

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

Most staff have returned to work on a staggered basis. Staff are still adjusting to the new normal and pushing ahead to provide services to applicants and participants.

**HOPE Program:**

NHE-477 HOPE program continues to focus on individuals affected by both the opioid epidemic and COVID-19 pandemic. Team Members are continuing to contact participants on a bi-weekly basis to check on stability of individuals and households. NHE-477 funds have been used to support individual during both the pandemic and epidemic. Supportive services assisted with needed supplies, food and household items etc. NHE-477 has approximately 155 active individuals with the majority of these individuals on a specialized work experience. Team members continue community outreach to ensure additional individuals are able to benefit from the program.

**Employment Programs/Summer Youth Employment Program:**

SYEP and Tribal Training participants assisted the Health facilities and Cherokee Nation Tag offices by screening patients and citizens. Program participants also assisted with the Elder events held in Stilwell, Vinita, Tahlequah, Warner, Sallisaw and Pryor. Two participants have attained employment.



Sallisaw Elder Applications

### **Coming Home Reentry Program:**

July has proved to be another busy month for the Coming Home Reentry Program. There were over 30 new participants enrolled in the program seeking services, in addition to multiple other contacts that are in the process of being enrolled or needed simpler over the phone referrals to other agencies. There has also been increased contacts for assistance from previously enrolled participants with ongoing needs related to the COVID-19 pandemic and associated issues.

The Reentry program is beginning to see the collateral effects of the COVID-19 virus as it pertains to justice-involved tribal citizens. The Pandemic is negatively impacting program participants in many ways. The virus, and associated factors, are compounding and multiplying the issues that justice-involved tribal citizens face even in the most optimal conditions. The employment options, that are quite minimal for these participants under “normal” circumstances, are even less available currently. In addition to restrictive hiring policies of many organizations, companies who are normally open to hiring reentry participants, are able to fill those positions with many non-justice-involved individuals or those without records. The Reentry program has been able to successfully assist nearly all participants in areas of employment either with current Career Services programs or by referring to external companies or organizations. These organizations are those who we have previously built strong relationships with and have always been good partners.

Reentry participants are also seeing increased issues with housing once they are released. Due to prisons and jails becoming “hotspots” of COVID activity, we are seeing that many housing options are not currently available to returning citizens. Often our participants return to a home that may have elders, children or other immune compromised family members. These returning citizens cannot safely stay at these residences until a proper amount of self-quarantine takes place. This is causing a need for outside resources for housing until employment is located or a sufficient amount of time has passed making it safe to be around the family.

Many of our participants are also experiencing the need for increased behavioral health care. The issues mentioned above, in addition to many others, are causing more anxiety and behavioral health/addiction concerns are needing to be addressed at a higher rate. Initial studies and data are showing an increase in overdose and suicide deaths directly due to the pandemic, especially in justice-involved citizens. This is in large part due to underlying health issues, which are more prevalent in justice-involved citizens and social distancing, which has a detrimental effect in people suffering from addiction and behavioral health issues.

The Coming Home Reentry program staff have been able to successfully assist all participants who have made contact with us during the current stressful situation. This is largely due to the ability to access CARES Act funding but more importantly the frontline staff has been able to adapt and successfully counsel and work with clients remotely. They will continue to provide services that will positively impact our justice-involved citizens’ lives while also adhering to social distancing and safe remote working principles thereby protecting themselves and our participants.

**Tribal TANF:**

Quarterly Data Report and Fiscal 196T report completed. Families with Youth were assisted with supportive services for school supplies and hygiene/grooming. Over 180 families were serviced with cash assistance for the month.

# Commerce Services

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

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

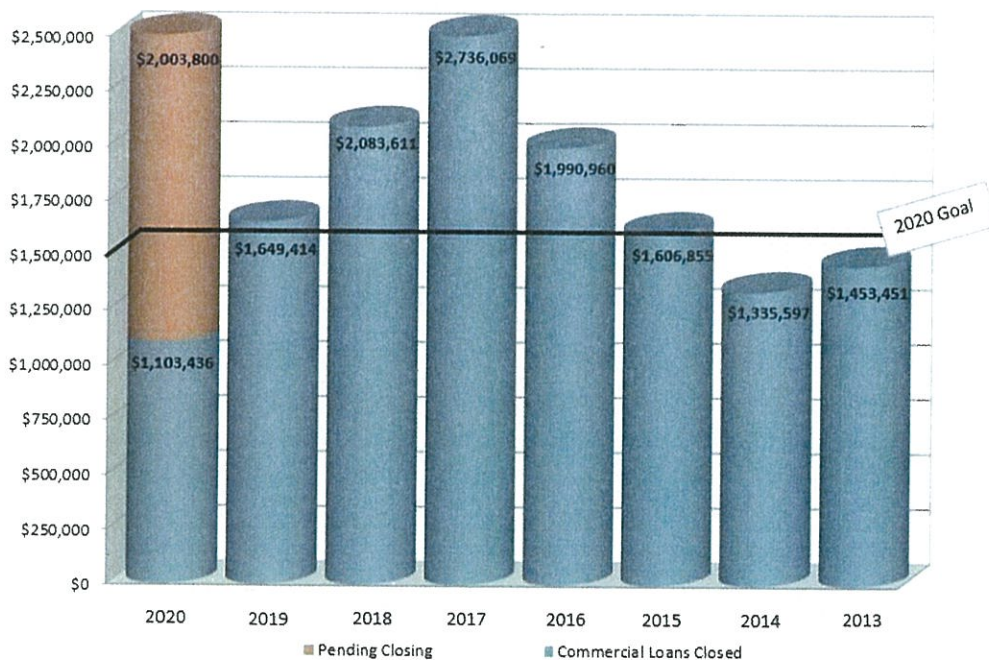
## Community and Economic Impact

Commerce Services continues to monitor federal response to pandemic, particularly stimulus checks, student loan deferrals, mortgage deferrals, eviction and foreclosure concessions, small business assistance, and unemployment assistance. If constituents have questions, please have them call the Small Business Assistance Center at 918-453-5536 or email [www.sbac@cherokee.org](mailto:www.sbac@cherokee.org).



**Since 2010 Commerce Services Community  
Investment: \$17,015,615.51 in 336  
Privately-owned Small Businesses**

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



\*Pending loans are mostly pending BIA Guaranty approval, which will not be available until mid-October.



## Small Business Loans Closed August 2020

*"We have been very pleased with the entire experience of the loan program. Brian and Stephan have went above and beyond to help our family carry on the tradition of cattle ranching that started 4 generations ago. We would recommend this program to anyone."*

– Rep. Matt and Janet Meredith,  
Hulbert, Oklahoma

Community	Loan Purpose	Project Costs	Owner Equity	Jobs
Tahlequah	Moving Service	\$46,725	49%	3

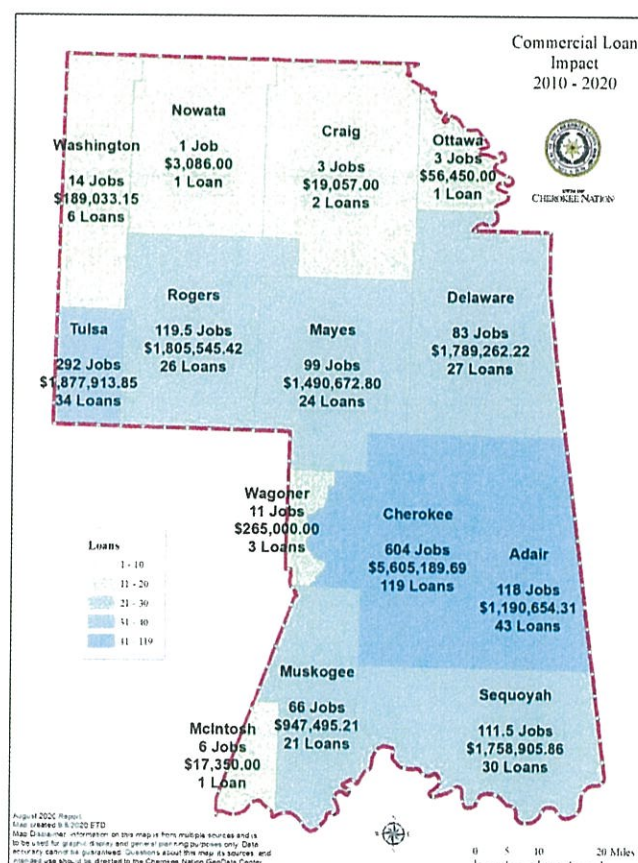
### Commercial Lending Pipeline

(Commercial requests submitted)

Community	County	Business Type	Startup or Expansion
Bartlesville	Washington	Child Care Service	Expansion
Collinsville	Tulsa	Property Service	Start-up
Tulsa	Tulsa	Auto Repair Service	Start-up
Tulsa	Tulsa	Food Service	Start-up
Miami	Ottawa	Wedding Venue	Start-up
Muskogee	Muskogee	Auto Repair Service	Start-up
Sallisaw	Sequoyah	Retail Service	Relocate

### Commercial Lending Impact 2010 through 2020 by County

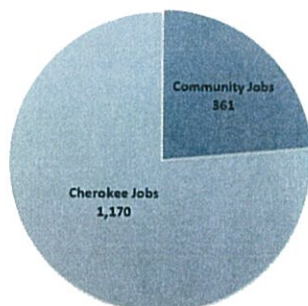
County	Economic Investment	Businesses	Jobs
Adair	\$1,190,655	43	118
Cherokee	\$5,605,190	119	604
Craig	\$19,057	2	3
Delaware	\$1,789,262	26	83
Mayes	\$1,490,673	24	99
McIntosh	\$17,350	1	6
Muskogee	\$947,495	21	66
Nowata	\$3,086	1	1
Ottawa	\$56,450	1	3
Rogers	\$1,805,545	26	120
Sequoyah	\$1,758,906	29	111
Tulsa	\$1,877,914	34	292
Wagoner	\$265,000	3	11
Washington	\$189,033	6	14
Totals	\$17,015,616	336	1,531



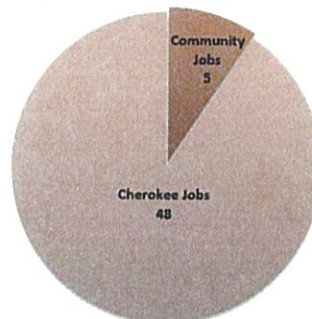
## Businesses Create Community Based Jobs

Private Sector Jobs Created or Retained by Small Business Lending

Jobs Created FY10-20



Jobs Created FY 2020



## Cherokee Nation Economic Development Trust Authority

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

### Lending Assets

Available Commercial Capital	\$1,442,922
Available Consumer Capital	\$1,613,692
Approved Grants Pending Distribution	\$149,614
Approved Grants Pending Receipt	\$0
Total Available Capital	\$3,206,227
Outstanding Commercial Loans	\$8,921,009
Outstanding Consumer Loans	\$1,571,702
Total Outstanding Loans	\$10,492,711

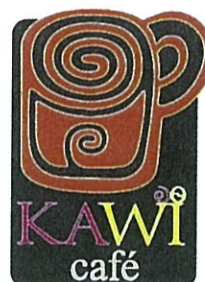
FY20 loans leveraged \$5,442,580 in private dollars and since 2015 CNEDTA loans have leveraged \$37,101,338 in private dollars invested in our local economies.

## Kawi Café a model experiential entrepreneurship-training program

Managed by Commerce business coaches, we collaborate with Career Services Day Training and Re-entry Programs to provide hands on entrepreneurial training in the Kawi Cafe. *The Kawi will begin serving lunch in the Financial Resources Breakroom on Mondays and Thursdays.*

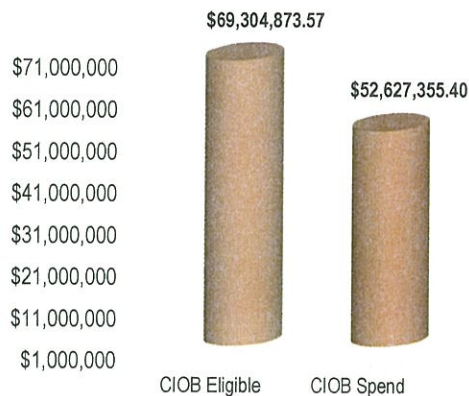
- Total Graduates 92
- Total Re-entry/Recent Offenders 47
- Total Day Training 45
- Total Opening Small Business 5

\*All participants have been low income American Indians.





## CN Procurement Awarded to Certified Cherokee/Indian-Owned Small Business 75.94% of CIOB Eligible Procurement Opportunities were awarded to CIOBs



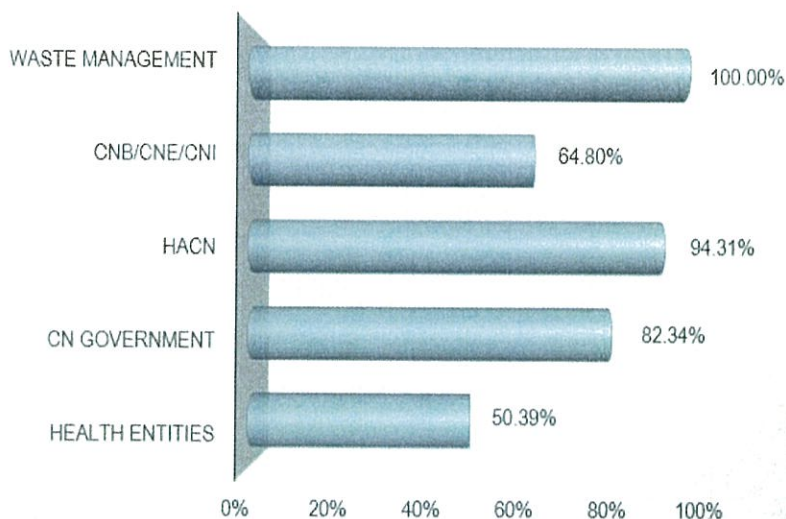
TERO Procurement Opportunities	
Entity	% Awarded
CN Government	94.78%
CNE	73.52%
Health Entities	100.0%
CNI	6.58%
Waste Management	0.00%

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

CNB Procurement Submission versus Awards				
Eligible Opportunities	TERO Bid Submissions		Bids Awarded With Participation	
October 2019 - September 2020	% bids submitted	# bids submitted	% of submissions	# of submissions
157	32.48%	51	58.82%	30

## 72.98% 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 artists and tourism capacity of communities*

*The Cherokee Arts Center is open to studio artists and by appointment only. The Spider Gallery is open to the public.*



### The 68<sup>th</sup> Cherokee National Holiday – Celebrating Tribal Sovereignty

This year's virtual Holiday was a great success. A full report will be provided in the coming weeks.

## 2020 Grant Applications Underway and Recently Submitted: Pending and Approved

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

Grant Submitted	Purpose	Funding Year	Amount Requested	Status	Notes
USDA Rural Business Socially Disadvantage (SDGG)	Technical Assistance	2020	\$175,000	Awarded	Community Tourism
SBA PIRME	Small Business	2020	\$150,000	Awarded	Continue Kawi Operations
SBA PRIME	Small Business	2021	\$250,000	Submitted	Continue Kawi Operations
USDA RDBG	Small Business	2021	\$200,000	Submitted	Jay Industrial Park Road
USDA RDBG	Small Business	2021	\$100,000	Submitted	Community Planning
CDFI	Lending Programs	2021	\$1,000,000	Submitted	SBAC Lending Programs
IRA VITA	Tax Preparation	2021	\$55,000	Submitted	VITA Tax Program
EDA PWEEA	Health Innovation Center	2021	\$650,000	In Process	Health Innovation Center
SBA MBDA	Re-entry Program	2021-2022	\$516,569.75	Submitted	Entrepreneurship Training
USDA SDGG	Small Business	2021	\$150,000	Submitted	Technical Assistance