



**CHEROKEE NATION™**  
**Businesses**

**Executive and Finance Report**  
**Consolidated Financial Information**  
**April 2017**

# Cherokee Nation Businesses

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## Executive and Finance Report

April 2017

### Budget Highlights

- April 2017 CNB consolidated net income of \$11.9 million was \$1.2 million unfavorable to budget and \$2.4 million lower than prior year. Consolidated revenue of \$81.5 million was \$9.5 million unfavorable to budget and \$5.3 million lower than the previous year.
- CNE EBITDA of \$20.6 million was consistent with budget but \$1.0 million below the previous year. Total revenue for April 2017 of \$57.1 million was \$1.1 million unfavorable to budget but increased \$860,000 from the previous year.
- The Technology Sector had a favorable EBITDA variance of \$132,000 due to higher profitability on a CNSP project.
- The Consulting Sector had an unfavorable EBITDA variance of \$556,000 due to lower than expected profit margins on two projects.
- The Engineering & Manufacturing Sector had an unfavorable EBITDA variance of \$353,000 due to lower revenue and lower gross margin associated with a change in product mix.
- The Construction Sector had an unfavorable EBITDA variance of \$178,000 due to lower than anticipated profit margins from two projects.
- EBITDA at the other entities was \$270,000 below budget.

### Capital Expenditures

April capital expenditures were \$37.7 million for all entities.

- CNE: \$33.1 million
  - Expansion: \$26.6 million – Grove Casino and Road Improvements, Cherokee Springs Business Park, Tahlequah OP1 Rebuild, WRD Renovation, Catoosa Hotel Lobby, Front Desk, Spa, Pool Renovation, Tahlequah Casino
  - Strategic: \$3.1 million – WRD Waste Water System, Flint Creek Renovation, Opera Property Management System, Egame Purchases, Poker Equipment, Enterprise Content Management System and HVAC Control Upgrade – All locations
  - Maintenance - \$3.4 million – Table Games Shufflers, Chiller, Gaming Floor Carpet, Art Procurement, Tractor, Poker Chips, Mowers, McGill's FF&E, EMV NRT Upgrade, AV System and Upgrade, Golf Course Restroom Update, HVAC Sensors
- CPM: \$1.8 million – Housing, Roof Replacements, LED Lighting and Health Clinics, IT Equipment and Building Repairs
- CNB: \$2.6 million – Smithsonian Institution – 5 Year Capital Grant, Deltek ERP System, Wireless Upgrade, Servers, LogRhythm System Upgrade, Varonis Licenses, CN Capital Building, Signage at Health Clinics, Cherokee National Treasure Book

### Financing

- CNB had no outstanding borrowings as of April 30, 2017.

# Cherokee Nation Entertainment

## Executive and Finance Report

April 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 -	\$57,065	\$58,125	(\$1,060)	-2%
• Operating Expenses	Month -	\$36,444	\$37,381	\$937	3%
• EBITDA	Month -	\$20,621	\$20,744	(\$123)	-1%

### Operating Highlights

- CNE EBITDA of \$20.6 million in April was consistent to budget.
- Total revenue of \$57.1 million was \$1.1 million unfavorable to a budget of \$58.1 million. The unfavorable variance was primarily due to lower than anticipated gaming, food and beverage and retail revenue.
- Total operating expense of \$36.4 million was \$937,000 favorable to budget. The favorable variance was primarily due to lower employee costs of \$1.0 million resulting from a one-time favorable adjustment of \$380,000 in workmen's compensation and \$124,000 in SUTA expense, as well as lower medical benefit expense.
- Grove Casino opened December 19, 2016. The new 39,000 square foot casino features 400 electronic games, restaurant, full-service bar, live music venue, dance floor and complimentary non-alcoholic drinks.
- Stuteville Ford, Buffalo Wild Wings, Taco Bueno, and Sonic Drive-In have all opened at the Cherokee Springs Plaza. Plans for the Plaza 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. The resort includes a 483-room hotel, 30,000 square foot convention center, the Paradise Cove 2,500 seat theater, the Emerge Spa and the Ruth's Chris Steak House.

### Capital Expenditure Highlights – Year to Date

- Expansion related costs for Grove Casino and Road Improvements, Cherokee Springs Business Park, OP1 Rebuild, WRD Renovations and Catoosa Hotel Lobby, Front Desk, Spa and Pool Renovations – \$26.4 million
- WRD Waste Water System - \$1.2 million
- E-Game Purchases - \$891,000
- Table Games Shufflers - \$596,000
- Poker Equipment (World Series of Poker Circuit Event) - \$254,000
- Flint Creek Renovation - \$224,000

# Diversified Businesses

## Executive and Finance Report

April 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>
• <b>Engineering &amp; Manufacturing</b>	Month -	(\$605)	(\$252)	(\$353)	-140%
• <b>Logistics &amp; Distribution</b>	Month -	(\$12)	\$88	(\$100)	-114%
• <b>Technology</b>	Month -	\$598	\$466	\$132	28%
• <b>Consulting</b>	Month -	\$321	\$877	(\$556)	-63%
• <b>Construction</b>	Month -	\$7	\$185	(\$178)	-96%
• <b>Health Sciences</b>	Month -	\$100	\$233	(\$133)	-57%
• <b>Aerospace Products S.E.*</b>	Month -	(\$113)	\$65	(\$178)	-274%
• <b>CCRC*</b>	Month -	\$44	\$81	(\$37)	-46%

*\*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 \$605,000 was \$353,000 unfavorable to budget. The unfavorable variance to budget was primarily associated with lower revenue. The gross profit margin of 6.8% was 7.2 percentage points lower than budget but consistent with the prior year. The lower margin compared to budget was associated with a change in product mix.
- **Logistics & Distribution** Sector EBITDA loss of \$12,000 was \$100,000 unfavorable to budget. The EBITDA variance when compared to budget was due to lower than anticipated revenue. Gross margins were higher than budget due to change in product mix, supplier material credits, and lower direct labor and fringe benefits.
- **Technology** Sector EBITDA was \$598,000 compared to a budget of \$466,000, resulting in a favorable variance of \$132,000. The current month gross margin of 20.1% was favorable compared to a budget of 18.6%. The favorable margin compared to budget was primarily due to higher profitability on a CNSP project.
- **Consulting** Sector EBITDA was \$321,000 compared to a budget of \$877,000, resulting in an unfavorable variance of \$556,000. The 3.9% EBITDA margin was unfavorable to the budgeted margin of 9.0%. The unfavorable margin variances were due to lower than anticipated margins on projects at a CNMS and CNTS.
- **Construction** Sector EBITDA was \$178,000 unfavorable to a budget of \$185,000. The unfavorable EBITDA variance was primarily due to lower than anticipated profit margins from projects at CNCS.
- **Health Sciences** Sector EBITDA of \$100,000 was \$133,000 unfavorable to a budget of \$233,000. The unfavorable variance was due to two CNA projects.



COUNCIL OF THE CHEROKEE NATION  
EXECUTIVE & FINANCE COMMITTEE REPORT

**Group:** Financial Resources

**Month/Year of Report:** May 2017

**Treasurer:** Lacey Horn

**Phone:** 207-3902

**E-mail:** [lacey-horn@cherokee.org](mailto:lacey-horn@cherokee.org)

- I. Budget Highlights – through April
  - a.) Financial Resources – 57% spent
  - b.) Treasurer – 38% spent
  - c.) IIM – 58% spent
  - d.) Acquisition Management – 56% spent
  - e.) Records Management – 32% spent
  - f.) Support Services – 59% spent
  - g.) Grants Management – 51% spent
  - h.) Grant Development – 60%
  - i.) Fleet Management – 39%
  - j.) Employee Performance Incentive – 33% spent
  - k.) Grant Development for CNB – 15% 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 – 100% complete
    - 4. Obtain GFOA Award for FY15 CAFR – 100% complete
    - 5. Reports completed & submitted for April 2017 – estimated 99% completion by May 30, 2017
  - b.) Accomplishments
    - 1. Staff attended multiple webinars, trainings and conferences for grants management
    - 2. Staff attended APA Congress Conference the week of May 15<sup>th</sup>
    - 3. Staff attending the National Indian and Native American Employment and Training Conference the week of May 22<sup>nd</sup>
  - c.) Upcoming Events
    - 1. FY18 Comprehensive Budget preparation continues

COUNCIL OF THE CHEROKEE NATION  
EXECUTIVE & FINANCE COMMITTEE REPORT

	A	B	C
1	<b>Cherokee Nation Acquisition Management Year-To-Date Report Over \$5,000 Transactions October 1, 2016 through September 30, 2017</b>		<b>% of sub-total - TERO vendor submitted Bid</b>
2	Award to TERO Vendor	\$ 21,589,602.60	98.83%
3	Award to non-TERO Vendor	\$ 254,640.99	1.17%
4	<b>Sub-total bids with a TERO vendor participating</b>	<b>\$ 21,844,243.59</b>	<b>100.0%</b>
5	Bid - no bids submitted by TERO Vendors	\$ 3,180,265.70	
6			
7	October 1, 2016 through April 30, 2017		

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

**Sector Partnership National Dislocated Worker Grant** staff attended and participated in TMK IPSCO Job Fair in Catoosa. Staff attended and participated in the Oklahoma Works Partners Conference. Staff attended and participated in the Job Fair at the Hard Rock. Staff attended and participated in the Sector Partnership staff meeting. Staff attended and participated in the Rogers County Roundtable meeting. Staff attended and participated in the Tulsa Workforce Partnership Meeting. Staff attended and participated in the planning committee for the Elevate Youth Conference. Staff attended and participated in the Job Developers meeting with the Executive Director and the Director of the Sector Partnership grant. Staff to attend and participate in the co-signing with Local 798 Pipefitters Union for Memorandum of Understanding. Staff to continue to attend and participate in the Partnership meeting with Tahlequah Oklahoma Works office/staff. Staff attended and participated in the Cherokee Nation Economic Development Week May 8-13, 2017.

The **Day Training Program** had four participants attain unsubsidized employment with CNB/CNI.

**Coming Home Reentry Participant Success:**

**BEFORE:**

Kody Shook found his calling where many others' would only see despair. He completed nearly 1,000 hours in Electrical Trades through Career Tech's electrician program at Jim E. Hamilton Correctional Facility earning himself an electricians' apprenticeship license. Still, he knew that it would be difficult to secure employment upon release and was determined to utilize all available resources to lessen these barriers. Although his bad decisions cost him his freedom, he took that time and turned it into an opportunity to build a better version of himself. He was released from incarceration on January 20th, 2017.

**AFTER:**

He came to Cherokee Nation Career Services through the Re-Entry program on February 9th, 2017. While working his way through the application process, Kody made it clear that he was determined to find employment within days of being released. He knew that employment was paramount in his bid to create a brighter future for himself and he was desperate to put his new knowledge and skills into action. Because of his felony background and gap in employment history, he knew it would be a difficult road in securing employment. He was referred to Business/Jobs Developer, Travis Gulley to visit about



employment assistance. While working with Travis, Kody learned about the On-The-Job Training Program offered by Cherokee Nation Career Services. Through the OJT program, Kody was able to secure employment with Quantum Electric on February 27<sup>th</sup> as an electricians' apprentice. He has overcome an enormous amount of obstacles to become self-sufficient. The Tribal On-The-Job Development Program played an instrumental role in his success.

Kody compares this experience to rock-climbing. He says, "Sometimes you have to keep going, even when you don't exactly know where the next rock is going to come from." He never doubted his ability to be a good employee; he just needed an opportunity to show an employer that he was capable. That next rock came in the shape of Cherokee Nation Career Services and the On-The-Job Training Program. Kody hasn't reached the top of his mountain yet though, he plans to continue working towards his journeyman's license and eventually earn his contractor's license. Not only is he grateful for the assistance he received, Quantum Electric is pleased with his abilities as well.

The **Tribal Economic Development Program** staff met with two different businesses looking to locate in Tulsa and in Owasso. Economic Development week is in May and the proclamation signing is May 10th at 10:30.

#### **Job Fairs/Other Events:**

##### **Tuesday, April 4<sup>th</sup>**

We had Tulsa Office Staff attend the **REDBUD CELEBRATION** along with Cherokee Nation Businesses staff.

This event benefits OK2Grow and Dream It Do It Oklahoma which are workforce development initiative focused on youth entrepreneurship, career awareness and pathways available to students.

##### **Friday, April 5<sup>th</sup>**

Jon Overacker and Hunter Palmer attended Registered Apprenticeship Design Workshop at RSU in Pryor.

We have been working with Shannan Walton from the US Department of Labor for some time to implement Registered Apprenticeship programs in NE Oklahoma. As a response to the needs of industry we all understand the priority the US Department of Labor has placed on work based learning opportunities. It seems logical to pull our workforce system partners together to collaborate efforts to establish the framework for RAs. It will take a collaboration of resources in business, education, workforce and agencies in order to build successful RAs in NE Oklahoma.

##### **Friday, April 5<sup>th</sup>**

TERO Safety Fair

##### **April 12<sup>th</sup> – 14<sup>th</sup>**

Career Services had 10 staff attending Oklahoma Works Conference in OKC.

Educational Training event of the year for partners working in Workforce Development

##### **Friday, April 21<sup>st</sup>**

Local Union 798 MOU Signing Ceremony



[http://www.cherokee.org/News/Stories/20170428\\_Cherokee-Nation-working-with-Tulsa-Pipeliners-Union-798-for-job-training](http://www.cherokee.org/News/Stories/20170428_Cherokee-Nation-working-with-Tulsa-Pipeliners-Union-798-for-job-training)



(L-R): Local Union 798 Native American Affairs Liaison Bobby Gonzalez, Economic Development Director Daryl Legg, Local 798 Business Manager Danny Hendrix, Tribal Councilor Janees Taylor, Secretary of State Chuck Hoskin Jr., and Vocational Programs Director George Roach.

### **Friday, April 28<sup>th</sup>**

ICTC CAREER FAIR – Muskogee, OK

“Connect with potential employees”

Attended by TERO and Career Services Staff

### **April 29<sup>th</sup> – May 5<sup>th</sup>**

### **OU EDI Session Spring 2017 San Antonio, Texas**

Diane Kelley, Brenda Fitzgerald and Travis Gulley attend on behalf of Career Services.

OU EDI is the premier economic development program in the nation, with more than 50 years of experience providing professional economic developers with up-to-date knowledge and tools necessary to succeed in today’s constantly changing environment.

Innovative economic development organizations want solid, well-grounded professionals. The OU EDI experience is designed to immediately impact a participant’s professional career by providing comprehensive courses that align with International Economic Development Council (IEDC) manuals, as well as the latest trends in economic development.

More top economic development professionals have been trained by OU EDI than any other organization. Our Economic Development Certificate Program is an international educational experience that offers participants from around the world an outstanding level of flexibility in creating course schedules with its mixture of online and traditional courses.

### **Tuesday May 2<sup>nd</sup> – May 5<sup>th</sup>**

Three-day Job Fair for TMK IPSCO in Catoosa OK

### **May 8<sup>th</sup> – May 13<sup>th</sup>**

## **National Economic Development Week**

### **About National Economic Development Week:**

Created by the International Economic Development Council, the goal of Economic Development Week (EDW) is to increase awareness for local programs that create jobs, advance career development opportunities and increase the quality of life. The 2017 event dates are May 8-13. The following is a guide to help you plan and share information about events your community will host.

### **Wednesday, May 10<sup>th</sup>**

#### **National Economic Development Week Proclamation Signing**

Principal Chief Bill John Baker, Deputy Chief S. Joe Crittenden and Tribal Council Speaker Joe Byrd gathered Wednesday to proclaim May 8-13 as Economic Development Week in the Cherokee Nation.

The International Economic Development Council is celebrating 2017 as its 91st anniversary.



### **Wednesday, May 10<sup>th</sup>**

West Siloam Springs Casino Job Fair

### **Wednesday, May 11<sup>th</sup>**

Welding Graduation

### **Saturday, May 13<sup>th</sup>**

Stilwell Strawberry Festival

Cherokee Nation Resource Tent





*(L-R): Local Union 798 Native American Affairs Liaison Bobby Gonzalez, Economic Development Director Daryl Legg, Local 798 Business Manager Danny Hendrix, Tribal Councilor Janees Taylor, Secretary of State Chuck Hoskin Jr., Vocational Programs Director George Roach.*

**TULSA, Okla.** — Cherokee Nation's Career Services department is teaming up with the Pipeliners Local Union 798 to train Cherokee Nation citizens to be welders, journeymen or welder helpers.

As part of a Memorandum of Understanding signed April 21 in Tulsa, the Cherokee Nation will refer promising Cherokee workers to the Local Union 798 for training, and for jobs across the United States as they arise.

"The Cherokee Nation is working hard to connect our citizens to stable, high-paying jobs that provide great benefits, and we feel our partnership with the Local Union 798 is giving tribal citizens yet another pathway to employment for jobs that are in high demand," said Secretary of State Chuck Hoskin Jr., who toured the union facility in Tulsa recently. "While the physical and mental demands associated with this field of work aren't for everyone, we have citizens in the Cherokee Nation who are going to thrive in this environment and several have already expressed an interest."

Through the agreement, training is free to Cherokee Nation citizens.

Local Union 798 has about 6,500 members, many who are members of federally recognized tribes, and can connect qualified Cherokee Nation helpers and welders to projects in more than 40 states. Travel and overtime are often required for the jobs, which are in a variety of climates and weather conditions.

"This MOU is historic because it means tribes, especially Cherokee Nation, will be at the table early in the development process so that we can voice opinions about cultural resources and natural

resources before pipeline routes are determined and finalized here in Oklahoma,” said Bobby Gonzalez, tribal liaison of the union. “The union and tribal government will have each other’s interest in mind.”

Local Union 798’s training specializes in downhill welding, which accounts for the vast majority of work involved with the contract jobs. Most work for union members involves natural gas or oil pipelines.

Entry level helpers have the potential to earn more than \$100,000 per year, while some experienced welders belonging to Local Union 798 earn well above that, not including their benefits.

“This isn’t just a job, it’s a lifestyle and a career path that can change someone’s life,” Local 798 Business Manager Danny Hendrix said. “This agreement could provide job opportunities for Cherokee Nation citizens that include nice wages, per diems, pensions, health care, 401(k) and structure. We want to help build careers. That’s really what it’s all about, and it just makes sense for us to work with tribal nations.”

Helpers connected to jobs through Local Union 798 are required to complete 5,000 hours of field work before applying for the union’s welder training. The training courses are offered three times per year and last 14 weeks.

“Our Career Services department already provides training in carpentry, welding, masonry, electrical work, heavy construction, culinary and other trades, which allows us to develop and encourage work habits and skills that promote employability and self-sufficiency,” said Career Services Executive Director Diane Kelley. “Our partnership with Local Union 798 will give Cherokee Nation citizens yet another avenue for training and good-paying jobs.”

Cherokee Nation Career Services offers vocational and educational programs, employment programs, youth programs, skills assessments and certifications, and a variety of other resources for individuals and businesses.

For more information on the training and job opportunities available through the Local Union 798 agreement, contact Cherokee Nation Career Services at 918-453-5555 or email [career-services-dept@cherokee.org](mailto:career-services-dept@cherokee.org).



# 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

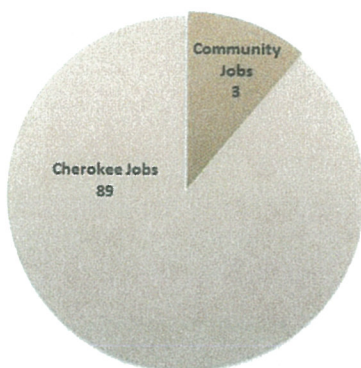
## Economic Impact

**Invested \$11,110,602.76 in 243 Small Businesses  
Since 2010**

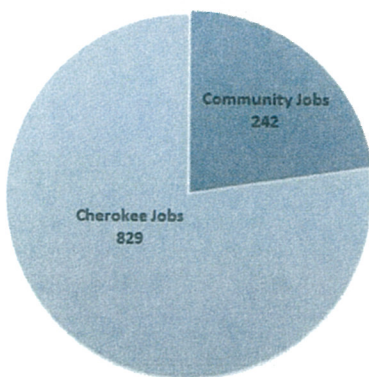
### Community Jobs Impacted

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

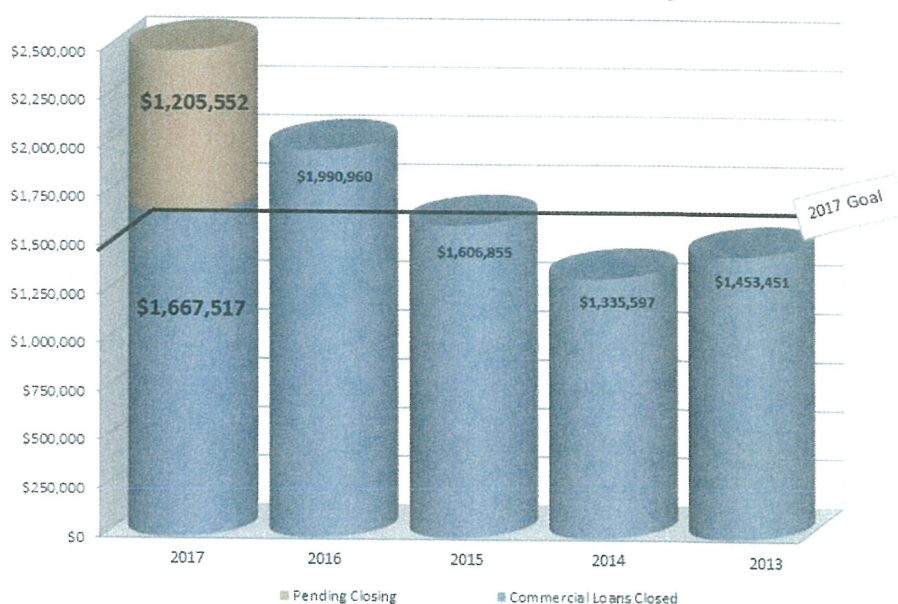
#### Jobs Created FY 2017



#### Jobs Created FY10-17



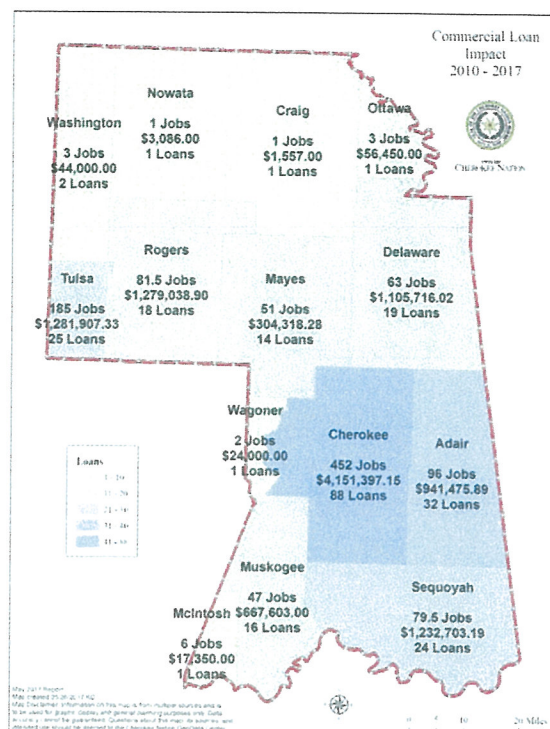
### Dollars Invested in the Local Economy Through Small Business Lending



### Lending Assets

Available Commercial Capital	\$139,484
Available Consumer Capital	\$1,141,615
Approved Grants Pending Distribution	\$491,192
Approved Grants Pending Receipt	\$0
Total Available Capital	\$1,772,290
Outstanding Commercial Loans	\$7,019,211
Outstanding Consumer Loans	\$1,529,113
Total Outstanding Loans	\$8,548,324

## County Commercial Lending Impact 2010 through 2017



## Small Business Loans Closed May 2017

Community	Loan Purpose	Project Costs	Owner Equity	Jobs
Claremore	Expansion	\$496,900	0%	13
Kansas	New Start-Up	\$89,925	47%	2
Rose	Expansion	\$33,875	30%	2
Tahlequah	New Start-Up	\$368,980	83%	10

**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](mailto:stephen-highers@cherokee.org).

## 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.

Submitted the 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
Pryor	Mayes	Retail Restaurant Service	New Start-up
Westville	Adair	Retail Service	New Start-up
Pryor	Mayes	Retail Service	Expansion
Bartlesville	Washington	Retail Service	New Start-up
Owasso	Tulsa	Retail Restaurant Service	Expansion
Owasso	Tulsa	Development Service	Expansion
Sallisaw	Sequoyah	Transportation Service	Expansion
Tahlequah	Cherokee	Service	Expansion
Tahlequah	Cherokee	Retail Restaurant Service	New Start-up
Stilwell	Adair	Retail Service	New Start-up
Muskogee	Muskogee	Retail Service	Expansion
Tahlequah	Cherokee	Resort Service	New Start-up

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](mailto: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	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 <sup>th</sup> 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 3,783 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
June 27	Webinar	1:30 pm	National Safety Council, Strategies for NOT Making the News!
June 28	Durant	9:30 am	DOL Section 14c Wage Requirement Workers Disabilities
June 29	Bartlesville	11 am	Introduction to Growth Wheel
June 13	Tulsa	10 am	Introduction to Growth Wheel
June 20	Sallisaw	1 pm	Introduction to Growth Wheel
June 22	Claremore	10 am	Introduction to Growth Wheel
June 26	Jay	10 am	Introduction to Growth Wheel
June 27	Webinar	1:30 pm	National Safety Council, Strategies for NOT Making the News!
August 1	Pryor	10 am	Growth Wheel Workshop
August 8	Tulsa	10 am	Growth Wheel Workshop
August 10	Bartlesville	11 am	Growth Wheel Workshop
August 15	Sallisaw	10 am	Growth Wheel Workshop
August 24	Claremore	10 am	Growth Wheel Workshop
August 28	Jay	10 am	Growth Wheel Workshop

### 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, **856 people have attended 132 artist taught classes** and the equipment has been used 980 times by 546 artists. One artist space is used exclusively by the National Treasures to both work and to teach class. Year to date artists have taken advantage of the **Cherokee Arts Center 3,601** times.

The Spider Gallery currently **represents 120 Cherokee Nation artists and year to date has received 2,163 visitors**. Year to date sales total \$26,090.59 in the Gallery and **overall artists have earned \$58,919.85** through Cherokee Arts Center and Spider Gallery activities. **Online Gallery sales are in testing mode and should be fully operation in May or June.**



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
June 13	6:30-9:30 pm	SEIAA Monthly Meeting
June 7	6:30-7:00 pm	Tahlequah Arts Council Meeting
June 17	11:00-2:00 pm	Tahlequah Writers Group
Tuesday and Thursday in June	6:00-8:30 pm	Tear Dress Leona Bendabout

**Cherokee Traditional Games** are underway and teams are now playing Chunkey! 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](mailto:bayly-wright@cherokee.org).

Date	Community
June 17	Sequoyah's Cabin, Sallisaw
July 22	Whittaker Park, Pryor
August 19	Tri-WEB Community
September 3	Cherokee National Holiday

**The Cherokee National Holiday planning is in full swing!** Thank you to all the coordinators and volunteers that make this event a huge success!!

Bayly Wright is now the Holiday Director and she can be reached at 918-453-5000, extension 5992 or at [bayly-wright@cherokee.org](mailto:bayly-wright@cherokee.org).



**Did you know that it takes 500 volunteers a total of 6,000 hours to make the Holiday happen?** This is the largest event in rural northeast Oklahoma and estimates of Holiday visitors exceed 100,000.



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

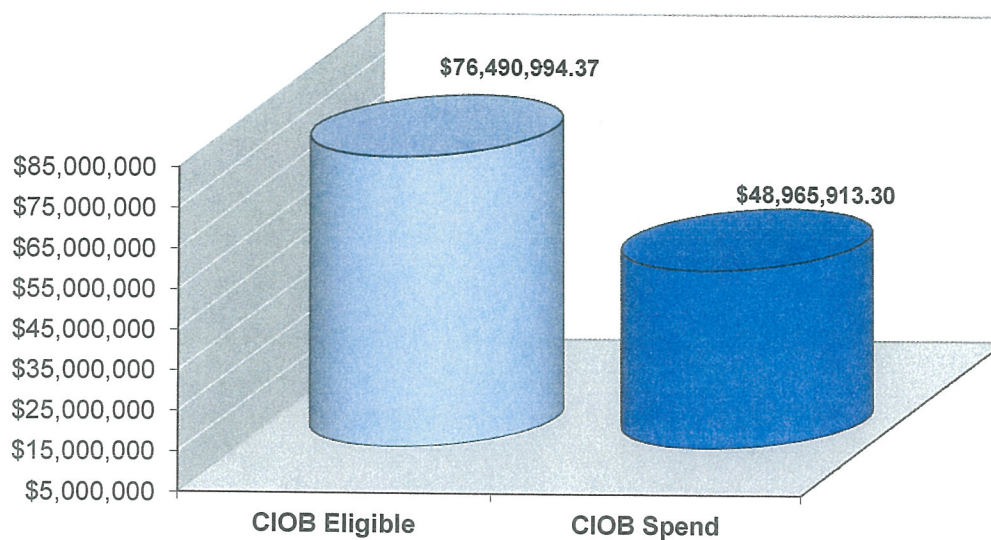
**Month/Year of Report:** June 2017 (Month Ending April – FY 2017)

**Program Highlights**

**a. Balanced Scorecard Measures**

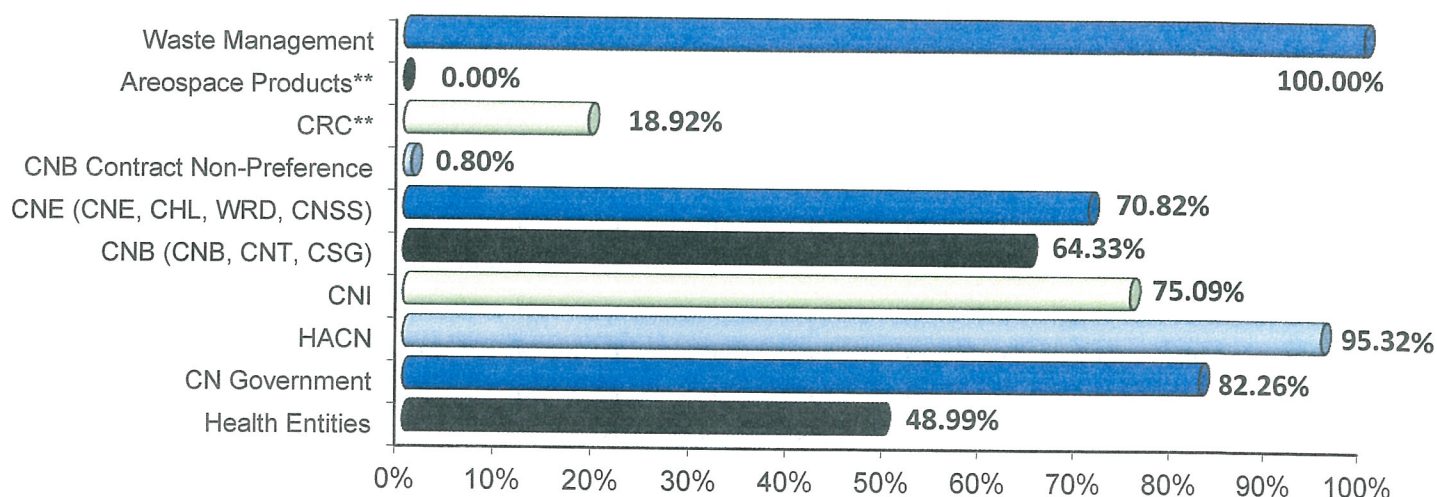
Objective	Metric	2016 Goal	Year to Date Achievement Notes/Comments
Effective Business Workshop Training	# Certified Indian-Owned Business Attendees and % indicating usefulness	300/100%	0 /100% 2,196 attending events including Engage Expo
Increase Certified Indian-Owned Business Procurement Awards	% Certified Indian-Owned Business Procurement Awards	80%	64.02% Business Entities eligible procurement \$'s awarded to Certified Indian Owned vendors <ul style="list-style-type: none"> <li>• CNE – 50.03%</li> <li>• CN Government - 98.83 %</li> <li>• Health Entities – 100%</li> <li>• CNI – 20.75%</li> <li>• Waste Management - 0%</li> </ul>
Increase Cherokee Citizens employed	% Cherokee Citizens (verified)	Entity CNE – CNB - HACN - CN – 82.9% Health - CNI – CRC – Aerospace -	Business Entities - 62.79% <ul style="list-style-type: none"> <li>• CNE (CNE, CHL, WRD, CNSS) 70.82%</li> <li>• CNB (CNB, CNT, CSG) 64.33% (does not include service contract employees)</li> <li>• CNI 75.09% (does not include service contract employees)</li> <li>• Service Contract Employees (NP) 0.80% (CNB entities)</li> <li>• HACN 95.32%</li> <li>• CN Government 82.26% (does not include IPA/MOA)</li> <li>• Health Entities 48.99%</li> <li>• CRC 18.92% (not wholly owned by CN)</li> <li>• Aerospace 0% (not wholly owned by CN)</li> <li>• Waste Management 100%</li> </ul>
Increase Indian-Owned Business Certifications	# Newly Certified Indian-Owned Businesses	150	78
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%	0.92% - based on \$'s loaned 3.33% - 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% - 895 sites monitored
Effective Monitor of Bid Openings	# and % Bid Openings Attended	100%	100% - 52 out of 52
Effective Resolution of Complaints – TERO and EEOC	% Complaints Resolved	100%	TERO: 1 complaints filed; 0 resolved, 1 pending EEOC: 3 complaints filed; 3 resolved, 3 pending

## 64.02% of CIOB Eligible Procurement Opportunities were awarded to CIOBs



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

## 62.79% of Employees are registered Cherokee Nation Citizens



\*\*Companies majority, not wholly, owned