

COUNCIL OF THE CHEROKEE NATION
EXECUTIVE & FINANCE COMMITTEE REPORT

Group: Financial Resources

Month/Year of Report: June 2017

Treasurer: Lacey Horn

Phone: 207-3902

E-mail: lacey-horn@cherokee.org

- I. Budget Highlights – through May
 - a.) Financial Resources – 66% spent
 - b.) Treasurer – 45% spent
 - c.) IIM – 66% spent
 - d.) Acquisition Management – 64% spent
 - e.) Records Management – 36% spent
 - f.) Support Services – 67% spent
 - g.) Grants Management – 58% spent
 - h.) Grant Development – 70%
 - i.) Fleet Management – 45%
 - j.) Employee Performance Incentive – 33% spent
 - k.) Grant Development for CNB – 18% 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 June 2017 – estimated 99% completion by June 30, 2017
 - b.) Accomplishments
 - 1. Staff attended multiple webinars, trainings and conferences for grants management
 - c.) Upcoming Events
 - 1. FY18 Comprehensive Budget preparation continues

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	A	B	C
1	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
2	Award to TERO Vendor	\$ 21,752,075.73	98.60%
3	Award to non-TERO Vendor	\$ 309,499.99	1.40%
4	Sub-total bids with a TERO vendor participating	\$ 22,061,575.72	100.0%
5	Bid - no bids submitted by TERO Vendors	\$ 3,295,429.51	
6			
7	October 1, 2016 through May 31, 2017		

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

The **Employment Development/TERO** Program was invited to hold a booth at the Choctaw Vendor Fair Appreciation Luncheon with over 400 persons in attendance.

The **Sector Partnership – National Dislocated Worker Grant** staff attended and participated in New Way New Day with Oklahoma Works, as well as the Northeast Oklahoma Regional Alliance Leadership Academy. We have received notice that the Sector Partnership Grant will be extended for an additional year. The new end date is June 30, 2018.

Two **Coming Home Reentry** participants entered employment; one is now earning \$14.50 per hour and the other is the General Manager of Casey's with a yearly salary of \$47,500. The Coming Home Reentry Program has submitted two grant applications and is awaiting funding decisions.

The **Summer Youth Employment Program** is well underway with over 600 young adults participating. Attached are charts showing the percentages by funding, by office, and by age. Orientation has been held for both participants and their supervisors. These training sessions cover such items as time and attendance, rules of the program, expected outcomes, and safety. Risk Management assists with the orientation, covering safety rules and what to do in case of an accident. SYEP Orientation was held in the following locations:

Sallisaw	May 25 th 3:30 pm	Tahlequah	June 5 th 8:00 am
Muskogee	May 26 th 3:00 pm	Oaks	June 6 th 10:00 am
Stilwell	June 1 st 9:00 am	Jay	June 6 th 1:00 pm
Vinita	June 1 st 1:00 pm	Claremore	June 7 th 8:00 am
Nowata	June 2 nd 2:00 pm	Pryor	June 7 th 1:00 pm

This year 73 SYEP participants attended the Elevate conference in Pryor on June 13. It was held at the Expo Center in Pryor, and was a great success. The keynote speaker Bill Cordes, was inspiring, motivating, and so full of energy. The different vendors there were very informative and had so much excitement in wanting to let us know about their companies or schools. I must add the food was delicious, as well; if only we were able to get seconds.





2017 Summer Youth Leadership Interns:

Taylor Armbrister	Sequoyah
Bradley Broad	Wagoner
Shy Claphan	Stilwell
Alacyn Cummings	Oaks
Autumn Fourkiller	Stilwell
Hunter Hall	Muldrow
Elizabeth Hummingbird	Stilwell
Jessalyn McCarter	Tahlequah
Katelynn Morgan	Talala
Nakiah Mouse	Hulbert
Meekah Roy	Salina
Kylee Vaughan	Stilwell

The **Tribal Economic Development Program (TED)** met with a company locating in Wagoner that will employ 150 individuals after it's completed. Additionally, there are around seven companies in the pipeline wanting to locate within the Cherokee Nation.

Tribal Economic Development Participant Success:

Chelsie Keener is 23 year old Cherokee Tribal Citizen that resides in Salina. Chelsie has a degree in Mechanical Engineering but has no experience or training other than her education. RAE Corporation in Pryor had a job opening for a Project Engineer that would allow Chelsie to use her degree but she lacked the experience that the company wanted. Cherokee Nation Tribal Economic Development Program currently has a contract with RAE for On-the-Job Training (OJT). The combination of Chelsie's education and OJT was enough for RAE Corporation to hire Chelsie full time as their Project Engineer. Chelsie's evaluations are all great and with the help of OJT, she is able to make \$24.99 an hour as her starting wage. This is also the first job that Chelsie has ever had.



Job Fairs/Other Events:

1. May 2 nd	TMP IPSCO Job Fair	Catoosa, OK
2. May 3 rd	TMP IPSCO Job Fair	Catoosa, OK
3. May 4 th	TMP IPSCO Job Fair	Catoosa, OK
4. May 10 th	WSS Hotel & Casino Job Fair	WSS, OK
5. May 31 st	Hard Rock Hotel & Casino	Tulsa, OK



CAREER SERVICES

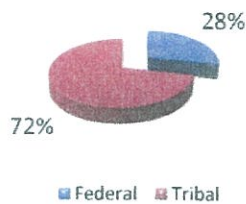
Summer Youth Employment Program Program Distribution Report

June 15, 2017

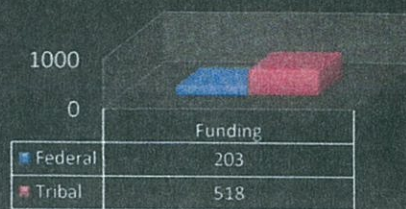


The following data has been compiled in regards to clients of the Summer Youth Employment Program during Fiscal Year 2016-2017. The charts below provide data in regards to use of Federal and Tribal funding for the program, jurisdictional distribution, and participant age.

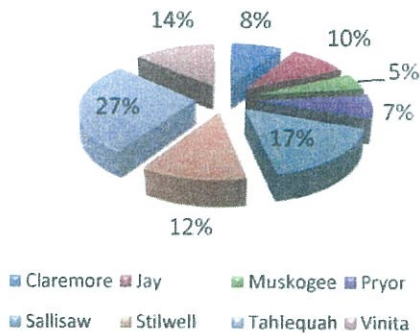
2017 Summer Youth Distribution by Funding



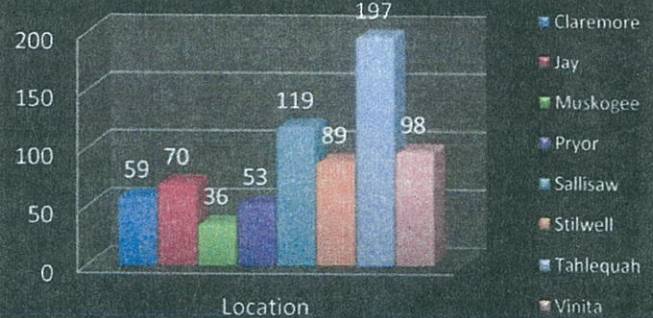
2017 Summer Youth Distribution by Funding



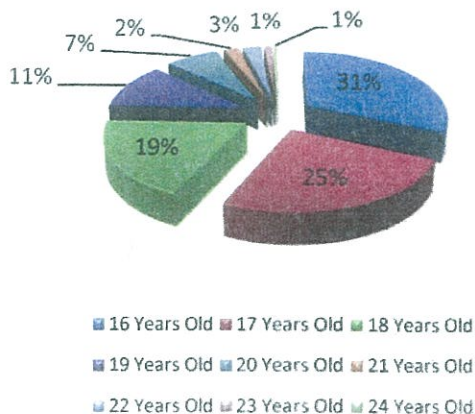
2017 Summer Youth Distribution by Office



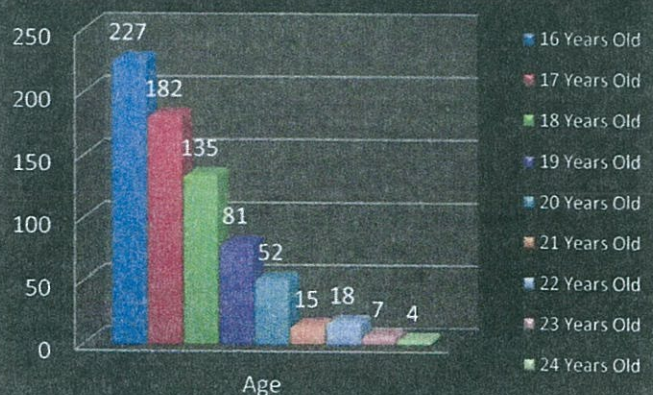
2017 Summer Youth Distribution by Office



2017 Summer Youth Distribution by Age



2017 Summer Youth Distribution by Age





CAREER SERVICES

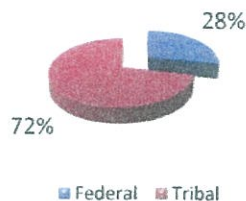
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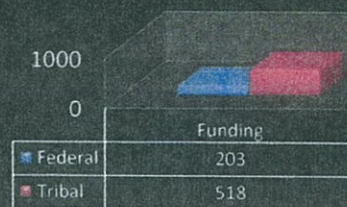


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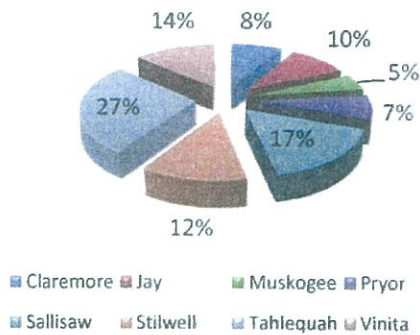
2017 Summer Youth Distribution by Funding



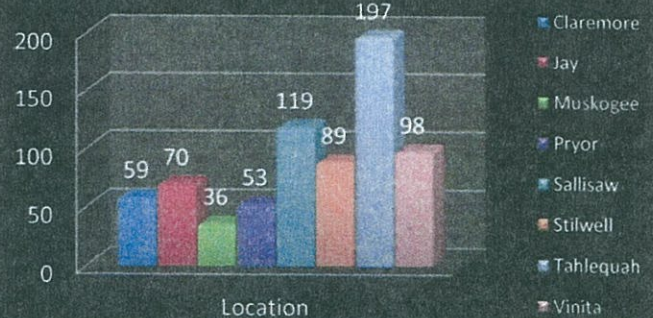
2017 Summer Youth Distribution by Funding



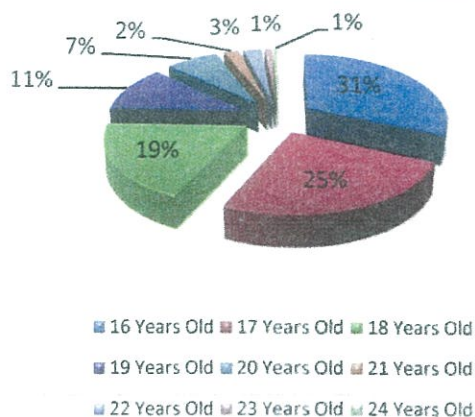
2017 Summer Youth Distribution by Office



2017 Summer Youth Distribution by Office



2017 Summer Youth Distribution by Age



2017 Summer Youth Distribution by Age



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

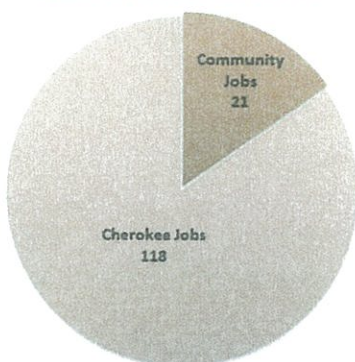
Economic Impact

**Invested \$11,713,154.76 in 252 Small Businesses
Since 2010**

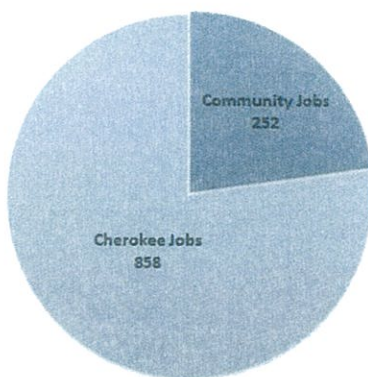
Community Jobs Impacted

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

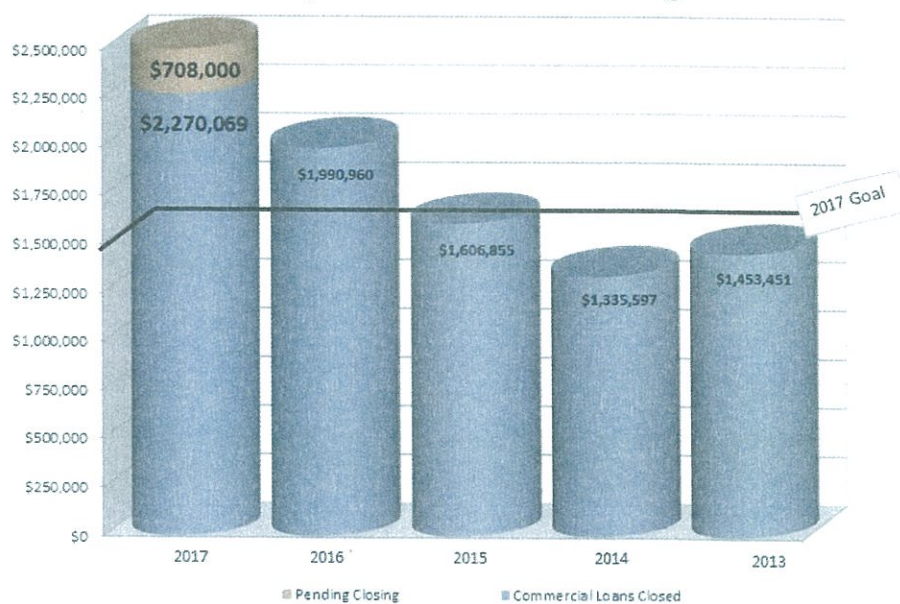
Jobs Created FY 2017



Jobs Created FY10-17



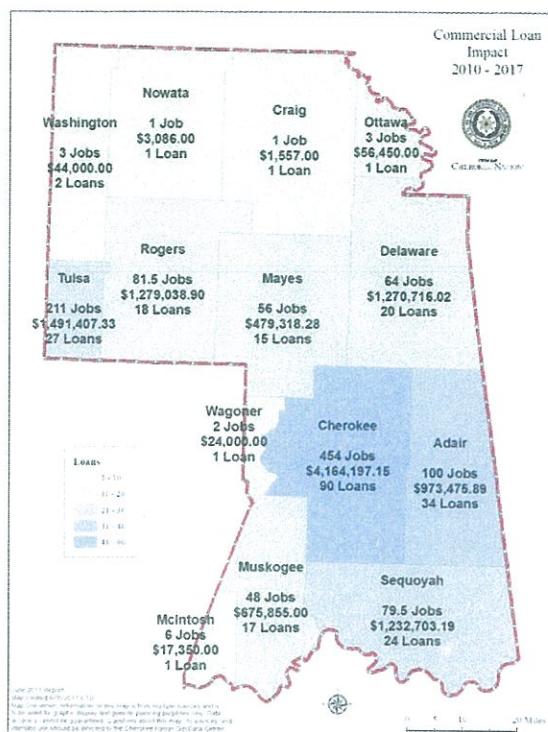
Dollars Invested in the Local Economy Through Small Business Lending



Lending Assets

Available Commercial Capital	\$344,191
Available Consumer Capital	\$1,050,737
Approved Grants Pending Distribution	\$234,494
Approved Grants Pending Receipt	\$0
Total Available Capital	\$1,629,422
Outstanding Commercial Loans	\$8,174,090
Outstanding Consumer Loans	\$1,685,097
Total Outstanding Loans	\$9,859,187

County Commercial Lending Impact 2010 through 2017



Small Business Loans Closed June 2017

Community	Loan Purpose	Project Costs	Owner Equity	Jobs
Jay	Expansion	\$226,000	27%	1
Westville	New Start-Up	\$38,300	69%	2
Owasso	Expansion	\$131,512	78%	2
Tahlequah	Expansion	\$11,800	25%	1
Tahlequah	New Start-Up	\$8,475	53%	1
Pryor	New Start-Up	\$254,028	31%	5
Owasso	Expansion	\$228,000	21%	8
Stilwell	New Start-up	\$40,850	49%	2
Muskogee	Expansion	\$8,350	5%	1

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.

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
Pryor	Mayes	Service	Expansion
Bartlesville	Washington	Agriculture	New Start-up
Sallisaw	Sequoyah	Transportation Service	Expansion
Tahlequah	Cherokee	Resort Service	New Start-up
Tahlequah	Cherokee	Personal Retail Service	Expansion
Tahlequah	Cherokee	Medical Service	Expansion
Tahlequah	Cherokee	Personal Retail Service	Expansion

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 4,372 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
July 10	Muskogee	4:00 pm	ICTC, OSHA 10 Construction
July 13	Tulsa	10:00 am	Introduction to Growth Wheel
July 20	Sallisaw	1:00 pm	Introduction to Growth Wheel
July 22	Claremore	10:00 am	Introduction to Growth Wheel
July 26	Jay	10:00 am	Introduction to Growth Wheel
July 27	Webinar	1:30 pm	National Safety Council, Strategies for NOT making news!
August 1	Pryor	10:00 am	Growth Wheel Workshop
August 8	Tulsa	10:00 am	Growth Wheel Workshop
August 10	Bartlesville	11:00 am	Growth Wheel Workshop
August 15	Sallisaw	10:00 am	Growth Wheel Workshop
August 24	Claremore	10:00 am	Growth Wheel Workshop
August 28	Jay	10:00 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, **992 people have attended 160 artist taught classes** and the equipment has been used 1,182 times by 618 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 4,174** times.

The Spider Gallery currently **represents 119 Cherokee Nation artists and year to date has received 2,425 visitors**. Year to date sales total \$28,706.47 in the Gallery and **overall artists have earned \$66,891.69** through Cherokee Arts Center and Spider Gallery activities. **Online Gallery sales are in testing mode and should be fully operation in July.**

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 Smith with Steve
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
July 11	6:30-9:30 pm	SEIAA Monthly Meeting
July 15	2:00 – 3:00 pm	Tahlequah Writers Group
July 20	6:30-7:00 pm	Tahlequah Arts Council Meeting

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.

Date	Community
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.

12th Annual Traditional Native Games

CHEROKEE NATION®

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

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

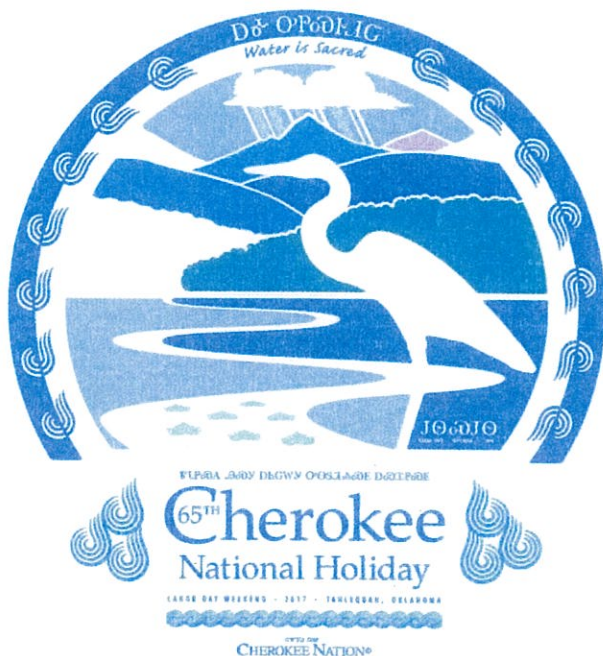
Winners receive a t-shirt and invitation to compete in the 65th Cherokee National Holiday Championship Games. Adult and Youth Games - No cost to participate - All games start promptly at 10 a.m.

To register or for more information contact:

Huntshire Competition Lisa Cookson 918-453-1139 lisa-cookson@cherokee.org Brock Lynn Cookson 918-522-2259 brocklynn-cookson@cherokee.org	Cherokee Machine Pam Rader 918-297-4562 pam-rader@cherokee.org	High Gun Competition Cherise Kingfisher 918-525-7844 cherisekingfisher@cherokee.org James Kingfisher 918-525-7844 jameskingfisher@cherokee.org	Cowstake Shoot Brian Jackson 918-516-4243 brian-jackson@cherokee.org
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Traditional Games Director
Bayly Wright
918-453-5627
bayly-wright@cherokee.org

OPEN TO THE PUBLIC



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)

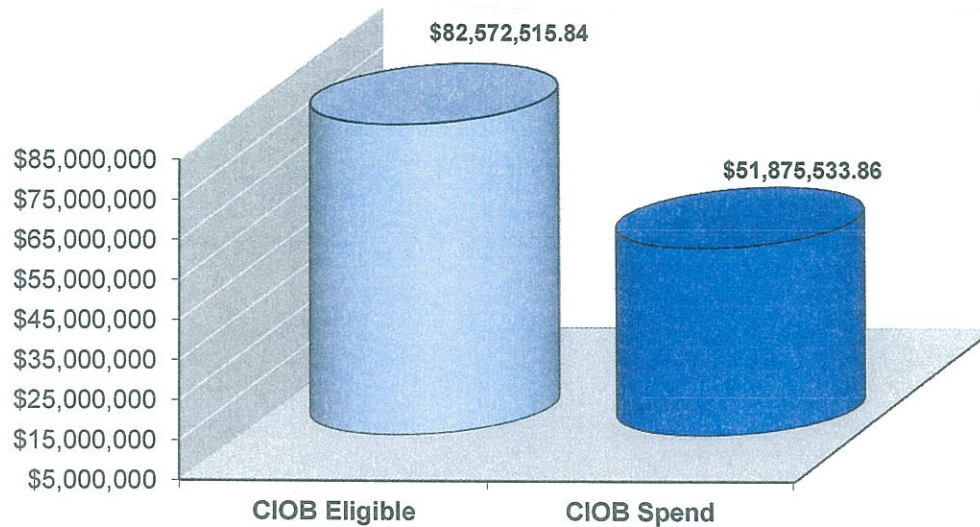
Month/Year of Report: July 2017 (Month Ending May – FY 2017)

Program Highlights

a. Balanced Scorecard Measures

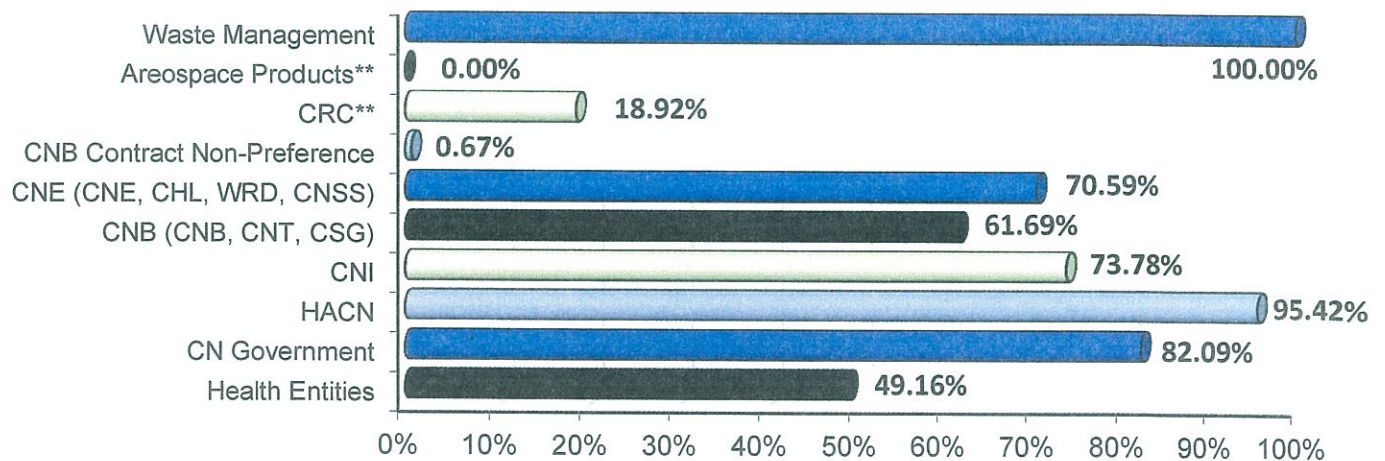
Objective	Metric	2016 Goal	Year to Date Achievement Notes/Comments
Effective Business Workshop Training	# Certified Indian-Owned Business Attendees and % indicating usefulness	300/100%	0 /100% 2,537 attending events including Engage Expo
Increase Certified Indian-Owned Business Procurement Awards	% Certified Indian-Owned Business Procurement Awards	80%	62.82% Business Entities eligible procurement \$'s awarded to Certified Indian Owned vendors <ul style="list-style-type: none"> • CNE – 49.73% • CN Government - 98.60 % • Health Entities – 100% • CNI – 20.53% • Waste Management - 0%
Increase Cherokee Citizens employed	% Cherokee Citizens (verified)	Entity CNE – CNB - HACN - CN – 82.9% Health - CNI – CRC – Aerospace -	Business Entities - 62.44% <ul style="list-style-type: none"> • CNE (CNE, CHL, WRD, CNSS) 70.59% • CNB (CNB, CNT, CSG) 61.69% (does not include service contract employees) • CNI 73.78% (does not include service contract employees) • Service Contract Employees (NP) .67% (CNB entities) • HACN 95.42% • CN Government 82.09% (does not include IPA/MOA) • Health Entities 49.16% • 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%	4 /100%
Certified Indian-Owned Business Receiving Financial Assistance	% Certified Indian-Owned Business Loans in Portfolio	85%	7.94% - based on \$'s loaned 5.13% - 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% - 1,074 sites monitored
Effective Monitor of Bid Openings	# and % Bid Openings Attended	100%	100% - 57 out of 57
Effective Resolution of Complaints – TERO and EEOC	% Complaints Resolved	100%	TERO: 3 complaints filed; 3 resolved, 0 pending EEOC: 4 complaints filed; 0 resolved, 4 pending

62.82% of CIOB Eligible Procurement Opportunities were awarded to CIOBs



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

62.44% of Employees are registered Cherokee Nation Citizens



**Companies majority, not wholly, owned