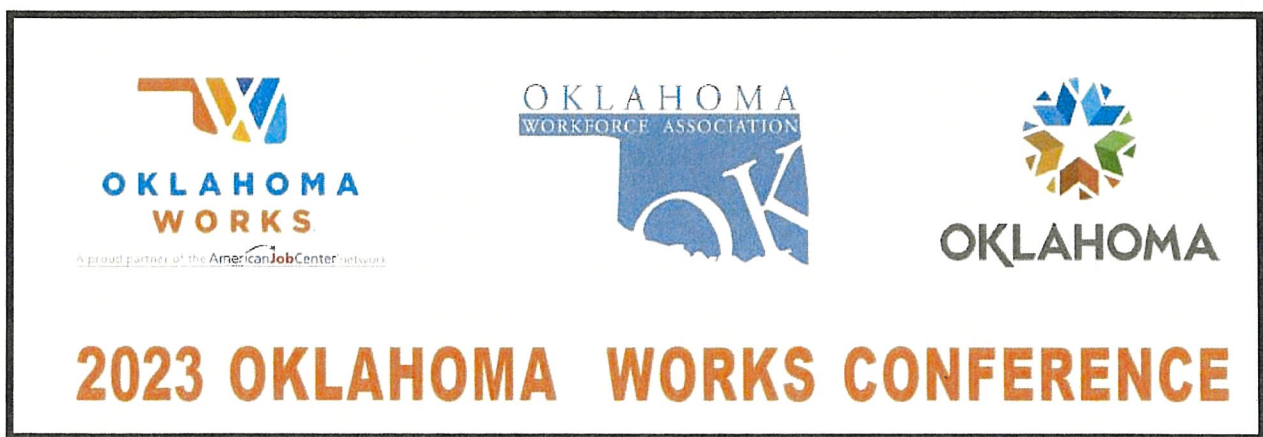
Our sights are set on ensuring future prosperity by focusing on economic diversity and resilience now, building on past successes, and inspiring the next 'Roaring 20s!' This innovative Annual Conference will explore, modernize, and grow successful industry strategies and practices by focusing on each of IEDC's five strategic initiatives below.



October 4-6, 2023 – Oklahoma Works Partners Conference OKC, OK

Oklahoma Works System Partners from across the state will come together for this three-day conference to learn, share best practices, and network. Attendees will have access to instructional presentations and useful materials to help them continue to build the future of Oklahoma.

Conference attendees will learn how Oklahoma system partners are promoting a state-wide vision to connect education and training systems with the needs of Oklahoma's economy; aligning and using state data to help determine skills gaps, workforce issues and trends; supporting and expanding partnerships to better connect education and training providers to the needs of business; and modifying use of resources and incentives



Employment Programs – Jeff Vance, Director

6 Program participants attained employment

- 3 – External
- 3 - Internal

Fire Program-Forrest Blackbear

Fire Suppression

Cherokee Nation fire suppression resources have supported tribes in Michigan since early June by providing a fire engine to respond to wildfires on reservation lands throughout the northern parts of their state. Locally, fire personnel have responded to 25 wildfires that have burned roughly 36 acres in the past month. These fires have mainly occurred in Adair and Sequoyah Counties.

Fire Prevention

The Fire Prevention program has participated in four events within the reservation and one event outside reservation boundaries. These events aim to educate tribal members about using fire as a land management tool and how to prevent unwanted fires that could negatively affect the tribe's lands and people. Smokey Bear appearances are an integral part of each educational event.

Fuels Management

The Fuels Management program has assisted the tribe's fish and wildlife by removing undesirable tree species at the Sequoyah Hunting Preserve. Personnel have also begun to work on the upcoming prescribed burn units in Delaware, Sequoyah, and Adair Counties. The fuels management program also purchased several new pieces of heavy equipment to increase work capacity and treat more acres throughout the 14-county reservation.

Gadugi Portal Call Center – Gina Blackfox, Director

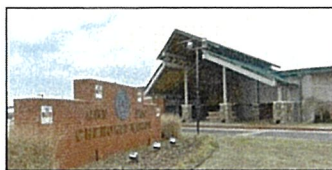
- Five 9 – Call Center Software. The new software has definitely had a positive impact on how interactions are processed. Citizens now have an option to choose which campaign they are applying to and the call is transferred to the assigned agent who has been designated as the subject expert. The program has definitely made an overall improvement on greater customer service to Cherokee citizens. Currently there are 314,000 established citizen accounts.
- Continue to work with Career Services Counselors to fill vacant slots at call center. Currently the call center provides employment for 15 Career Services program participants serving as call techs. Career Services has provided 4 employment agreements to call techs who have excelled and met requirements as full time employees receiving fringe benefits.
- The call center has taken 20,930 calls and interactions during the month of July.
- The following campaigns remain open:
 - Tribal registration calls (assisting callers with status of membership status) – ongoing
 - Human Services (assisting callers with questions re: clothing app) - ongoing
 - General inquiries
 - Respond to Gadugi portal inquiries via email
 - First Steps to HOPE, deadline December 31, 2024
 - COVID applications – deadline June 1, 2024
 - Farm and Food Workers Relief Funds, deadline May 2024
 - 2023 Children's Clothing Assistance – deadline August 11, 2023
 - Warrior Database - Open

JOBS/Tribal TANF – Jonathan Crittenden, Manager

- Services provided to 413 recipients for the month of July 2023
- Issued approximately \$24,645.91 in assistance to 50 eligible adults, providing the following:
 - 44 – Work Participation Incentives
 - 1 – Transitional Incentive
 - S. Liddle transitioned from program due to employment with Mobile Management Inc.; client has maintained employment for 12 consecutive months.
 - 7 – Supportive Services (Professional Clothing, Fuel Assistance, Job Skills Training Payments, Vehicle Repair, Etc)

- 5 – Non-recurring Short Term Benefits (Utilities, Emergency Household Expenses, Vehicle Loss Prevention, etc.)
- Issued an additional \$4,269.01 in assistance to 31 eligible youth, providing the following:
 - 9 – Grade/Attendance Incentives
 - 2 – Graduation Incentive
 - C. Botts graduated from Hulbert High School May 12, 2023.
 - A. Maravilla graduated from Will Rogers College High School May 19, 2023
 - 4 – Extracurricular/Healthy Lifestyle Allowances
 - 13 – Footwear Allowances
 - 4 – Clothing Allowance
 - 2 – Grooming/Hygiene Allowances
- JOBS/Tribal TANF welcomed a new staff member in July for the Tulsa Office
 - Amber Lurks, Career Specialist II

GWYD DBP
CHEROKEE NATION®
 Career Services
 Office Locations



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



**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



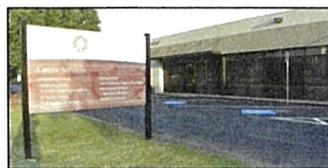
**Mayes County
 Pryor Office**
 6789 Hwy. 69 S
 Pryor, OK 74361
 918-825-7988



**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
 918-256-4576



**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

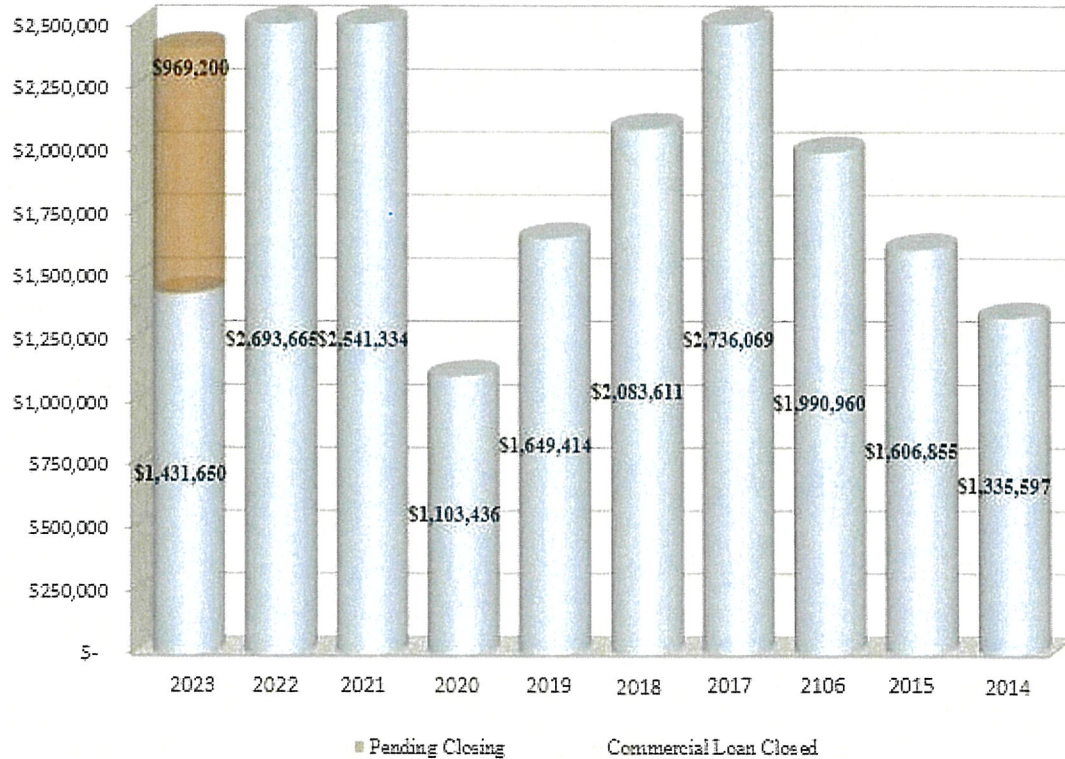
Small businesses employ nearly half of the American workforce; they create 2 out of 3 net new private sector jobs; they invest 68% of revenues to build and sustain communities. – SBA 2021



Cherokee Nation Economic Development Trust Authority has invested \$24,022,264 in 438 privately owned small businesses impacting 1,827 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 July 2023

Community	County	Business Type	Startup or Expansion
Sand Springs	Tulsa	Retail	Startup
Locust Grove	Mayes	Service Industry	Expansion
Claremore	Rogers	Medical	Startup
Claremore	Rogers	Ag	Startup
Tahlequah	Cherokee	Retail	Startup
Hulbert	Cherokee	Construction	Expansion
Vinita	Craig	Service Industry	Expansion
Broken Arrow	Tulsa	Retail	Startup
Kansas	Delaware	Food Service	Expansion

Small Business Loans Closed July 2023

Community	Loan Purpose	Project Costs	Owner Equity	Jobs
Hulbert	Trucking	\$119,000	46%	2
Bunch	Trades	\$50,000	7%	2
Claremore	Ag	\$32,500	36%	2
Tahlequah	Retail	\$50,000	17%	9
Bartlesville	Retail	\$25,000	0%	1

Consumer Loans Closed

1,624 consumer loans totaling \$3,031,291 have been made through the Small Business Assistance Center in fiscal year 2023.

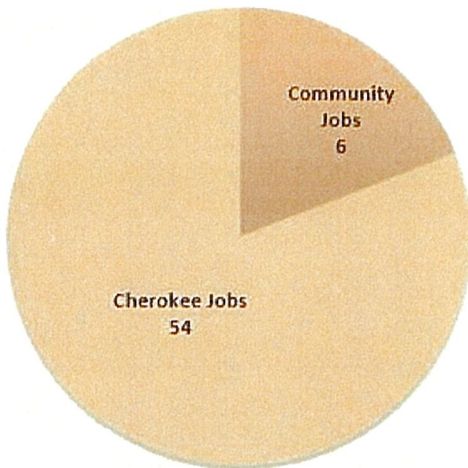
Small Business Lending Impact 2010 through 2023 by County

CNEDTA loan dollars leverage additional economic investments!

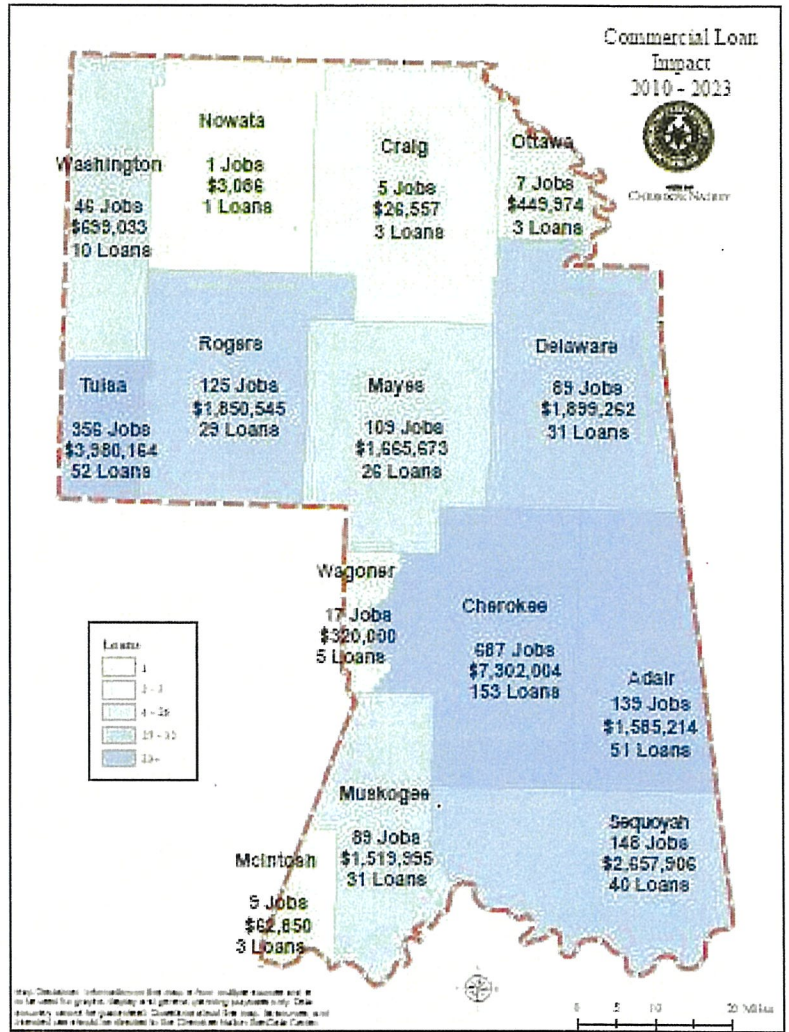
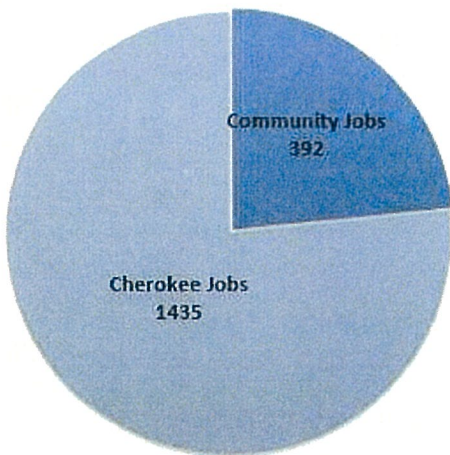
Since 2015, CNEDTA loans leveraged \$44 million in private community investments.

Small Businesses Create Community Based Jobs

Jobs Created FY 2023



Jobs Created FY10-23



County	Economic Investment	Businesses	Jobs
Adair	\$1,585,214	51	137
Cherokee	\$7,302,004	153	687
Craig	\$26,557	3	5
Delaware	\$1,899,262	31	89
Mayes	\$1,665,673	26	109
McIntosh	\$62,850	3	9
Muskogee	\$1,519,995	31	89
Nowata	\$3,086	1	1
Ottawa	\$449,974	3	7
Rogers	\$1,850,545	29	125
Sequoyah	\$2,657,906	40	148
Tulsa	\$3,980,164	52	356
Wagoner	\$320,000	5	17
Washington	\$699,033	10	46
Totals	\$24,022,264	438	1,827

Small Business Spotlight 3 Kings Outdoor Services



3 Kings Outdoor Services recently received a loan from the Cherokee Nation Small Business Assistance Center to expand their business. **Terrance Gaston has 17 years of lawn care and construction experience** and began his own business in 2021, focusing on lawn care, landscaping and exterior projects. Recently, Terrance has expanded to doing home remodeling and repair, including doing work on **Cherokee Nation Housing Authority Rehab projects.** Cherokee Nation Commerce Services staff

helped Terrance to secure a **micro-business loan** through the Cherokee Nation Economic Development Trust Authority to help accelerate his expansion with some much needed equipment purchases. Located **on the Cherokee Nation reservation in Bartlesville**, 3 Kings Outdoor Services serves the entire 14 counties. Terrance was **very appreciative of the SBAC services** and will continue to work with our staff to **improve his business** and its position to meet the growing needs of the area.

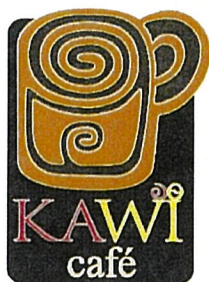


Cherokee Nation Economic Development Trust Authority

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

Lending Assets

Available Commercial Capital	\$1,471,983
Available Consumer Capital	\$352,300
Approved Grants Pending Distribution	\$800,177
Approved Grants Pending Receipt	\$500,000
Total Available Capital	\$3,124,459
Outstanding Commercial Loans	\$10,595,461
Outstanding Consumer Loans	\$3,268,201
Total Outstanding Loans	\$13,863,663



- Total Graduates 110
- Total Re-entry/Recent Offenders 59
- 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 Cafe.

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 National Holiday, commemorating the signing of the 1839 Cherokee Nation constitution, is happening Sept 1-3 and the weekend before. We hope that you'll make plans to join us all Holiday weekend. Lots of different events and record crowds are expected again this year!

Visit www.thecherokeeholiday.com for an event schedule and to learn more about the 2023 Holiday.

Procurements Awarded to Certified Cherokee/Indian-Owned Small Business 90.92%* of CIOB Eligible Procurement Opportunities were awarded to CIOBs

*as of July 31, 2023

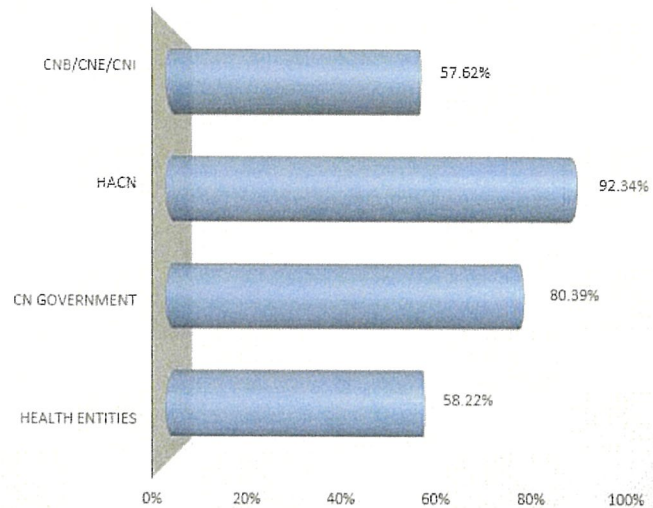


TERO Procurement Opportunities	
Entity	% Awarded
CN Government	93.70%
CNE	75.68%
Health Entities**	100%

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

70.23%* of Employees are registered Cherokee Nation Citizens

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	\$150,000	Pending	TA for Entrepreneurs
CDFI	Lending Programs	2022	\$1,300,000	Awarded	SBAC Lending Programs
USDA R.I.S.E Grant	Small Business	2023	\$2,000,000	Pending	Funding Health Innovation Center
BIA Incubator	Small Business	2022	\$300,000	Awarded	SBAC Small Business
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	2024	\$50,000	Pending	VITA Tax Program 2024