



COUNCIL OF THE CHEROKEE NATION

EXECUTIVE & FINANCE COMMITTEE REPORT

Reporting Month: **September 2021**

Dept: **Financial Resources**

Contact: **Janees Taylor, Treasurer**

janees-taylor@cherokee.org | ext. 5052



Accounts Payable checks disbursed

Current Month	4,772
Year to Date	63,556



Timecards processed

Current Month	9,550
Year to Date	130,725



Reqs. approved for processing

Current Month	1,469
Year to Date	17,166



Purchase orders issued

Current Month	1,367
Year to Date	16,030



Travel expense statements processed

Current Month	122
Year to Date	426



Files received for storage

Current Month	1,615
Year to Date	13,592



Number of internal billings

Current Month	18
Year to Date	1,020



Grant reports submitted

Current Month	21
Year to Date	499



Deposits

Current Month	683
Year to Date	6,378

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
100% complete - Single Audit completed on September 2, 2021
- 4 Reporting requirements completed & submitted for September 2021
100% completion - All required reports were submitted timely in September

Accomplishments

- 1 Staff attended 16 webinars/trainings in September

Upcoming Events

- 1 FY2021 year end close process begins

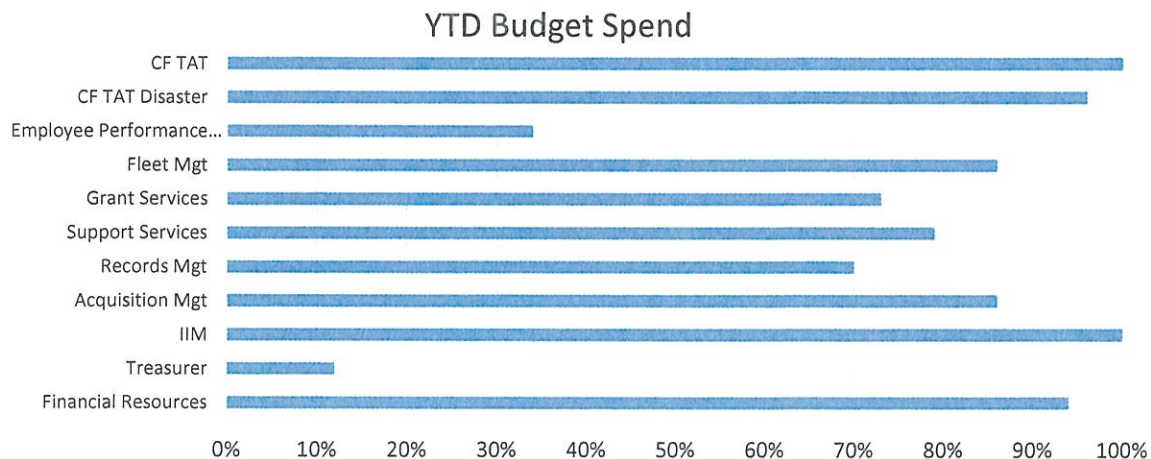
Compliance

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

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

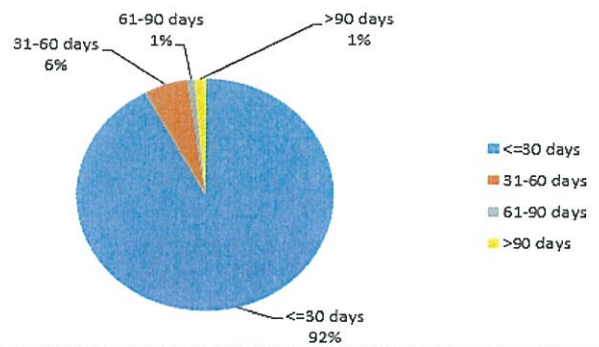
		% of sub-total - TERO vendor submitted Bid
Award to TERO Vendor	\$56,643,951.46	97.71%
Award to non-TERO Vendor	\$1,322,900.15	2.28%
Sub-total bids with a TERO vendor participating	\$57,966,851.61	100.0%
Bid - no bids submitted by TERO Vendors	\$3,318,225.86	

October 1, 2020 through September 30, 2021



Row Labels	APP-INVOICE-2	APP-TRAN-PMT-AMT-7
<=30 days	55,788	132,031,162.36
31-60 days	3,297	13,771,178.83
61-90 days	572	4,496,124.14
>90 days	871	4,801,468.58
Grand Total	60,528	155,099,933.91

Timeliness of Paid Invoices



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

Employment Programs

Four participants attained employment, three of which were internal and one external.

HOPE Success Story

L. Bocanegra came to Career Services in hopes of gaining experience as a security officer in June of this year. She was moved to the ARPA program in August of this year. She has attended all trainings required within her department and has received great reports from her supervisor Tracey Robertson. He stated “Bocanegra is a great worker and we are lucky to have her. She has a good strong work ethic and willingness to work non-conventional shifts and deal with the elements such as heat and cold.” She showed up on time for every shift and has not missed work. Her supervisor also stated “She has good people skills and this really helped her with getting hired.” As of October 14, 2021 Bocanegra obtained full time employment with Cherokee Nation Security at the tribal complex. She is an inspiration to others.



JOBS/Tribal TANF

Services provided to 331 families for the month.

- Cash assistance payment standards for both Parent and Child Only assistance units were increased by an average of 13% effective October 1, 2021.
- Approximately \$6,750 was issued in work participation incentives to eligible parents.
- One client 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.

Vocational Rehabilitation

The Cherokee Nation Vocational Rehabilitation (CNVR) program received notice that our grant application submitted to the American Indian Vocational Rehabilitation Services grant competition was reviewed and approved for funding. The Vocational Rehabilitation grant

application received a score of 97 out of 100 points when reviewed by external reviewers with expertise in the content areas. This is a 5 year grant beginning 10/01/21 running through 09/30/26.

The Vocational Rehabilitation program is currently operating under a No-cost Extension (NCE) to expend the remaining funds from our previous grant cycle. Under advisement from our Federal Project Officer the Vocational Rehabilitation program will serve only those individuals who were eligible prior to 09/30/2021, through the end of 12/31/2021. The program will begin accepting new applications 01/01/22.

During the previous grant period CNVR has served 300 individuals with 119 successful employment outcomes. This exceeded our grant award goals and of the individuals who obtained a successful employment outcome: 93% were employed full-time, in an integrated work environment, at or above minimum wage and 7% were employed part-time in an integrated work environment at or above minimum wage. The individuals exiting the Program with gainful employment outcomes work, on average, a 32 hour work week with average weekly earnings of \$412.00. The job retention rate for those who obtained an employment outcome is 96% at a 1 year follow-up.

Disability Employment Awareness Month

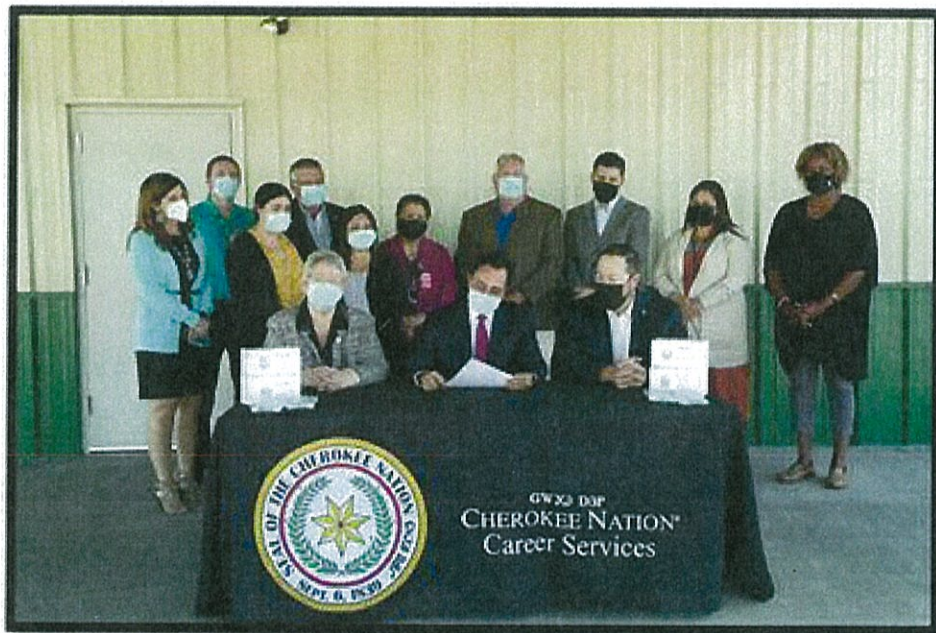
On 10/21/21 Principal Chief Chuck Hoskin Jr. signed a Proclamation declaring October Disability Employment Awareness Month. National Disability Employment Awareness Month was declared in 1988 by the United States Congress for the month of **October** to raise awareness of the employment needs and contributions of individuals with disabilities.



Economic Development and Workforce Development

Manufacturing Month in Cherokee Nation

On October 6, 2021, Cherokee Nation Principal Chief Chuck Hoskin Jr. signed a proclamation declaring October as Manufacturing Month in Cherokee Nation. Cherokee Nation is dedicated to creating quality jobs for tribal citizens throughout its reservation and, through Career Services and Business Enterprises, promotes business partnerships to strengthen economic growth and the economy of Northeast Oklahoma.

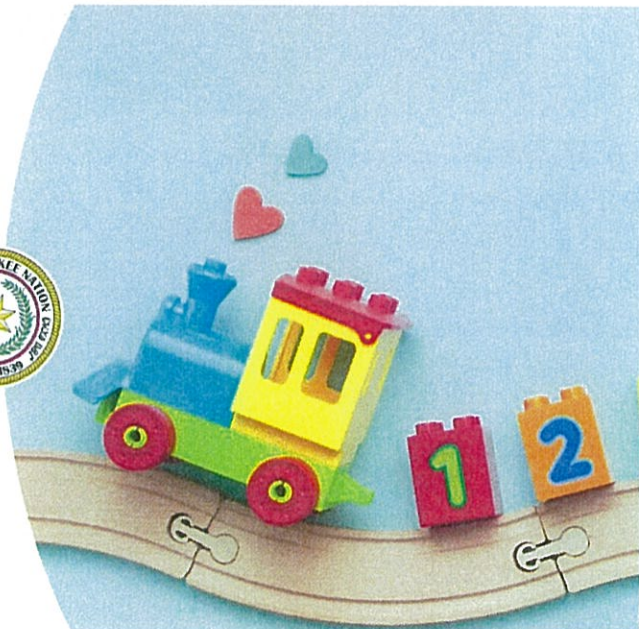


GWX3 D3P CHEROKEE NATION® CHILD CARE CLASSES

Obtain a Child Development Associate (CDA) credential or a Certificate of Mastery in Child Development virtually from Carl Albert State College.

- All courses online
- Training stipend available
- Current Cherokee Nation employees welcome

Contact Career Services at 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

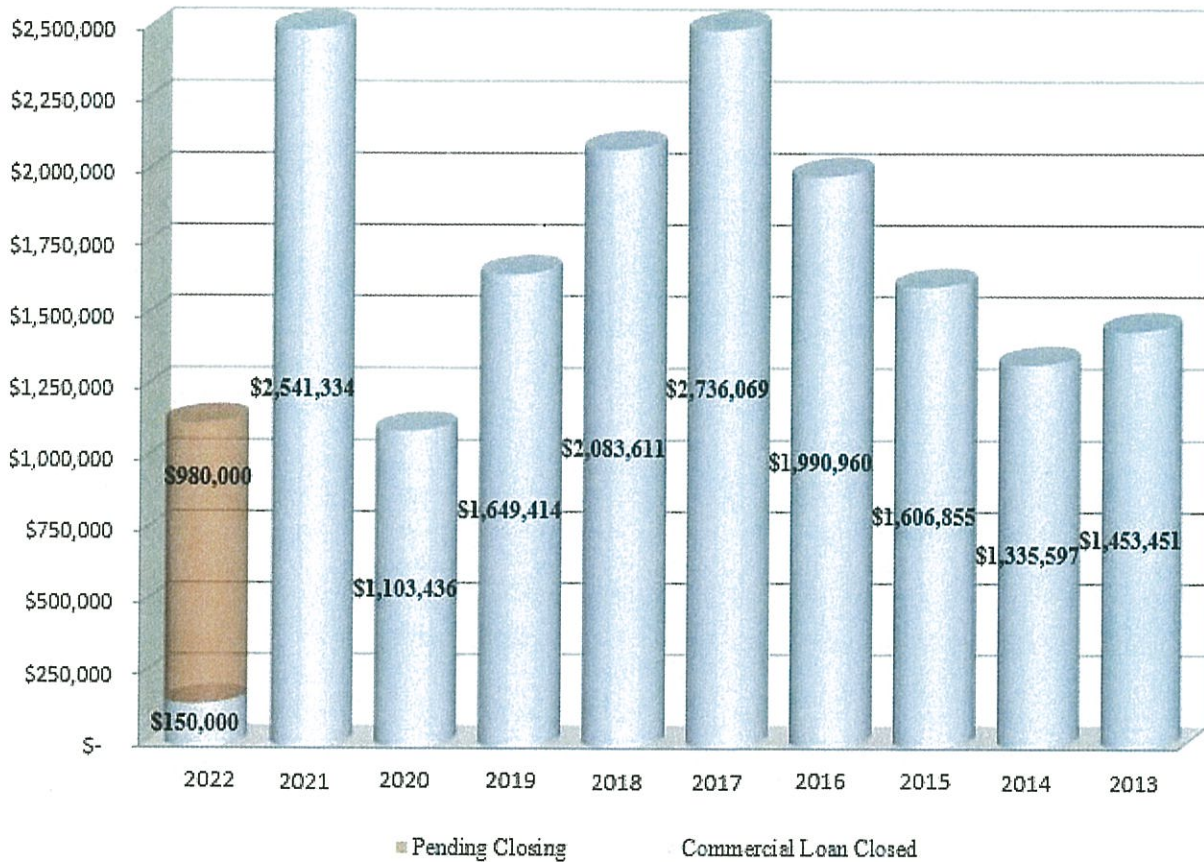
Small businesses employ nearly half of the American workforce; they create 2 out of 3 net new private sector jobs; they invest 68% of revenues to build and sustain communities. – SBA 2021



Cherokee Nation Economic Development Trust Authority has invested \$20,076,950 in 373 privately owned small businesses impacting 1,628 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
October 2021

Community	County	Business Type	Startup or Expansion
Watts	Adair	Ag Energy	Start-up
Stilwell	Adair	Kennel	Start-up
Broken Arrow	Tulsa	Orchard	Expansion
Vian	Sequoyah	Tourism	Start-up
Vian	Sequoyah	Food Service	Expansion
Colcord	Delaware	Outdoor Recreation	Expansion
Wagoner	Wagoner	Artist	Expansion
Hulbert	Cherokee	Ag Producer	Expansion

Small Business Loans Closed
October 2021

Community	Loan Purpose	Project Costs	Owner Equity	Jobs
Broken Arrow	Startup	\$160,000	43%	2
Muskogee	Startup	\$20,000	38%	2

Consumer Loans Closed

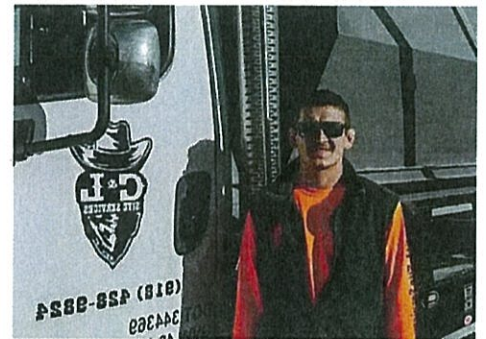
82 consumer loans totaling \$123,036 have been made through the Small Business Assistance Center in fiscal year 2022.

Small Business Client Highlight



Hestin Lamons and Donald Cannon bought the roll-off dumpster portion of Champion Refuse and made it into C&L Site Services. They relocated it near Tahlequah, Okla. C&L provides roll-off dumpster service to all of northeast Oklahoma. Hestin manages the sales and equipment while also delivering dumpsters. Donald handles the accounting and technology side of the business. The Cherokee Nation Small Business Assistance Center helped this business expand to meet the high demand for dumpsters at residential and commercial construction sites around the area. The loan through the Cherokee Nation Economic Development Trust Authority

allowed them to purchase more dumpsters and a second truck to haul those dumpsters to and from job sites. This means they also get to hire another driver full time as their business grows. The loan also helped them decrease their monthly expenses and increase cash flow so that they can fund their next expansion. Hestin and Donald said they are very thankful for the SBAC's staff expertise and help in providing entrepreneurial and lending assistance.



Small Business Lending Impact 2010 through 2021 by County

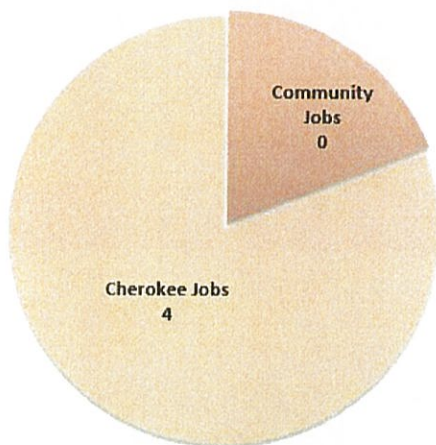
CNEDTA loan dollars leverage additional economic investments!

Since 2015, CNEDTA loans leveraged \$40 million in private community investments.

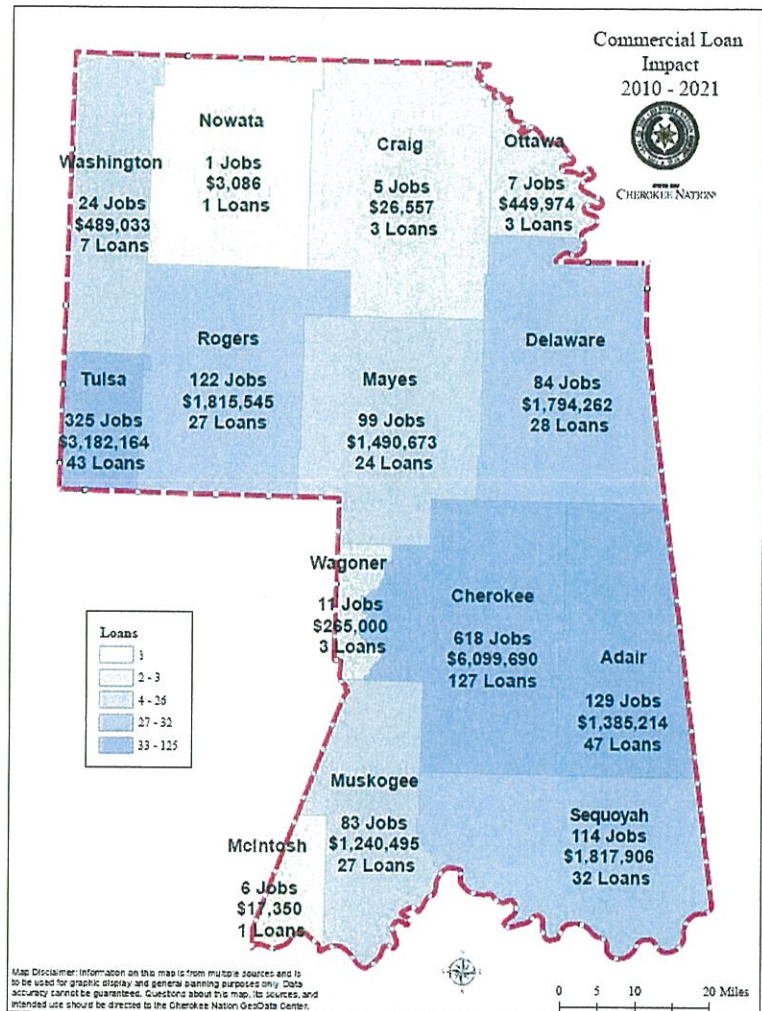
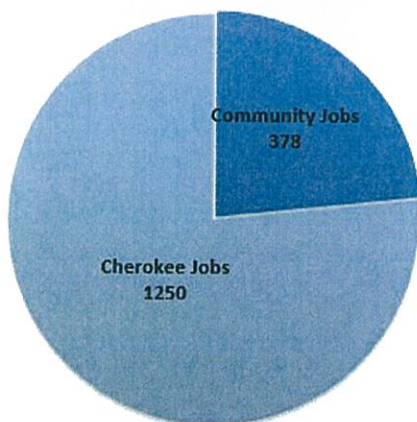
In 2022, CNEDTA loans leveraged an additional \$3.01 million in private community investments.

Small Businesses Create Community Based Jobs

Jobs Created FY 2022



Jobs Created FY10-22



County	Economic Investment	Businesses	Jobs
Adair	\$1,385,214	47	129
Cherokee	\$6,099,690	127	618
Craig	\$26,557	3	5
Delaware	\$1,794,262	28	84
Mayes	\$1,490,673	24	99
McIntosh	\$17,350	1	6
Muskogee	\$1,240,495	27	83
Nowata	\$3,086	1	1
Ottawa	\$449,974	3	7
Rogers	\$1,815,545	27	122
Sequoyah	\$1,817,906	32	114
Tulsa	\$3,182,164	43	325
Wagoner	\$265,000	3	11
Washington	\$489,033	7	24
Totals	\$20,076,950	373	1,628

Cherokee Nation Economic Development Trust Authority

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

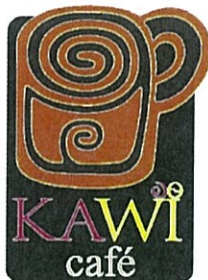
Lending Assets

Available Commercial Capital	\$1,722,506
Available Consumer Capital	\$1,614,236
Approved Grants Pending Distribution	\$0
Approved Grants Pending Receipt	\$623,000
Total Available Capital	\$3,959,742
Outstanding Commercial Loans	\$9,763,212
Outstanding Consumer Loans	\$1,572,392
Total Outstanding Loans	\$11,335,604

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 Café is excited to unveil a new menu of traditional Cherokee foods with a modern twist. We hope you'll stop in to see and try the new menu soon.



- 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 continues to host monthly Third Thursday Virtual Art Classes on the Cherokee Arts Center & Spider Gallery Facebook page (facebook.com/CherokeeArtsCenter).

Virtual classes have reached over 84,000 people this year. Cherokee National Treasures and studio artists continue to teach classes both virtually and on a limited in-person basis with proof of vaccination from students. During the month of October, the Cherokee Arts Center hosted a month long series of Weaving Wednesday outdoor classes. Regularly scheduled open to the public classes have not returned due to the continuing COVID-19 pandemic.

Procurements Awarded to Certified Cherokee/Indian-Owned Small Business

87.86% of CIOB Eligible Procurement Opportunities were awarded to CIOBs



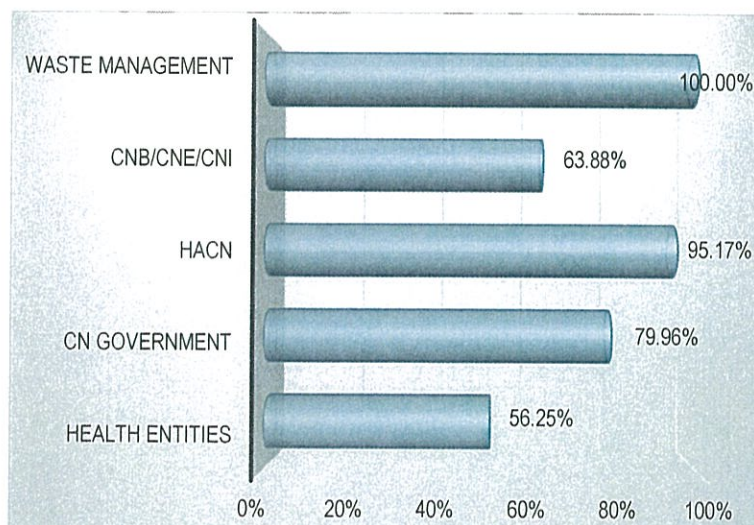
TERO Procurement Opportunities	
Entity	% Awarded
CN Government	99.64%
CNE	78.59%
Health Entities*	100.0%
CNI	2.20%

*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
121	39.67%	62.50%

72.56% 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	Awarded	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
USDA Heirs' Relending Program	Intermediary Relending	2022	\$2,000,000	Upcoming	Agricultural Farm Probate Assistance