

COUNCIL OF THE CHEROKEE NATION
EXECUTIVE & FINANCE COMMITTEE REPORT

Group: Financial Resources

Month/Year of Report: November 2018

Treasurer: Lacey Horn

Phone: 207-3902

E-mail: lacey-horn@cherokee.org

- I. Budget Highlights – through October
 - a.) Financial Resources – 7% spent
 - b.) Treasurer – 4% spent
 - c.) IIM – 8% spent
 - d.) Acquisition Management – 9% spent
 - e.) Records Management – 6% spent
 - f.) Support Services – 8% spent
 - g.) Grant Services– 6%
 - h.) Fleet Management – 0%
 - i.) Employee Performance Incentive – 0% spent
 - j.) Grant Development for CNB – 0% spent
 - k.) DOJ CTAS 2017 – 0%
- II. Program Highlights
 - a.) Departmental Goals
 - 1. Complete FY18 Audit – 0% Complete
 - 2. Obtain Unmodified Audit Opinion – 0% complete
 - 3. No Material Weaknesses on Single Audit – 0% complete
 - 4. Obtain GFOA Award for FY17 CAFR – 100% complete
 - 5. Reports completed & submitted for November 2018 – 99% completion
 - b.) Compliance
 - 1. Line of Credit – no outstanding borrowings
 - c.) Accomplishments
 - 1. Staff attended multiple webinars, trainings and conferences for grants management
 - 2. Staff attended the OSU Tribal Finance and Accounting Certificate program
 - d.) Upcoming Events
 - 1. Various grant trainings scheduled for December 2018
 - 2. Year end preparations underway

COUNCIL OF THE CHEROKEE NATION
EXECUTIVE & FINANCE COMMITTEE REPORT

	A	B	C
1	Cherokee Nation Acquisition Management Year-To- Date Bid Report Over \$5,000 Transactions October 1, 2018 through September 30, 2019		% of sub-total - TERO vendor submitted Bid
2	Award to TERO Vendor	\$ 2,940,934.20	99.09%
3	Award to non-TERO Vendor	\$ 26,890.00	0.91%
4	Sub-total bids with a TERO vendor participating	\$ 2,967,824.20	100.0%
5	Bid - no bids submitted by TERO Vendors	\$ 694,463.20	
6			
7	October 1, 2018 through October 31, 2018		

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

Career Services is in negotiations with the Department of Labor for another Dislocated Worker grant to address the opioid crisis. The two-year, \$6 million grant is titled National Health Emergency Phase Two: Disaster Recovery National Dislocated Worker Grant to Address the Opioid Crisis and will provide employment and training services to approximately 400 individuals affected by the ongoing opioid crisis. The program will work closely with Behavioral Health and the Opioid Task Force.

The **Day Training Program** had 17 participants enter unsubsidized employment. One was with Cherokee Nation, ten were externally, and six were with CNB/CNI. Thirteen participants attained the Food Handler Certification.

The **Tribal Employment Rights Office (TERO)** raised \$17,126.91 for the Cherokee Elder Care to purchase gifts for the elderly at the TERO Golf Benefit Tournament.

The **Tribal Economic Development Program (TED)** met with a company called "Project Rodeo" that is potentially looking at Inola and will employ 250 people.

Disability Employment Initiative Participant Success:



Rod Ramsey, a 53-year-old Cherokee Citizen and lifetime resident of Vinita, will soon be an employee of the Cherokee Nation Housing Authority. "My dad always told me, God may not always give you what you want, but He will give you what you need," said Ramsey. "This opportunity could not have come at a better time."

Ramsey started working with the Cherokee Nation Housing Authority through a work experience program, and the Disability Employment Initiative Grant offered by Cherokee Nation Career Services.

"Rod mentioned he would like to be part of helping maintain the apartments and landscapes at Buffington Heights Housing Addition in Vinita," said Diane Kelley, Executive Director of Career Services. "When a new opportunity became available he applied for the job." Ramsey received an offer for the position and will start on November 26, 2018. "Buffington Heights has many elderly individuals who are unable to do the daily custodial and

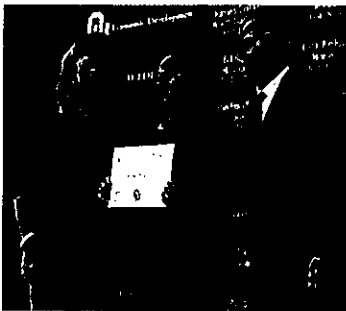
maintenance duties to take care of their apartments," said Ramsey.

"The residents depend on the maintenance staff to do these jobs and I feel blessed to be able to help."

Ramsey resides with his wife Cindy, and has a 22-year-old son, Matthew. He enjoys camping and fishing, but mostly cooking. He is well known for his smoked meats and donates a great deal of time volunteering his cooking skills for family and in the community. Ramsey was an employee at the City of Vinita Water Department for 20 years. He also worked for the Public Service Company in Craig County. "Due to medical conditions I wasn't able to perform some of the job duties that were required," said Ramsey.



"The new job with the Housing Authority will work out great. I'm looking forward to the chance to work for them." Chuck Hoskin Jr., Cherokee Nation Secretary of State, recently visited with Ramsey in Vinita. "I'm proud of my friend Rod Ramsey who is advancing in his career with Cherokee Nation Housing Authority," said Hoskin. "He's a good man."



Vocational Rehabilitation Director, Brenda Fitzgerald, graduated from the University of Oklahoma's Economic Development Institute this month.

Career Services staff attended & participated in the American Indian Chamber of Commerce monthly meeting this month.



Job Fairs and Other Events:

Keep up to date with future Job Fairs at: www.cherokee.org/jobfairs

Brad Eubanks is point of contact for Community Meetings.



*Built on pride,
dedicated
to excellence*



*A Public Power
Community*

City of Sallisaw
115 East Choctaw
P.O. Box 525
Sallisaw, OK 74955
Ph. 918-775-6241
Fax 918-775-9550
www.sallisawok.org

October 31, 2018

The Honorable Bill John Baker
Principal Chief of the Cherokee Nation
P.O. Box 948
Tahlequah, OK 74465-0948

RECEIVED NOV 05 2018

Dear Chief Baker:

As you are now aware, the City of Sallisaw was successful in its bid to secure our city as the location for the new Veterans Nursing Center. On Friday, October 26, 2018, the Oklahoma Veterans Commission (OVC) voted seven to one to accept our proposal and build a new nursing facility on ninety (90) acres of property located along U.S. Highway 59 South, in Sallisaw. The positive impact this facility will have on the citizens of our community will be felt by many generations to come.

I know without question, our success would not have been possible if it were not for your individual effort and the efforts of all of our great partners at the Cherokee Nation. The Tribe's willingness to step up and help has always been impactful to our community, and this important proposal was no exception. The Cherokee Nation allowed us to not only have a seat at the table, but we were able to provide the OVC with the very best proposal possible and bring this center home!

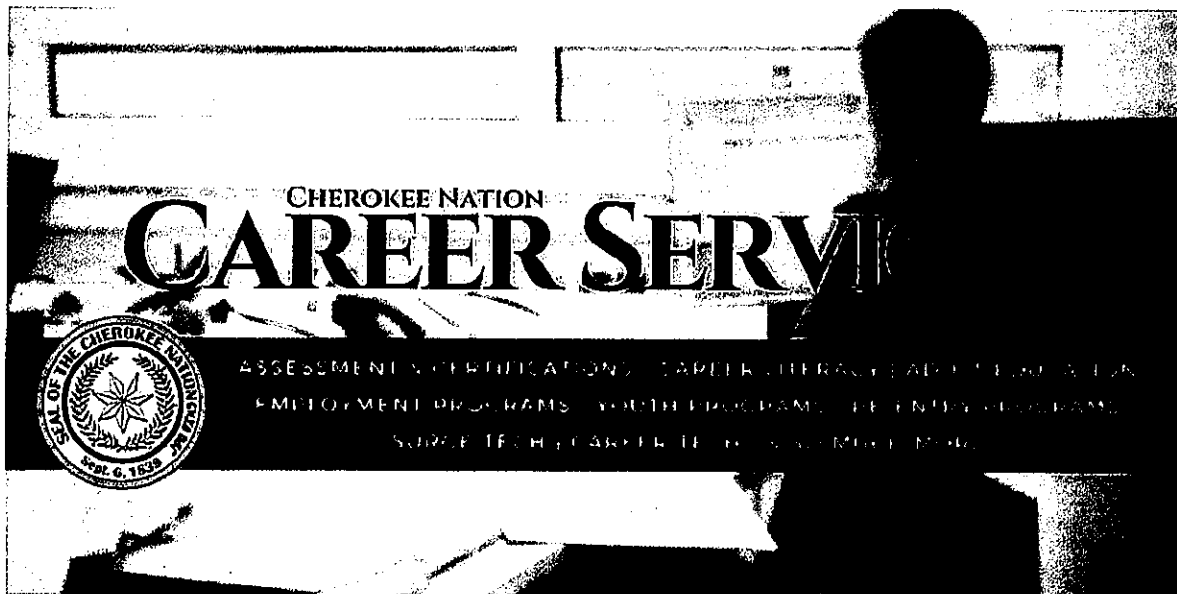
Please accept this letter as our genuine and heartfelt "thank you" to you and all of our friends at the Cherokee Nation. The City of Sallisaw, and certainly our citizens, are eternally grateful for your dedication to improving all communities within the Cherokee Nation. We certainly look forward to continuing our strong partnership with the Cherokee Nation, which will give all of our citizens the brightest future possible

I would especially like to thank and commend Diane Kelley and the Career Services team; Chuck Garret and Andy McMillan with Cherokee Nation Business; and, Councilmen Bryan Warner and E.O. Smith. These individuals serve unselfishly and always go above and beyond any time they are called upon. Please extend our sincere gratitude to them, along with all of the others who assisted in this endeavor.

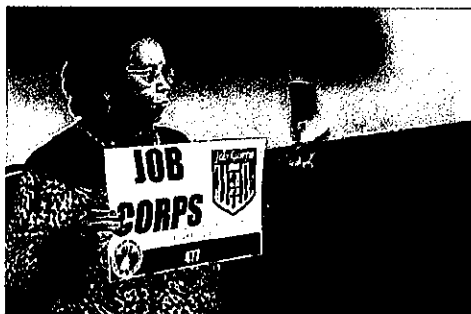
Respectfully,

Ernie Martens
Mayor

S. Diane Kelley, Executive Director
Cherokee Nation Career Services



Career Services Mission



The goal of Career Services is jobs
We provide several employment services that assist individuals in finding
a job meeting needs of job employer that best fit skills & training
We have programs that can assist you in acquiring work experience, receive
job specific training on the job and provide you with assistance in your job search.

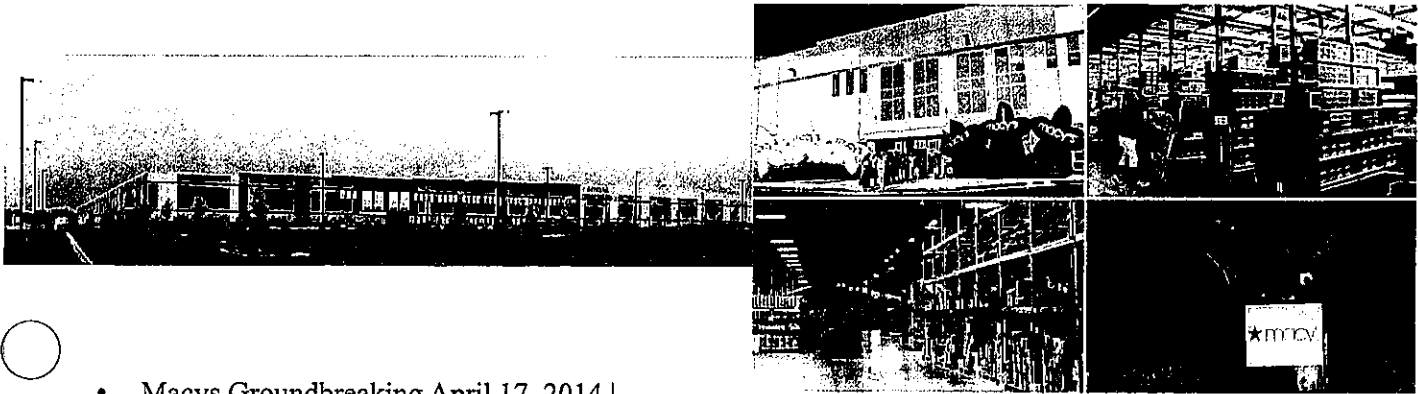
Employment Programs
On-the-Job Training ~ Day Training
Direct Employment ~ Work Experience
Cherokee Nation Firedancers

Cherokee Nation Career Services

918-453-5555

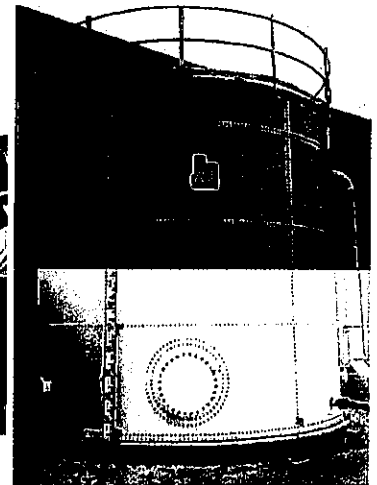
- The mission of the Career Services Group is to develop and encourage individuals to achieve and maintain work habits and skills that promote employability and self-sufficiency through programs that encompass education, training, rehabilitation and supportive services.

Macys Fulfillment Center, Owasso, OK



- Macys Groundbreaking April 17, 2014 |
- Cherokee Nation Contributed \$500,000 for infrastructure cost (roads)
- Job Fairs, Recruitment Fairs, Referrals | Cherokee Nation | State Workforce
- Training – Indian Capital Technology (TIPS) | Cherokee Nation | State Workforce
- Indian Employment Credit - IRS Form 8845– State of Oklahoma: 2015 - \$536,000
- Bi-weekly job fairs at the Claremore Office Starting July 16, 2018
- HR Contact, Marva Tanner

AST, Jay, Oklahoma



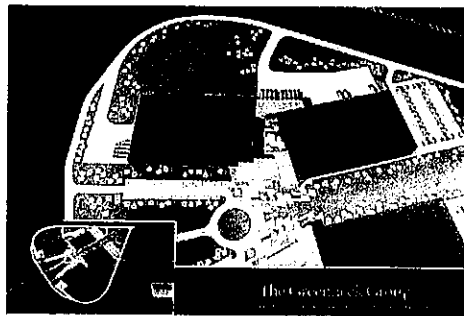
- Cherokee Nation Contributed Start-up cost of \$15,000
- Currently AST employs 20 Cherokee Nation citizens, which makes up 41% of their employee population.
- AST saved over \$100,000 by utilizing On-the-Job training through Career Services (2016)
- Job Fairs, Recruitment Fairs, Referrals | Cherokee Nation | State Workforce
- Training – Indian Capital Technology (TIPS) | Cherokee Nation | State Workforce
- Indian Employment Credit - IRS Form 8845– State of Oklahoma
- Along with completing the sewer line for the building, the tribe completed a road project that paved the main access road in the industrial park. The road not only benefits the business, it also makes access to the Jay Community Garden and Cherokee Nation Food Distribution easier.

SP Foundry, South Coffeyville, OK



- Cherokee Nation Contributed Start-up cost of \$40,000
- The Cherokee Nation held a dinner in South Coffeyville to welcome the new company SP Foundry, which is bringing 250 jobs to Nowata County. The dinner brought in 200 community members to welcome SP Foundry. February 2, 2017
- Currently SP Foundry employs 9 Cherokee Nation citizens, and 24 other Native Americans
- Job Fairs, Recruitment Fairs, Referrals | Cherokee Nation | State Workforce
- Training – Indian Capital Technology (TIPS) | Cherokee Nation | State Workforce
- Indian Employment Credit - IRS Form 8845– State of Oklahoma
- Currently expanding building (Groundbreaking March 2019)
- HR Contact, Mary Nolte mnolte@spfoundry.com

The GreenHeck Group, Tulsa, OK



- Cherokee Nation Contributed Start-up cost of \$250,000
- Will help with Job/Recruitment Fairs, Referrals, Pre Employment Assessments
- Training – Indian Capital Technology (TIPS) | Cherokee Nation | State Workforce
- On-the-job Training – Cherokee Nation | State Workforce
- Indian Employment Credit - IRS Form 8845– State of Oklahoma

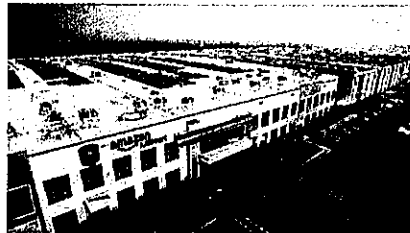
Sofidel America, Inola, OK



- Cherokee Nation Contributed Start-up cost of \$250,000
- In addition to the 300 permanent jobs, about 500 construction jobs will be created in the course of the company's \$360 million capital investment.
- More than 57,000 Cherokee Nation citizens live within 25 miles of the plant, and Cherokee Nation's own career services department will have a role recruiting new employees for the facility, which is expected to be operational by 2020.
- Will provide Job Fairs, Recruitment Fairs, Referrals
- Training – Indian Capital Technology (TIPS) | Cherokee Nation | State Workforce
- On-the-job Training – Cherokee Nation | State Workforce
- Indian Employment Credit - IRS Form 8845– State of Oklahoma

Amazon Fulfillment Center, Tulsa, OK

fulfillment
by **amazon**



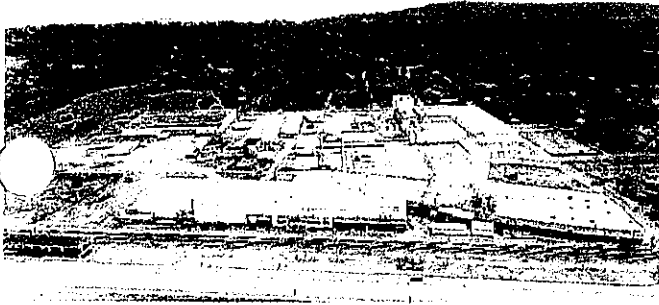
- Cherokee Nation Contributed Start-up cost of \$500,000
- approximately 1,500 full-time workers
- 640,000-square-foot facility will be built on an 82-acre property near 43rd Street North and 129th East Avenue
- \$130 million capital investment with an annual payroll of \$50 million.
- Warehouse workers will be making \$12 / hr. | Promotions & Pay Increases \$14-16 / hr.
- Will provide Job Fairs, Recruitment Fairs, Referrals
- Training – Indian Capital Technology (TIPS) | Cherokee Nation | State Workforce
- On-the-job Training – Cherokee Nation | State Workforce
- Indian Employment Credit - IRS Form 8845– State of Oklahoma

Ingredion, Tulsa, OK



- Cherokee Nation Secretary of State Chuck Hoskin Jr. Gets an award from Tulsa Regional Chamber CEO and President Michael Neal during a news conference about the opening of new offices to Ingredion in Tulsa on Tuesday, December 19th, 2017.
- Fortune 500 company brings 60 jobs to downtown Tulsa
- Sixteen cities competed for Ingredion's new offices, and Tulsa beat out finalists Tampa, Florida, and Indianapolis, Indiana.

The Schwan Food Company, Stilwell, OK



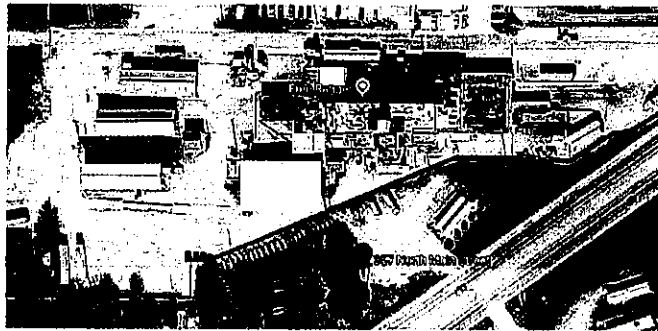
- Schwan's Company starts new \$40 million pie line
- Public invited to 75th anniversary event on Oct. 30, 2017
- The Edwards brand is the No. 1 pie brand in the United States, owning 43 percent of the pie market.

DMI Companies, Wagoner, OK



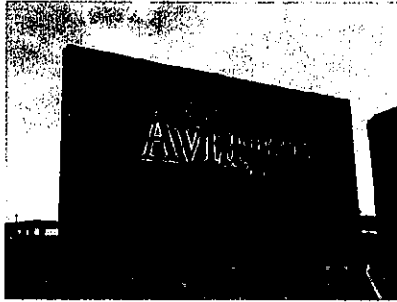
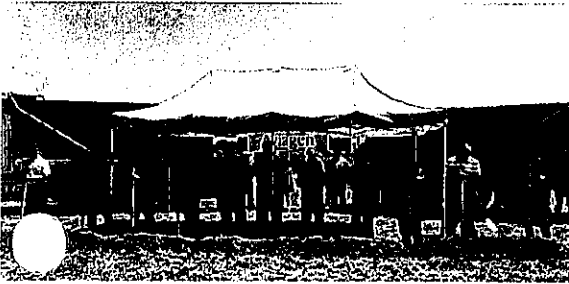
- DMI Companies ramp up production in Wagoner
- Ribbon cutting ceremony in September 2017.
- DMI Companies is the largest HVAC accessories manufacturer in North America
- It was planned that DMI Companies would provide 20 new jobs after its first year in operation and 60 new jobs after five

Free Ranger, Jay OK



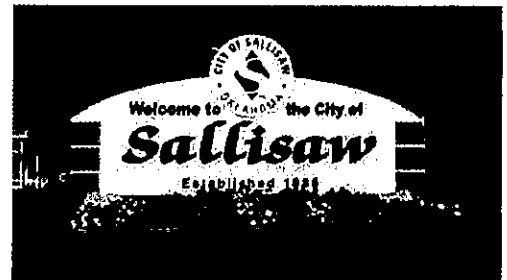
- The 35,000-square-foot processing plant in Jay in northeast Oklahoma will shut down Sept. 10, said Gerald Lessard, Crystal Lake Farms president.
- Crystal Lake Farms is under the umbrella of Free Ranger LLC, which acquired the former Simmons Custom Process Inc. plant in 2015, according to the company's website.
- West Liberty Foods acquired Free Ranger LLC from the former Crystal Lake Farms in May, 2017.

Aviagen, Sallisaw, OK 2018



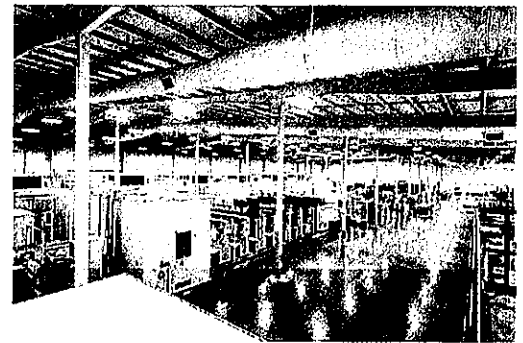
- Poultry breeding company invests \$9.5m in Oklahoma hatchery expansion, advances hatchery's performance and workforce. 2015
- Aviagen plans to build a 10,000 square-foot facility on the property at a cost of about \$1.9 million. The new facility is expected to be in full operation by Dec. 31, 2019.
- It is expected to initially bring 45 new jobs to the area.

Veterans Center, Sallisaw OK



- Sallisaw chosen as location for next state veterans center, beating out Muskogee and Poteau
- Sallisaw over Muskogee and Poteau as the future home of a 175-bed long-term care center that will replace one in the small southeast town of Tahleah. It could be fully constructed within the next three years, Veterans Affairs officials say.
- Sallisaw presented two options to the Veterans Commission last month and commissioners chose a 90-acre plot of land on the city's south side. The city is giving Veterans Affairs the land for free, along with \$780,000 in cash incentives. The Cherokee Nation has pledged to spend \$500,000 on parking and access roads at the new center.
- It granted the Oklahoma Capitol Improvement Authority permission to generate up to \$35 million in state funds for the project. The federal government provides a 65 percent match for state Veterans Affairs projects, meaning the project could cost \$100 million.

Orizon Aerostructures, Grove OK



- The expansion will create a minimum of 60 quality jobs with hourly wages ranging from \$17 to \$20, plus benefits.
- Orizon is making a \$45 million investment in Grove by expanding the existing 140,000 sq. ft. building by adding 80,000 square feet, and purchasing and installing six Ecospeed machines.
- Orizon employs 149 workers at its Grove plant

Cherokee Nation Career Services

healthcare employment career choices
 cherokeejobs.org culture technical trades
 opportunity construction self-sufficiency hope
CAREER jobs family hope
 sqof benefits training
 hospitality **SERVICES** work manufacturing
 education you can! training paycheck
 manufacturing & technology cherokee
 job search assistance adult education



Cherokee Nation Career Services

We Offer... Opportunities

Jobs CAREER CHOICES

TRAINING Hope

TALKING LEAVES JOB CORPS



"Career Services helped me find a job and showed me how to pursue a career in counseling. This is a chance to start over and provide for my family."
 -Clarity Chippewa, Customer Service

"I couldn't have done it without the understanding and direction from Career Services. They made me realize I can do things I didn't think I could."
 -David Petersen, Computer Drafter

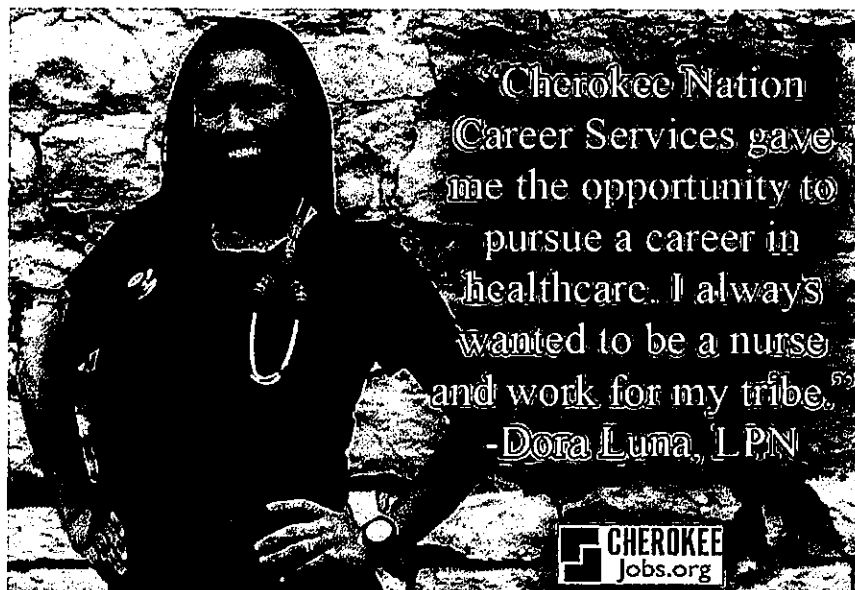


"Cherokee Nation Career Services gave me the opportunity to pursue a career in healthcare. I always wanted to be a nurse and work for my tribe."
 -Dora Luna, LPN

VISIT US ONLINE
 OR CALL 918-453-5555

CHEROKEE
 jobs.org

Career Services Success Stories



Career Services Success Stories



**“Manufacturing and
technology based
professions provide the
opportunity to earn
higher wages than those
with a college degree.”**

**-Jacquelyn Byrd
Welding Graduate
Ironworkers 584**



Career Services Success Stories



**“Cherokee Nation
Career Services gave
me the opportunity to
pursue a career in
counseling and a chance
to provide for my family.”
-Charity Chippewa
Customer Service Rep.**



Reintegration (Re-Entry) Program



COMING HOME DIRECTOR DARYL LEGG AT
THE CHEROKEE NATION HEADQUARTERS IN
TAHLEQUAH

The Reintegration (Re-Entry) Program serves Cherokee Nation citizens that have recently been released from incarceration within the past three months and assists them with employment and vocational services. Participants of this program must not have a hold, warrant or pending charge.

"CHEROKEE NATION'S COMING HOME RE-ENTRY PROGRAM PAYING DIVIDENDS"



KALLI WATKINS AT THE CHEROKEE
NATION CAREER SERVICES OFFICE IN
TULSA.

- <http://www.thetulsavoice.com/February-A-2018/Holistic-rehabilitation/>
- <https://nativenewsonline.net/currents/cherokee-nations-coming-home-re-entry-program-paying-dividends/>

Cherokee Nation Citizen Honored By White House As 'Champion Of Change'



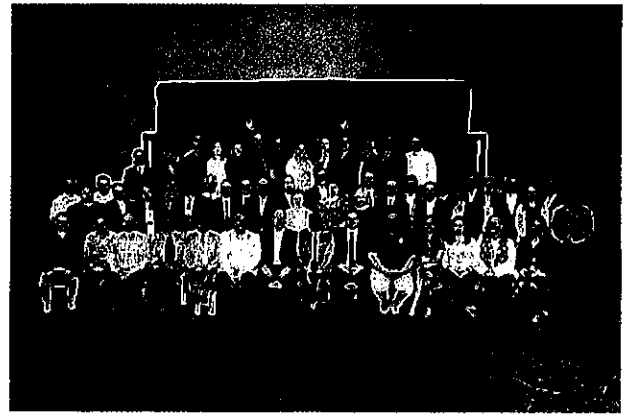
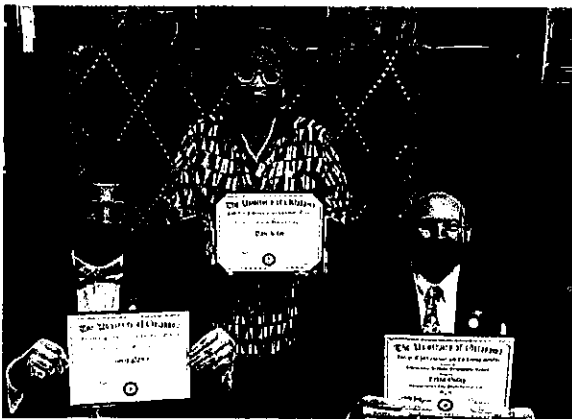
Cherokee Nation citizen and White House Champion of Change Daryl Legg overcame his own mistakes and is now helping others do the same through the prison re-entry program.



- <http://www.newson6.com/story/25904948/cherokee-nation-citizen-honored-by-white-house-as-champion-of-change>
- <https://www.youtube.com/watch?v=2QkW33pDEbk>



Economic Development OU – EDI



Cherokee Nation employees graduate from OU spring EDI

- OU EDI is an intensive 117-hour certificate program that provides a broad spectrum of advanced education for the economic development professional.
- OU EDI classes focus on three major core areas, including business retention and expansion, real estate, and credit analysis, as well as areas of concentration in marketing, strategic planning, entrepreneurship and managing economic development organizations. Students typically take one to two years to complete the program through a series of in-person seminars, workshops and discussion groups

CherokeeJobs.com



Your online resource for employment opportunities in the Cherokee Nation.

Commerce Group

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

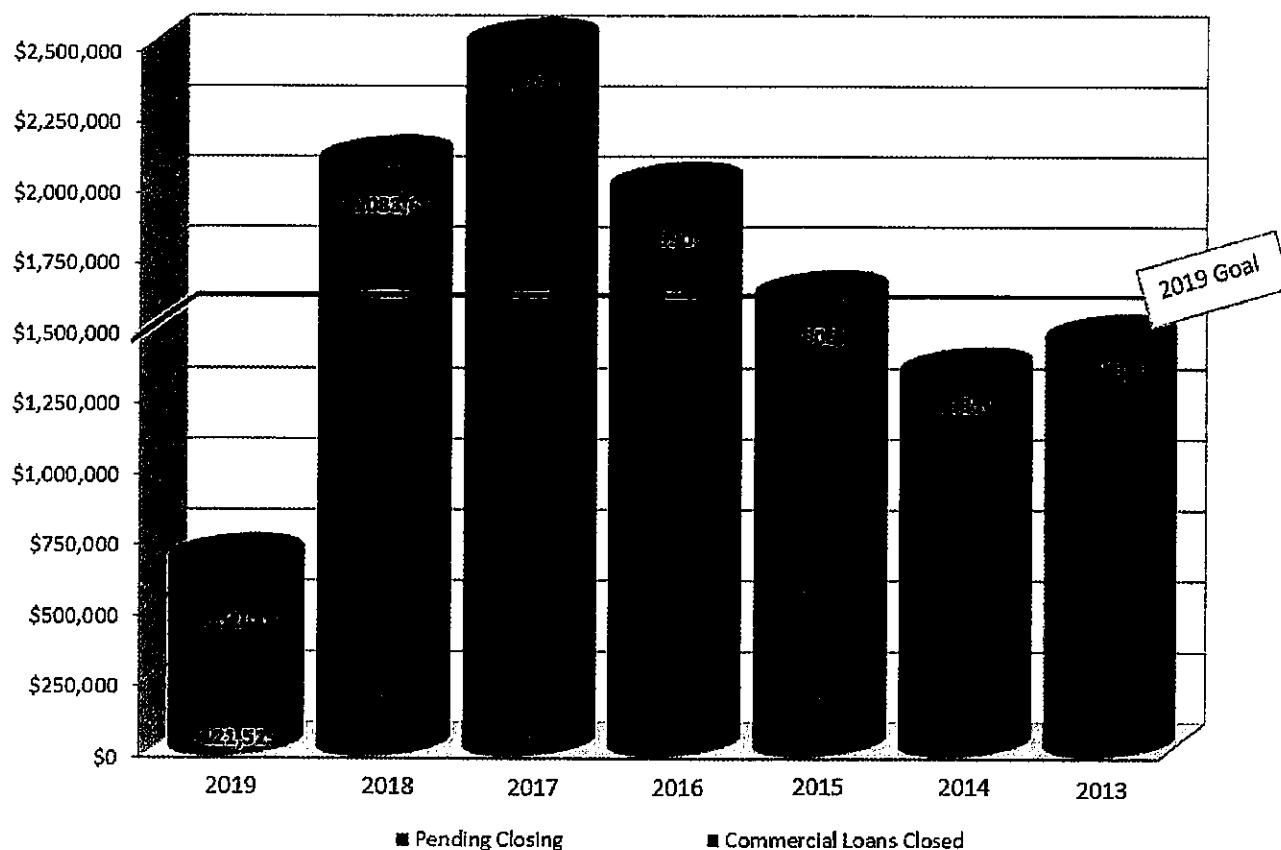
Anna Knight, Executive Director
918-453-5532
anna-knight@cherokee.org

Community and Economic Impact



**Since 2010 Cherokee Nation Community
Investment: \$14,384,294.54 in 298
Privately-owned Small Businesses**

Dollars Invested in the Local Economy Through Small Business Lending



Small Business Loans Closed November 2018

Community	Loan Purpose	Project Cost	Owner Equity	Jobs
Claremore	Retail	\$29,100	18%	2
Tahlequah	Service	\$52,100	8%	2

"I was very pleased with my experience with the Cherokee Nation SBAC. Everyone was very helpful, communicative, and always available to answer questions and lend support. It was a great feeling to know they were pulling for me and doing what was necessary on my behalf to make my business dream a reality."

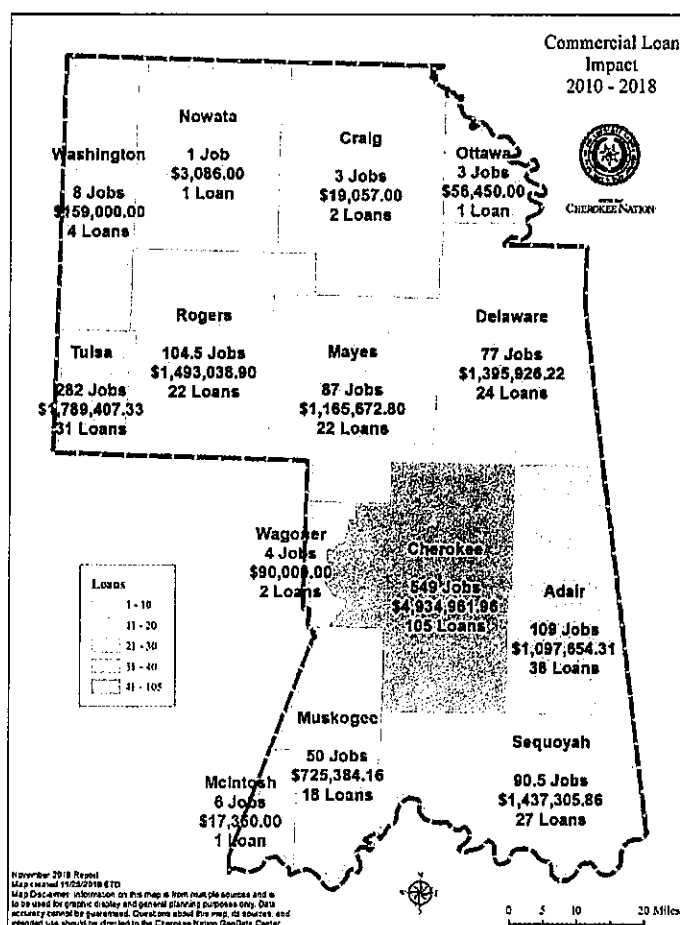
Mindy Smith, EdD
Lavender's Bleu Literacy Center
Tulsa, OK

Commercial Lending Pipeline (Commercial requests submitted)

Community	County	Business Type	Reason for Request
Tahlequah	Cherokee	Retail	Start-up
Jay	Delaware	Service	Start-up
Hulbert	Cherokee	Agriculture	Expansion
Tahlequah	Cherokee	Tourism Service	Expansion
Muskogee	Muskogee	Child Care Service	Expansion
Owasso	Tulsa	Service	Start-up
Talala	Washington	Service	Start-up
Tulsa	Tulsa	Agriculture	Start-up

Commercial Lending Impact 2010 through 2019 by County

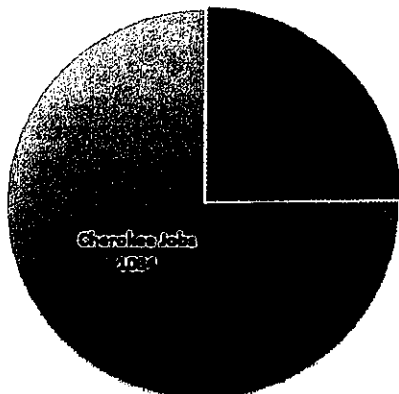
County	Economic Investment	Loans	Jobs
Adair	\$1,097,654	38	109
Cherokee	\$4,934,962	105	549
Craig	\$19,057	2	3
Delaware	\$1,395,926	24	77
Mayes	\$1,165,673	22	87
McIntosh	\$17,350	1	6
Muskogee	\$725,384	18	50
Nowata	\$3,086	1	1
Ottawa	\$56,450	1	3
Rogers	\$1,493,039	22	104
Sequoyah	\$1,437,306	27	91
Tulsa	\$1,789,407	31	282
Wagoner	\$90,000	2	4
Washington	\$159,000	4	8
Totals	\$14,384,295	298	1374



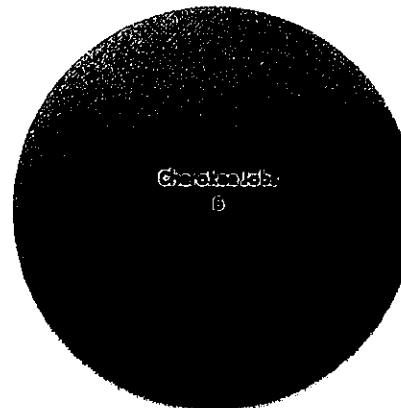
Businesses Create Community Based Jobs

Private Sector Jobs Created or Retained by Small Business Lending

Jobs Created FY10-19



Jobs Created FY 2019



Cherokee Nation Economic Development Trust Authority

A Cherokee Nation chartered nonprofit corporation
Certified as a Community Development Financial Institution

Lending Assets

Available Commercial Capital	\$1,711,270
Available Consumer Capital	\$1,053,858
Approved Grants Pending Distribution	\$332,686
Approved Grants Pending Receipt	\$1,270,000
Total Available Capital	\$4,367,814
Outstanding Commercial Loans	\$8,585,399
Outstanding Consumer Loans	\$1,844,018
Total Outstanding Loans	\$10,429,416

CNEDTA small business loans not only create jobs and but spur private sector economic investments at an approximate rate of dollar for dollar: **FY19 loans leveraged \$442,370 in private dollars and since 2015 CNEDTA loans have leveraged \$17,712,442 in private dollars.**

Entrepreneurial and Small Business Training

Entrepreneurial capacity building, through one-on-one assistance and in workshops settings, is available throughout the year to help entrepreneurs with business planning, strategic growth, marketing assistance, social media marketing, cash flow management, procurement and affordable financing.

In 2019, Business training workshops attracted 509 people representing Indian owned businesses. Additionally, **33 entrepreneurs** received **one-on-one business coaching**.

Business/Entrepreneur Workshops			
Date	Location	Time	Workshop
December 6	Sallisaw	9:00 am	ICTC, Questions to Ask Before Starting a Business

Community Based Business Coaching		
Community	Address	Dates
Pryor	Cherokee Nation Career Services - 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 Wagon brian-wagon@cherokee.org or 918-506-9168

Commerce staff visits all business loan clients annually to monitor business progress, employment increases, view collateral and evaluate any entrepreneur or management need training to ensure business growth and success.

Creating Bridges is a program led by OSU to partner with rural communities to address retail, hospitality and tourism businesses issues. A retail academy focusing on retention and expansion will be help, as well as workforce programs centering on new and existing workers. The end result is expected to be more profitable businesses, leading to increased municipal revenue and more quality jobs. Counties participating in the Cherokee Nation include Cherokee, Adair, Sequoyah, Delaware and Mayes.

Kawi Café a model experiential entrepreneurship training program

Managed by Commerce business coaches, we partner with Career Services Day Training and Re-entry Programs to find Kawi participants. *This is not a culinary arts program.*

- Total Graduates 82
- Total Re-entry/Recent Offenders 42
- Total Day Training 40
- Total Opening Small Business 5

****All participants have been low income American Indians. Stipends for participants paid mostly by Career Services and in part by Commerce grant.**

It gives us entrepreneur training to have the opportunity to open our own business. People skills, working together as a team. We do caterings for community events and over all the business of a restaurant.

Sally Sappington, Keys, OK

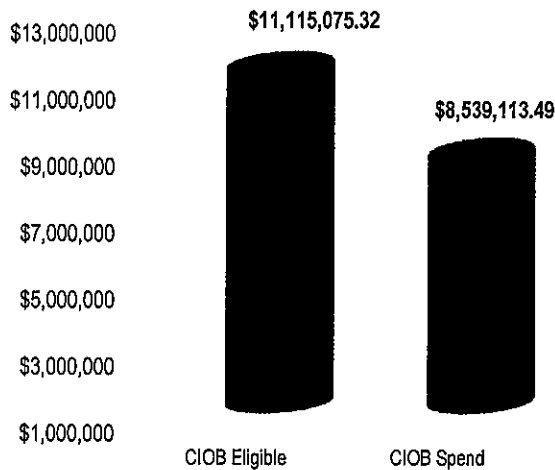


Entrepreneur Skills Learned by Kawi Participants

	Small Business Ownership <ul style="list-style-type: none"> • Business Planning • Marketing
	Business Management <ul style="list-style-type: none"> • Staffing • Marketing
	Job Skills <ul style="list-style-type: none"> • Interpersonal Skills • Work Hours

CN Procurement Awarded to Certified Cherokee/Indian-Owned Small Business

76.82% of CIOB Eligible Procurement Opportunities were awarded to CIOBs



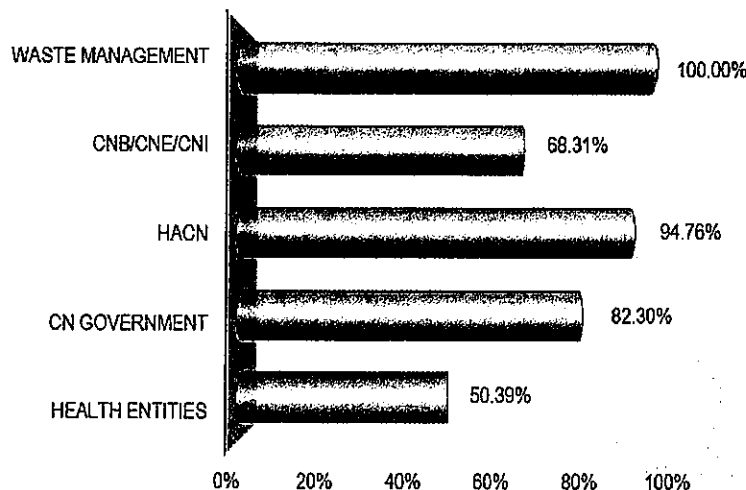
TERO Procurement Opportunities	
Entity	% Awarded
CN Government	99.09%
CNE	68.61%
Health Entities	100.0%
CNI	2.33%
Waste Management	0%

Health Entities are PACE/Elder Care and Cherokee Nation Home Health

CNB Procurement by the Numbers: TERO Opportunities, TERO Bid Submissions and TERO Bid Awards

Eligible Opportunities	TERO Bid Submissions		Bids Awarded With Participation	
October 2018 - September 2018	% bids submitted	# bids submitted	% of submissions	# of submissions
2	100%	2	100%	2

74.24% of Employees are registered Cherokee Nation Citizens



Includes companies majority owned; does not include temporary or government contract employees

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, **196 people have attended 42 artist taught classes** and the **equipment has been used 140 times by 65 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 345** times.

"The arts center is a great idea and it has always been my ambition to have a place where Cherokee art could be taught and shared. The ability to have a space where art can flourish is what the arts center provides and I just want to see more of it."

-Knokovtee Scott

Cherokee Arts Center		
Registration is necessary and all classes are fee based, paid directly to artists		
Date	Time	Class
Every Monday	6:00-8:00 pm	Jewelry Making Class
Every Tuesday	6:00-8:00 pm	Jewelry Making Class
Every Tuesday	4:00-5:30 pm	ICW Cultural Art Class
Every Wednesday	4:00-5:30 pm	ICW Cultural Art Class
Every Thursday	6:00-8:00 pm	Metalsmithing with Steve
Every Friday	7:00-9:00 pm	Life Drawing with Matt
Every Saturday	10:00-1:00 pm	Watercolor with Paula Hefley
Every Saturday	1:00-3:00 pm	Beginners Metalsmithing Class
Every Sunday	10:00am – 3:00pm	Jewelry Making Class
December 9 th (2 nd Sunday)	2:00 – 3:00 pm	Arts & Humanities Lecture
December 11 th (2 nd Tuesday)	6:30-9:00 pm	SEIAA Monthly Meeting
December 15 th (3 rd Saturday)	2:00 – 3:00 pm	Tahlequah Writers Group

The Spider Gallery currently represents **133 Cherokee Nation artists, 20** of which are National Treasurers.

Cherokee Nation Proudly Presents



- Year to date 107 visits have been made to the Gallery
- Will begin framing services for CNB and local artists
- Artists have earned \$8,276.96
- The Art Center now offers a lathe for woodworking
- The Crystal Bridges Museum's exhibit a New Understanding: Native Voices, 1950s to Now, continues until January 7, 2019. November 9 the Spider Gallery held an event associated with the exhibit in which Marie Watt, Seneca Nation, engaged native communities in her textile art. Sixty people attended.

2019 Grant Applications Underway and Recently Submitted: Pending, includes 2018, and Approved

*Please note some grants are submitted under the
Cherokee Nation Economic Development Trust Authority (CNEDTA)*

Grant Submitted	Purpose	Funding Year	Amount Requested	Status	Notes
USDA Rural Business Development (RBDG)	Small Business	2019	\$500,000	Informal Award Notification	Commercial Lending
US Treasury CDFI	Small Business	2019	\$770,000	Awarded	CNEDTA – Commercial Lending
USDA Rural Business Development (RBDG)	Retail Center Road Access	2019	\$250,250	Informal Award Notification	Partnership with City of Stilwell
USDA Rural Business Development (RBDG)	Small Business	2019	\$149,520	Pending	Increasing staff capacity
SBA PRIME	Small Business	2019	\$150,000	Awarded	Continue Kawi Operations – re-entry/ex-offenders
National Endowment for the Arts	Cherokee Arts Center	2019	\$30,000	Pending	Expand child Art Therapy Classes in partnership with ICW
USDA Socially Disadvantaged Grant	Community - Capacity Building for Community Nonprofits	2019	\$200,000	Informal Award Notification	Board Development, Succession Planning and Financial Management
BIA – Indian Business Development Institute	Small Business	2019	\$100,000	Pending	Feasibility for blackberry cooperative style business increasing agriculture opportunities in communities
HUD ROSS SC	Financial Education	2019	\$416,377	Pending	Connect HACN residents with self-sufficiency counseling Partnership with HACN, 3 year project