

COUNCIL OF THE CHEROKEE NATION
EXECUTIVE & FINANCE COMMITTEE REPORT

Group: Financial Resources

Month/Year of Report: April 2019

Treasurer: Lacey Horn

Phone: 207-3902

E-mail: lacey-horn@cherokee.org

- I. Budget Highlights – through March
 - a.) Financial Resources – 36% spent
 - b.) Treasurer – 25% spent
 - c.) IIM – 41% spent
 - d.) Acquisition Management – 39% spent
 - e.) Records Management – 26% spent
 - f.) Support Services – 40% spent
 - g.) Grant Services – 48%
 - h.) Fleet Management – 28%
 - i.) Employee Performance Incentive – 47% spent
 - j.) Grant Development for CNB – 0% spent
 - k.) DOJ CTAS 2017 – 48%
- II. Program Highlights
 - a.) Departmental Goals
 - 1. Complete FY18 Audit – 100% Complete
 - 2. Obtain Unmodified Audit Opinion – 100% complete
 - 3. No Material Weaknesses on Single Audit – 100% complete
 - 4. Obtain GFOA Award for FY17 CAFR – 100% complete
 - 5. Reports completed & submitted for April 2019 – 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 SG Annual Conference
 - 3. Staff attended NAFOA
 - 4. Staff attended GSA Federal Fleet Training

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5. Staff attended the National Indian and Native American Employment and Training and Public Law 102-477 Conference (NINAETC/477 Training)

d.) Upcoming Events

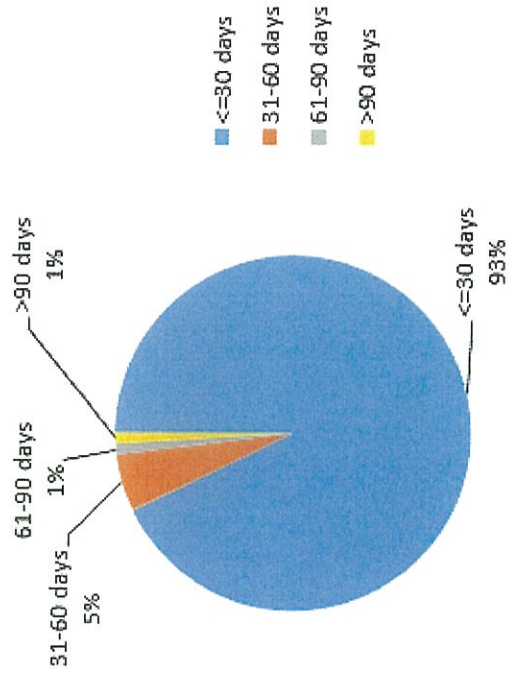
1. Various grant trainings scheduled for May 2019
2. Staff will attend American Payroll Association (APA) Annual Congress

	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	\$ 6,139,229.00	98.24%
3	Award to non-TERO Vendor	\$ 110,110.00	1.76%
4	Sub-total bids with a TERO vendor participating	\$ 6,249,339.00	100.0%
5	Bid - no bids submitted by TERO Vendors	\$ 1,606,211.08	
6			
7	October 1, 2018 through March 31, 2019		

COUNCIL OF THE CHEROKEE NATION EXECUTIVE & FINANCE COMMITTEE REPORT

Row Labels	APP-INVOICE-2	APP-TRAN-PMT-AMT-7
<=30 days	54,584	90,009,071.20
31-60 days	3,058	15,016,542.05
61-90 days	595	2,308,163.52
>90 days	579	5,519,349.67
Grand Total	58,816	112,853,126.44

Timeliness of Paid Invoices



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

The **Day Training Program** had 14 participants enter unsubsidized employment. Four were with Cherokee Nation, three were externally, and seven were with CNB/CNI. Twenty participants attained the Food Handler Certification.

The **Coming Home Reentry** staff continue to take part in the Cherokee Nation Opioid Task Force meeting to stay involved in initiatives that concern reentry participants.

Matt Lamont, Manager to the **Reentry** Program, was placed on the Cherokee County Community Sentencing Board and will take place in all quarterly meetings going forward.

Reentry personnel attended a Northeastern Oklahoma Workforce Strategy Session that took place at the Mid-American Industrial Park. Workforce needs were discussed as well as the programs that Cherokee Nation could offer to address some of those needs.

Reentry staff attended the Delaware County Community Sentencing Docket to be available to any tribal members who might benefit from our services and resources. Reentry staff also met with the Mayes County District Attorney's Office to advise them on the programs and resources that we have available to our citizens. Reentry staff attended a planning meeting for the Mayes county Reboot Rebuild organization that helps to remove barriers for justice involved citizens.

Career Services staff attended the 40th National Indian and Native American Employment and



Training/477 Conference held at Choctaw Casino Resort in Durant in April. Diane Kelley, Executive Director of Career Services was instrumental in starting the Conference, securing funding and serving as the first Chairperson of the first conference in Washington DC. Diane was the keynote speaker at this year's event. She is pictured with Conference Co-Chairs Margaret Zientek, Citizen Potawatomi Nation and Erwin Pahmahmie, Jr., Cheyenne and Arapaho Tribes.

National Health Emergency Dislocated Worker Grant – Opioid (NHEDWG) staffing is currently at 80% with an expected 100% completion by May 31, 2019. Completion of staffing will enable the grant to move forward with program participants.

The **Trade and Economic Transition (TET)** program is continuing and expanding outreach opportunities throughout the entire 14-county service area. Staff have taken the lead on job fairs, business outreach, and public events including Indian Capital Technology Center job fairs,

apprenticeship meetings with Pelco Industries, and the Northeast Oklahoma Regional Alliance Educational Summit. Nancy Davidson and Susan Thompson have extended their reach to the far north of the service area, where outreach had been sporadic before. Nancy has developed a close partnership with the American Job Center staff in Bartlesville, and Susan has met with the employees of the Miami American Job Center. These partnerships are valuable in ensuring as many potential participants hear about our services and referrals can be made from the American Job Centers to us. Our call volume has increased significantly since the beginning of our outreach demonstrating that it has been effective.

TET staff also represented Cherokee Nation Career Services at a veteran's ceremony held in Claremore. The Trade and Economic Transition program provided a booth detailing our services, and Career Services information, in an area that saw approximately 400 veterans. The Tahlequah and Sallisaw office members continue to support and attend the 4-County Partnership monthly meetings to build strong relationships with all the client services in the area including CREOKS, Cherokee Nation Heritage Center, and the Oklahoma Workforce offices.

Employment Development (TERO) held the annual Safety Fair in April. In attendance were the following:

Keys Fire Dept.
Tahlequah Fire Dept.
Osage Nation
Anadarko Nation
Welling Fire Dept.
Oklahoma Highway Patrol
GRDA Police
Cherokee County Sheriff
Oklahoma Forestry
CN Emergency Management
CN Risk Management
CN EMS
CN Marshall Service
CN Fire Program





Even though Eagle Med was called out on an emergency and could not land the helicopter, we received lots of compliments from the various schools. In speaking with the OHP Trooper and Cherokee County Sheriff Deputies, they told me that because it is such a large event, next year they will have motorcycles and another emergency helicopter service scheduled to land so that we have one maybe even two helicopters land.

We've already been getting emails from the various schools thanking us for this event and how much they appreciate this. They stated that if it were not for this event, some of those rural schools would not have money to have an end of the year trip. They wanted Cherokee Nation to know how much they appreciated this event.

Employment Development sponsors the annual Safety Fair as a part of their fire prevention activities.

Career Services staff attended the Oklahoma Workforce Association meeting in Oklahoma City. Staff presented information on our programs, as did Job Corps.

Some in attendance included Frank Stluka, DOL Employment & Training Regional Director; Cynthia Green, DOL Employment & Training Project Manager; and Dave Stewart and Scott Fry, Mid America Industrial Park (attending the business luncheon with the State Secretary of Commerce).



Pictured are Hunter Palmer, Manager Tribal Economic Development; Diane Kelley, Executive Director Career Services; Frank Stluka, DOL ETA Regional Director; and George Roach, Director Vocational Programs.

When Frank Stluka spoke, he acknowledged Eastern Workforce and also Cherokee Nation **Career Services** and our Opioid Grant and the other grants we have. (We kind if stood out among the groups.)

Breezy Stratton from the State of Georgia was the keynote speaker and she spoke on some innovative things they are doing in their state to help foster partnerships with education and industry, such as:

1. The State legislature passed a bill to give all businesses a 5% visit savings at the end of the year for businesses developing work base learning into their operations.
2. They have made contact with FASFA to give assistance for short term training like career tech tied with manufacturing. For the last several years there has been left over money and they plan to spend it.
3. They are asking workforce to put assisted scholarship dollars based on what manufacturing and businesses tell they lack in a trained workforce for the area.

Tribal Economic Development (TED) staff attended the Federal Opportunity Zones

Community Education Workshop at the Three Forks Harbor in Fort Gibson. We had the opportunity to learn about new incentives for investing in low-income communities. Opportunity zones are a new community development program established by congress in the Tax Cuts and Jobs Act of 2017 to encourage long-term investments in low income urban and rural communities nationwide.



TED staff also attended the NE OK Manufacturing Workforce Strategy Session held at the Pryor Mid America Industrial Park. The Northeast Workforce Development Board convened a meeting of manufacturing leaders in the area to guide

investment of workforce resources in the most effective manner to support local industry. We wanted to ensure our resources are committed to addressing the most critical needs and that our partnering manufacturing companies are successful.



TED staff attended the Forum 2019 Powered by NAWB where they engaged with national and local leaders in business, government, labor and education on high-level discussions, insights and forward thinking that address the toughest workforce-related challenges and in developing the future of work.

Officials from Dept. of Labor, Dept. of Education, and Dept. of Health and Human Services discuss workforce and education policy priorities with Ron Painter of NAWB.

Career Services is assisting with the Veteran's Center being built in Sallisaw through the Sallisaw Economic Development Authority. It is a Trust that the city transferred. They are collecting pledges and all pledges are to be in by May 1, 2019. They will begin processing them by the second week in May. Cherokee Nation has pledged \$300,000 and Councilmen Warner and Smith have pledged road dollars toward the road construction of around \$250,000. They will be hiring a Construction Management firm and **Career Services** will make referrals and be at the table to assist when they begin hiring.

The facility will be fully operational within three years and Cherokee Nation will be part of the grand opening. A meeting to go over all the details was held Thursday, April 11, 2019 at City Hall. Principal Chief Bill John Baker sent his regards due to being in Thackerville for the Inter-Tribal Council Meeting. Representing the Cherokee Nation were Councilmembers Bryan Warner and E.O. (Jr.) Smith, Career Services Executive Director Diane Kelley, and Andy McMillan, CNB (by teleconference).

Attached to the report are a picture of the facility and the newspaper clipping regarding funding.

Career Services has started a quarterly newsletter to keep partners abreast of the programs and services we offer. A copy of the first newsletter is attached.

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.

The Cherokee Nation will have a resource tent featuring several tribal departments during the 72nd Annual **Stilwell Strawberry Festival**.

The tribe's tent will be located on the corner of 3rd Street and West Division, across from the Adair County Courthouse. Cherokee Nation departments on site will include Career Services, Talking Leaves Job Corps, College Resources, Child Care and Development, Health Services, Cherokee Elder Care, Cherokee Vote and more.

"The Stilwell Strawberry Festival is a fantastic annual celebration for our town as well as the surrounding communities," Deputy Chief S. Joe Crittenden said. "With thousands and thousands of visitors, many that are Cherokee, it is an opportunity for our departments to be able to provide important information on our various programs and services. I invite the patrons of the festival to stop by our tent and wish everyone a fun and safe Strawberry Festival."

Department staff will be available inside the tent to visit with patrons of the annual festival on Saturday, May 11, from 10:00 a.m. to 2:00 p.m. Promotional door prizes will be given out as well as free water while supplies last.

March 6 th	Schwans Job Fair - Sallisaw
March 6 th	Tahlequah Casino Expansion Career Fair - Tahlequah
March 7 th	Health Recruitment Fair - Muskogee
March 7 th	Tahlequah Casino Expansion Career Fair - Tahlequah
March 14 th	Health Recruitment Fair - Stilwell
March 19 th	Sofidel America Job Fair - Pryor
March 27 th	ICTC/Connors State College Job Fair for Health Occupations - Muskogee

- SALLISAW VETERAN CENTER -



Funding OK'd for vet center move

By Barbara Hoberock
Tulsa World

The U.S. Department of Veterans Affairs has approved funding to relocate the veterans

center in Talhina to Sallisaw, the Oklahoma Department of Veterans Affairs announced Wednesday.

The total cost of the project is about \$60 million, said Veterans Affairs Executive Director Doug Elliott.

Of that total, the state will pay \$21 million, he said. The agency will attain the funding through cost savings, Elliott said.

The 175-bed facility will be on the south side of Interstate 40 near Sallisaw Municipal Airport and employ about 300 people, Elliott said.

Employees at the Talhina facility will be given the opportunity to transfer to the new location, Elliott said.

Six cities bid on the project, including Muskogee and Poteau, before Sallisaw was chosen by the Oklahoma Veterans Commission, said Shaun Faulkner, Oklahoma Department of Veterans Affairs spokesman.

Sallisaw offered as part of an incentive package 90 acres of land at an estimated value of \$780,000, according to the agency.

Officials decided to

relocate the center in part due to an inability to find staff, Elliott said.

The Talhina facility currently has 92 veterans, he said.

"The bigger issue is most of the families will be closer," Elliott said about the facility that he projected could be opened in two and a half years.

The effort to relocate the facility was controversial. A bill to stop the relocation failed to secure approval this session.



Career Services Chronicle

Newsletter of the Cherokee Nation Career Services Department
Jobs - Training - Opportunity - Careers - Hope

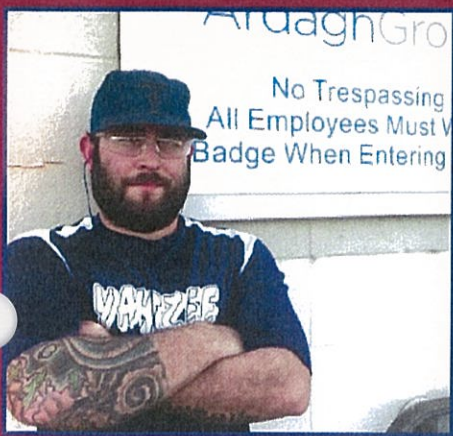
In This Issue:

**Health Care
Recruiting...**

Grant Opportunities

- **Dislocated Worker**
- **Opioid**
- **Disability**

**Spotlight:
Reentry Program
Success Stories...**



Be a part of the largest tribally owned and operated health care system in the United States.

Life is great in Tahlequah! Tahlequah, Oklahoma, is the capital of the Cherokee Nation. It's also home to Northeastern State University, as well as the scenic Illinois River and Lake Tenkiller. Tahlequah is a vibrant community of about 16,000, with many cultural and recreational attractions. It's only an hour commute to metro Tulsa, where there is fine dining, shopping, recreational parks and the Tulsa International Airport. Tahlequah was recently named one of the top 50 best small towns to live in.

In 2008 Cherokee Nation assumed operation of W.W. Hastings Hospital in Tahlequah, a 60-bed inpatient hospital that serves citizens of federally recognized tribes. A four-story, 469,000 square foot, state-of-the-art outpatient facility is opening this fall and has many health care positions to fill. The new facility will feature an ambulatory surgery center, including five surgical suites and two endoscopy suites, with expanded space for podiatry, audiology, dental, optometry, primary care, laboratory, pharmacy, rehabilitation services, behavioral health and more. Cherokee Nation also operates an additional nine outpatient health centers throughout northeastern Oklahoma. To learn about opportunities in our health care system write to healthrecruiter@cherokee.org

Grant Opportunities...

Trade and Economic Transition National Dislocated Worker Grant



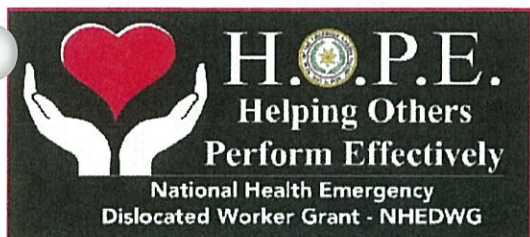
This grant assists those who were/are

1. working in the retail industry and were laid off/terminated or received notice of layoff/termination
2. previously self-employed, but no longer due to economic conditions or natural disaster
3. previously dependent on another's income no longer available to you
4. a separating service member or their spouse who experienced loss of employment due to relocation.

Must be eligible for unemployment or have exhausted unemployment

benefits. TET employs qualified career specialists trained to assist dislocated workers who are transitioning to a new career in health care, manufacturing, construction or tourism and hospitality. You don't have to be Native American to qualify. To schedule an appointment call the nearest office: Tahlequah 918-453-5555, Tulsa 918-574-2749, Pryor 918-825-7988, Sallisaw 918-776-0416.

National Health Emergency Dislocated Worker Grant - NHEDWG



The NHEDW grant provides disaster relief jobs and employment services to eligible individuals in Oklahoma counties impacted by the health and economic effects of widespread opioid use, addiction and overdose. The NHEDWG assists eligible participants with disaster relief employment in jobs addressing the impacts of the opioid crisis, including peer recovery navigators and support staff. It also provides employment services to participants seeking careers in health care

professions related to addiction, treatment, prevention and pain management. Hospitality, manufacturing and construction are additional career pathways. NHEDWG serves participants in Cherokee Nation's 14-county jurisdiction in Oklahoma (Adair, Cherokee, Craig, Nowata, Sequoyah and Washington counties, and parts of Delaware, Mayes, McIntosh, Muskogee, Ottawa, Rogers, Tulsa and Wagoner counties). You don't have to be Native American to qualify. To schedule an appointment call 918-453-5555.

Disability Employment Initiative-DEI



DEI seeks to improve education, training and employment opportunities by providing career services for Native Americans with disabilities. Eligible participants will have a mental or physical disability, require DEI services to prepare for, enter in, or retain gainful employment in health care, hospitality, manufacturing or construction. Must be at least 18 and Native American residing within the Cherokee Nation's 14-county jurisdiction in Oklahoma (Adair, Cherokee, Craig, Nowata, Sequoyah and Washington counties, and parts of Delaware, Mayes, McIntosh, Muskogee, Ottawa, Rogers, Tulsa and Wagoner counties). To schedule an appointment call 918-453-5004.

Re-entry Program...

Cherokee Nation *Coming Home* Re-entry Program

"Welcome back to the Cherokee Nation."



Coming Home Re-entry Program

The Coming Home Re-entry Program serves Cherokee Nation citizens who have been released from incarceration. Applications must be submitted within three months from the date of release. The program assists with employment and vocational services. Services provided are on a case-by-case basis and may include assistance with employment, training, education, housing and/or clothing.

Eligibility for Services:

- Must have been released from incarceration three months from the date of application.
- Reside within the Cherokee Nation's 14-county jurisdiction in Oklahoma (Adair, Cherokee, Craig, Nowata, Sequoyah and Washington counties, and parts of Delaware, Mayes, McIntosh, Muskogee, Ottawa, Rogers, Tulsa and Wagoner counties)
- Must be a Cherokee Nation citizen.

Required documents and other eligibility requirements will be discussed when speaking with a re-entry counselor.

Contact Us Today! 918-453-5555

Success Stories...



Dislocated Worker Grant Helps with Career Change and Secure Future

When Clint Wolfe was laid off from Dover Artificial Lift, a company that produced products for the oil and gas industry, it came as no surprise.

"It wasn't too many years ago the oil business in Oklahoma was booming," said Wolfe. "But recently it's tanked, which means the jobs go with it. What can you do? You just suck it up and go find another job," said Wolfe.

Wolfe was on unemployment for three months before he was hired at the Ardagh Group in Sapulpa, OK. Ardagh signed a contract with Cherokee Nation Career Services to hire individuals who are participants in our

National Dislocated Worker Grant. The company produces glass bottles for soft drinks and beer and has been in the same location for 107 years. The dislocated worker grant has been a great help for the Ardagh Group, enabling them to take advantage of wage reimbursements provided by the grant for training new employees. They are also now able to help individuals who have been laid off from their jobs.

Re-entry Program Provides Opportunities to Formerly Incarcerated Cherokee Nation citizens

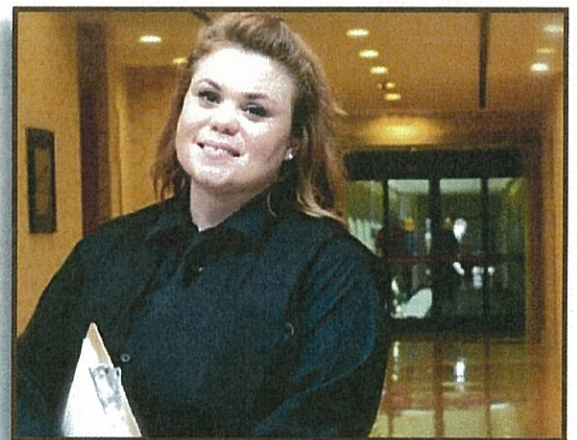
Cherokee Nation citizen Sarah May is working to repair her life after being incarcerated on drug charges. She is a great example of how the Coming Home Re-entry Program can help those who help themselves.

"I was arrested and charged with trafficking illegal drugs in January 2015, and faced a 20-year prison sentence," said May. "I was eventually convicted of possession of a controlled dangerous substance with intent to distribute."

When she was released, May took advantage of the Coming Home Re-entry Program. Coming Home was established to help Cherokee Nation citizens who were recently released from incarceration. Upon her release, May was provided an allowance for clothing and personal hygiene.

"The Re-entry program also assisted me with reinstating my driver's license. This not only allowed me to have reliable transportation, but I was also able to transport other women in my sober-living home to addiction recovery meetings," said May. May is now focusing on being the best person she can at work and as a mother. Her advice to others is to reach out for assistance.

"Don't go back to old behaviors," said May. "Be a good example and surround yourself with positive people."



Contact Us Today!

918-453-5555

Office Locations

Tulsa: 918-574-2749

Claremore: 918-342-7450

Jay: 918-253-3243

Pryor: 918-825-7988

Sallisaw: 918-776-0416

Stilwell: 918-696-3124

Tahlequah: 918-453-5555

Muskogee: 918-781-6504

Washington/Craig/Nowata counties:

918-256-4576

West Siloam Springs: 918-422-6371

Talking Leaves Job Corps: 918-456-9959



Commerce Group

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

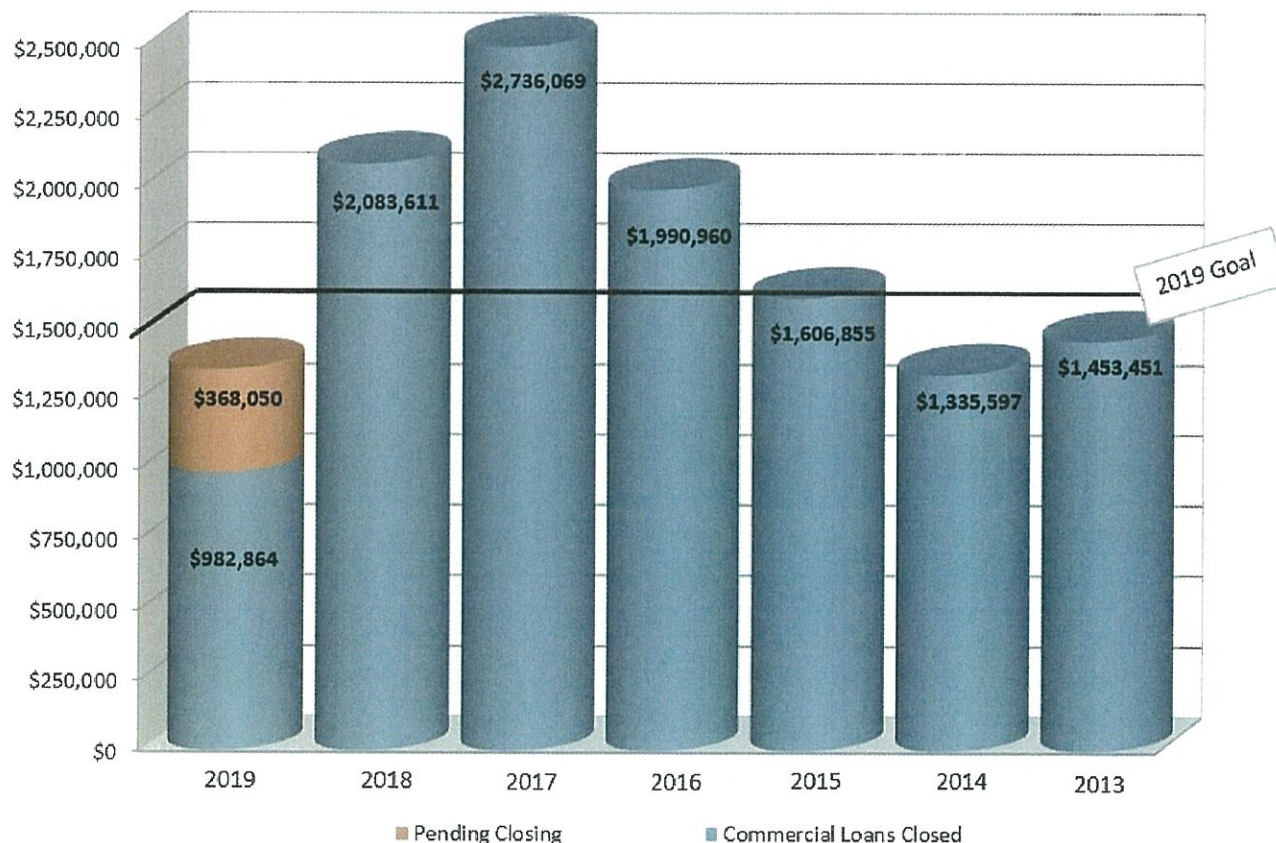
Anna Knight, Executive Director
918-453-5532
anna-knight@cherokee.org

Community and Economic Impact



**Since 2010 Cherokee Nation Community
Investment: \$15,245,629.51 in 309
Privately-owned Small Businesses**

Dollars Invested in the Local Economy Through Small Business Lending



Small Business Loans Closed April 2019

Community	Loan Purpose	Project Costs	Owner Equity	Jobs
Tahlequah	Child Care	\$316,695	32%	15

"Our experience with the Cherokee Nation Loan Services was great. The employees were very personable, but remained professional! Communication was great and very easy instructions on what we needed to get service completed! We love everyone in the loan services!"

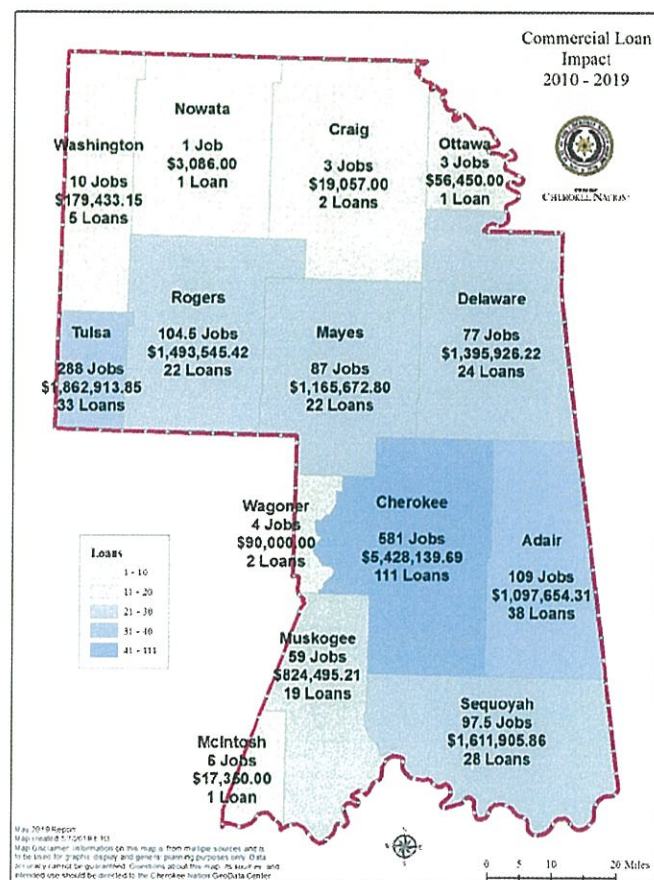
Shawnda Pursley
Locust Grove, Mayes County

Commercial Lending Pipeline (Commercial requests submitted)

Community	County	Business Type	Startup or Expansion
Welling	Cherokee	Retail Service	Start-up
Stilwell	Adair	Construction	Expansion
Tahlequah	Cherokee	Lawn Care Service	Expansion
Claremore	Rogers	Auto Care Service	Expansion
Adair	Mayes	Restaurant Service	Start-up

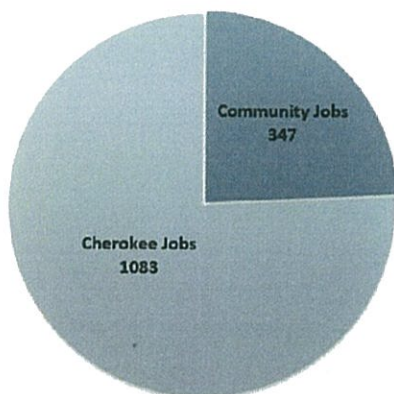
Commercial Lending Impact 2010 through 2019 by County

County	Economic Investment	Loans	Jobs
Adair	\$1,097,654	38	109
Cherokee	\$5,428,140	111	581
Craig	\$19,057	2	3
Delaware	\$1,395,926	24	77
Mayes	\$1,165,673	22	87
McIntosh	\$17,350	1	6
Muskogee	\$824,495	19	59
Nowata	\$3,086	1	1
Ottawa	\$56,450	1	3
Rogers	\$1,493,039	22	104
Sequoyah	\$1,611,906	28	98
Tulsa	\$1,862,914	33	288
Wagoner	\$90,000	2	4
Washington	\$179,433	5	10
Totals	\$15,245,630	309	1430

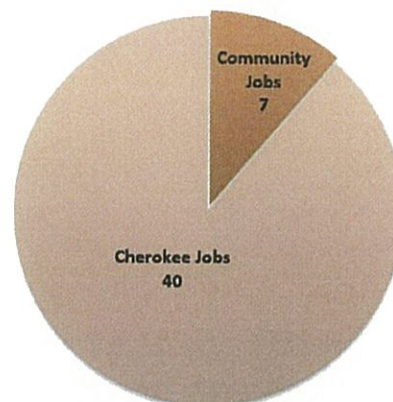


Businesses Create Community Based Jobs

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	\$1,985,520
Available Consumer Capital	\$1,151,059
Approved Grants Pending Distribution	\$531,924
Approved Grants Pending Receipt	\$0
Total Available Capital	\$3,668,503
Outstanding Commercial Loans	\$9,075,070
Outstanding Consumer Loans	\$1,877,745
Total Outstanding Loans	\$10,952,815

CNEDTA small business loans not only create jobs and but spur private sector economic investments at an approximate rate of 2 private dollars for every CNEDTA dollar: FY19 loans leveraged \$3,712,758.87 in private dollars and since 2015 CNEDTA loans have leveraged \$28,227,030 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 2,357 people representing Indian owned businesses. Additionally, **102 entrepreneurs** received **one-on-one business coaching**.

Business/Entrepreneur Workshops			
Date	Location	Time	Workshop
May 20	Stilwell	12:30 pm	ICTC, Microsoft Excel 1
June 4	Oklahoma City	9:30 am	DOL, Family and Medical Leave Act
June 4	Oklahoma City	1:30 pm	DOL, Fair Labor Standards Act for Public Agencies
June 4	Tulsa	6:00 pm	FORWARD Classes for New Businesses
June 6	Ardmore	9:30 am	DOL, Family and Medical Leave Act
June 6	Sulphur	1:30 pm	DOL, Family and Medical Leave Act
June 11	Wagoner	8:00 am	ICTC, REI Business Breakfast
August 13	Wagoner	8:00 am	ICTC, REI Business Breakfast
October 8	Wagoner	8:00 am	ICTC, REI Business Breakfast
December 10	Wagoner	8:00 am	ICTC, REI Business Breakfast

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 Wagnon brian-wagnon@cherokee.org or 918-506-9168

Kawi Café a model experiential entrepreneurship training program

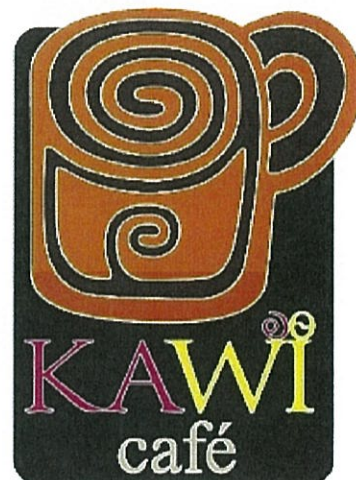
Managed by Commerce business coaches, we partner with Career Services Day Training and Re-entry Programs to find Kawi participants. *This is not a culinary arts program.*

- 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.**

I would recommend the program for to anyone who wanted to go in the food service industry or business in general.

Sean Snell, Kawi Café Participant



Entrepreneur Skills Learned by Kawi Participants



Small Business Ownership

- Business Planning
- Marketing



Business Management

- Staffing
- Marketing

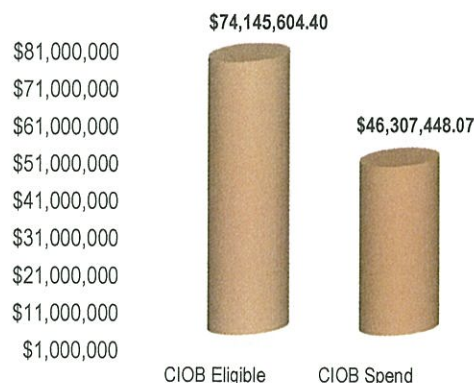


Job Skills

- Interpersonal Skills
- Work Hours

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

62.45% of CIOB Eligible Procurement Opportunities were awarded to CIOBs



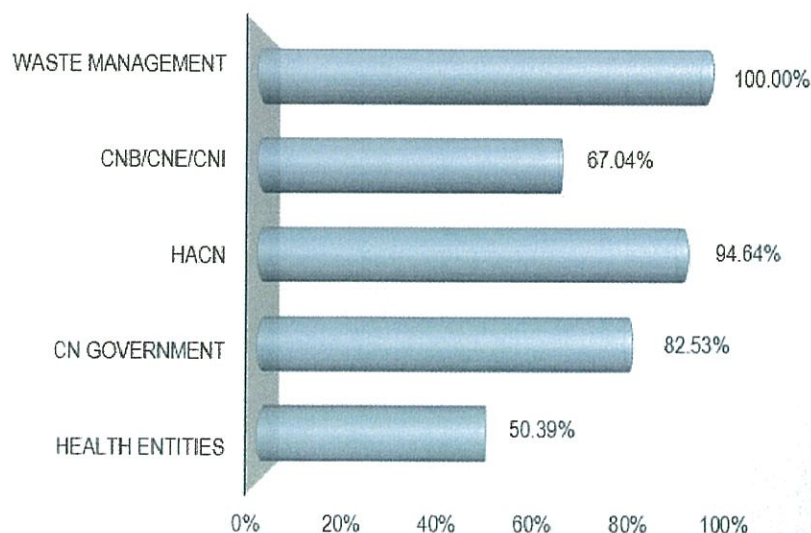
TERO Procurement Opportunities	
Entity	% Awarded
CN Government	98.24%
CNE	58.90%
Health Entities	100%
CNI	40.55%
Waste Management	0%

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 2019	% bids submitted	# bids submitted	% of submissions	# of submissions
123	52.03%	64	67.19%	43

73.66% 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, **673 people have attended 170 artist taught classes** and the **equipment has been used 641 times by 280 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 1,270 times**.

"I very much appreciate having The Spider Gallery as a venue within Cherokee Nation to show, share, and sell my artwork, and as a connection to my home state and heritage since I am so far away right now."

- Leslie Gates
Gourd Artist
Louisville, AL

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	4:00-5:30 pm	ICW Cultural Art Class
Every Tuesday	6:00-8:00 pm	Jewelry Making 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	10:00-3:00 pm	Jewelry Making Class
May 12 th (2 nd Sunday)	2:00-3:00 pm	Arts & Humanities Lecture
May 14 th (2 nd Tuesday)	6:30-9:00 pm	SEIAA Monthly Meeting

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



- Year to date 1,139 visits have been made to the Gallery
- Framing services are available to artists and CNB for a fee
- Artists have earned \$36,732.30

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	Awarded	Partnership with City of Stilwell
USDA Rural Business Development (RBDG)	Small Business	2019	\$149,520	Awarded	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	Awarded	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	Awarded	Connect HACN residents with self-sufficiency counseling Partnership with HACN, 3 year project
USDA Rural Business Development (RBDG)	Leadership Training	2019	\$150,000	Submitted	Partnership with NORA for Leadership Training
USDA Rural Business Development (RBDG)	Small Business	2019	\$500,000	Submitted	Commercial Lending
Economic Development Administration EDA	Health Innovation Center	2020	\$569,483	Submitted	Operational funding for Health Innovation Center
USDA Rural Business Socially Disadvantage (SDGG)	Technical Assistance	2020	\$175,000	In Process	Community Tourism
Minority Business Development Agency (MBDA)	Innovation and Entrepreneurship	2020	\$300,000	In Process	Innovation and Entrepreneurship