



COUNCIL OF THE CHEROKEE NATION

EXECUTIVE & FINANCE COMMITTEE REPORT

Reporting Month: **April 2021**

Dept: **Financial Resources**

Contact: **Tralynna Sherrill Scott, Treasurer**

tralynna-scott@cherokee.org | ext. 5052



Accounts Payable checks disbursed

Current Month	6,063
Year to Date	43,113



Timecards processed

Current Month	9,583
Year to Date	74,565



Reqs. approved for processing

Current Month	1,290
Year to Date	9,871



Purchase orders issued

Current Month	1,196
Year to Date	8,084



Travel expense statements processed

Current Month	13
Year to Date	108



Files received for storage

Current Month	5,524
Year to Date	8,161



Number of internal billings

Current Month	166
Year to Date	835



Grant reports submitted

Current Month	56
Year to Date	362



Grant applications

Current Month	15
Year to Date	47



Deposits

Current Month	599
Year to Date	3,272

Departmental Goals

- 1 Complete FY20 Audit
100% complete - Audit completed on March 31, 2021
- 2 Obtain Unmodified Audit Opinion
100% complete - Audit completed on March 31, 2021
- 3 No Material Weaknesses on Single Audit
50% complete - Single Audit expected to be completed on September 30, 2021
- 4 Reporting requirements completed & submitted for April 2021
100% completion - All required reports were submitted timely in April

Accomplishments

- 1 Staff attended 7 webinars/trainings in April

Upcoming Events

- 1 Staff is scheduled to attend 8 webinars/trainings in May
- 2 11 grant proposals, totaling more than \$7.792 million, will be submitted in May

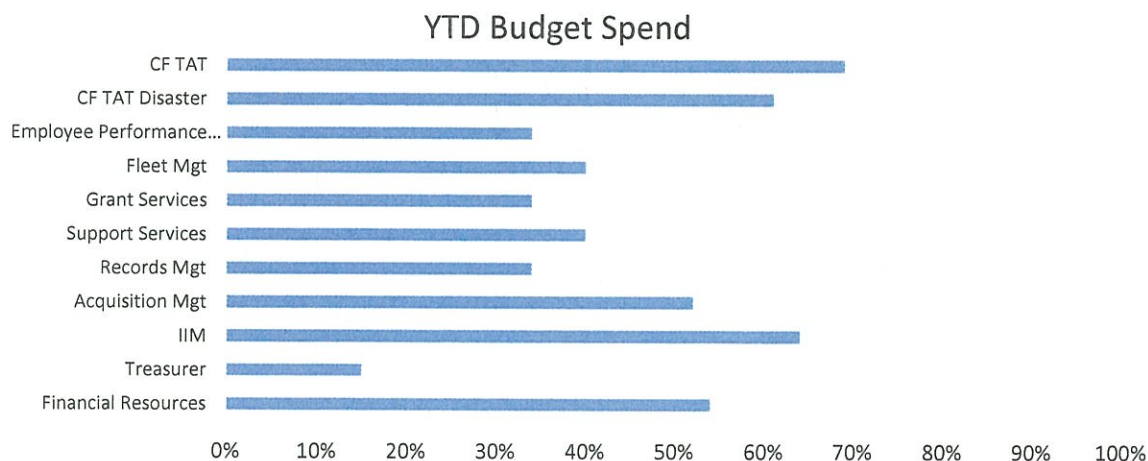
Compliance

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

Cherokee Nation Acquisition Management Year-To-Date Bid Report Over \$5,000 Transactions FY 2021

		% of sub-total - TERO vendor submitted Bid
Award to TERO Vendor	\$33,285,051.47	97.35%
Award to non-TERO Vendor	\$905,161.42	2.65%
Sub-total bids with a TERO vendor participating		100.0%
	\$34,190,212.89	
Bid - no bids submitted by TERO Vendors	\$1,574,850.30	

October 1, 2020 through April 30, 2021



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

New Stilwell Career Services, Human Services and ICW Office Ribbon Cutting and Open House was held on Friday, May 7, 2021. Officials from the City of Stilwell and other Cherokee Nation representatives were there to celebrate the special occasion. With new office space we will be able to better serve our citizens.



Jerri Stoutermire presented Diane Kelley with a plaque for her years of service on the Eastern Workforce Board on April 23, 2021. Diane has served over twenty years and counting.



Disability Employment Initiative

DEI purchased a wheel chair for each Career Services Field offices to better serve individuals who happen to have a disability and need access while visiting the office.

Claremore
Jay

Muskogee
Pryor

Sallisaw
Stilwell

Tulsa



Economic Development

On-the-Job-Training OJT

Six Cherokees entered into Tribal on-the-job training with partnering businesses.

- Mayes County,
 - \$15 per hour, Facility Maintenance Technician at Industrial Maintenance Inc.
 - \$14 per hour, Coil Brazer RAE Corp.
- McIntosh County
 - \$14 per hour, Road Technician at Advanced Workzone Services
- Muskogee County
 - \$12 per hour, HR Assistant at Custom Seating
- Wagoner County
 - \$14 per hour, Coil Floater at RAE Corp
- Adair County
 - \$28 per hour, Maintenance Technician, CSR Worldwide

Two Cherokee Clients completed OJT and have gained full time unsubsidized employment.

- Mayes County
 - \$14.25 per hour, RAE Corp.
- Rogers County
 - \$15 per hour, Advanced Workzone Services

Vocational

Three Cherokees entered into Tribal Vocational Programs for Cleet Phase IV

- All 3 were from the Roland Casino in Sequoyah County

Five Cherokee Citizens completed Private Security Phase I & II & IV training and received Certificate and Retained Employment at our Cherokee Nation Entertainment Hotels & Casinos.

- Sequoyah County, Roland Casino
- Nowata County, South Coffeyville Casino
- Muskogee County, Fort Gibson Casino
- Cherokee County: 2
 - Tahlequah Casino
 - Fort Gibson Casino

Economic Development and Workforce Development

May 7th - Ribbon-cutting at Stilwell One-Stop Shop location

May 8th - Strawberry Festival Parade

May 20th - 4 County Partner Meeting - Oklahoma Works American Job Center

May 20th - Department of Labor's (DOL) Advisory Committee on Apprenticeship (ACA) - Public Interest Session

Job Fairs

Job fairs are just another way Career Services helps job seekers connect with employers. Career Services works with businesses and organizations throughout the Cherokee Reservation to ensure Cherokee citizens have the most current and up-to-date information on employment opportunities.

To see upcoming job fairs please visit:

<https://www.cherokee.org/all-services/career-services/employment-resources/job-fairs/>

Employment Programs

15 program participants attained employment.

6 External

9 Internal

Summer Youth

Deadline was originally May 7, 2021, but was extended to Friday, May 28, 2021.

- 492 Youth Employment applications have been approved as of 6/3/2021

HOPE

Over 81,000 drug overdose deaths occurred in the United States in the 12 months ending in May 2020. This is the highest number of overdose deaths ever recorded in a 12-month period, according to Centers for Disease Control and Prevention (CDC). The opioid epidemic did not disappear during the pandemic, rather it merely lurked in the shadows of the coronavirus pandemic, growing in strength and taking advantage of a society now more susceptible than ever. Opioid overdoses increased 29% during the 2020 pandemic; deaths caused by synthetic opioids primarily Fentanyl rose 38% from 2019.

Source: <https://abcnews.go.com/Health/opioid-overdoses-29-higher-2020-pandemic-study/story?id=75785104#:~:text=A%20new%20study%20indicates%20that%20the%20opioid%20crisis,2020%20amid%20the%20COVID-19%20pandemic%2C%20a%20study%20finds.>

The Helping Others Perform Effectively (HOPE) Grant focuses on helping those struggling with substance use disorder/opioid use disorder (SUD/ODU) by providing work experience and behavioral health services while incorporating HOPE back into our communities.

- 29 individuals obtained unsubsidized full time employment since beginning of the fiscal year, October 2020
 - 3 of those in the month of May 2021
- 7 new individuals enrolled during May bringing our total to 88 ACTIVE participants

Reentry

The Coming Home Reentry Program continues to see increased numbers and need from justice-involved Cherokee citizens. There have been 30 new participants during May that have been signed up and received services putting us close to 200 new participants since October 1st, 2020.

We have received many more contacts from citizens who will soon be released, or are waiting on decisions due to McGirt/Hogner issues, and we work with them to develop some sort of plan for

when they are released or their issues resolved. We are on pace to once again, eclipse previous yearly highs of participants.

In addition to supportive services we are seeing a greater need in areas of in depth behavioral health and substance abuse treatment needs. We continue to work to develop linkages and partnerships internally and externally to address these needs.

Three Reentry Counselors; Heather McKinnis, Nancy Davidson and Kyron Gonzales have recently completed and graduated from the National Criminal Justice Training Center Tribal Probation Academy. The academy builds foundational skills through a comprehensive and interactive training academy. The program focuses on justice-involved tribal issues by examining traditional evidence-based victim-centered and trauma informed approaches to community supervision. Also, practicing techniques in mock interviews, scenarios and team exercises. The academy also explore the benefits of restorative practices and cultural resources. This academy is generally for Tribal Probation personnel but it is also extremely helpful in allowing reentry staff to gain knowledge, from the probation office perspective, that will assist our justice-involved citizens overcome the various barriers the face.

RESTORE

The Disaster Recovery Dislocated Worker (DWG) RESTORE grant is focused on assisting individuals with temporary job positions throughout our 14-county jurisdiction as well as the counties that touch our tribal reservation.

RESTORE will provide services to 200 individuals (our goal) to assist with humanitarian and clean-up efforts as a result of the COVID-19 pandemic. Some of these temporary job positions include teacher assistants, custodians, food bank workers, screeners, etc. Fifteen new individuals enrolled this month bringing our total to 152 active participants. Since we launched the RESTORE program, 22 individuals have gained full time employment, 3 of those in the month of May.

RESTORE Testimony

Westview Medical Center

T. Verner has continued to be a great asset to our team. Since we have been able to bring her on through the restore program, the Pharmacy business has run much smoother. She arrives at Westview Medical Center, located at 3606 Martin Luther King Jr Blvd, every day on time and she has contributed greatly as a pharmacy technician. She assists in running the cashier, pulling and counting prescriptions, stocking the order, answering phones calls and whatever other assistance the pharmacist needs that particular day. She is here on time daily at 10 and works until 6:30. She has helped patients fill out paperwork and also directed and observed them after they have received the shot for the standard waiting COVID vaccine waiting period required to watch for any adverse reactions to the vaccination.

Additionally our Screener B. Anderson has been a great asset as well. When the Coronavirus began to spread through the community, our providers advised that it was essential that we had a screener at the front door to prevent potential spreading of the virus inside our clinic. Anderson, like Verner, also is on time to work every day. He has professionally and politely stopped all our patients upon arrival into our clinic and asked them our required set of questions before entry.

He also helps direct patients on where they need to go inside the clinic, depending on if they might have a COVID vaccine appointment or a check-up with one of our providers. Before we received the help from the Restore program with Anderson, each different department inside our clinic was trying to provide assistance in the screening. Having Anderson has put everyone else back into their natural positions.

Westview Continues to thank and appreciate the Cherokee Nation and the Restore program for all their help allowing us to run our clinic smoothly and efficiently during these difficult times.

Brian Woodard
Westview Medical Center
Business Office Manager

JOBS/Tribal TANF

Services provided to 172 families for the month.

Notification was received on May 6, 2021 from the U.S. Department of Health and Human Services Administration for Children and Families Office of Family Assistance that Cherokee Nation was awarded \$1,547,699.33 in Pandemic Emergency Assistance Funds for the TANF Program. Funds are to supplement Non-Recurring Short Term Benefits to eligible TANF families.

Distribution mailers were sent out to TANF families regarding the Federal Communications Commission (FCC) Broadband Benefit Program; the program is a temporary federal subsidy for broadband connection that provides a subsidy payment of \$50.00 or up to \$75.00 for those living on tribal lands.

JOBS/Tribal TANF Success Story

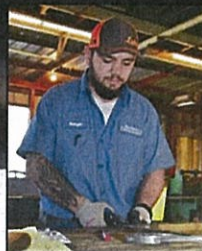
C. Mounce, Tahlequah

The JOBS/Tribal TANF Program had one transitional client exit the program. C. Mounce successfully exited the program this month after gaining and maintaining full time employment for one full year. Ms. Mounce is currently employed with Cherokee Nation Career Services as a Customer Service Representative. Ms. Mounce was also eligible to receive the one-time monetary Transitional incentive of \$2,500.



Cherokee Nation *Coming Home* Reentry Program

"Welcome back to the Cherokee Nation."



Reentry Counselors by County

Reentry Program Manager

Matthew Lamont: 918-871-9387
matthew-lamont@cherokee.org

Reentry Coordinator

Brandy Whaler: 918-506-7605
brandy-whaler@cherokee.org

Cherokee, Muskogee, Wagoner, McIntosh

Brian Vance: 918-316-1964
brian-vance@cherokee.org
Heather McKinnis: 918-316-3262
heather-mckinnis@cherokee.org

Adair, Sequoyah

Kyron Gonzales: 918-316-8564
kyron-gonzales@cherokee.org

Delaware, Mayes, Ottawa, Craig, Nowata

Madison Threet: 918-316-0314
madison-threet@cherokee.org

Tulsa, Washington, Rogers

Nancy Davidson: 918-316-9367
nancy-davidson@cherokee.org

Coming Home Reentry Program

The Cherokee Nation offers the 'Coming Home' Reentry Program to Cherokee citizens who are Justice-Involved or have been recently released from incarceration and are returning to, or reside in, the 14-county reservation in northeastern Oklahoma.

The Coming Home Reentry Program operates within the Career Services department of the Cherokee Nation. Career Services provides employment and training programs leading to self-sustaining careers and jobs for participants. Reentry services and assistance are on a case-by-case basis and can include, but are not limited to, the following; counseling, health care, behavioral health, clothing, hygiene, housing, driver's license reinstatement, employment, vocational training, and other relevant services.



G.W.X.9 D3P

CHEROKEE NATION®
Career Services

Contact Us Today • 918-453-5555

Commerce Services

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

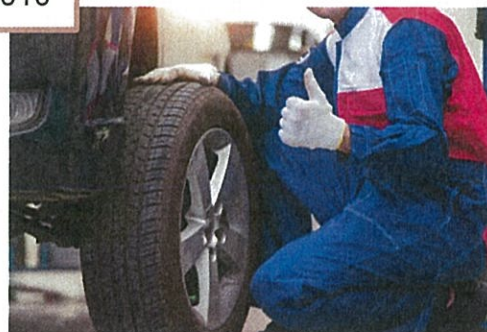
Anna Knight, Executive Director
918-453-5532
anna-knight@cherokee.org

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

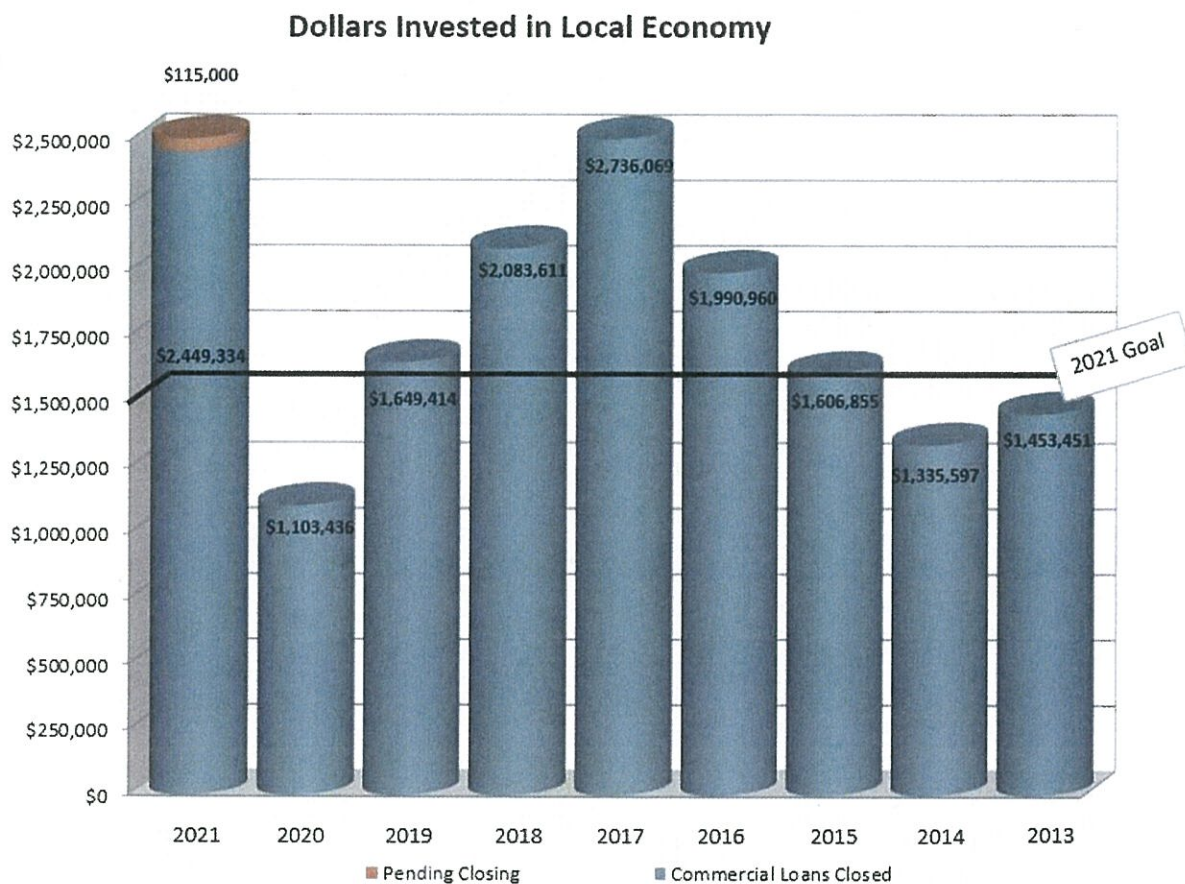


Cherokee Nation Economic Development Trust Authority has invested \$19,625,949.81 in 364 privately owned small businesses impacting 1,610 community based jobs since 2010



"Our experience with the Cherokee Nation Loan Services was great! The employees are very personable but remain professional. Communication was great, and very easy instructions on what we needed to get the services completed! We love everyone in the loan services!" Shawnda Pursley, Reliance Tire

Dollars Invested in the Local Economies Through Small Business Lending



Small Business Loans Closed May 2021

Community	Loan Purpose	Project Costs	Owner Equity	Jobs
Stilwell	Restaurant	\$150,000	53%	6
Owasso	Machine Services	\$190,000	20%	8
Vinita	Lawn Care	\$7,500	30%	2
Muskogee	Construction Services	\$63,000	53%	2
Muskogee	Construction Services	\$25,000	82%	2

Commercial Lending Pipeline (Commercial requests submitted)

Community	County	Business Type	Startup or Expansion
Tahlequah	Cherokee	Food Service	Start-up
Tahlequah	Cherokee	Food Service	Start-up
Keys	Cherokee	Retail	Start-up
Tulsa	Tulsa	Striping Service	Start-up
Tahlequah	Cherokee	Food Service	Start-up
Tulsa	Tulsa	Auto Service	Start-up

Small Business Lending Impact 2010 through 2021 by County

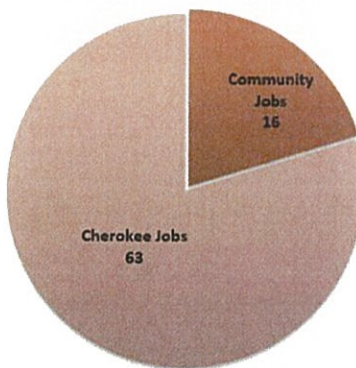
CNEDTA loan dollars leverage additional economic investments!

Since 2015, CNEDTA loans leveraged \$41 million in private community investments.

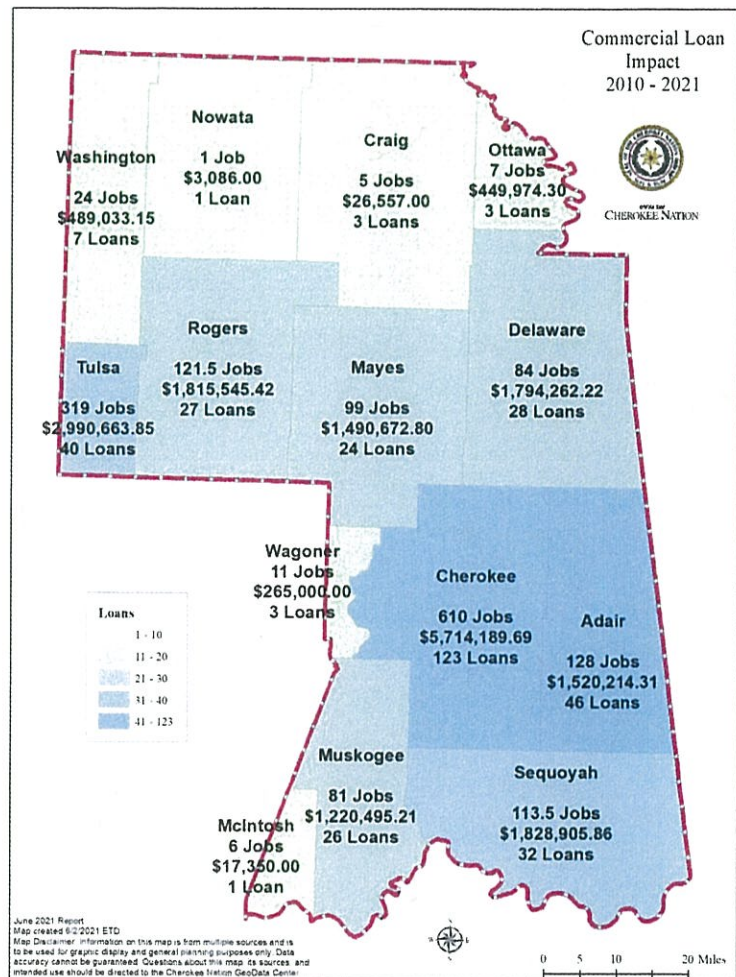
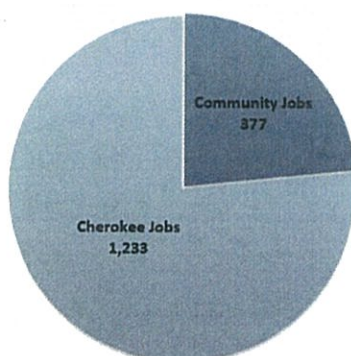
In 2021, CNEDTA loans leveraged an additional \$4 million in private community investments.

**Small Businesses Create
Community Based Jobs**
Private Sector Jobs Impacted
by Small Business Lending

Jobs Created FY 2021



Jobs Created FY10-21



County	Economic Investment	Businesses	Jobs
Adair	\$1,520,214	46	128
Cherokee	\$5,714,190	123	610
Craig	\$26,557	3	5
Delaware	\$1,794,262	28	84
Mayes	\$1,490,673	24	99
McIntosh	\$17,350	1	6
Muskogee	\$1,220,495	26	81
Nowata	\$3,086	1	1
Ottawa	\$449,974	3	7
Rogers	\$1,815,545	27	121
Sequoyah	\$1,828,906	32	114
Tulsa	\$2,990,664	40	319
Wagoner	\$265,000	3	11
Washington	\$489,033	7	24
Totals	\$19,625,949	364	1,610

Cherokee Nation Economic Development Trust Authority

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

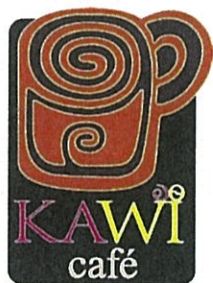
Lending Assets

Available Commercial Capital	\$2,518,343
Available Consumer Capital	\$1,518,267
Approved Grants Pending Distribution	\$40,652
Approved Grants Pending Receipt	\$623,000
Total Available Capital	\$4,700,262
Outstanding Commercial Loans	\$9,897,391
Outstanding Consumer Loans	\$1,764,224
Total Outstanding Loans	\$11,661,615

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 now serving lunch in the Financial Resources Breakroom on Mondays and Thursdays.



- 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 is open to studio artists, including National Treasures, and by appointment only. The Spider Gallery is open to the public.

Procurements Awarded to Certified Cherokee/Indian-Owned Small Business 89.42% of CIOB Eligible Procurement Opportunities were awarded to CIOBs



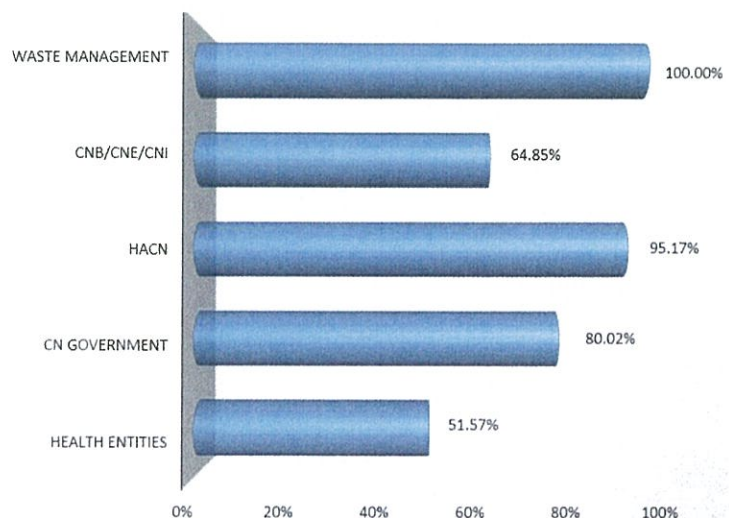
TERO Procurement Opportunities	
Entity	% Awarded
CN Government	
CNE	81.09%
Health Entities*	100.0%
CNI	1.24%
Waste Management	0.00%

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

CNB Procurement Submission versus Awards		
Eligible TERO Opportunities	TERO Bids Received	Bids Awarded
October 2020 - September 2021	% opportunities bid by TERO Vendors	% of TERO vendors winning bids when TERO bids were submitted
71	32.39%	52.17%

72.73% 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 (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
CDFI Rapid Relief	Small Business	2022	\$750,000	Submitted	Small Business Development Services
CDFI	Small Business	2022	\$1,000,000	Submitted	Lending
IRS VITA	Tax Preparation	2022	\$36,000	Submitted	VITA Tax Program 2022
SBA Community Navigator Pilot	Small Business Assistance	2022	\$2,500,000	Upcoming	Regional Small Business
USDA SDGG	Community Development	2022	\$150,000	Upcoming	Technical Assistance to Minority Community Organizations
MBDA Minority Business Enterprise Multiplier Project	Small Business Assistance	2022	\$300,000	Upcoming	Minority Business Assistance
CDFI Small Dollar	Technical Assistance	2022	\$500,000	Upcoming	Loan Loss Reserve and Technical Assistance for Small Consumer Loans
BIA Business Development Institute Grant	Feasibility Study/Business Plan	2022	\$75,000	Upcoming	Feasibility Study Spider Gallery International Online Sales
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