



COUNCIL OF THE CHEROKEE NATION

EXECUTIVE & FINANCE COMMITTEE REPORT

Reporting Month: **June 2021**

Dept: **Financial Resources**

Contact: **Tralynna Sherrill Scott, Treasurer**

tralynna-scott@cherokee.org | ext. 5052



Accounts Payable checks disbursed

Current Month	3,603
Year to Date	51,034



Timecards processed

Current Month	9,502
Year to Date	93,358



Reqs. approved for processing

Current Month	1,473
Year to Date	12,652



Purchase orders issued

Current Month	1,322
Year to Date	11,849



Travel expense statements processed

Current Month	21
Year to Date	139



Files received for storage

Current Month	43
Year to Date	9,661



Number of internal billings

Current Month	25
Year to Date	952



Grant reports submitted

Current Month	16
Year to Date	419



Grant applications

Current Month	10
Year to Date	67



Deposits

Current Month	542
Year to Date	3,814

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
85% complete - Single Audit expected to be completed on September 30, 2021
- 4 Reporting requirements completed & submitted for June 2021
100% completion - All required reports were submitted timely in June

Accomplishments

- 1 Staff attended 17 webinars/trainings in June

Upcoming Events

- 1 Staff is scheduled to attend 5 webinars/trainings in July
- 2 9 grant proposals, totaling more than \$7.693 million, will be submitted in July

Compliance

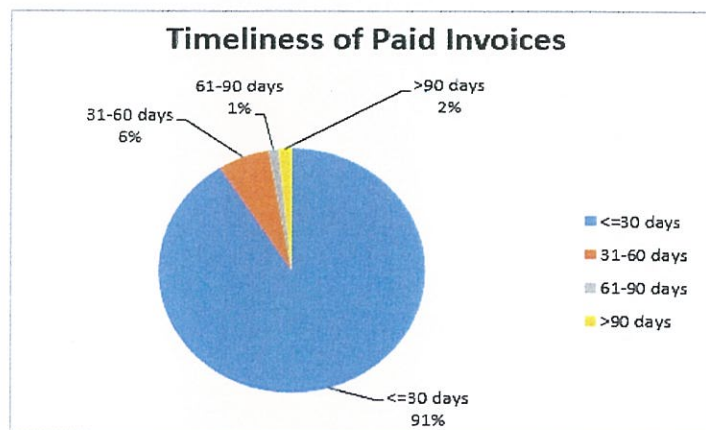
- 1 No outstanding borrowings on \$5M Cash Reserve Advance

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

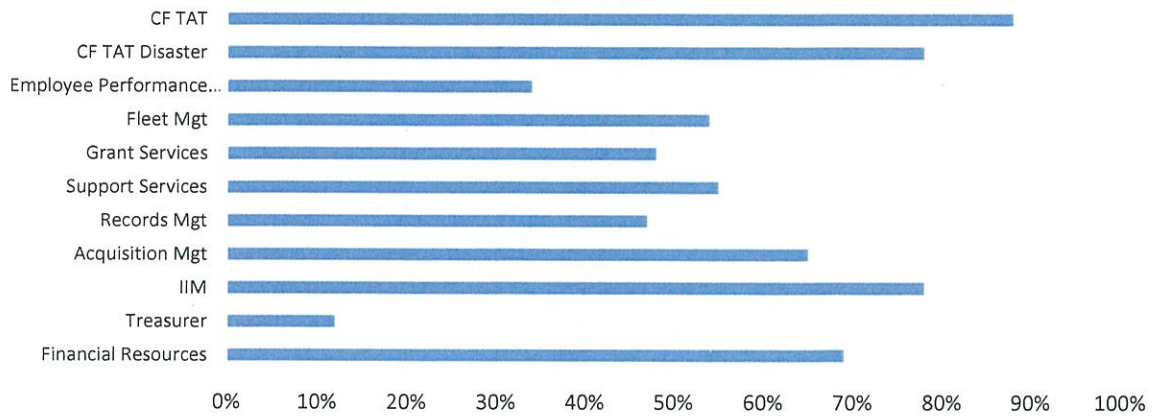
		% of sub-total - TERO vendor submitted Bid
Award to TERO Vendor	\$44,257,282.61	97.51%
Award to non-TERO Vendor	\$1,128,462.99	2.49%
Sub-total bids with a TERO vendor participating	\$45,385,745.60	100.0%
Bid - no bids submitted by TERO Vendors	\$2,682,012.93	

October 1, 2020 through June 30, 2021

Row Labels	APP-INVOICE-2	APP-TRAN-PMT-AMT-7
<=30 days	45,821	95,589,827.35
31-60 days	3,175	24,691,058.99
61-90 days	611	2,135,480.32
>90 days	812	8,564,456.88
Grand Total	50,419	130,980,823.54



YTD Budget Spend



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

Economic Development

On-the-Job-Training OJT

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

- Cherokee County: 1
 - \$15.00 per hour, Shipping Clerk, Custom Seating Inc.
- Mayes County: 1
 - \$10.00 per hour, Helper, Mid-South Maintenance
- Ottawa County: 1
 - \$14.00 per hour, Paint Line Operator, AST Storage
- Tulsa County: 1
 - \$23.00 per hour, Journeyman, Superior Graphics and Signs

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

- Cherokee County: 1
 - \$16.75 per hour, Fin Press Operator, RAE Corp.
- Delaware County: 4
 - \$11.00 per hour, Quapaw School District
 - \$15.00 per hour, QA Processor, RAE Corp.
 - \$17.50 per hour, Maintenance Technician, Cooks Venture
 - \$19.18 per hour, Paint line Operator, AST Storage
- Mayes County: 6
 - \$10.00 per hour, Coiler, Endot Industries
 - \$14.00 per hour, Coil Expander, RAE Corp.
 - \$14.00 per hour, HE&M Saw
 - \$14.75 per hour, WM Panel Wirer, RAE Corp.
 - \$33.85 per hour, Programmer, RAE Corp.
 - \$24.98 per hour, Engineer, RAE Corp.
- Muskogee County: 1
 - \$16.50 per hour, CVM Test Tech, RAE Corp.
- Sequoyah County: 1
 - \$12.50 per hour, Tree Trimmer I, City of Sallisaw

Vocational

Three Cherokees entered into Tribal Vocational Programs for CLEET Phase I- IV

- Cherokee County, Fort Gibson Casino: 1
- Adair County, West Siloam Springs Casino: 2

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

- Adair County, West Siloam Springs Casino: 2
- Washington County, Ramona Casino: 1
- Muskogee County, Hard Rock Hotel & Casino: 1

Other Vocation Training:

- CDL Training
 - Muskogee County, HMTI –Muskogee
 - Wagoner County, HMTI –Muskogee
- Healthcare
 - Tulsa County, CNA Training –WINGS

Economic Development and Workforce Development

July 7-9, 2021 Inter-Tribal Council of the Five Civilized Tribes

Hunter Palmer, Director of Economic Development, attended the Commerce Committee Meeting to present on Cherokee Nation Career Services Economic Development and Workforce Development through the Cherokee Nation Reservation.

July 14, 2021 Communications Solutions, LLC-Call Center

Meeting with Communications Solutions, LLC and Charlotte Howe, Miami Economic Development. Met to discuss workforce and training opportunities for Cherokee Citizens in the northern counties.

July 15, 2021 Meeting with Osage Nation Meat Processing Facility

Met with the General Manager of the Osage Nation Meat Processing Facility in Hominy, OK. Discussed training opportunities for our Cherokee Nation Meat Processing Facility.

July 21, 2021 Manufacturing Apprenticeship Discussion/DRS - NE Oklahoma

July 21, 2021 Meeting in Wagoner with American Castings on a potential expansion and economic Development Project.

July 22, 2021 Veteran Services Information Luncheon

The following people presented:

S. Joe Crittenden, Secretary of Veteran Affairs, CNVA
Barbara Foreman, Veterans Center Director, CNVA
Brian Gibson, Oklahoma Department of Veteran Affairs
Bryan Jeffries, Oklahoma Department of Veteran Affairs
Matt Tiger, Readjustment Counselor, CNVA
Lisa Look, HUD VASH Counselor
Hunter Palmer, Director of Economic Development, CNCS



Veteran Services Information Luncheon 7/22/2021: George Boreman, Matt Tiger, Lisa Look, Barbara Foreman, S. Joe Crittenden, Bryan Jeffries, and Hunter Palmer

July 22, 2021 Meeting with Canoo
Canoo representative came to meet with our department about workforce and training opportunities for our Cherokee Citizens.

July 22, 2021 The District Ribbon Cutting Ceremony & Tour – MidAmerica
Hunter Palmer attended the MidAmerica Industrial Park for a 60th Anniversary Celebration and Ribbon Cutting Ceremony Phase 1 Completion.



July 26, 2021 MidAmerica Workforce Forum Planning Meeting – Pryor
This meeting was to plan for the upcoming MidAmerica Industry's Workforce Forum they are scheduling. Discussed workforce plans to meet the employment needs of the park

July 27, 2021 Sector Partnership Meeting on Transportation Industry

Employment Programs

Four participants attained employment.

External: 4
Internal: 0

Summer Youth Employment Program (SYEP)

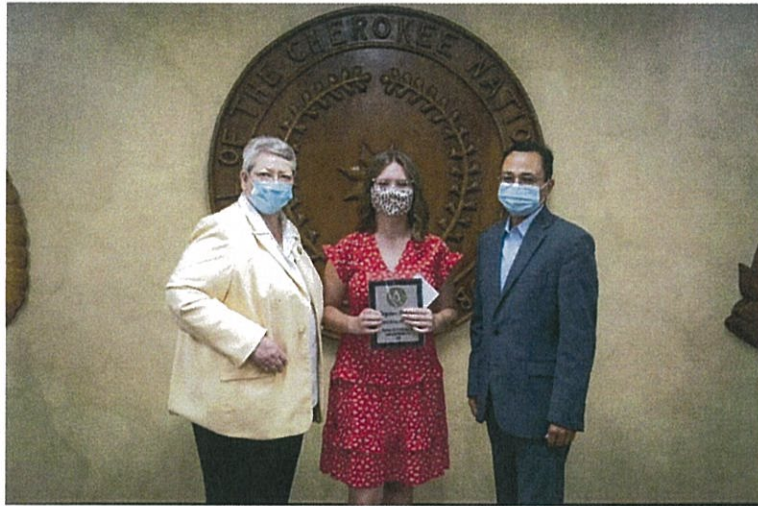
Outstanding participants, supervisors and worksites were recognized during the month of July. A few were presented onsite by the Career Specialist in the area and others were presented by Chief Chuck Hoskin Jr., Secretary of State Tina Glory Jordan and Debra Lack, Career Services Finance Director on Thursday, July 29, 2021 at 10:00AM.



Summer Youth Participants who assisted with elder applications.



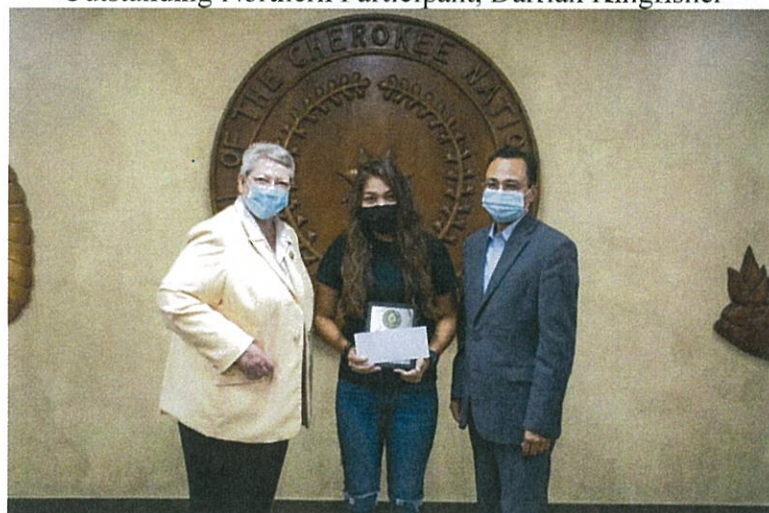
Outstanding Summer Youth Participants



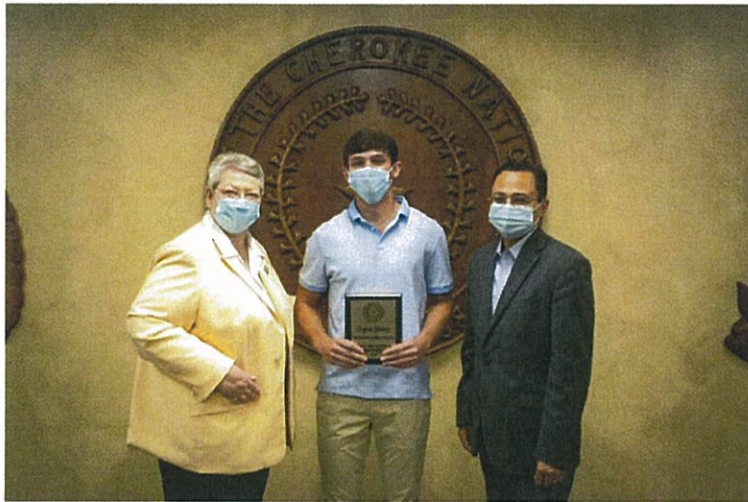
Outstanding Northern Participant, Cheyenne Douglas



Outstanding Northern Participant, Darrian Kingfisher



Outstanding Southern Participant, Kellie Chewey



Outstanding Southern Participant, Logan Yanez



Outstanding Southern Supervisor, Ashlee Fox



Outstanding Northern Supervisor: Kim Williams



Outstanding Northern Worksite: Nuance Interior Designs



Outstanding Southern Worksite: American Indian Resource Center (AIRC), Audra Conner

Employment Programs Success Story

H. Washington, Vian

Twenty year old Cherokee citizen, H. Washington is a 2020 graduate of Vian High School and has been a participant on the Cherokee Nation Career Services Summer Youth Employment Program since he was sixteen years old. Throughout his time on the program, he has worked in several different areas. He has been placed within our area parks systems cutting grass and keeping the parks maintained and also keeping the cabin areas cleaned. He worked at a graphics design office and even done a short stint back at Vian School as well as at the local CV's Grocery store. One summer, he was nominated by one of his worksites as an Outstanding Participant based off of his work ethic and attendance.

The COVID-19 pandemic put a hold on Washington's progress in life. He was all set upon high school graduation to attend OSU-IT in Okmulgee however as the virus progressed he elected to stay home and work instead. During this time, Washington also attended Heating Ventilation & Air Conditioning training hosted by Cherokee Nation and received his HVAC Level 1 certification. He enjoys working with his hands and being able to put in a hard day's work. He is steadily maturing and finding his way into adulthood.

August 29, 2021 Hunter was hired as a full time employee at the Farmer's Cooperative

Association in Sallisaw, Oklahoma as a mill worker.

Washington stated "Working in the summer youth program has given me the opportunity to meet a lot of different people and be exposed to a lot of different types of work. It's showed me some types of jobs I'm interested in and the type I really don't like at all! I've made some really good friends and been given opportunities I otherwise would not have received."



HOPE

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.

- 40 individuals have received full-time employment since the beginning of the fiscal year
 - 5 in the month of July
- 6 new individuals enrolled during July
- 85 total ACTIVE participants

RESTORE

The RESTORE program is to help assist individuals who have been affected by the COVID-19 pandemic. RESTORE has many temporary job placements to assist in humanitarian and clean-up efforts caused by the pandemic. Among these job placements are Machine Operators at Cherokee Nation's new PPE Factory in Stilwell and Hulbert. These individuals have been working very diligently to produce thousands of masks in an effort to keep our communities safe. RESTORE has given 36 individuals the assistance to obtain full time employment, 9 just for the month of July with 4 of those at the PPE Facility.



Program Participants: N. Lozier and C. Wella

RESTORE Success Story

B. Day, Roland

When Cherokee Nation citizen, B. Day first walked into Career Services his first statement to me was I need help finding a job, I have to start making money before I lose everything. The COVID pandemic had made it near impossible for him to be self-sufficient and he was on the verge of needing to move back in with his parents or be homeless. At that time, he had applied at several locations yet no one was calling. He

qualified for and began on the Restore program the following week and has worked at Roland School since November, 2020. He began there as a COVID Custodian and assisted in cleaning and sanitizing the school to keep the students and staff safe.

The first week after he began working there his supervisor, John Kent called and thanked me for placing such a hard worker at the school. Mr. Kent during one of my site visits

there bragged about Day's work ethic. He stated "Day isn't like some of the younger individuals today. He has a work ethic you do not find very often and when you ask him to do a job, you don't have to worry because he gets it done!"

During his time on the program, Day missed very few days and when he did there was a reason. It's this attendance record and work ethic that earned him full time employment. He was hired by Roland School as a full time custodian on July 1, 2021! Day has stated "I am very thankful for this opportunity provided to me by Cherokee Nation Career Services. This opportunity has opened up so many doors for me".

The picture below shows Day ripping up carpet and continuing to work hard as an employee of Roland School.



JOBS/Tribal TANF

Services provided to 155 families for the month.

The JOBS/Tribal TANF Program had one transitional client exit the program; M. Schubert successfully exited the program this month after gaining and maintaining full time employment for one full year; she was also eligible to receive the one-time monetary Transitional incentive of \$2,500.

JOBS/Tribal TANF met with Muscogee Nation Tribal TANF on July 13, 2021 to discuss best practices in establishing Home Visit and Compliance Protocols; JOBS/Tribal TANF also recognized Mark Pendergrass, Denise Honawa, and Nicole Grogan of Muscogee Nation for their partnership and guidance in developing our TANF program.

Many thanks to the Muscogee Creek Nation Tribal Temporary Assistance to Needy Families (TANF) program for all of their guidance and assistance in helping the Cherokee Nation Career Services start our Tribal TANF program! As a token of our appreciation, we presented 3 staff with a plaque which stated: "In appreciation for your guidance and support in assisting Cherokee Nation to implement the JOBS/Tribal TANF Program. It's with honor we recognize you. Thank you"



Jonathan Crittenden, Cherokee Nation Tribal TANF Manager presenting to Mark Pendergrass, Muscogee Creek Nation Tribal TANF Manager



Daryk Meigs, Cherokee Nation Tribal TANF Compliance Monitor presenting to Denise Honawa, Muscogee Creek Nation Tribal TANF Director

Not pictured is Nicole Grogan, Muscogee Creek Nation Tribal TANF Supervisor

Cherokee Nation *Coming Home* Reentry Program

"Welcome back to the Cherokee Nation."



Reentry Program Manager

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

Counselors by County

Cherokee, Muskogee, Wagoner, McIntosh

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

Adair, Sequoyah, Mayes

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

Delaware, Ottawa, Craig,

Madison Threet: 918-316-3621
madison-threet@cherokee.org

Tulsa, Washington, Rogers, Nowata

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 N D 3 P

CHEROKEE NATION®
Career Services

Contact Us Today • 918-453-5555

Cherokee Nation Reentry Program

P.O. Box 948

Tahlequah, OK 74464

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 \$19,517,950 in 367 privately owned small businesses impacting 1,615 community based jobs since 2010

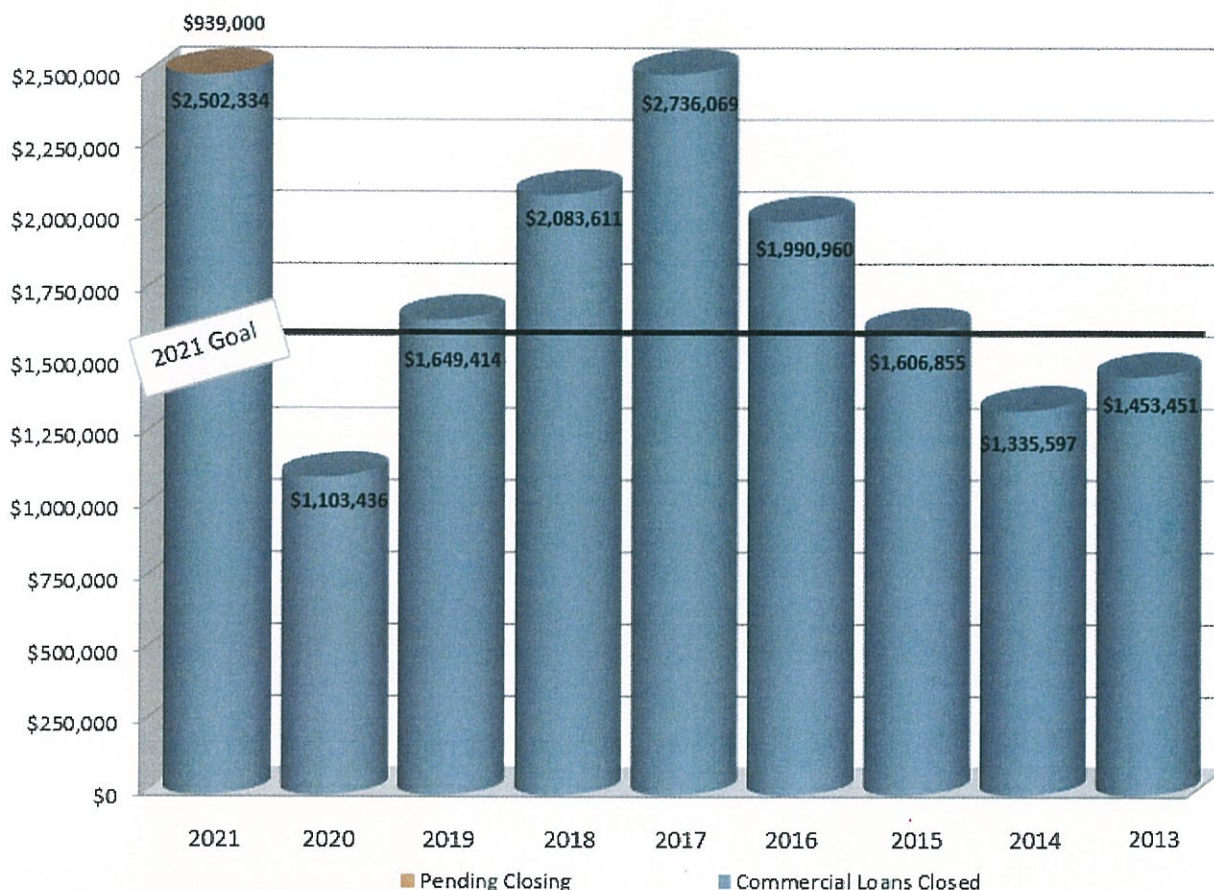
"The Small Business Assistance Center made the process of getting our business loan easy and they were always there to help us and answer our questions."

***Terry and Dana Combs
The Learning Ladder Child Development Center,
Cherokee County***



Dollars Invested in the Local Economies Through Small Business Lending

Dollars Invested in Local Economy



Small Business Loans Closed July 2021

Community	Loan Purpose	Project Costs	Owner Equity	Jobs
Tulsa	Lawn Care and Mobile Detailing	\$7,500	22%	2
Tahlequah	Bakery	\$21,500	53%	1

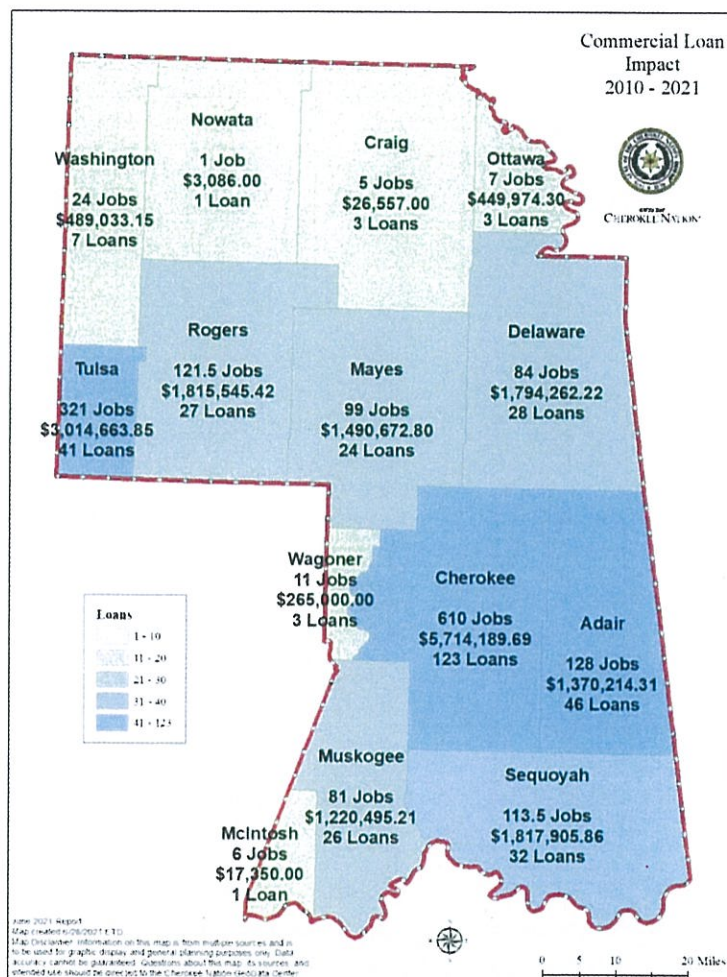
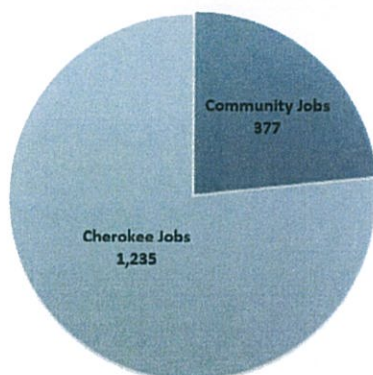
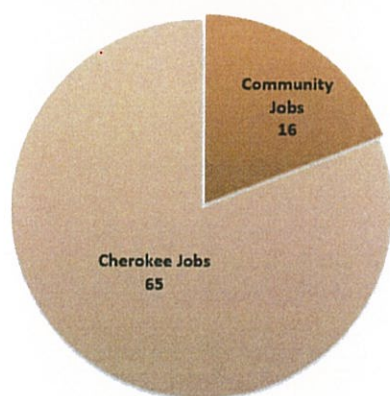
Commercial Lending Pipeline (Commercial requests submitted)

Community	County	Business Type	Startup or Expansion
Tahlequah	Cherokee	Food Service	Start-up
Tahlequah	Cherokee	Artist	Expand Business
Broken Arrow	Tulsa	Excavation Services	Start-up
Watts	Adair	Ag Energy	Start-up



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

Private Sector Jobs Impacted by Small Business Lending



Cherokee Nation Economic Development Trust Authority

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

Lending Assets

Available Commercial Capital	\$2,777,157
Available Consumer Capital	\$1,503,473
Approved Grants Pending Distribution	\$72,652
Approved Grants Pending Receipt	\$623,000
Total Available Capital	\$4,976,282
Outstanding Commercial Loans	\$9,677,031
Outstanding Consumer Loans	\$1,797,348
Total Outstanding Loans	\$11,474,378

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.

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

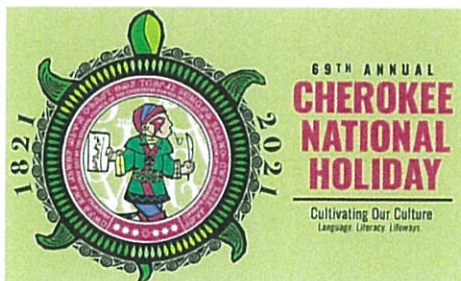


- Total Graduates 96
- Total Re-entry/Recent Offenders 51
- Total Day Training 45
- Total Opening Small Business 5

*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.

The 69th Annual Cherokee National Holiday is coming up Sept. 2-5 with both in person and virtual events. Visit thecherokeeholiday.com for tickets and schedules.

Procurements Awarded to Certified Cherokee/Indian-Owned Small Business 89.82% of CIOB Eligible Procurement Opportunities were awarded to CIOBs



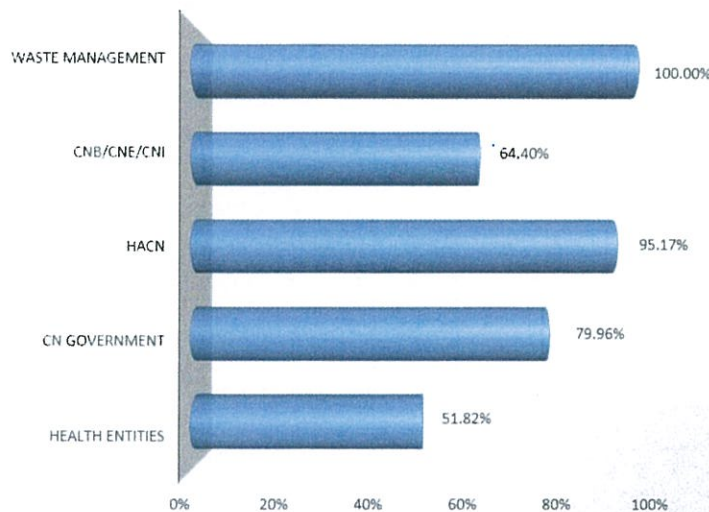
TERO Procurement Opportunities	
Entity	% Awarded
CN Government	97.20%
CNE	80.99%
Health Entities*	100.0%
CNI	2.20%
Waste Management	0.00%

*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
80	36.25%	55.17%

72.52% 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	Small Business	2022	\$1,000,000	Submitted	Lending
IRS VITA	Tax Preparation	2022	\$36,000	Submitted	VITA Tax Program 2022
USDA R.I.S.E.	Health Innovation Center	2022	\$2,000,000	Submitted	Establishing a Health Innovation Center
USDA SDGG	Community Development	2022	\$150,000	Upcoming	Technical Assistance to Minority Community Organizations
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