



CHEROKEE NATION™
Businesses

Executive and Finance Report
Consolidated Financial Information
May 2016

Cherokee Nation Businesses

Executive and Finance Report

May 2016

Budget Highlights

- May 2016 CNB consolidated net income of \$11.8 million was consistent with budget and \$937,000 lower than prior year. Consolidated revenue was \$84.5 million, which was \$969,000 unfavorable to budget and exceeded the previous year by \$1.6 million.
- CNE EBITDA of \$18.7 million was unfavorable to budget by \$316,000. The unfavorable variance was mainly associated with lower gaming revenue. Total revenue for May 2016 was \$2.5 million below budget and \$3.5 million lower than last year.
- Consulting Sector EBITDA was \$553,000 favorable to budget. The favorable variance was due to higher than expected gross margins realized on CNTS's AFHSC and WRAIR projects.
- Health Sciences Sector EBITDA of \$368,000 was \$254,000 favorable to budget. The favorable variance was due to higher than expected profitability on CNA's DHA Management and CNHS's Florida ARNG projects.
- Logistics & Distribution Sector EBITDA of \$257,000 was \$124,000 favorable to budget. The favorable variance continues to be driven by increased deliveries on the Telecom SE project and lower operating expenses.
- Engineering & Manufacturing Sector EBITDA was \$352,000 below budget due to lower than projected revenue.
- Construction Sector EBITDA loss of \$29,000 was \$259,000 unfavorable to budget. The unfavorable variance was due to higher than expected cost on CNCS's Building 206 and Rockford projects.
- Combined, EBITDA at all other entities were \$71,000 above budget.

Capital Expenditures

May YTD capital expenditures were \$50.6 million for all entities.

- CNE: \$36.0 million
 - Expansion: \$26.8 million – Roland property improvements, Catoosa Hotel Lobby and Front Desk Renovation, Cherokee Springs Business Park, WRD renovation, Grove Casino, Tahlequah OP1 Rebuild, Tahlequah Casino
 - Strategic: \$5.1 million – IGT Advantage NexGen Kits, Surveillance Infrastructure Upgrade, Cisco switches, Cherokee Tower Renovation, Cenium Property Management System, WSS Pylon Sign, Drop/Count Intelligent Cash Box, Egame Equipment Purchases, WRD Waste Water System, Surveillance Nexsan Upgrade
 - Maintenance - \$4.1 million – Casino 2 Improvements, Fleet Vehicles, Passenger Shuttle, IT Equipment, Poker Tables and Chips, Signage, Buffet repairs, Art Procurement and Fork Lift, Fairway Mowers, Chemical spray unit, Document shredder, Guest room phones, Transformer
- CPM: \$7.2 million – Health clinic construction, Housing & 4th Street Property
- CNCR: \$3.6 million – New Home Construction Program
- CNB: \$3.5 million – IT Maintenance & Upgrades, Smithsonian Institution – 5 Year Capital Grant, CN Veteran's Memorial, Deltek ERP System, PeopleSoft HCM Bundle, Cherokee National Treasures Book

Financing

- CNB had no outstanding borrowings as of May 31, 2016.

Cherokee Nation Entertainment

Executive and Finance Report

May 2016

Budget Highlights

CNE

<i>thousands (000's)</i>	<u>Period</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>%</u>
• Revenue	Month -	\$53,461	\$55,943	(\$2,482)	-4%
• Operating Expenses	Month -	\$34,730	\$36,896	\$2,166	6%
• EBITDA	Month -	\$18,731	\$19,047	(\$316)	-2%

Operating Highlights

- CNE EBITDA of \$18.7 million in May was \$316,000 unfavorable to budget.
- Total revenue of \$53.5 million was \$2.5 million unfavorable to budget. This was the result of an unfavorable variance in gaming revenue at the Hard Rock, West Siloam Springs, Roland, Tahlequah and Ramona properties.
- Total operating expense of \$34.7 million was \$2.2 million favorable to budget. The favorable variance was due to lower employee costs as well as lower cost of goods sold and gaming related expenses. Lower than anticipated employee costs was primarily the result of \$534,000 favorable variance in medical benefit expense. Lower cost of goods sold resulted from lower fuel costs associated with the discontinuation of fuel sales, which was budgeted to occur earlier in the fiscal year.
- The South Coffeyville Casino opened February 16th, 2015. The 17,000 square foot facility offers 300 games. The South Coffeyville casino opened ahead of the budgeted opening date of April 1st.
- CNB has agreed to lease property adjacent to the Hard Rock Casino to Woodmont Outlets, which plans to invest \$80 million into premium outlet shops to be called, "The Cherokee Outlets."
- CNB also announced plans for the Cherokee Springs Plaza, which will include retail, restaurants, auto sales lots, office space, convention space, two hotels, and a casino adjacent to the Cherokee Springs golf course in Tahlequah.
- The Roland casino opened May 19, 2015. As of December 15, 2015 all six floors of the hotel were open.
- The Creek Casino in Tulsa is planning a \$335 million expansion including a 500 room hotel tower, new casino and restaurant, pool bar, theater and event center, with an expected completion date of late 2016.

Capital Expenditure Highlights – Year to Date

- Expansion related costs for Roland, Cherokee Springs Business Park, OP1 Rebuild, Grove and Tahlequah, Catoosa Hotel Lobby and Front Desk Renovations, WRD Renovations – \$26.7 million
- IGT Advantage NexGen Kits - \$1.4 million
- Surveillance Nexsan Upgrade - \$339,000
- Surveillance Infrastructure Upgrade - \$830,000
- Casino 2 Renovations - \$274,000
- WSS Pylon Sign Upgrade - \$247,000

Diversified Businesses

Executive and Finance Report

May 2016

EBITDA Budget Highlights

Diversified Businesses EBITDA

<i>thousands (000's)</i>	<u>Period</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>%</u>
• Engineering & Manufacturing	Month -	(\$755)	(\$404)	(\$352)	-87%
• Logistics & Distribution	Month -	\$257	\$133	\$124	93%
• Technology	Month -	\$381	\$314	\$67	21%
• Consulting	Month -	\$1,343	\$789	\$553	70%
• Construction	Month -	(\$29)	\$230	(\$259)	-113%
• Health Sciences	Month -	\$368	\$114	\$254	222%
• Aerospace Products S.E.*	Month -	\$31	\$49	(\$18)	-37%
• CCRC*	Month -	\$151	\$151	\$0	0%

*APSE and CCRC are reported on net income instead of EBITDA as they are partially owned subsidiaries

Operating Highlights

- Beginning in FY16, the former portfolios were re-organized into the following six sectors.
- Engineering & Manufacturing** Sector EBITDA loss was \$755,000 and \$352,000 unfavorable to budget. The gross profit margin was 11.8%, which was 6.0 percentage points lower than budget and 5.9 percentage points lower than prior year. The margin decrease from budget was due to lower revenues on fixed labor costs, an obsolete inventory reserve adjustment and a change in project mix.
- Logistics & Distribution** Sector EBITDA of \$257,000 was \$124,000 favorable to budget. The favorable EBITDA variance was primarily due to increased deliveries on the Telecom SE Project and lower operating expenses. The gross profit margin of 4.9% was 1.5 percentage points lower than budget and 1.8 percentage points lower than the prior year due to a change in product mix.
- Technology** Sector EBITDA was \$381,000 compared to a budget of \$314,000, resulting in a favorable variance of \$67,000. The favorable EBITDA for the month of May was primarily attributable to CNT's TSA and BIA projects and CSG's National Institute of Health project.
- Consulting** Sector EBITDA was \$1.3 million compared to a budget of \$789,000, resulting in a favorable variance of \$553,000. The 16.3% EBITDA margin was favorable to a budgeted EBITDA and prior year margin of 8.9% and 10.8%, respectively. The EBITDA margin was favorable compared to budget primarily due to higher than expected gross margins realized on CNTS's AFHSC and WRAIR projects.
- Construction** Sector EBITDA loss of \$29,000 was \$259,000 unfavorable to a budget of \$230,000. The unfavorable EBITDA variance was primarily due to the impact of higher than expected cost on CNCS's Building 206 and Rockford projects.

Diversified Businesses (con't)

Executive and Finance Report

May 2016

- **Health Sciences** Sector EBITDA of \$368,000 was \$254,000 favorable compared to a budget of \$114,000. The favorable variance was due to higher than expected profitability on CNA's DHA Management and CNHS's Florida ARNG projects.
- **APSE** net income was \$31,000 in May 2016 resulting in an unfavorable variance to budget of \$18,000. Revenue was \$111,000 unfavorable to budget due to delays in DLA kit shipments as well as Boeing's Cecil Field program implementation.
- **CCRC** net income of \$151,000 was consistent with budget. The 25.4% gross profit margin was favorable to a budgeted gross profit margin of 14.6% due to the completion of the Ft. Bliss latrines project.

COUNCIL OF THE CHEROKEE NATION
EXECUTIVE & FINANCE COMMITTEE REPORT

Group: Financial Resources

Month/Year of Report: June 2016

Treasurer: Lacey Horn

Phone: 207-3902

E-mail: lacey-horn@cherokee.org

- I. Budget Highlights – through May
 - a.) Financial Resources – 70% spent
 - b.) Treasurer – 47% spent
 - c.) IIM – 69% spent
 - d.) Acquisition Management – 65% spent
 - e.) Records Management – 62% spent
 - f.) Support Services – 74% spent
 - g.) Grants Management - 55% spent
 - h.) Grant Development – 68% spent
 - i.) Fleet Management – 47% spent
 - j.) Grant Development for CNB – 0% spent
 - k.) Employee Performance Incentive – 32% spent
- II. Program Highlights
 - a.) Balance Scorecard Measures
 - 1. Complete FY15 Audit – 100% Complete
 - 2. Obtain Unmodified Audit Opinion – 100% complete
 - 3. No Material Weaknesses on Single Audit – 100% complete
 - 4. Obtain GFOA Award for FY14 CAFR – 100% complete
 - 5. Reports completed & submitted by due dates – 75% complete for reports due 06/30/2016 as of 06/24/2016
 - b.) Accomplishments
 - 1. Staff attended the Tribal Self-Governance Advisory Committee (TSGAC) webinar
 - 2. Staff attended NAFOA POLICY ALERT: Department of Labor Overtime Rule webinar
 - 3. Staff transitioned our AP processing form BOA to BOK
 - c.) Upcoming Event
 - 1. OMB COFAR webinar – June 28

COUNCIL OF THE CHEROKEE NATION
EXECUTIVE & FINANCE COMMITTEE REPORT

Cherokee Nation Acquisition Management Year-To-Date Report Over \$5,000 Transactions October 1, 2015 through September 30, 2016		% of sub-total - TERO vendor submitted Bid
Award to TERO Vendor	\$ 13,824,277.52	96.52%
Award to non-TERO Vendor	\$ 497,997.81	3.48%
Sub-total bids with a TERO vendor participating	\$ 14,322,275.33	100.0%
Bid - no bids submitted by TERO Vendors	\$ 3,570,785.73	
October 1, 2015 through May 31, 2016		

Group: Career Services-Executive and Finance Month/Year of Report: June, 2016

Executive Director: Diane Kelley Phone: 453-5628 Email: Diane-kelley@cherokee.org

I. Budget Highlights – Please refer to Monthly Financial Report

None

II. Program Highlights

a. Balanced Scorecard Measures

<i>Activity</i>	<i>May</i>	<i>YTD</i>	<i>Goal</i>	<i>% of Goal</i>
<i>HSE Completions</i> – includes individuals completing and receiving a High School Equivalency or High School Diploma from Talking Leaves Job Corps and Career Literacy.	28	139	175	79.4%
<i>Training Completions</i> – includes individuals receiving a nationally-recognized certification, credential, or degree while enrolled in one of 11 different vocational training programs.	56	450	550	81.8%
<i>Employment Completions</i> – includes individuals who completed a Work Experience or TERO OJT assignment.	11	177	500	35.4%
<i>Unsubsidized Placement</i> – includes all individuals who entered unsubsidized employment (they got a job!) while enrolled in one of 15 different programs, both employment and vocational.	86	815	750	108.7%
<i>Retention</i> – includes individuals who were retained in their unsubsidized employment through assistance from a Career Services Program.	40	271	300	90.3%
<i>Career Skills Training</i> – includes individuals who completed the Life/Employment Skills Training.	13	161	400	40.3%
<i>WorkKey Credentialing</i> – includes individuals who received a bronze, silver, gold, or platinum WorkKeys credential.	5	41	250	16.4%
<i>Job Bank</i> – includes the number of new individuals entering the TERO Job Bank.	48	321	400	80.3%

<i>Indian Owned Businesses</i> – includes the number of businesses newly certified as an Indian Owned Business.	13	94	200	47.0%
<i>Job Fairs</i> – includes the number of Job Fairs held by Career Services.	1	7	25	28.0%
<i>Community Service Projects</i> – this is the number of Community Service Projects completed by youth, both through the Summer Youth Employment Program and Talking Leaves Job Corps.	3	19	50	38.0%

b. Accomplishments

1. Day Training and Work Experience participants are working with the Housing Authority of the Cherokee Nation.
2. Day Training had 13 participants enter unsubsidized employment during the month of May; four with Cherokee Nation, eight with CNB/CNI, and one outside Cherokee Nation.
3. A Job Fair was held May 17th at the Hard Rock Hotel and Casino Tulsa. There were 67 individuals in attendance.
4. A Job Fair was held June 15th at AST Storage in Jay. There were 75 individuals in attendance.
5. Career Services staff participated in five Rapid Response meetings with the Oklahoma Employment Security Commission.
6. Career Services staff participated in the Tulsa Mayor's Advisory on Veteran's Affairs and the Tulsa Regional Workforce Partner's meeting.
7. Vocational Rehabilitation staff participated in a Partnership meeting with the Oklahoma Department of Rehabilitation Services and the Evaluation Centers.

Executive Director's Remarks:

In regard to the last of two grants we had in the pipeline – we received notification we weren't one of the organizations selected. *Strengthening Working Families Initiative* was the H1B occupations application that we had hoped to use to expand our jurisdiction – primarily where we would have to focus based on businesses that have H1B visa occupations. There were \$54 million awarded, mostly to grantees in the eastern area of the US. Only 14 grants were awarded. No Indian tribes obtained funding.

We are looking at another grant application that is similar – *America's Promise Job Driven Grant Program* – that also deals with H1B occupations. It is due August 25, 2016. We will continue to work on bringing more federal grants in.

This past month we were asked to work with CNB, Chuck Garret's area, to provide an array of services to some potential businesses in the Cherokee Nation. All of these businesses have names associated with a project until it is revealed that they are interested in Oklahoma in which

to locate their business. We have jointly worked with CNB on four such projects and are keeping our fingers crossed that all of them come to fruition. Three are in the Northern Counties of the Cherokee Nation and one is in the Northwestern portion. We have been in several meetings this past month and have been in on several conference calls related to the things the Cherokee Nation can bring to the table. Cherokee Nation is looked at as “Big Business” in Oklahoma, especially in Northeastern Oklahoma.

We have two major businesses we are working on outside the scope of a named project; one in Delaware County and the other in Adair County. These projects are also partnered with CNB. We work very closely with Chuck and his group. They are usually on the front end and we are on the back end of a project.

To my knowledge, this is the first time we have had so many business development projects being looked at, or that we were working on, at one time. Cherokee Nation is one of the first that is brought to the meetings due to our resources and staff. That’s a good thing!

The Job Fairs we do are successful in obtaining jobs for our tribal members. It is very gratifying to see someone we’ve worked with through Day Training, Vocational Training, Reentry, or On-the-Job Training obtain a fulltime job – a good paying job. We have many success stories in all of these areas.

The State Workforce is one of our external partners and we are able to partner with them on many of our activities throughout the Cherokee Nation. Providing quality service is what we’re about and getting other resources from some of our partners just enhances the clients’ capability to complete their training or obtain employment.

As things develop, we will keep everyone posted and in the loop as it pertains to the Cherokee Nation and specific districts.

I appreciate the following Councilmembers for your support when we reached out to you with regard to some of the projects we have been involved with: Deputy Speaker Vasquez, Councilmember Lay, Councilmember Taylor, Councilmember Buzzard, Councilmember Snell, and Speaker Byrd.

We would not be where we are today on economic development or developing the many jobs throughout the Cherokee Nation were it not for Principal Chief Bill John Baker. He has made jobs one of his priorities and we have been able to demonstrate it through his vision and support of the program.

A special thank you has to go to Secretary of State Chuck Hoskin, Jr., Shawn Slaton, Chuck Garrett, Doug Evans, Steven Billby, Chris Moody, Bob Thomas, and to Sam Hart and the rest of the CNE Board. It takes everyone working together to generate economic growth in the Cherokee Nation.

JD-NEG Participant Success:

Timothy Clay was a part owner in a business that due to economic hardship, was forced to dissolve. Because of this financial strain his marriage also dissolved, but he had two children who still needed his support.

He enrolled in the Job-Driven National Emergency Grant Program in Security Training and completed all Phase training offered by the training site. Tim got an interview with the Security Manager at Hard Rock and was offered a full time security guard position that he accepted.

Day Training Participant Success:

Annette “Barb” Barnes is a Cherokee Nation Citizen from Muldrow. She began the Day Training Program in October, 2014 and was placed at Redbird Smith health Center. She completed her participation until August, 2015.

Mr. Caughman, Clinic Administrator, was very impressed with Annette’s work and her ability to communicate with clients in the Cherokee language. He was trying to get her hired as soon as a position became available but unfortunately, was unable to do so until September, 2015. Annette “Barb” Barnes was hired as an emergency hire and is now a Cherokee Nation employee.



SP-NDWG Participant Success:

Aaron Farr is a 46 year old male from Locust Grove, Oklahoma. Aaron worked as a machinist in Catoosa, OK for four years. The company where Aaron worked suffered a hardship due to the failing economy. Due to this hardship, Aaron was laid off from employment. Aaron enjoyed the work he did there; but did not foresee the opportunity to be re-hired due to the economy. Mr.



Farr has at least 20 years left to work and provide for his family before he is able to retire; he knew he would need to find a career that he enjoyed; but that would also withstand the rise and fall of the economy.

Aaron came to Cherokee Nation Career Services office in Pryor, where he met our Career Navigator, Marsha White; it was determined that he was eligible for the Sector Partnership Grant. Mr. Farr had long been interested in a career in armed security and was excited about the opportunity to enroll in the Private Security Program at NTC-Pryor Campus. After just six weeks Aaron successfully completed all four Phases of the program! He passed his certification tests and with funding from the SP Grant received his CLEET License.

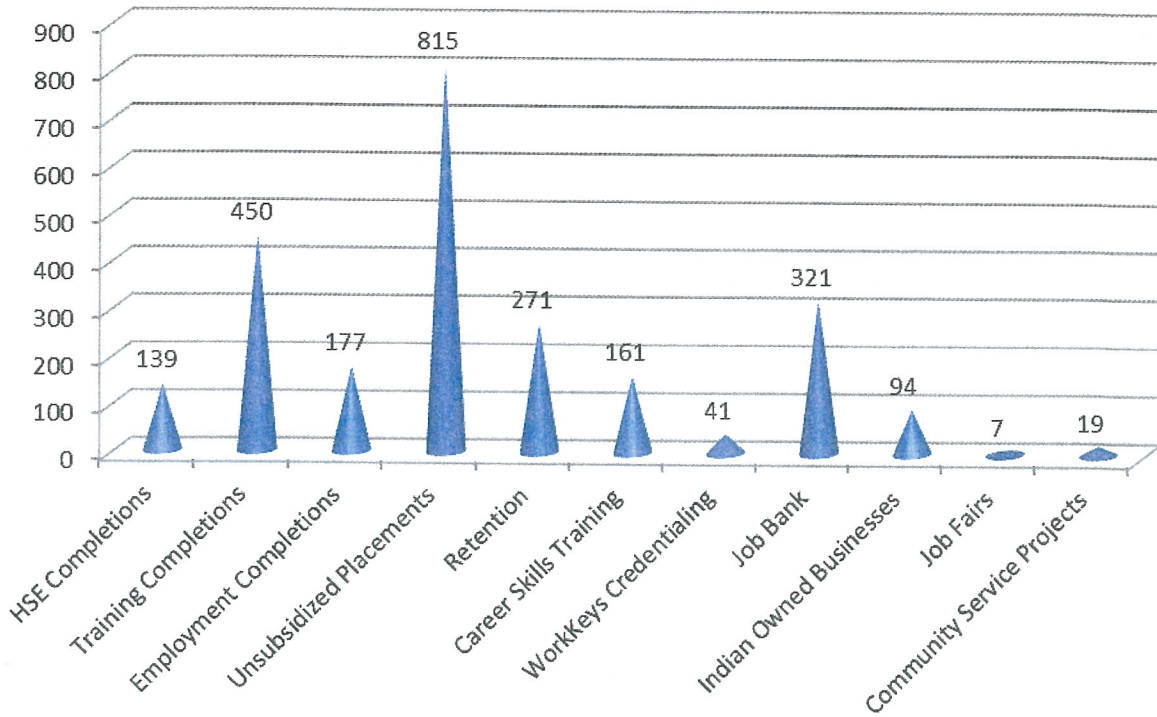
Just two short weeks after completing his program Mr. Farr obtained employment at Securitas: a leading security company serving NE Oklahoma. Aaron says: “I am doing the happy dance; because it looks like I came right out of school into the industry and landed on my feet at full run. They are starting me at \$**** and it goes up fast from there with regular raises. Thank you so much for all of our help!”

Aaron is very thankful for the SP Grant administered through Cherokee Nation Career Services.

c. Initiatives

1. There will be a Job Fair at Schwan’s Stilwell Location on Wednesday July 13th from 12:00pm – 6:00pm.
2. Staff training for all the Counseling staff will take place July 18 – 20.

Year-to-Date May, 2016



12-9-15



Kevin Fisher, standing, explains a few of the bulldozer controls to Archie Sequichie, a student enrolled in the heavy equipment class at Indian Capital Technology Center.

When people find themselves unemployed, often suddenly and surprisingly, it can be due to a downturn across an industry or profession – and those without jobs may need to learn new skills.

That's the idea behind a class at Indian Capital Technology Center in Tahlequah. The course offers heavy equipment operator training, and students are receiving instruction in the Tahlequah Industrial Park just north of the ICTC campus.

"Training for jobs in heavy equipment operations is one that is in high demand, with highway roadwork and construction projects going on throughout northeastern Oklahoma on a daily basis," said Diane Kelley, executive director of Career Services at the Cherokee Nation. "This tribal administration is committed to getting our Cherokee citizens – and those who have had recent layoffs – skilled and employed in good jobs to help our families, economy and communities."

Kathy Adair, ICTC business and industry services director, said that because this is a federal grant it is non-Native preference.

"[ICTC Industrial Coordinator] Jerry Cooper helped put the class together," Adair said. "We have a great partnership with the Cherokee Nation, and we are always trying to offer training that meets their needs in different areas. The heavy equipment training is a great class. It is full, and there is a waiting list. We hope to have a second class when this one ends."

Instructor for the course is Kevin Fisher, who was a vocational teacher for 24 years and runs his own business.

ICTC needed somebody to teach displaced workers and veterans just coming back from [military] service," Fisher said. "This gives them a chance to be more employable. We teach them the basics of running a backhoe and bulldozer. We will also arrange to get them tested to get their OSHA-10 cards." The cards certify ten hours of Occupational Safety and Health Administration training.

"That training is needed to step on just about any site," Fisher said. "Safety is most important. We will teach them some basics, such as blade control with the dozer, straight-line trenching with the backhoe – stuff like that."

Fisher said students will also learn basic maintenance and service of the machines. "They will know how to check for leaks, grease the equipment, and stuff like checking the oil," he said.

Monday was the first day of instruction. Classes run until Feb. 12, 2016.

To qualify, students must have been laid off from their previous jobs, or received notice of their impending layoff. Those returning from service in the armed forces – or spouses of returning service members – are also eligible, as are displaced homemakers. All students must be able to pass a drug screening.

Archie Sequichie met multiple qualifications for the course. He served in the Army from 1978-'81, the Army Reserve from 1982-'88 and the Army National Guard from 1988-'90.

"I've been out of work for some time," Sequichie said. "I worked at the Pryor foundry for 19 years before I was laid off. I've always like messing with equipment and driven all kinds. In the Army, I was a generator mechanic. Every time I got something to work on, it was out in about 10 minutes, so I would go to the heavy equipment section and ride around with those guys, and

sometimes they would let me switch places and let me drive around. I liked it, but never really followed up on it.”

The course is funded through a National Dislocated Worker Grant that was secured by Cherokee Nation Career Services earlier this year. The purpose of the grant is to help individuals get the skills they need to secure good paying jobs that are a path to self-sufficiency. To qualify for all programs the Dislocated Worker Grant offers, students must have been laid off from their previous jobs, or received notice of their impending layoff. Those returning from service in the armed forces – or spouses of returning service members – are also eligible, as are displaced homemakers. All students must be able to pass a drug screening.

Commerce Group

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

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

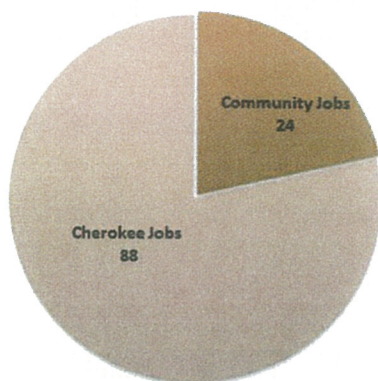
Economic Impact

Invested \$8,914,085 in 201 Small Businesses Since 2010

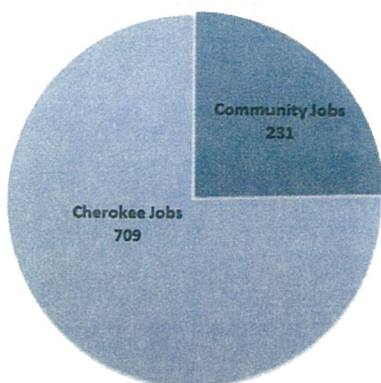
Community Jobs Impacted

*Private sector jobs created or retained by
small business lending*

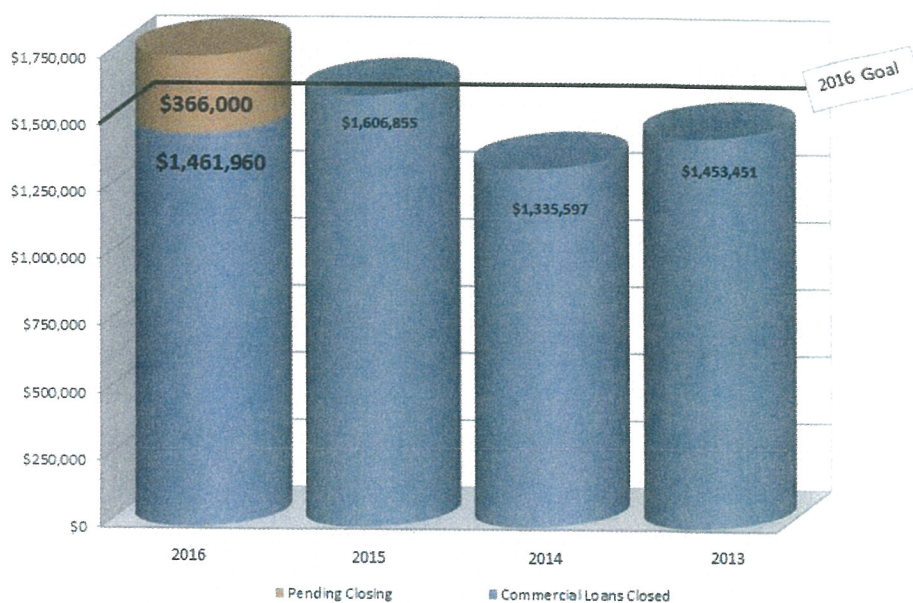
Jobs Created FY 2016



Jobs Created FY10-16



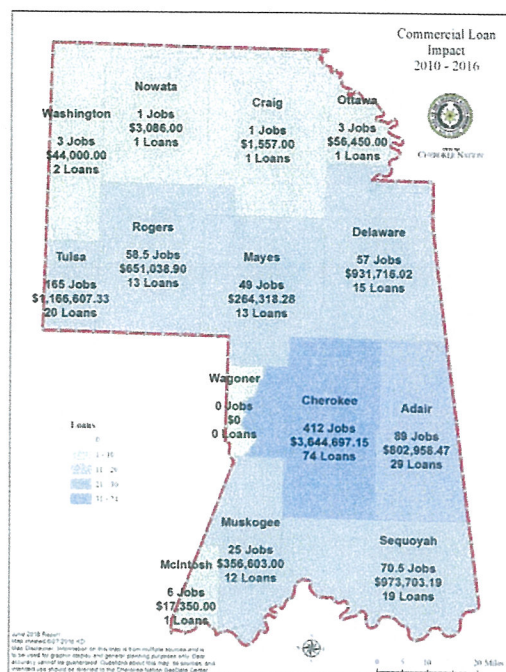
Dollars Invested in the Local Economy Through Small Business Lending



Lending Assets

Available Commercial Capital	\$1,527,547
Available Consumer Capital	\$1,155,112
Total Available Capital	\$2,682,659
Outstanding Commercial Loans	\$5,910,725
Outstanding Consumer Loans	\$1,312,953
Total Outstanding Loans	\$7,223,678

County Commercial Lending Impact 2010 through 2016



Small Business Loans Closed June 2016

Community	Loan Purpose	Project Costs	Owner Equity	Jobs
Tulsa	Purchase Existing Business	\$173,875	73%	17
Gore	Purchase & Remodel	\$328,443	32%	4

Seeking Cherokee business owners interested in one-on-one coaching in the areas of inventory management, executive coaching, marketing and human resources. Please refer anyone interested to Stephen Highers at 918-207-3955 or stephen-highers@cherokee.org.

Commercial Lending Pipeline

(Commercial requests submitted; varying stages completion and/or processing)

Community	County	Business Type	Startup or Expansion
Salina	Mayes	Construction	Expansion
Tahlequah	Cherokee	Restaurant – Service	New Business Start-up
Westville	Adair	Agriculture – Farms	New Business Start-up
Muskogee	Muskogee	Manufacturing	New Business Start-up
Oaks	Adair	Agriculture – Farms	Expansion
Tahlequah	Cherokee	Purchase – Service	New Business Start-up
Tahlequah	Cherokee	Agriculture – Farms	Expansion

USDA Strengthening Economies Together regional planning meetings have been held in Stilwell, Tahlequah and Jay. Two additional planning meetings will be held to develop the Adair, Cherokee, Delaware and Sequoyah Counties Regional Plan. The planning group believes Cherokee Nation is its strongest regional asset and early focus is on the abundant water resources and education. Please contact Anna Knight to register for any of the following sessions.

USDA SET Planning Meetings

Community	Location	Date
Stilwell	TBD	July 15

NORA Regional Summit is set for October 25, 2016. The theme this year is Leadership and the Summit will kick off NORA's new Regional Leadership Academy. The regional collaboration awards will be replaced with scholarship awards for current NSU and RSU students with the most innovative approaches for engaging the business community into public education. Please contact Anna Knight if you wish to register for the summit. Regional attendance at this event averages 300.

The **Cherokee Nation Youth Entrepreneur Competition** was held in Tahlequah and in Claremore. In total 138 students presented 86 business plans. Of note this year was that most plans were for businesses students were already operating and were for handmade products and services. Congratulations to all our category winners! CN TERO sponsored the prize money.

2016 Youth Entrepreneur Winners

Standingwater's PC Arcade - David Standingwater and Jae Chastain	Pryor Public Schools/NTC	Grand Prize \$900
Lab Grade Salsa - Kalen Griffin	Roland High School	Grand Prize \$900
The Nu-Na - Cambria Bird	Sequoyah High School	First Place \$400
Zoe and Rylee's Helping Hands - Zoe Treat and Rylee Rosamond	Chouteau Middle School	First Place \$400
Sleepy Pawz - Winter Guinn	Bartlesville High School	First Place \$400
Up Takers - MacKenzie O'Kelley and McKenzie Gladney	Roland High School	Second Place \$300
J&K Goat Services and More - Kody Carlton and James Bane	Vian Middle School	Second Place \$300
Refinishing Girl - Bethannie Ragains	Pryor High School/NTC	Second Place \$300
Wake and Bake Cheesecake - Brooklynn Bruner	Sequoyah High School	Third Place \$200
Tennie Buddies - Katie Hallum and Sinihele Rhoades	Cherokee Immersion School	Third Place \$200
Elementa - Lucia Montiel	Bartlesville High School	Third Place \$200
Blue Daydream - Aspen Ford and Indy Hicks	Sequoyah High School	Fourth Place \$100
A&C Super Soda Pop Art - Autumn Standingwater and Cay-Lynn Williams	Cherokee Immersion School	Fourth Place \$100
Cute as a Button - Shaley Scallorn	Kansas High School/NTC	Fourth Place \$100
The Lounge - Starr Beaver and Peyton Soap	Stilwell High School	Fifth Place \$50
Cruz's Cane Poles - William Cruz Partain	Vian Middle School	Fifth Place \$50
Eternity Styles: Custom Hair Bows & Accessories - Megan McAlister	Kansas High School/NTC	Fifth Place \$50

"I've learned that teamwork is the best way to get the work done. I now know how to make flavored coffees, which will be beneficial for later employment."

**Tyrus Goodrich - Kawi Café Participant
Tahlequah, OK**

Kawi Café Entrepreneur Program

Total Participants	48
Food Industry Careers	11
Business Start Up	4
Regular Employment	10
Recent Graduates, not yet tracked	9

Commerce Business Coach Brian Wagon makes **field visits to meet with clients and entrepreneurs**. He can travel to entrepreneurs and farmers; he can be reached at brian-wagon@cherokee.org or 918-506-9168. He also holds regular community field days, see schedule below:

Entrepreneur Community Field Days		
Community	Address	Dates
Pryor	One American Way Building 2945 Hwy 69A	1st Tuesday Each Month
Bartlesville	Rogers State University 401 S Dewey - Room 808	2nd Thursday Each Month
Sallisaw	Cherokee Nation 100 East Choctaw	3rd Tuesday Each Month
Tulsa	Cherokee Nation Career Services 10837 E Marshall St., Ste. 101	3rd Thursday Each Month
Claremore	HACN 23205 S Hwy 66	4th Thursday Each Month

The Small Business Assistance Center partners with several groups in our region to provide entrepreneurial training opportunities, which leverages everyone's resources and targets a larger market. Year to date, **entrepreneurial development and business workshops have been attended by 5,098 people**, 100 percent of whom found the training useful to building the capacity of their businesses. SBAC will begin offering additional classes using the Growth Wheel model, which focuses on business specific segments to target strategic growth.

Business/Entrepreneur Workshops			
Date	Location	Time	Workshop
July 7	Tulsa	Noon	GrowthWheel Business Training
July 13	Tahlequah	8:00 am	REI Women's Business Breakfast
July 13	Tahlequah	11:30 am	REI Social Media 101
July 14	Bartlesville	1:00 pm	GrowthWheel Business Training
July 19	Sallisaw	10:00 am	GrowthWheel Business Training
July 19	Sallisaw	2:00 pm	GrowthWheel Business Training
July 21	Tulsa	10:00 am	GrowthWheel Business Training
July 21	Claremore	2:00 pm	GrowthWheel Business Training
July 26	Muskogee	8:00 am	ICTC English for Spanish Speaking Employees
July 28	Claremore	10:00 am	GrowthWheel Business Training
August 2	Pryor	10:00 am	GrowthWheel Business Training
August 2	Pryor	1:30 pm	GrowthWheel Business Training

Artists and Community Tourism – Economic Development

Increasing the business capacity of our Artists and tourism capacity of our communities

The Cherokee Arts Center provides teaching space and specialized equipment for artists to increase their revenues. Year to date, **1,217 people have attended 237 artist taught classes** and the equipment has been used 859 times by 782 artists.

Cherokee Arts Center		
Registration is necessary and all classes are fee based, paid directly to artists		
Date	Time	Class
Every Tuesday & Thursday	6:30 pm	Silversmithing Class
Every Wednesday	6:00 pm	Loom Weaving
Every Saturday	1:00 pm	Loom Weaving
Every Saturday	10:00-1:00 pm	Watercolor Workshop
Every Friday	7:00-9:00 pm	Life Drawing
Every Monday & Wednesday	6:30-8:30 pm	Shell Carving
June - July 27	3 pm – 5 pm	Youth Art Workshops
July 12	6:30 pm – 9 pm	SEIAA Meeting
July 15	1 pm	CHC Meeting
July 16	2 pm and 4 pm	Writers Group and Playwrights

Year to date, **4,692 people** have taken advantage of the **Cherokee Arts Center** this includes **2,727 visitors to the Spider Gallery**.

The **Spider Gallery** currently represents **110 artists**. Year to date sales for the Spider Gallery are \$38,972.47. **Artists have earned \$99,694.50** through Cherokee Arts Center and Spider Gallery activities.

**Cherokee National Holiday Community
Traditional Games 2016**

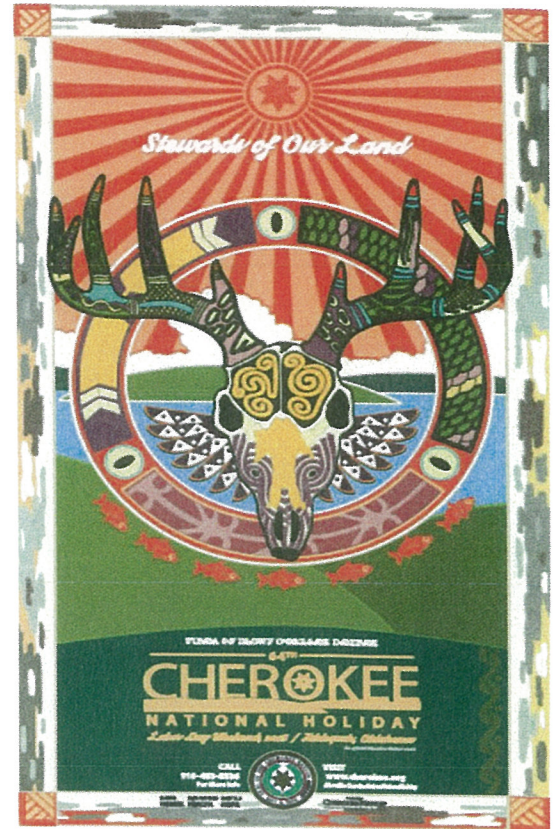
Whittaker Park, Pryor

July 23

WEB Community Building, Briggs

August 20

*Community Traditional Game winners will
compete in the championship games at the
Cherokee National Holiday Labor Day Weekend.*



Group: Certified Indian Owned Businesses (Career and Commerce Services)

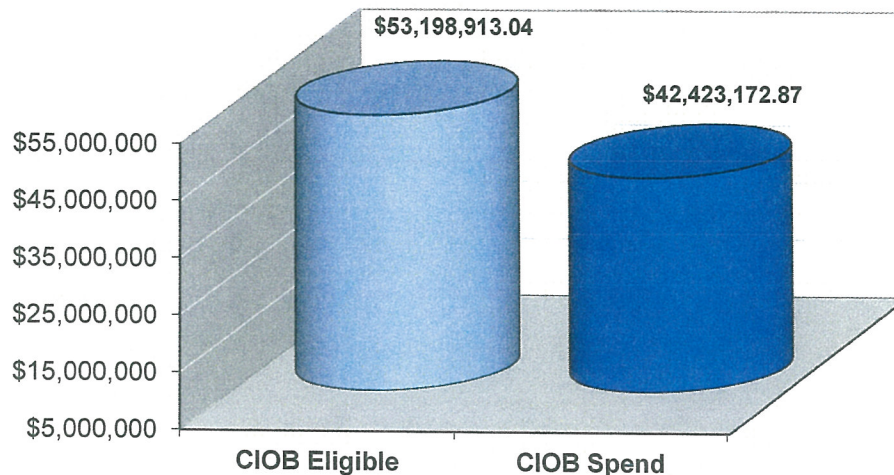
Month/Year of Report: July 2016 (Month Ending May – FY 2016)

Program Highlights

a. Balanced Scorecard Measures

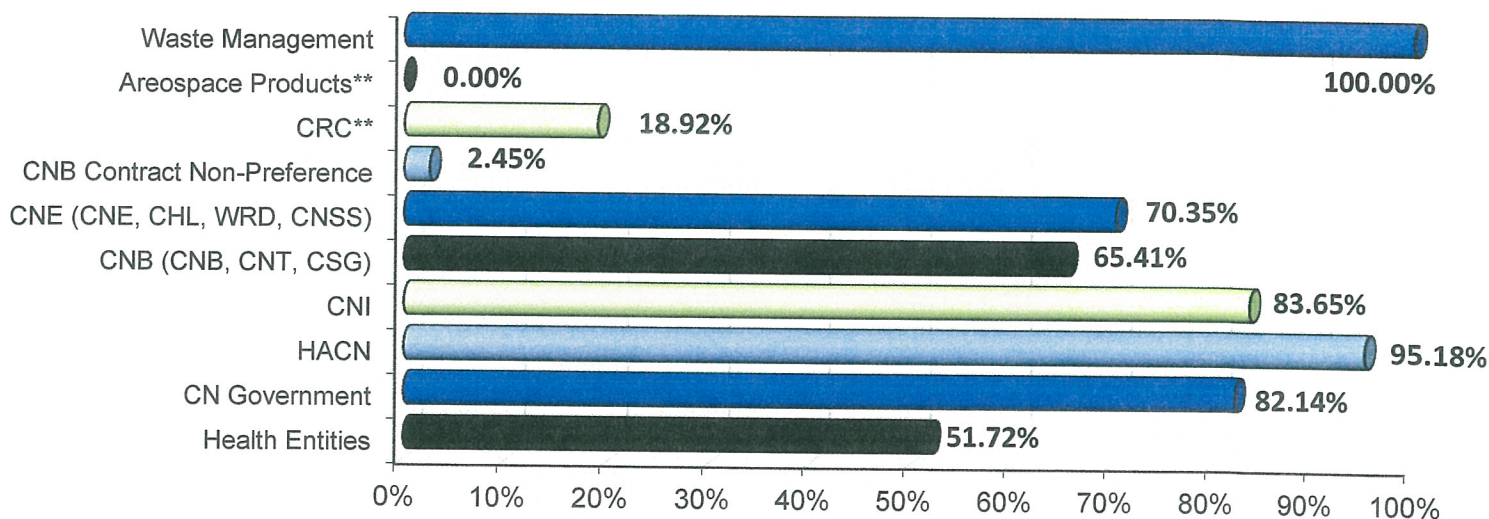
Objective	Metric	2016 Goal	Year to Date Achievement Notes/Comments
Effective Business Workshop Training	# Certified Indian-Owned Business Attendees and % indicating usefulness	300/100%	8 /100% 3,127 attending events – TERO Vendor Fair 350 and Entrepreneurship Days 165
Increase Certified Indian-Owned Business Procurement Awards	% Certified Indian-Owned Business Procurement Awards	80%	79.74% Business Entities eligible procurement \$'s awarded to Certified Indian Owned vendors <ul style="list-style-type: none"> • CNE – 74.36% • CN Government - 96.52 % • Health Entities – 100% • CNI – 49.76% • Waste Management - 0%
Increase Cherokee Citizens employed	% Cherokee Citizens (verified)	Entity CNE – CNB – CN – 82.9% Health – CNI – CRC – Aerospace -	Business Entities - 62.82% <ul style="list-style-type: none"> • CNE (CNE, CHL, WRD, CNSS) 70.35% • CNB (CNB, CNT, CSG) 65.41% (does not include service contract employees) • CNI 83.65% (does not include service contract employees) • Service Contract Employees (NP) 2.45% (CNB entities) • HACN 95.18% • CN Government 82.14% (does not include IPA/MOA) • Health Entities 51.72% • CRC 18.92% (not wholly owned by CN) • Aerospace 0% (not wholly owned by CN) • Waste Management 100%
Increase Indian-Owned Business Certifications	# Newly Certified Indian-Owned Businesses	150	94
Effective One on One Training for Certified Indian Owned-Businesses	# of businesses receiving assistance/% finding useful	200/95%	2 /100%
Certified Indian-Owned Business Receiving Financial Assistance	% Certified Indian-Owned Business Loans in Portfolio	85%	23.37% - based on \$'s loaned 17.24%- based on number of loans made
Effective Usage of Fees Collected	# Trained	100	Information not available
Effective Monitor of Work Sites – Construction and Housing	# Monitoring Visits	90%	100% - 1,230 sites monitored
Effective Monitor of Bid Openings	# and % Bid Openings Attended	100%	100% - 78 out of 78
Effective Resolution of Complaints – TERO and EEOC	% Complaints Resolved	100%	TERO: 1 complaints filed; 1 resolved, 2 pending EEOC: 3 complaints filed; 0 resolved, 3 pending

79.74% of CIOB Eligible Procurement Opportunities were awarded to CIOBs



**Includes CN Government, CNE, CNI, and Health Entities

62.82% of Employees are registered Cherokee Nation Citizens



**Companies majority, not wholly, owned