



CHEROKEE NATION™
Businesses

Executive and Finance Report
Consolidated Financial Information
February 2017

Cherokee Nation Businesses

Executive and Finance Report

February 2017

Budget Highlights

- February 2017 CNB consolidated net income of \$12.5 million was \$1.9 million unfavorable to budget and \$2.6 million lower than prior year. Consolidated revenue of \$82.2 million was \$8.2 million unfavorable to budget and lower than the previous year by \$5.4 million.
- CNE EBITDA of \$20.4 million was unfavorable to budget by \$1.5 million. The unfavorable variance was mainly due to lower than anticipated eGames revenue at all properties with the exception of Hard Rock. Total revenue for February 2017 of \$55.9 million was \$2.3 million unfavorable to budget and \$620,000 lower than prior year.
- The Health Sciences Sector had a favorable EBITDA variance of \$415,000 due to higher than expected activity on two projects.
- The Engineering & Manufacturing (E&M) Sector had an unfavorable EBITDA variance of \$533,000 due to lower overhead absorption and project sales mix.
- The Technology Sector had an unfavorable EBITDA variance of \$173,000 due lower profitability on three projects.
- The Construction Sector had an unfavorable EBITDA variance of \$171,000 due to lower revenue than anticipated from several projects as well as some projects that have yet to commence activity.
- EBITDA at the other entities was \$31,000 below budget.

Capital Expenditures

February capital expenditures were \$30.1 million for all entities.

- CNE: \$26.5 million
 - Expansion: \$22.2 million – Grove Casino, Cherokee Springs Business Park, Tahlequah OP1 Rebuild , WRD Renovation, Catoosa Hotel Lobby, Front Desk, Spa, Pool Renovation, Tahlequah Casino
 - Strategic: \$2.4 million – WRD Waste Water System, Flint Creek Renovation, Opera Property Management System, Egame Purchases and Poker Equipment
 - Maintenance - \$1.9 million – Fleet Vehicles, HVAC Sensors, IT Equipment, Poker Chips, Art Procurement, Tractor, Rider Sweeper, Mower, Gaming Floor Carpet, Pickups, McGills FFE & Forklift
- CPM: \$1.6 million – Housing, Roof Replacement, LED Lighting and Health Clinics
- CNB: \$1.7 million –Smithsonian Institution – 5 Year Capital Grant, Deltek ERP System, Wireless Upgrade, LogRhythm System Upgrade, Varonis Licenses, CN Capital Building, Signage at Health Clinics, Cherokee National Treasure Book

Financing

- CNB had no outstanding borrowings as of February 28, 2017.

Cherokee Nation Entertainment

Executive and Finance Report

February 2017

Budget Highlights

CNE

<i>thousands (000's)</i>	<u>Period</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>%</u>
• Revenue	Month -	\$55,906	\$58,160	(\$2,253)	-4%
• Operating Expenses	Month -	\$35,463	\$36,186	\$724	2%
• EBITDA	Month -	\$20,444	\$21,973	(\$1,530)	-7%

Operating Highlights

- CNE EBITDA of \$20.4 million in February was \$1.5 million unfavorable to budget.
- Total revenue of \$55.9 million was \$2.3 million unfavorable to a budget of \$58.2 million.
- Total operating expense of \$35.5 million was \$724,000 favorable to budget. The favorable variance was due to lower than anticipated gaming related expenses associated with lower gaming revenue as well as lower employee costs.
- The new 39,000 square foot casino in Grove, Oklahoma opened December 19th. The property features 400 electronic games, restaurant, full-service bar, live music venue, dance floor and complimentary non-alcoholic drinks.
- Businesses that opened at the Cherokee Springs Plaza in August include restaurants, retail and an auto sales lot. Additional businesses are anticipated to open in the future which will include retail, restaurants, office space, convention space, two hotels, and a casino adjacent to the Cherokee Springs golf course in Tahlequah.
- The Creek Casino in Tulsa opened a \$335 million expansion including a new casino and restaurant, all branded as Jimmy Buffett's Margaritaville, on August 25, 2016. The 483 room hotel tower opened December 30, 2016. The theater, Paradise Cove, opened January 6th. Ruth's Chris Steak House opened January 23rd. The pool bar and event center are expected to open in early 2017.

Capital Expenditure Highlights – Year to Date

- Expansion related costs for Grove, Cherokee Springs Business Park, OP1 Rebuild, WRD Renovations and Catoosa Hotel Lobby, Front Desk, Spa and Pool Renovations – \$22.2 million
- WRD Waste Water System - \$1.2 million
- Flint Creek Renovation - \$224,000
- Poker Equipment (World Series of Poker Circuit Event) - \$207,000

Diversified Businesses

Executive and Finance Report

February 2017

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 -	(\$1,010)	(\$477)	(\$533)	-112%
• Logistics & Distribution	Month -	(\$30)	\$41	(\$71)	-174%
• Technology	Month -	\$266	\$438	(\$173)	-39%
• Consulting	Month -	\$1,016	\$914	\$102	11%
• Construction	Month -	\$125	\$295	(\$171)	-58%
• Health Sciences	Month -	\$643	\$228	\$415	182%
• Aerospace Products S.E.*	Month -	(\$11)	\$71	(\$82)	-116%
• CCRC*	Month -	\$88	(\$43)	\$131	305%

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

Operating Highlights

- **Engineering & Manufacturing** Sector EBITDA loss of \$1.0 million was \$533,000 unfavorable to budget. The gross profit margin of 3.5% was 6.0 percentage points lower than budget and 14.8 percentage points lower than prior year. The decreased margins compared to budget and prior year were primarily due to a CNRW project and a change in overhead rates.
- **Logistics & Distribution** Sector EBITDA loss of \$30,000 was \$71,000 unfavorable to budget. The unfavorable EBITDA variance was primarily due to lower than anticipated revenue.
- **Technology** Sector EBITDA was \$266,000 compared to a budget of \$438,000, resulting in an unfavorable variance of \$173,000. The unfavorable EBITDA was primarily related to lower profitability on a CNT contract and two CSG contracts.
- **Consulting** Sector EBITDA was \$1.0 million compared to a budget of \$914,000, resulting in a favorable variance of \$102,000. The 9.5% EBITDA margin exceeded the budgeted and prior year margins of 9.2% and 8.2%, respectively. The favorable margin variances compared to budget and prior year were due to higher than expected margins on two CNTS projects.
- **Construction** Sector EBITDA of \$125,000 was \$171,000 unfavorable to a budget of \$295,000. The unfavorable EBITDA variance was primarily due to lower than expected revenue from several projects as well as projects yet to begin.
- **Health Sciences** Sector EBITDA of \$643,000 was \$415,000 favorable compared to a budget of \$228,000. The favorable variance was due to a CNA and CNHS project.

Diversified Businesses (con't)

Executive and Finance Report

February 2017

- **APSE** net loss was \$11,000 resulting in an unfavorable variance to budget of \$82,000. Revenue was \$352,000 unfavorable to budget.
- **CCRC** net income of \$88,000 was \$131,000 favorable to budget. EBITDA and gross profit margin were higher than budget primarily due to higher than anticipated profit on one project.

COUNCIL OF THE CHEROKEE NATION
EXECUTIVE & FINANCE COMMITTEE REPORT

Group: Financial Resources

Month/Year of Report: March 2017

Treasurer: Lacey Horn

Phone: 207-3902

E-mail: lacey-horn@cherokee.org

- I. Budget Highlights – through February
 - a.) Financial Resources – 39% spent
 - b.) Treasurer – 25% spent
 - c.) IIM – 44% spent
 - d.) Acquisition Management – 42% spent
 - e.) Records Management – 23% spent
 - f.) Support Services – 43% spent
 - g.) Grants Management – 38% spent
 - h.) Grant Development – 44%
 - i.) Fleet Management – 26%
 - j.) Employee Performance Incentive – 33% spent
 - k.) Grant Development for CNB – 14% spent
- II. Program Highlights
 - a.) Balance Scorecard Measures
 - 1. Complete FY16 Audit – 100% Complete
 - 2. Obtain Unmodified Audit Opinion – 100% complete
 - 3. No Material Weaknesses on Single Audit – 0% complete
 - 4. Obtain GFOA Award for FY15 CAFR – 100% complete
 - 5. Reports completed & submitted for March 2017
 - b.) Accomplishments
 - 1. Staff attended multiple webinars, trainings and conferences for grants management
 - c.) Upcoming Events
 - 1. FY2016 single audit underway
 - 2. SAMHSA webinar - April 04
 - 3. 2017 ICDBG Confirmation webinar – April 06

COUNCIL OF THE CHEROKEE NATION
EXECUTIVE & FINANCE COMMITTEE REPORT

Cherokee Nation Acquisition Management Year-To-Date Report Over \$5,000 Transactions October 1, 2016 through September 30, 2017		% of sub-total - TERO vendor submitted Bid
Award to TERO Vendor	\$ 20,345,198.29	99.01%
Award to non-TERO Vendor	\$ 202,523.34	0.99%
Sub-total bids with a TERO vendor participating	\$ 20,547,721.63	100.0%
Bid - no bids submitted by TERO Vendors	\$ 2,585,447.70	
October 1, 2016 through February 28, 2017		

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

The **Day Training Program** had 12 participants attain unsubsidized employment; four with Cherokee Nation, four with CNB/CNI, and four outside Cherokee Nation.

Employment Development (TERO) is hosting a Safety Fair. It will be sponsored by Fire Program through the TERO office with support from Health, Risk Management and the Marshall's – April 7th 12:00 Noon till 3:00 pm at One Fire Field.

Sector Partnership National Dislocated Worker Grant Program staff attended Rapid Response with the Oklahoma Employment Security Commission, the Tulsa Mayor's Council on Veteran's Affairs, the Pryor Chamber Expo, Muskogee Dream It – Do It, and the Job Fair at the Hard Rock Hotel and Casino Tulsa. Next month, staff will attend the National Association of Workforce Boards Conference in Washington, DC and a partnership meeting with the Tahlequah Oklahoma Works office and staff. They will also participate in upcoming Photo ID Community Events.

Vocational Programs staff attended several Elevate Committee Planning Meetings in Pryor, Oklahoma. The Elevate Summit for Young Adults will be held from 8:30 to 3:00 on June 13th at the MidAmerica Expo Center in Pryor. The daylong event is designed to expose young adults, ages 16 to 24, to career options in high demand occupations. The Northeast Oklahoma Elevate Summit for Young Adults is an annual event envisioned in 2009 by the members of the Governor's Council for Economic and Workforce Development and members of the Northeast Workforce Board. The Northeast Oklahoma Workforce Board, in partnership with area organizations, will host the even in Pryor and focus on the communities of Northeast Oklahoma serving Craig, Delaware, Mayes, Nowata, Ottawa, Rogers, and Washington counties. Our **Summer Youth Employment Program** participants in those areas will be attending. Participants will hear from keynote speaker Bill Cordes, as he explores the employability skills needed to succeed in the work place through engaging and hands-on learning. Participants will be given the opportunity to explore various career paths as they visit with exhibitors from businesses and training providers throughout Northeast Oklahoma. Industry experts will be available to answer questions about specific career pathways, including manufacturing, business, healthcare, and the automotive industry, and will be available to provide insight into their specific fields of expertise.

Economic Development staff are scheduled to attend a Registered Apprenticeship training at Rogers State University.

Star Pipe:

This past month, Career Services Co-hosted an event in Nowata County in honor of "Star Pipe" which is one of the businesses we aer working with. Matt Lamot and Lori Lamber are the two staff assigned to the O.J.T. Site. This was also one of the businesses Cherokee Nation, CNB and our department worked with to locate in Oklahoma. Secretary of State Chuck Hosking Jr. co-hosted with our deparment others in attendance included: Deputy Speaker Victoria Vasquez, Chief of Staff Chuck Hoskin, Principal Chief Bill John Baker, Deputy Chief Joe Crittende,

Councilmen Dick Lay and Deputy CEO of Cheorkee Nation Businesses Chuck Garrett. The event was well attended and his community are to be commended for helping with the event.



Project Asteroid:

We along with CNB submitted paperwork regarding potential business relocation to the state. As things progress we'll report out.

Sallisaw:

We are working with Sallisaw Economic Development Authority Buddy Spencer and Dwight Spencer in the City of Sallisaw for an expansion of an existing Business in the Industrial park. CNB and Career Services are partnering on this project should it happen. Councilmen Warner was instrumental in making the initial contact. Principal Chief Baker is supportive of helping Sequoyah County expand on jobs.

Job Fairs/Other Events:

A Job Fair was held February 6th for the Schwan Food Company. Over 70 people attended. Another Job Fair for Schwan's was held March 7th.

A Job Fair was held at the Hard Rock Hotel and Casino Tulsa on March 2nd with 27 individuals hired. There were 73 total applicants in attendance. Another Job Fair will be held March 29th for Food and Beverage positions.

Administrative Professional Day will be Wednesday, April 26th 11:30am at the Talking Leaves Job Corps Cafeteria.

The State Workforce Partners Conference is in Oklahoma City on April 11-14th, 2017.

Daryl Legg, Director Tribal Economic Development/Reentry, and Kim Carroll, Director Grants and Compliance, attended the National Employment and Training Advisory Council for the Department of Labor. Kim is serving her fifth term as an Advisory Council member and Daryl was recently appointed to his first term. The Advisory Council is currently working on a transition paper on Native American employment and training issues for the new Administration.

Sector Partnership National Dislocated Worker Grant Participant Success:

Cynthia Sommers is a Cherokee Nation tribal member who resides in Spavinaw, Oklahoma. Cynthia and her husband relocated to Spavinaw after she experienced some layoffs and downsizing from jobs in the Tulsa area.



Cynthia Sommers – (front row left) CN Career Services WE/OJT participant with AST Storage Management & Administrative Team

After relocating Cynthia began her job search, but despite a good job history and a great amount of skills attained during her career, she had trouble finding livable wage employment within a reasonable commute. “It was a tough time to be job hunting in this area, there just weren’t many opportunities in this area for someone with my professional background,” said Cynthia. With the job search not yielding many viable results, Cynthia got enrolled in the Cherokee Nation Career Services Work Experience program working in the Cherokee Nation Career Services

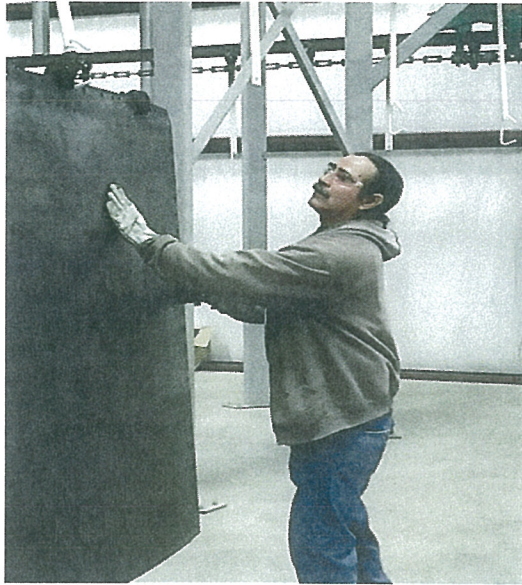
Pryor office. The Work Experience program allowed Cynthia to enhance skills she already had while also learning and practicing additional skills. This was accomplished while also providing a source of income while she continued her job search.

While continuing to participate on the Cherokee Nation Work Experience program Cynthia continued her job search eventually receiving an interview and job offer from AST Storage of Jay, Ok. Cynthia was offered the job of Human Resources Administrator with AST Storage on a Sector Partnership Nation Dislocated Worker Grant On-the-Job-Training contract. This agreement between Cynthia, AST Storage, and Cherokee Nation Career Services, allows CNCS to offset some of the training expense that is incurred when hiring a new employee. This allowed AST to utilize the skills Cynthia already had, while also training her in a way that best benefitted their company and the position that she would have in it. Cynthia says, “The opportunity at AST has really been a blessing for me. The company, job, pay, location all fit very well for what I was looking for at this time in my professional and personal life.”

Cynthia is a great example of how different Cherokee Nation Programs can work together to produce positive outcomes for Cherokee Nation Citizens and partnering businesses. This continues to show that keeping quality Cherokee workers, such as Cynthia, in Cherokee Country is beneficial to all. See attached Letter from Cynthia.

Employer Partnership Success Story:

AST Storage is a manufacturing company that has located in Jay, Ok. AST is a manufacturer of powder coated epoxy bolted storage tanks. AST builds these storage tanks for potable water, waste water, fire suppression water, fire protection water, and all types of dry storage.



Johnny Jumper – Tribal Economic Development On-the-Job-Training Participant

candidates who reside locally with close ties to the community. And as their current employee roster shows, they are very happy to work with Cherokee Nation programs and our tribal citizens when possible. They want employee candidates that will be with them for the long term and feel that these programs are a good way to accomplish that.

AST Storage has partnered with Cherokee Nation Career Services to help place participants in various positions with On-the-Job-Training programs. AST has been able to place ten participants through the Sector Partnership Nation Dislocated Worker Grant, as well as four individuals who qualified on Tribal Economic Development programs. They also currently employ three additional Native Americans who were hired without using Cherokee Nation programs. At this time AST employs 11 individuals with CDIB cards.

AST is hiring people with long term stable employment in mind. Their entry level labor jobs pay a minimum of \$11.00 an hour with some of the skilled

positions being over \$20.00 an hour. AST is making it a priority to look for





February 25, 2017

Cherokee Nation
Cherokee Nation Career Services
2945 Hwy 69A
Pryor, OK 74361

I wanted to express my gratitude for the help and support that Cherokee Nation has given me. I was having difficulty finding employment after I moved to this area. I met with Marsha White at the Pryor office and she was instrumental in helping me get set up on the SP/ Dislocated worker grant program.

I was able to work as a front desk receptionist in the Pryor Career Services office on the Day Work Program with Carmen Bryant while I was searching for a full-time position. This was extremely helpful in giving me a source of income to help make ends meet during this difficult time.

Brandy Whaler was working with a startup company in the process of building a new manufacturing plant in Jay and was instrumental in helping me to apply for the position of HR Administrator. I had an extensive background in Accounting and Accounts Payable with some experience in payroll, but I had very little experience in Human Resource Management. Due to the advantages of the on-the-job training offered by the grant, they were willing to take a chance on me.

I am in a position that has enabled me to see how beneficial the SP Grant and your Tribal programs are for both the individual and the businesses. As a grant participant, I have firsthand knowledge of how valuable the resources and training helped me to receive the skills and knowledge that I needed to perform my job with confidence. I also see how valuable they are for companies like AST Storage.

As HR Administrator, I work closely with Matt Lamont who has been an invaluable resource in helping me to find and train qualified employees through these programs. AST has had 10 employees that qualified for the Dislocated Worker grant and 4 employees that have qualified through the Tribal on-the-job training program. As a new manufacturing business in this area, these programs have enabled us to hire and train qualified individuals that will help to ensure our success.

Sincerely,

Cynthia Sommers
Cherokee Tribal Member
HR Administrator
AST Storage, LLC

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

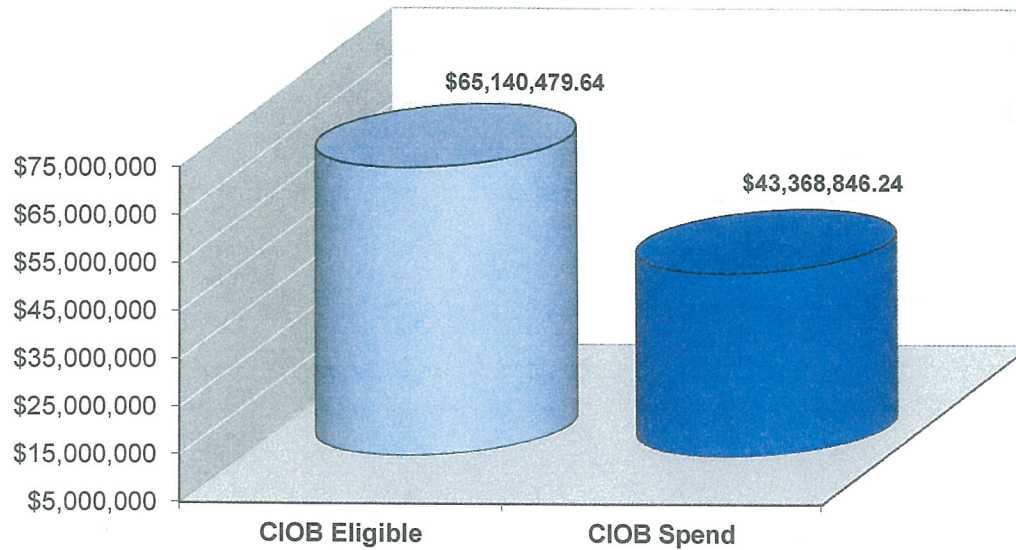
Month/Year of Report: April 2017 (Month Ending February – FY 2017)

Program Highlights

a. Balanced Scorecard Measures

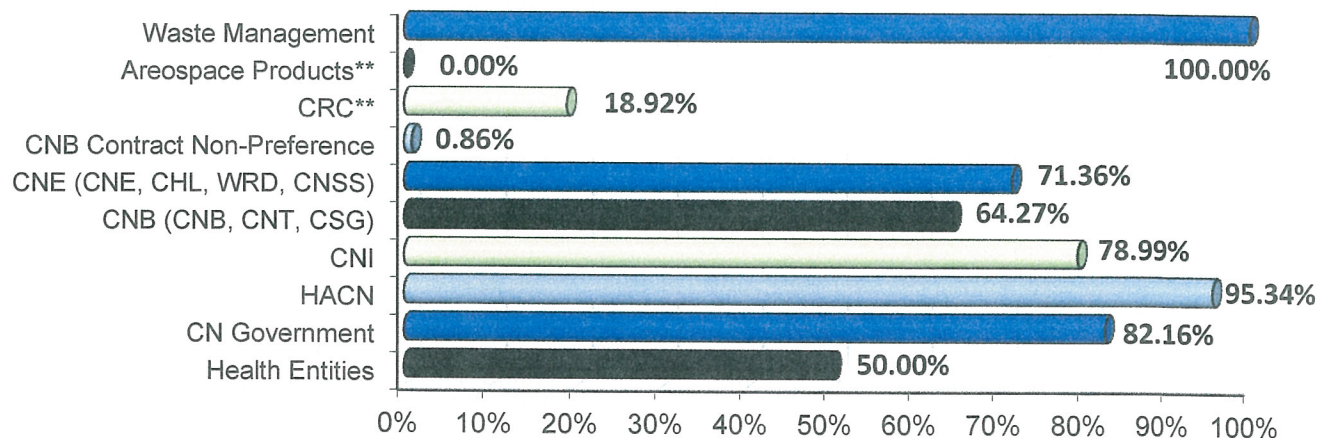
Objective	Metric	2016 Goal	Year to Date Achievement Notes/Comments
Effective Business Workshop Training	# Certified Indian-Owned Business Attendees and % indicating usefulness	300/100%	0 /100% 1,962 attending events including Engage Expo
Increase Certified Indian-Owned Business Procurement Awards	% Certified Indian-Owned Business Procurement Awards	80%	66.58% Business Entities eligible procurement \$'s awarded to Certified Indian Owned vendors <ul style="list-style-type: none"> • CNE – 52.12% • CN Government - 99.01 % • Health Entities – 100% • CNI – 13.78% • Waste Management - 0%
Increase Cherokee Citizens employed	% Cherokee Citizens (verified)	Entity CNE – CNB - HACN - CN – 82.9% Health - CNI – CRC – Aerospace -	Business Entities - 63.18% <ul style="list-style-type: none"> • CNE (CNE, CHL, WRD, CNSS) 71.36% • CNB (CNB, CNT, CSG) 64.27% (does not include service contract employees) • CNI 78.99% (does not include service contract employees) • Service Contract Employees (NP) 0.86% (CNB entities) • HACN 95.34% • CN Government 82.16% (does not include IPA/MOA) • Health Entities 50.00% • 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	53
Effective One on One Training for Certified Indian Owned-Businesses	# of businesses receiving assistance/% finding useful	200/95%	4 /100%
Certified Indian-Owned Business Receiving Financial Assistance	% Certified Indian-Owned Business Loans in Portfolio	85%	1.55% - based on \$'s loaned 4.35% - 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% - 677 sites monitored
Effective Monitor of Bid Openings	# and % Bid Openings Attended	100%	100% - 41 out of 41
Effective Resolution of Complaints – TERO and EEOC	% Complaints Resolved	100%	TERO: 1 complaints filed; 0 resolved, 0 pending EEOC: 0 complaints filed; 3 resolved, 3 pending

66.58% of CIOB Eligible Procurement Opportunities were awarded to CIOBs



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

63.18% of Employees are registered Cherokee Nation Citizens



**Companies majority, not wholly, owned

Commerce Group

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

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

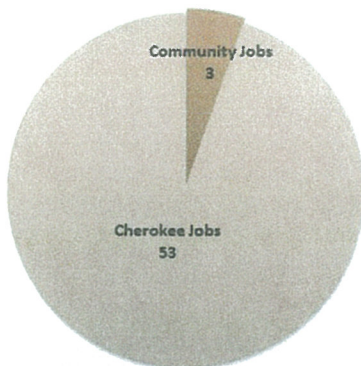
Economic Impact

**Invested \$10,430,603 in 236 Small Businesses
Since 2010**

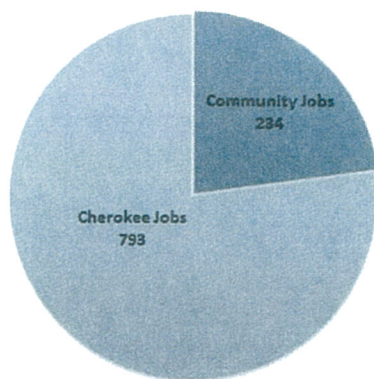
Community Jobs Impacted

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

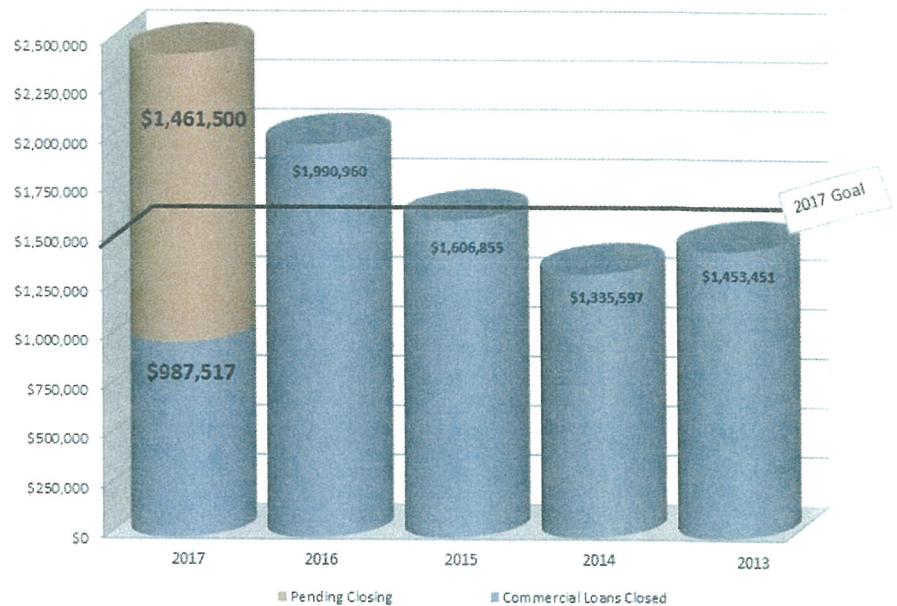
Jobs Created FY 2017



Jobs Created FY10-17



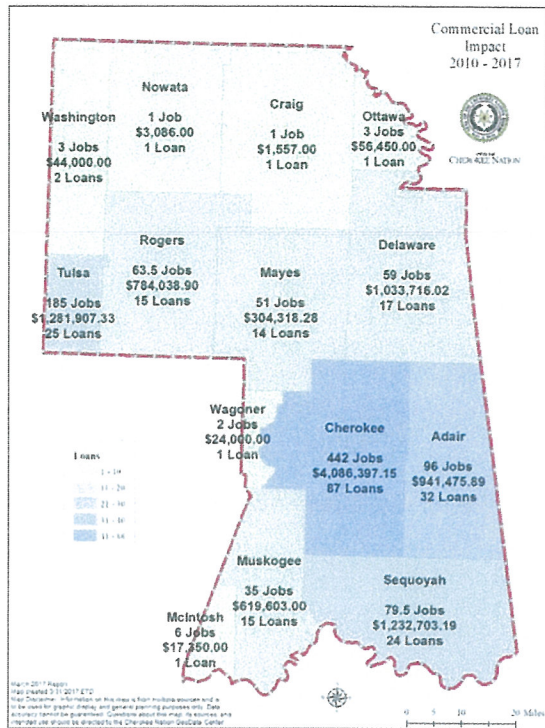
Dollars Invested in the Local Economy Through Small Business Lending



Lending Assets

Available Commercial Capital	\$183,482
Available Consumer Capital	\$1,074,784
Approved Grants Pending Distribution	\$34,500
Approved Grants Pending Receipt	\$800,000
Total Available Capital	\$2,092,765
Outstanding Commercial Loans	\$7,176,156
Outstanding Consumer Loans	\$1,554,098
Total Outstanding Loans	\$8,730,253

County Commercial Lending Impact 2010 through 2017



Small Business Loans Closed March 2017

Community	Loan Purpose	Project Costs	Owner Equity	Jobs
Park Hill	Expansion	\$103,759	53%	3
Stilwell	Expansion	\$6,525	0%	1
Tahlequah	Expansion	\$76,795	55%	2
Claremore	Expansion	\$163,000	45%	2
Hulbert	New Start-up	\$25,000	4%	1
Tahlequah	Expansion	\$329,324	25%	7
Sallisaw	New Start-Up	\$49,000	0%	1

Grant Applications to help build Commercial Lending Capacity

Submitted USDA Rural Business Development Grant applications for small business funding and health innovation entrepreneur incubator feasibility study.

Submitting in April Community Development Financial Institution financial assistance application for \$1 million.

Commercial Lending Pipeline

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

Community	County	Business Type	Startup or Expansion
Welling	Cherokee	Agriculture	Expansion
Jay	Delaware	Construction	Expansion
Claremore	Rogers	Transportation	Expansion
Pryor	Mayes	Retail Restaurant Service	New Start-up
Westville	Adair	Retail Service	New Start-up
Pryor	Mayes	Retail Service	Expansion
Rose	Delaware	Agriculture	Expansion
Chelsea	Rogers	Retail Restaurant Service	New Start-up
Bartlesville	Washington	Retail Service	New Start-up
Kansas	Delaware	Retail Service	New Start-up
Owasso	Tulsa	Retail Restaurant Service	Expansion
Muskogee	Muskogee	Retail Restaurant Service	Expansion

Kawi Café Entrepreneur Program	
Total Participants	48
Current participants	9
Former participants who started their own business	4
Former participants who have obtained regular employment	16

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

Entrepreneur Community Field Days		
Community	Address	Dates
Pryor	Cherokee Nation Career Services 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 HACN 100 E. Choctaw	3rd Tuesday Each Month
Tulsa	Cherokee Nation Career Services 10837 E Marshall St., Ste. 101	2nd Tuesday Each Month
Claremore	Cherokee Nation HACN 23205 S Hwy 66	4th Thursday Each Month
Jay	Cherokee Nation HACN 109 13 th St.	4th Monday 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 2,838 people**, 100 percent of whom found the training useful to building the capacity of their businesses. Currently the majority of entrepreneur trainings conducted by SBAC staff is one-on-one. We have twenty entrepreneurs working on business plans and are conducting site visits with all current loan clients and evaluating individual training needs for business growth and best chance of success.

Business/Entrepreneur Workshops			
Date	Location	Time	Workshop
April 4	Muskogee, ICTC	1:00 pm	Office & Operations, Supervisory Academy
April 5	Muskogee, ICTC	10:00 am	Doing Business with the Government
April 5	Pryor, Mid America Expo	8:00 am	NORA Education Summit
April 10	Muskogee, ICTC	11:30 am	Bonding 101-Seminar
April 25	Tahlequah, SHS	10:00 am	Youth Entrepreneurship/Business Plan Competition
April 27	Claremore, ICTC	10:00 am	Youth Entrepreneurship/Business Plan Competition
May 22 – 23	Muskogee, ICTA	8:00 am	Winning Proposal Development (Contracting)

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, **672 people have attended 101 artist taught classes** and the equipment has been used 589 times by 391 artists. One artist space is used exclusively by the National Treasures to both work and to teach class.

Cherokee Arts Center		
Registration is necessary and all classes are fee based, paid directly to artists		
Date	Time	Class
Every Thursday	6:30 pm	Silver Smithing with Steve
Every Wednesday	6:00 pm	Loom Weaving
Every Saturday	1:00 pm	Loom Weaving
Every Saturday	10:00-1:00 pm	Watercolor with Paula Hefley
Every Friday	7:00-9:00 pm	Life Drawing with Matt
Every Saturday	12:00-2:00 pm	Drawing with Jamil
Every Thursday	6:30-8:00 pm	Drawing with Jamil
April 11	6:30-9:30 pm	SEIAA Monthly Meeting
April 12	6:30-7:00 pm	Tahlequah Arts Council Meeting
April 15	11:00-2:00 pm	Tahlequah Writers Group
April 20	11:00-2:00 pm	Twining Class
April 28 – April 29	12:00 pm	Red Fern Festival

Spring Break Youth Art Classes were held **March 13th through 17th** from 3 pm to 5 pm each day at the Cherokee Arts Center. The classes were a success and we averaged 16 kids per day and reached approximately 25 kids. Class fees were \$20 per day or \$60 for the full week.

Cherokee Traditional Games start on April 22nd!! The public is invited to attend and cheer on their communities!! For more information contact Bayly Wright at 918-453-5000 extension 5992 or bayly-wright@cherokee.org.

Date	Community
April 22	Eucha Community Center
May 20	Oologah Dog Iron Ranch
June 17	Sequoyah's Cabin, Sallisaw
July 22	Whittaker Park, Pryor
August 19	Tri-WEB Community
September 3	Cherokee National Holiday

12th Annual Traditional Native Games
CHEROKEE NATION®

April 22, Eucha - Eucha Community Center
May 20, Oologah - Dog Iron Ranch
June 17, Pier Sallisaw - Sequoyah's Cabin

July 22, Pryor - Whittaker Park
August 19, Briggs - WEB Community Building
September 3, Cherokee National Holiday Championship Games

Winners receive a t-shirt and invitation to compete in the 65th Cherokee National Holiday Championship Games
Adult and Youth Games - No cost to participate - All games start promptly at 10 a.m.

To register or for more information contact:

Herbert Competition: Lisa Cotten (918-456-1139, lisa.cotten@cherokee.org)
Brooklyn Cotten (918-525-2259, brooklyn.cotten@cherokee.org)

Cherokee Marbles: Pam Ricks (918-207-4562, pam.ricks@cherokee.org)

How On Competition: Chongee King (918-525-2144, chongee.king@cherokee.org)
James King (918-196-0030, james.king@cherokee.org)

Cherokee Shoot: Brian Jackson (918-396-4243, brian.jackson@cherokee.org)

Traditional Games Director: Bayly Wright (918-453-5000 ext. 5992, bayly-wright@cherokee.org)

OPEN TO THE PUBLIC

Year to date artists have taken advantage of the **Cherokee Arts Center 2,723**. The Spider Gallery currently **represents 120 Cherokee Nation artists and year to date has received 1,635 visitors**. Year to date sales total \$20,562.68 in the Gallery and **overall artists have earned \$46,095.64** through Cherokee Arts Center and Spider Gallery activities.

We are working to implement an **online sales system for the Gallery**. Currently people wishing to purchase from our website must select their item and call the Gallery to place the order. The new system will allow the entire sales transaction to be conducted online.