

COUNCIL OF THE CHEROKEE NATION
EXECUTIVE & FINANCE COMMITTEE REPORT

Group: Financial Resources **Month/Year of Report:** July 2017

Treasurer: Lacey Horn **Phone:** 207-3902 **E-mail:** lacey-horn@cherokee.org

I. Budget Highlights – through June

- a.) Financial Resources – 73% spent
- b.) Treasurer – 50% spent
- c.) IIM – 75% spent
- d.) Acquisition Management – 72% spent
- e.) Records Management – 41% spent
- f.) Support Services – 77% spent
- g.) Grants Management – 65% spent
- h.) Grant Development – 77%
- i.) Fleet Management – 52%
- j.) Employee Performance Incentive – 36% 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 July 2017 – estimated 99% completion by July 31, 2017

b.) Accomplishments

- 1. Staff attended multiple webinars, trainings and conferences for grants management
- 2. Staff attended Inforum 2017 to receive training information on the Lawson Financial System
- 3. Staff attended PL 102-477 training in Tulsa
- 4. Staff attended DOI Compact training in Las Vegas
- 5. FY18 Comprehensive Budget completed

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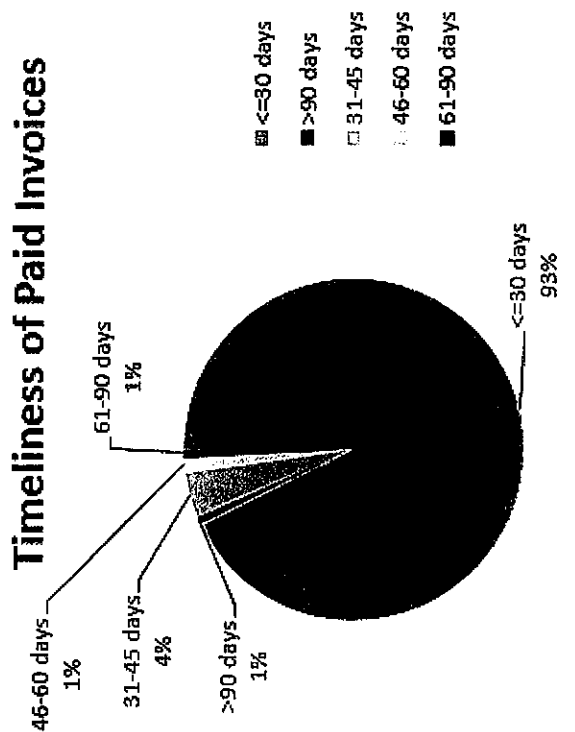
c.) Upcoming Events

1. FY18 Budget Hearings – August 28th – 30th

	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	\$ 22,403,702.14	98.51%
3	Award to non-TERO Vendor	\$ 337,914.99	1.49%
4	Sub-total bids with a TERO vendor participating	\$ 22,741,617.13	100.0%
5	Bid - no bids submitted by TERO Vendors	\$ 3,336,413.55	
6			
7	October 1, 2016 through June 30, 2017		

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Row Labels	APP-INVOICE-2	APP-TRAN-PMT-AMT-7
<=30 days	47,164	64,621,901.75
>90 days	705	800,015.26
31-45 days	2,021	9,347,657.43
46-60 days	618	2,561,568.32
61-90 days	442	2,418,266.61
Grand Total	50,950	79,749,409.37



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

The **Day Training Program** had two participants hired last month. One was hired by Cherokee Nation and the other by CNB/CNI.

Coming Home Reentry Participant Success:



Halie Callaway is a 32 year old female and is a Cherokee Nation Tribal Citizen that was incarcerated at Eddie Warrior Prison. She was released on October 15th 2015. She came to Career Services for help in the Coming Home Reentry Program. She received assistance and later became employed at Casey's General Store in Tahlequah. She is now the Manager of Casey's in Muskogee and earns \$47,500 annually. Ms. Callaway assists in opening of other Casey's stores in Oklahoma and Arkansas.

Halie had this to say about the Reentry Program: "The program helped me tremendously....when I was released all I had were the clothes on my back and it was a

relief to be able to receive assistance through my tribe."

Job Fairs/Other Events:

SP Foundry Job Fair July 12th

Around 30 applicants came in and were screened and drug tested. Seventeen applicants passed the screening and drug test and those applicants were sent to the company for a direct interview with the company supervisors. They are currently calling and setting up interviews with the 17 applicants and have already made over five job offers.

HyPro Job Fair July 13th

HyPro made 12 job offers from job fair applicants; six have already taken and passed the drug test, and six are scheduled to come in and take it.

RAE Corporation Job Fair in Pryor
Tuesday, August 1 8:00AM – 4:00 PM
Mid America Expo Center

MACY's

Macy's is current hiring. Numbers projection for 2017 peak season:

August - 450

Sept - 1200

October - 2100

November – 1700

Cherokee Nation Tahlequah Outpatient Health Center Construction Job Fair

Wednesday, September 13th 11:00 AM – 6:00 PM

Cherokee Nation Ballroom

Commerce Group

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

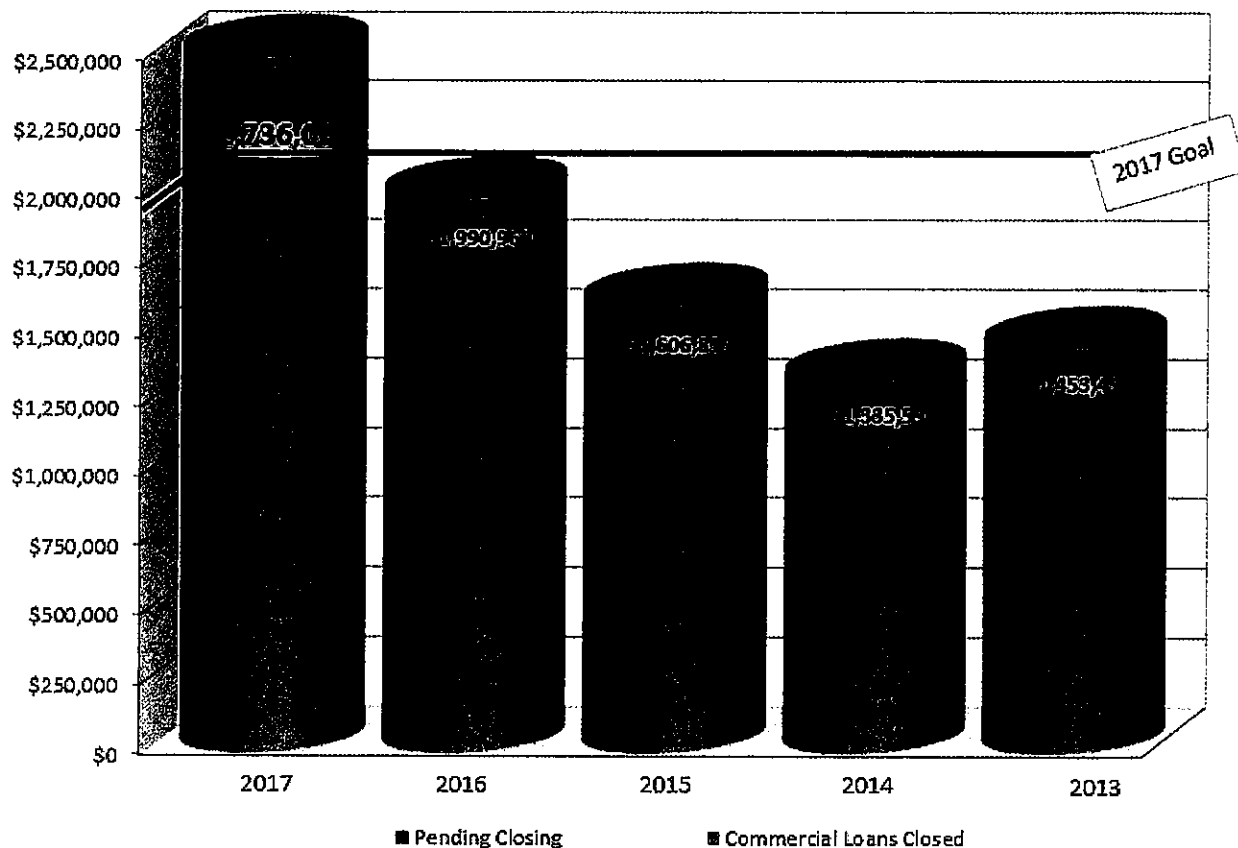
Anna Knight, Executive Director
918-453-5532
anna-knight@cherokee.org

Community and Economic Impact



**Since 2010 Cherokee Nation has Invested
\$12,179,154.76 in 258 Privately-owned
Small Businesses**

Dollars Invested in the Local Economy Through Small Business Lending



All Cherokee Nation Economic Development Trust Authority (CNEDTA) lending is at an all-time high and demand for both commercial and consumer products continues to increase.

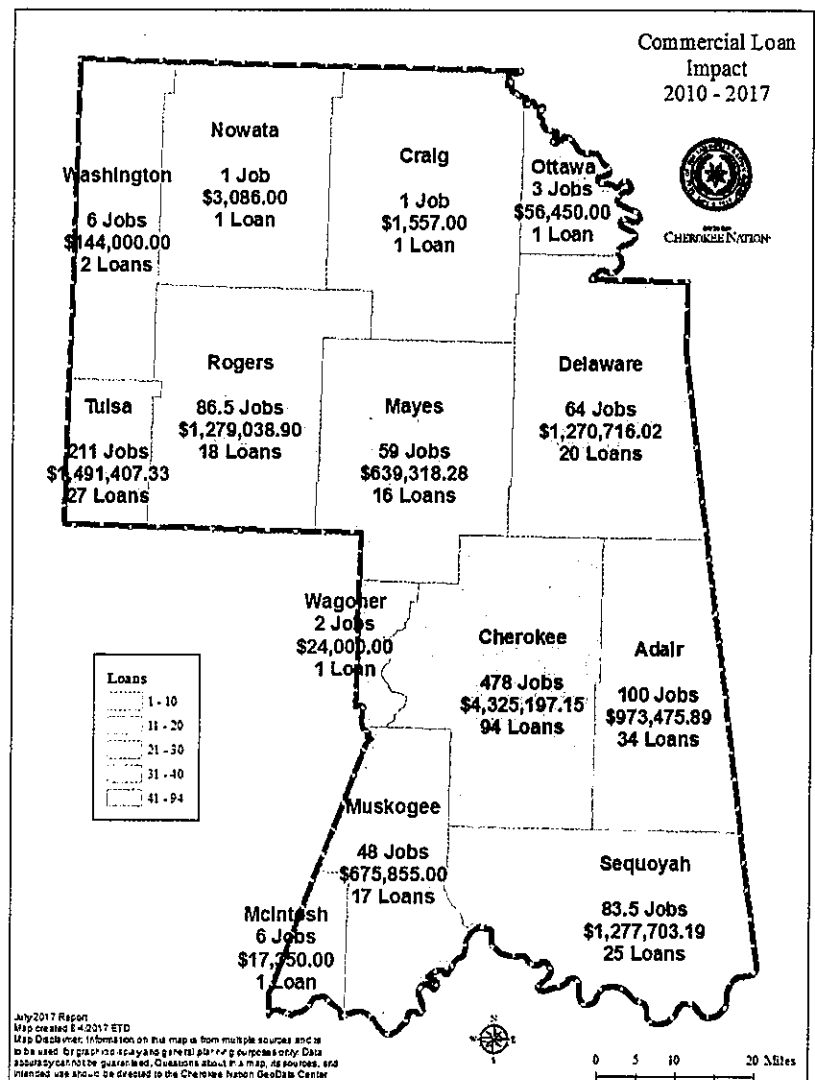
Small Business Loans Closed July 2017

Community	Loan Purpose	Project Costs	Owner Equity	Jobs
Sallisaw	Expansion	\$960,000	50%	3
Welling	Expansion	\$75,600	36%	1
Tahlequah	Expansion	\$117,500	66%	8
Welling	New Start-Up	\$59,000	19%	2
Pryor	Expansion	\$182,000	13%	3
Tahlequah	Expansion	\$152,650	84%	8
Bartlesville	Expansion	\$104,300	5%	3

Commercial Lending Pipeline (Commercial requests submitted)

Community	County	Business Type	Startup or Expansion
Keys	Cherokee	Medical Service	Expansion

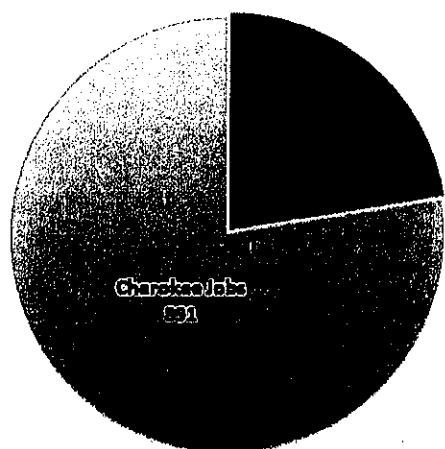
Commercial Lending Impact 2010 through 2017 By County



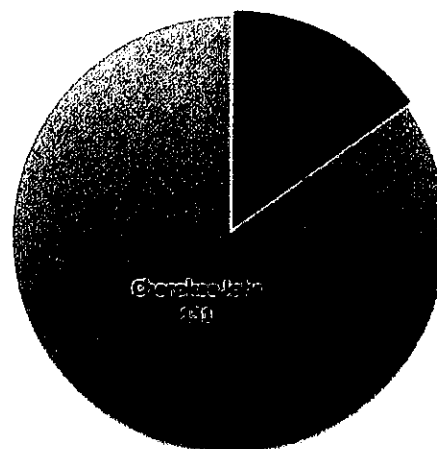
Small Businesses Create Community Based Jobs

Private Sector Jobs Created or Retained by Small Business Lending

Jobs Created FY10-17



Jobs Created FY 2017



Grant Applications Recently Submitted: Pending and Approved

Grant Submitted	Purpose	Amount Requested	Status	Notes
SBA Native American Enterprise	Technical Assistance One-on-One Coaching	\$116,000	Awarded	Executive Coaching, Market Research, Social Media
USDA Rural Business Development (RBDG)	Feasibility for Health Innovation Incubator	\$117,000	Pending	Informal award notice, Partnership with CN Health
USDA RBDG	Small Business Lending	\$500,000	Pending	Informal award notice
SBA PRIME	Kawi Café Operations	\$150,000	Pending	Continue the hands-on entrepreneurial training
US Treasury CDFI	Commercial Lending	\$1,000,000	Pending	Submitted as CN Economic Development Trust Authority (CNEDTA)
US Treasury CDFI	Commercial Lending*	\$2,000,000	Pending	*Limited to Cherokee County and Adair County, as USDA Persistent Poverty Counties, Submitted by CNEDTA
USDA Socially Disadvantaged Groups	Technical Assistance for Cooperatives	\$137,000	Pending	Leadership Training, Strategic Planning, Feasibility Studies, Submitted as CNEDTA

Entrepreneurial and Small Business Training

We are seeking Cherokee business owners interested in one-on-one coaching in the areas executive coaching, market research and social media. Please refer anyone interested to Stephen Highers at 918-207-3955 or stephen-highers@cherokee.org.

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

Commerce Business Coach Brian Wagnon makes **field visits to meet with entrepreneurs**. Above is his monthly schedule; he can be reached at brian-wagnon@cherokee.org or 918-506-9168. Special accommodations are available.

Business/Entrepreneur Workshops			
Date	Location	Time	Workshop
August 10	Bartlesville	11:00 am	Growth Wheel Workshop
August 15	Sallisaw	10:00 am	Growth Wheel Workshop
August 17	Muskogee	1:00 pm	Introduction to Microsoft Office
August 23	OKC	12:30 pm	DOL Free Compliance Assistance Seminar
August 24	Claremore	10:00 am	Growth Wheel Workshop
August 24	Muskogee	1:00 pm	Supervisory Academy
August 28	Jay	10:00 am	Growth Wheel Workshop
September 12	Ardmore	12:30 pm	DOL Free Compliance Assistance Seminar
September 19	Tulsa	12:30 pm	DOL Free Compliance Assistance Seminar

Commerce with regional training groups to leverage resources and target larger markets. Year to date, **entrepreneurial development and business workshops have been attended by 4,999 people**, 100 percent of whom found the training useful to building the capacity of their businesses.

Much of Commerce's training is conducted one-on-one to meet specific needs. Staff also conducts regular site visits with all current loan clients and evaluates individual training needs for business growth and best chance of success.

Artists as Entrepreneurs and Community Tourism as 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, **1,108 people have attended 180 artist taught classes** and the **equipment has been used 1,442 times by 707 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 4,789** times.

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 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
August 8	6:30-9:00 pm	SEIAA Monthly Meeting
August 16	1:30 pm	Cultural Day at NSU
August 17	6:30-9:00 pm	Tahlequah Arts Council Meeting
August 19	2:00-3:00 pm	Tahlequah Writers Group
August 27	7:00-9:00 pm	Art Alliance with Wade Blevins

Cherokee Nation Proudly Presents




The Spider Gallery currently **represents 120 Cherokee Nation artists.**

- Year to date 2,773 visits have been made to the Gallery
- Year to date sales total \$32,374.95
- **Artists have earned \$75,258.63**
- **Online Gallery sales will be live by September 1**
- The Gallery Store include items priced less than \$100

Cherokee Traditional Community Games will conclude during the Cherokee National Holiday as Community Champions compete for the overall champion title. 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.

Remaining Community Games

Date	Community
August 19	Tri-WEB Community
September 3	Cherokee National Holiday



12th Annual Traditional Native Games
CHEROKEE NATION®

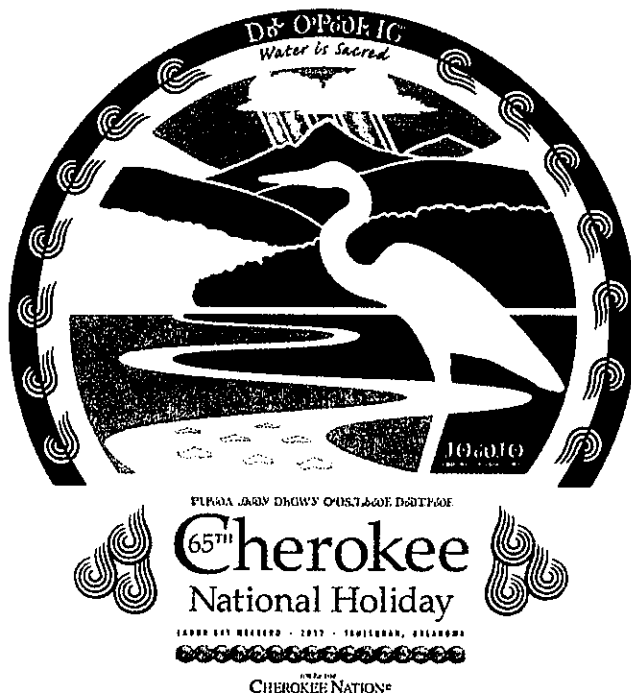
April 22, Tulsa: Fairbairn Community Center
May 10, Okotah: Longhorn Ranch
June 17, Newhall: Newhall Community Center
July 22, Pryor: Whitaker Park
August 19, Briggs: Webb Community Building
September 3, Cherokee National Holiday: Championship Game

Winners receive a shirt and invitation to compete in the 15th Cherokee National Holiday Championship Game.
Adult and Youth Games: No cost to participants. All games start promptly at 10:00 a.m.

<p>Cherokee Traditional Games Tina L. L. L. L. 918.453.5000 tina.l.l.l.l@cherokee.org 918.453.5000 tina.l.l.l.l@cherokee.org</p>	<p>Cherokee Traditional Games Pam H. H. H. 918.453.5000 pam.h.h.h@cherokee.org 918.453.5000 pam.h.h.h@cherokee.org</p>	<p>Cherokee Traditional Games Cherokee Traditional Games 918.453.5000 cherokee.traditional@cherokee.org 918.453.5000 cherokee.traditional@cherokee.org</p>	<p>Cherokee Traditional Games Cherokee Traditional Games 918.453.5000 cherokee.traditional@cherokee.org 918.453.5000 cherokee.traditional@cherokee.org</p>
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Traditional Games Director
Bayly Wright
918.453.5000
bayly.wright@cherokee.org

The Cherokee National Holiday is right around the corner. Commerce coordinates all Holiday activities through the help of hundreds of event coordinators and volunteers. Thank you to all the coordinators and volunteers that make this event a huge success!!



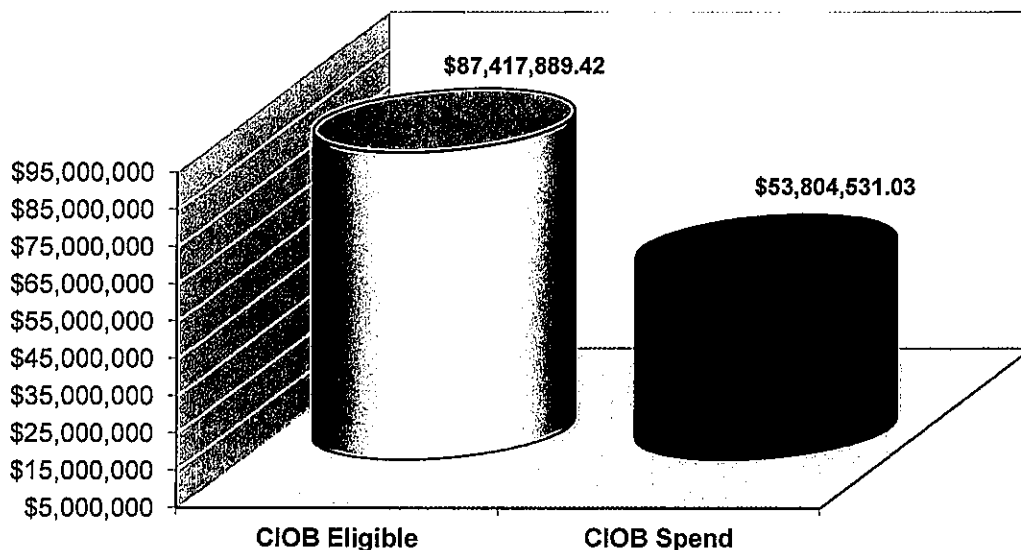
Bayly Wright is the Holiday Director and she can be reached at 918-453-5000, extension 5992 or at bayly-wright@cherokee.org.

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:** August 2017 (Month Ending June – FY 2017)**Program Highlights****a. Balanced Scorecard Measures**

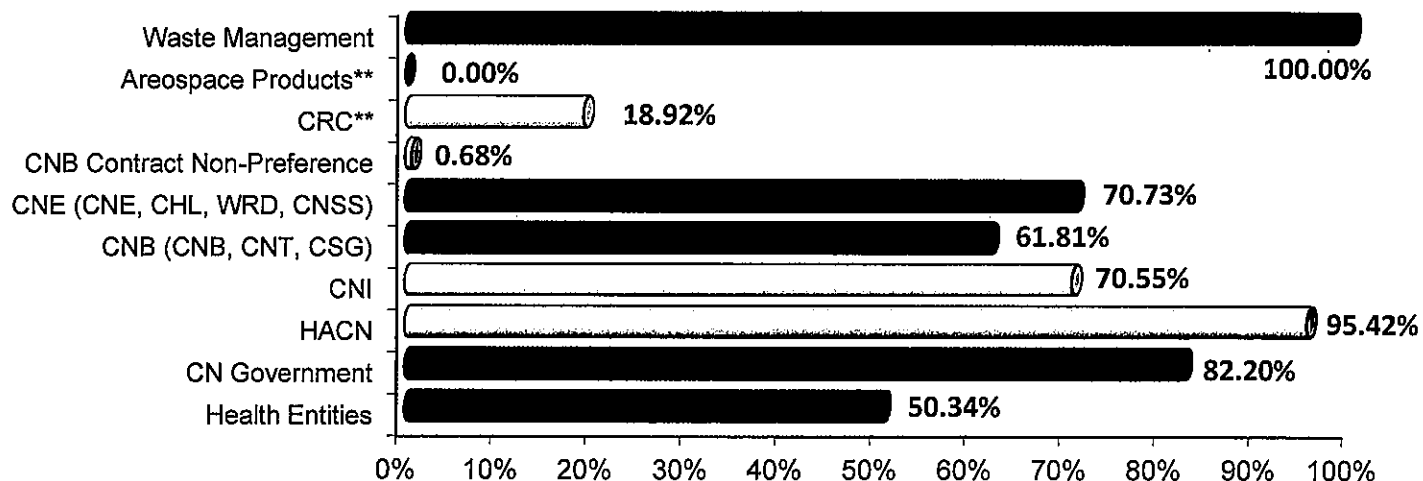
Objective	Metric	2016 Goal	Year to Date Achievement Notes/Comments
Effective Business Workshop Training	# Certified Indian-Owned Business Attendees and % indicating usefulness	300/100%	0 /100% 2,712 attending events including Engage Expo
Increase Certified Indian-Owned Business Procurement Awards	% Certified Indian-Owned Business Procurement Awards	80%	61.55% Business Entities eligible procurement \$'s awarded to Certified Indian Owned vendors <ul style="list-style-type: none">• CNE – 48.45%• CN Government - 98.51 %• Health Entities – 100%• CNI – 22.64%• Waste Management - 0%
Increase Cherokee Citizens employed	% Cherokee Citizens (verified)	Entity CNE – CNB – HACN – CN – 82.9% Health – CNI – CRC – Aerospace -	Business Entities - 62.69% <ul style="list-style-type: none">• CNE (CNE, CHL, WRD, CNSS) 70.73%• CNB (CNB, CNT, CSG) 61.81% (does not include service contract employees)• CNI 70.55% (does not include service contract employees)• Service Contract Employees (NP) .68% (CNB entities)• HACN 95.42%• CN Government 82.20% (does not include IPA/MOA)• Health Entities 50.34%• 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	110
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%	6.59% - 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% - 1,198 sites monitored
Effective Monitor of Bid Openings	# and % Bid Openings Attended	100%	100% - 60 out of 60
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

61.55% of CIOB Eligible Procurement Opportunities were awarded to CIOBs



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

62.69% of Employees are registered Cherokee Nation Citizens



**Companies majority, not wholly, owned