



COUNCIL OF THE CHEROKEE NATION

EXECUTIVE & FINANCE COMMITTEE REPORT

Reporting Month: **July 2021**

Dept: **Financial Resources**

Contact: **Janees Taylor, Treasurer**

janees-taylor@cherokee.org | ext. 5052



Accounts Payable checks disbursed

Current Month	3,423
Year to Date	54,457



Timecards processed

Current Month	17,944
Year to Date	111,302



Reqs. approved for processing

Current Month	1,367
Year to Date	14,019



Purchase orders issued

Current Month	1,234
Year to Date	13,083



Travel expense statements processed

Current Month	47
Year to Date	186



Files received for storage

Current Month	70
Year to Date	9,731



Number of internal billings

Current Month	25
Year to Date	977



Grant reports submitted

Current Month	38
Year to Date	457



Grant applications

Current Month	9
Year to Date	76



Deposits

Current Month	595
Year to Date	5,062

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
90% complete - Single Audit expected to be completed on September 30, 2021
- 4 Reporting requirements completed & submitted for July 2021
100% completion - All required reports were submitted timely in July

Accomplishments

- 1 Staff attended 18 webinars/trainings in July

Upcoming Events

- 1 Staff is scheduled to attend 16 webinars/trainings in August
- 2 79 grant proposals, totaling more than \$10.163 million, will be submitted in August

Compliance

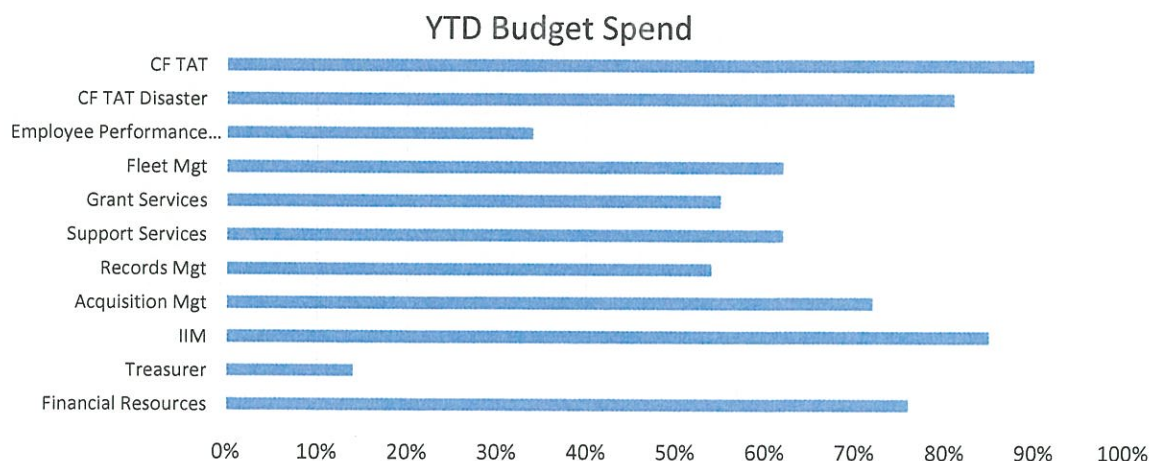
- 1 No outstanding borrowings on \$5M Cash Reserve Advance

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	\$ 47,634,907.94	97.69%
Award to non-TERO Vendor	\$ 1,128,462.99	2.31%
Sub-total bids with a TERO vendor participating	\$ 48,763,370.93	100.0%
<hr/>		
Bid - no bids submitted by TERO Vendors	\$ 2,735,912.66	

October 1, 2020 through July 31, 2021



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

Economic Development

On-the-Job-Training (OJT)

Fourteen clients entered into a Tribal OJT Program with the following companies:

- Arrowhead Precast, LLC. – Tulsa County
- Backwoods Food Manufacturing, Inc. – Cherokee County
- CSR Worldwide – Adair County
- Custom Seating – Muskogee County
- RAE Corp. – Mayes County
- RLC Business Services – Cherokee County
- Superior Graphics & Signs – Muskogee County
- Heavy Metal Training Institute (HMTI) - Cherokee County

Six clients completed OJT and have gained full time unsubsidized employment.

TED Direct Placement

Two clients entered full time employment through Direct Placement.

Vocational

Three clients entered into tribal vocational programs.

Four clients completed vocational training programs.

Economic Development and Workforce Development

Wednesday, August 11th Economic Development Round Table Discussion

Tuesday, August 21st Manufacturing Apprenticeship Discussion - NE Oklahoma

Workgroup meeting to discuss rolling out Manufacturing Apprenticeship Programs in NE Oklahoma. Planning upcoming virtual conference for September 17.

Thursday, August 26th Career Services Tour of Spartan College - Spartan College Program
Overviews and Tours

Established in 1928, Spartan College has trained over 100,000 pilots and aviation technicians and currently offers diploma and associate degree programs in Aviation Maintenance Technology, Aviation Electronics Technology, Nondestructive Testing Technology/Quality Control Management and Aviation Flight. Many of Spartan's previous students are Cherokee citizens.

Economic Development Round Table Discussion

Adair, Cherokee, Delaware,
Muskogee, Sequoyah, and
Wagoner Counties

Wednesday, August 11, 2021

9:00AM-2:00PM

Indian Capital Technology
Center-Muskogee Campus

RSVP for Refreshments and Lunch

We have some excellent information
to share and hope you and others
from your area can make the meeting

RSVP

shawwna.coachman@ictech.edu

Join us for a day of networking with
well-seasoned professionals and other
city/town representatives.

Speakers from various boards and
organizations within eastern
Oklahoma will share their experiences
and accomplishments as it relates to
Economic Development.

Practice
Social
Distancing

Wear your
Mask

Stay Safe

Co-Hosted By the following:

Diane Kelly
Executive Director
Cherokee Nation Career Services

Kathy Adair
Director of Business & Industry and Adult &
Career Development
Indian Capital Technology Center

Marie Synar
Director of Industrial Development
Muskogee City-County Port Authority



CHEROKEE NATION®
Career Services

ICTC INDIAN CAPITAL
TECHNOLOGY CENTER



Employment Programs

Four participants attained employment.

External: 3
Internal: 0

HOPE

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

- 44 individuals have received full-time employment since the beginning of the fiscal year
 - 4 in the month of August
- 14 new individuals enrolled during August
- 87 total active participants

Reentry

The Coming Home Reentry Program continues to see a large amount of need with our Cherokee Nation justice-involved population. By including justice-involved citizens, who may not yet have been incarcerated, we can often offer services that will address the situation while removing the time spent incarcerated and the collateral consequences associated with imprisonment such as separation from family, resulting loss of employment, interruption of health care, etc. Many of these participants are often in need of behavioral health assistance, often concerning substance abuse issues, and often treatment for the issues is a better alternative than imprisonment.

The Reentry Program is also working to assist citizens referred from the Cherokee Nation Attorney General's Office and Court System. Often this assistance is in the form of behavioral/mental health or substance abuse referrals. Many of these citizens are being successfully placed at inpatient treatment facilities or set up with appropriate outpatient services as needed and agreed upon by the Attorney General's Office personnel.

The final CAREERS Grant plan was recently submitted to the Department of Justice for final approval. It was developed in conjunction with federal technical assistance providers. This program will:

- Allow for additional career pathways specifically for justice-involved citizens
- Assist in the removal of barriers in pursuit of these careers
- Seek out sustainable wage careers as opposed to the entry level positions that are often the only jobs available to our justice-involved participants

Partnerships with various inpatient treatment facilities are being developed, which will be vital to the success of our Second Chance Act Housing/Substance Abuse Grant Program. The treatment and services allowed through this grant program will vary greatly so the many partnerships developed will be extremely important for the success of the participants. The Reentry Program hopes to have a grant plan completed with final submission to the Department of Justice within the next month.

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
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Heather McKinnis: 918-316-3262
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Adair, Sequoyah, Mayes

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

Delaware, Ottawa, Craig

Madison Threet: 918-316-3621
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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 Y S D B P

CHEROKEE NATION®
Career Services

Contact Us Today • 918-453-5555
Cherokee Nation Reentry Program
P.O. Box 948
Tahlequah, OK 74464

RESTORE

RESTORE has had 49 participants retain full time employment since the beginning of the program (July 2020) with 14 in the month of August

One new participant enrolled for services during August bringing our total to 111 active participants.

RESTORE Success Story

M. Neighbors, Belfonte School

Neighbors is a lifelong resident from the Belfonte/Nicut area in Sequoyah, County. She is married and they have two sons, a senior and junior at Muldrow High School. Throughout the years, she has worked as a substitute at Belfonte School, however, when COVID-19 ran rampant through our reservation, her employment and livelihood came to a halt.

She began on the Restore program in August of 2020 and has been an incredible asset within the Belfonte school system. Not only did she work hard cleaning and sanitizing to protect the kids and staff from the COVID-19 virus, but also stepped into other roles when the office was short staffed. She would answer phones and assist the teaching staff in whatever aspect was needed. According to Belfonte Principal, Bobbie Weddle, "Neighbors is a wonderful lady and has become the person that we can depend on to be here day after day. She has goals set for herself and is working towards those each day and we want to help her, as much as she has helped us during this pandemic".

She worked great with the kids at the school and after several months on the program, she elected to take the paraprofessional course through Indian Capital Area Vo-Tech. Belfonte School knew she would thrive in this type environment and even paid the cost for her training and testing. During the summer break, she completed her training

and received her Department of Education Paraprofessional Certification.

Neighbors stated, "I enjoyed working the Restore program through Career Services. I was placed in a great position and it helped to push my goal to become a paraprofessional. Now I get to do what I love and enjoy coming to work every day and teaching the kids new things". With this certification, Belfonte School hired Mary as a full-time paraprofessional at the beginning of the 2021 school year.



JOBS/Tribal TANF

Services were provided to 146 families during the month of August.

- Thirty youth received supportive services for grooming/hygiene assistance, school supplies, and clothing allowance.
- More than \$5,000 in work participation incentives were issued to eligible parents.

Staff completed virtual training August 24th, with EagleSun Systems, on a new module that will be utilized on the rollout of upcoming PEAFF funds and services.

New program informational flyers and brochures have been provided to partners in Child Support, WIC, ICW, Human Services, and Food Distribution.

Commerce Services

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

Anna Knight, Executive Director
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Community Economic Impact

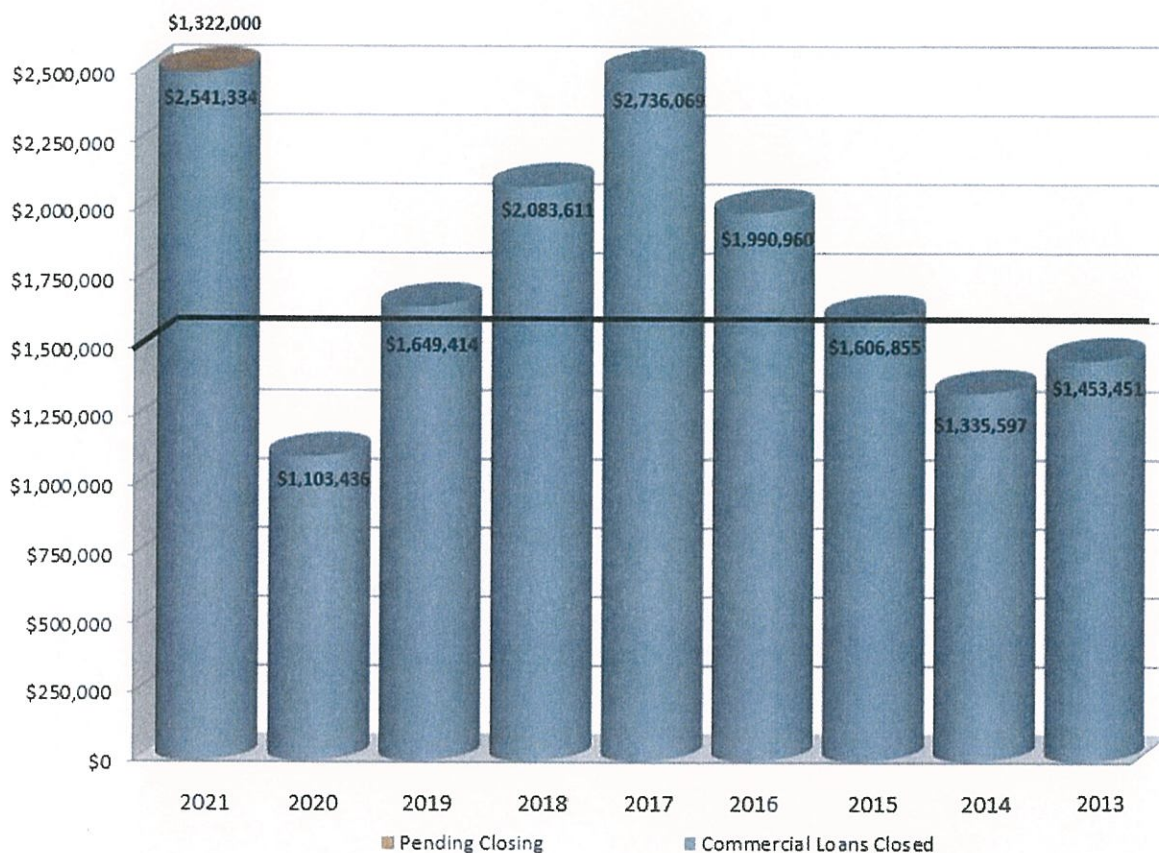
Small businesses employ nearly half of the American workforce; they create 2 out of 3 net new private sector jobs; they invest 68% of revenues to build and sustain communities. – SBA 2021



Cherokee Nation Economic Development Trust Authority has invested \$19,556,950 in 369 privately owned small businesses impacting 1,619 community based jobs since 2010

Dollars Invested in the Local Economies Through Small Business Lending

Dollars Invested in Local Economy



Commercial Lending Pipeline (Commercial requests submitted)

Community	County	Business Type	Startup or Expansion
Broken Arrow	Tulsa	Transportation	Start-up
Tahlequah	Cherokee	Excavation Services	Start-up
Watts	Adair	Ag Energy	Start-up
Stilwell	Adair	Kennel	Start-up
Broken Arrow	Tulsa	Orchard	Expansion
Vian	Sequoyah	Tourism	Start-up
Muskogee	Muskogee	Professional Services	Start-up
Vian	Sequoyah	Food Service	Expansion



Cherokee Pottery Studio
Artist David Pruitt

Small Business Loans Closed August 2021

Community	Loan Purpose	Project Costs	Owner Equity	Jobs
Stilwell	Artist	\$15,000	64%	1
Tahlequah	Food Truck	\$24,000	33%	3

Small Business Client Highlight

ROCKIN R FARMS

CORN MAZE AND
PUMPKIN PATCH



Opening Day September 18th at 9:00 am

COME FIND THE FUN AND GET LOST WITH US
rockinrfarms.net and on facebook
918-316-7086



"Working with CN SBAC has been a great experience, we get to work together to make Tahlequah a better place. We also appreciate the help the SBAC provides in making connections with other businesses and government organizations." Richard and Kimberly Roberts

Richard and Kimberly Roberts moved from Kansas to Tahlequah and started Rockin R Farms on Spears Rd. north of town in 2017. They initially got the idea to start a pumpkin patch and corn maze near Tahlequah when one of their daughters decided to attend NSU.

Consulting with top corn maze experts and other similar farms, they built their plan and **through lending from the Cherokee Nation SBAC** they were able to turn their dream into a reality.

Rockin R Farms is a working farm that offers a corn maze, petting zoo, pumpkin patch, and various other activities, as well as a country store and The Rockin R Grill that serves hamburgers and other items from mid-September to mid-November.

Rockin R Farms employs 8 people full time during the season and up to 15 more every Saturday for the haunted corn maze. They have an estimated 5,100 visitors during those two months. Families, schools, church groups and many others have enjoyed their farm for 4 seasons. They will open for their 5th season this year on September 18th.



Small Business Lending Impact 2010 through 2021 by County

CNEDTA loan dollars leverage additional economic investments!

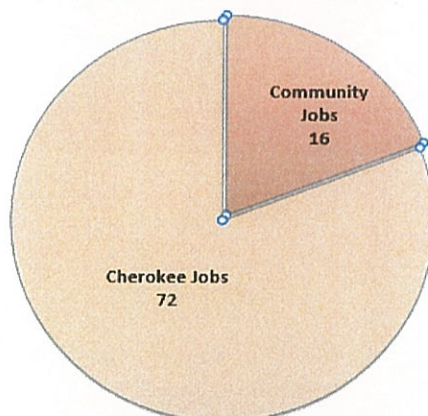
Since 2015, CNEDTA loans leveraged \$46 million in private community investments.

In 2021, CNEDTA loans leveraged an additional \$7.2 million in private community investments.

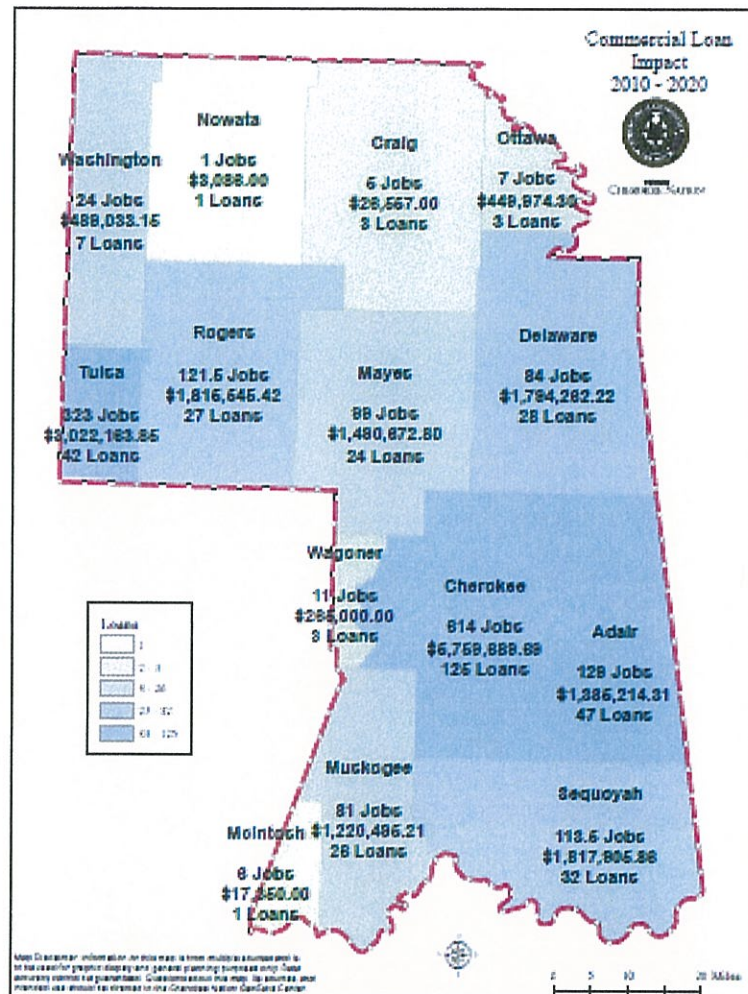
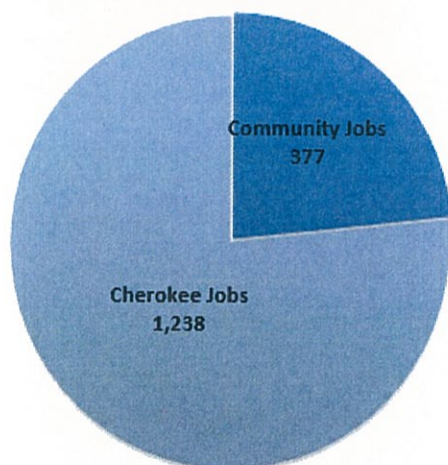
Small Businesses Create Community Based Jobs

Private Sector Jobs Impacted by
Small Business Lending

Jobs Created FY 2021



Jobs Created FY10-21



County	Economic Investment	Businesses	Jobs
Adair	\$1,385,214	47	129
Cherokee	\$5,759,690	125	614
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	\$1,817,906	32	114
Tulsa	\$3,022,164	42	323
Wagoner	\$265,000	3	11
Washington	\$489,033	7	24
Totals	\$19,556,950	369	1,619

Cherokee Nation Economic Development Trust Authority

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

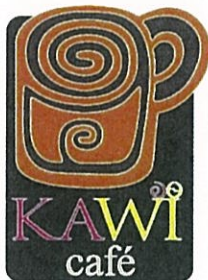
Lending Assets

Available Commercial Capital	\$1,712,524
Available Consumer Capital	\$1,627,656
Approved Grants Pending Distribution	\$33,500
Approved Grants Pending Receipt	\$623,000
Total Available Capital	\$3,996,680
Outstanding Commercial Loans	\$9,608,663
Outstanding Consumer Loans	\$1,686,087
Total Outstanding Loans	\$11,294,749

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 and breakfast on Wednesdays.

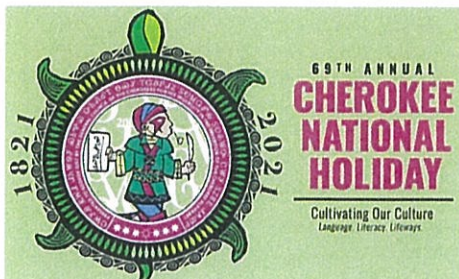


- Total Graduates 96
- Total Re-entry/Recent Offenders 51
- Total Day Training 45
- Total Opening Small Business 5

*All participants have been low income American Indians.

Artists as Entrepreneurs and Community Tourism as Economic Development

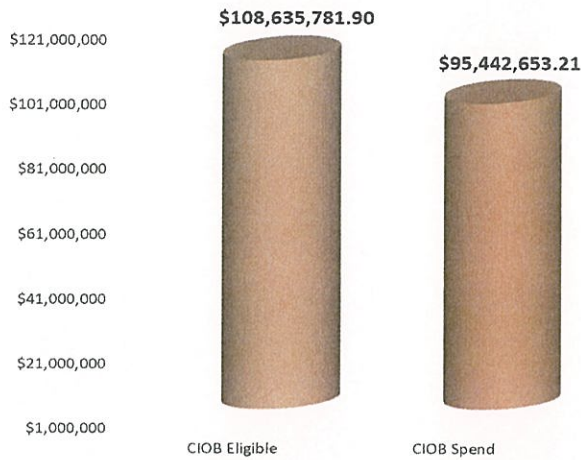
Increasing the business capacity of artists and tourism capacity of communities



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 was a great success. We will have a reporting of the Holiday numbers and events in the October report.

Procurements Awarded to Certified Cherokee/Indian-Owned Small Business 87.86% of CIOB Eligible Procurement Opportunities were awarded to CIOBs



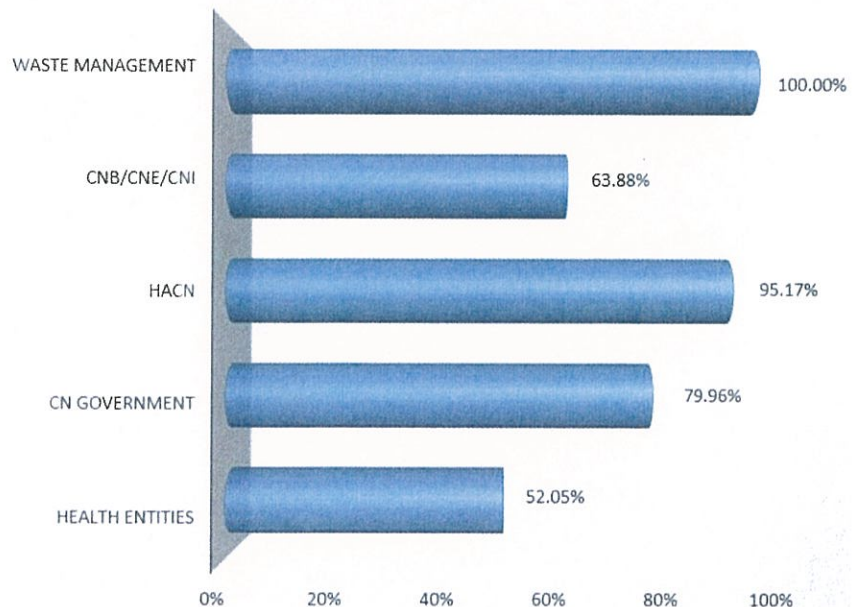
TERO Procurement Opportunities	
Entity	% Awarded
CN Government	97.68%
CNE	80.99%
Health Entities*	100.0%
CNI	2.20%

*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
94	42.55%	57.50%

72.43% 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
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