



COUNCIL OF THE CHEROKEE NATION

EXECUTIVE & FINANCE COMMITTEE REPORT

Reporting Month: **August 2020**

Dept: **Financial Resources**

Contact: **Tralynna Sherrill Scott, Treasurer**

tralynna-scott@cherokee.org | ext. 5052



Accounts Payable checks disbursed

Current Month 3,886
Year to Date 36,970



Timecards processed

Current Month 8,952
Year to Date 94,243



Reqs. approved for processing

Current Month 1,335
Year to Date 14,378



Purchase orders issued

Current Month 1,125
Year to Date 13,335



Travel expense statements processed

Current Month 32
Year to Date 2,564



Files received for storage

Current Month 4,363
Year to Date 9,275



Number of internal billings

Current Month 27
Year to Date 753



Grant reports submitted

Current Month 16
Year to Date 461



Grant applications

Current Month 15
Year to Date 198



Deposits

Current Month 432
Year to Date 5,470

Departmental Goals

- 1 Complete FY19 Audit
100% complete - Audit completed on March 27, 2020
- 2 Obtain Unmodified Audit Opinion
100% complete - Audit completed on March 27, 2020
- 3 No Material Weaknesses on Single Audit
100% complete - Single Audit completed on July 8, 2020
- 4 Reporting requirements completed & submitted for July 2020
100% completion - All required reports were submitted timely in August

Accomplishments

- 1 Staff attended 24 webinars/trainings in August
- 2 Received GFOA Distinguished Budget Presentation Award for FY 2020

Upcoming Events

- 1 Staff is scheduled to attend 14 webinars/trainings in September
- 2 6 grant proposals will be submitted in September

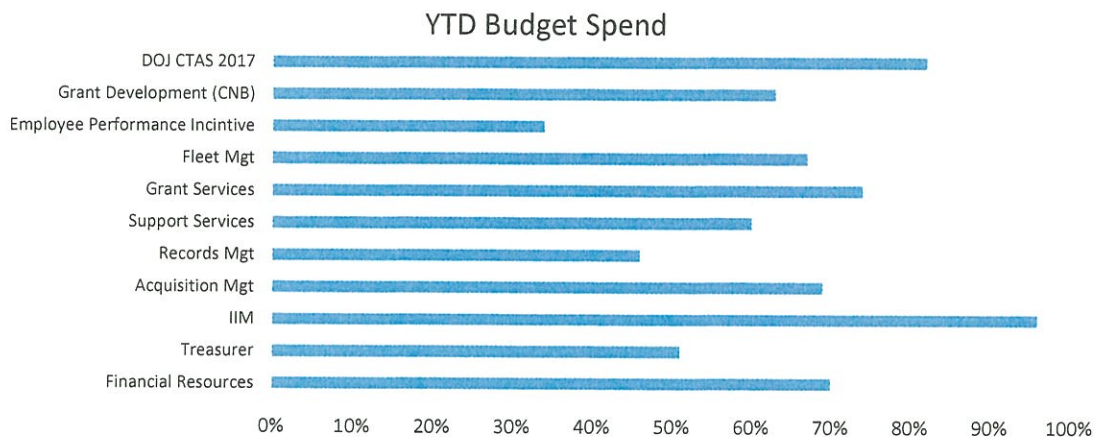
Compliance

- 1 No outstanding borrowings on \$5M Bank of America line of credit

Cherokee Nation Acquisition Management Year-To-Date Bid Report Over \$5,000 Transactions October 1, 2019 through September 30, 2020

		% of sub-total - TERO vendor submitted Bid
Award to TERO Vendor	\$ 10,350,813.98	95.40%
Award to non-TERO Vendor	\$ 499,010.96	4.60%
Sub-total bids with a TERO vendor participating	\$ 10,849,824.94	100.0%
Bid - no bids submitted by TERO Vendors	\$ 6,182,638.45	

October 1, 2019 through August 31, 2020



Executive & Finance Committee
Career Services
September 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.

COVID-19 NHE Disaster Recovery Grant

RESTORE program funded by Department of Labor grant is to assist individuals and businesses affected by COVID-19. The goal is to take individuals who have lost or had reduced hours in employment, and partner with businesses/organizations who need additional assistance due to COVID-19. The goal is to assist with humanitarian and cleanup work. As of September 30, 2020 RESTORE has placed 55 individuals, and partnered with 8 businesses, schools and organizations to assist with the COVID-19 pandemic. Assistance currently includes screeners, teacher's assistance, school janitorial work, counselors and food bank assistance. RESTORE will continue to partner in order to place additional participants and assistance businesses and organizations affected by COVID-19.

HOPE Program

NHE-477 HOPE has completed its 1st year in PL102-477. As of September 30th there are 141 active program participants. Participants continue to be assisted on an individual basis and individual employment plans are monitored for individual effectiveness. Program participants are remaining steady and the overall success rate continues to improve. Counselors will continue to monitor participants for any additional needs during the COVID-19 pandemic.

Coming Home Reentry Program

The Reentry Program continues to see increased numbers of justice-involved citizens seeking assistance and services. There were over double the amount of participants compared to the same month last year. The Reentry staff has been able to provide services to all who are seeking assistance.

The Reentry program has been awarded funding from the Department of Justice in the form of the following grants.

Press Release: 10/6/2020

Principal Chief Chuck Hoskin Jr. announced today that the Cherokee Nation has received three Department of Justice Grants to enhance and expand on Reentry Services throughout the Cherokee Nation. These grants became effective October 1, 2020.

The Cherokee Nation, through the Department of Justice, has received two new grants and an extension of a current one. The Department of Justice's Office of Justice Programs announced it has awarded more than \$92 million in grants across the United States designed to reduce

recidivism among adults and juvenile offenders returning to their communities after confinement.

The Bureau of Justice Administration awarded more than \$13 million to six jurisdictions through its FY 2019 & FY 2020 **Second Chance Act Pay for Success Initiative: Outcomes-based Contracting to lower Recidivism and Homelessness and Addresses Substance Use Disorders** programs. This program will run 54 months and will provide assistance to state, local and tribal governments to price, write, negotiate, fund and manage contracts that pay for these services in a way that ensures accountability and incentivizes improved performance overtime. Recipients include:

Department of Public Safety & Corrections, Louisiana	\$2,449,780.00
Cherokee Nation Career Services, Oklahoma	\$2,499,534.00
County of Ventura, California	\$2,200,000.00
Hamilton County Sherriff's Office, Tennessee	\$2,200,000.00
Department of Corrections, Missouri	\$2,180,250.00
County of Beaver, Pennsylvania	\$1,500,000.00

In addition, \$6.8 million through DOJ has been awarded to eight recipients through the **Correctional Adult Reentry Education, Employment and Recidivism Reduction Strategies Program** to implement or expand education and employment programs that emphasize strong partnerships with corrections, parole, probation, education, workforce development and reentry service provides. This program will run 36 months.

Recipients include:

Department of Corrections, Alaska	\$900,000.00
Gang Alternative, Inc., Florida	\$900,000.00
Metropolitan Community College, Nebraska	\$900,000.00
The Ridge Project, Inc, Ohio	\$900,000.00
Cherokee Nation Career Services, Oklahoma	\$899.859.00
Lorain County Community College District, Ohio	\$899,508.00
Mobile Area Interfaith Conference, Inc., Alabama	\$897,260.00
Grundy County Government, Tennessee	\$588,352.00

The current reentry grant, **Department of Justice Coordinated Tribal Assistance Solicitation Award Purpose Area 3 Justice Systems and Alcohol and Substance Abuse (ABJ)**, was also extended 12 months due to the Pandemic in the amount of \$215,000.00. The tribe has administered this grant since 2017 and has been awarded an additional \$771,137.00 for FY 2020 which will run 60 months

Total grants received for reentry services is \$4,385,530.00. This is the first time in history for us to have obtained this many grants through DOJ, we are beyond excited. For more information you may contact Diane Kelley, Executive Director of Career Services or Matt Lamont, Reentry Program Manager at the Cherokee Nation, 918-453-5555.

A report with a breakdown of the specific types of services that will be provided through these grant funds will be submitted next month after the programs begin. These funds will be extremely helpful in meeting the increased needs of justice-involved tribal citizens.

Tribal TANF

Families Served for month of September was 187.

We are preparing for the quarterly report and annual report due next month.

We have brought on two new team members that started September 21, 2020.

Leiloni Smith, Administrative Assistant, Tahlequah Office

Joshua Wiggins, Career Specialist, Jay Office

Received notice September 28, 2020 of no award for Coordination Grant for TANF and Child Welfare Services; scored high 80.33 out of 100.

TERO

TERO Virtual Awards Banquet will air November 5, 2020. We are working with the Communications department on a video that will feature keynote speakers, the winners for each category and more.

Trade and Economic Transition – TET

The Trade and Economic Transition team continues to enroll participants into the program during the final month of utilizing the original eligibility requirements set forth by the Department of Labor grant.

Cherokee Nation Career Services was recently awarded a Department of Labor grant focused on ***Employment Recovery*** from the COVID-19 epidemic. The grant was received as the Trade and Economic Transition grant was introduced into the 102-477 plan. The grant is a National Dislocated Worker Grant very similar to the operations of the Trade and Economic Transition.

R. Joshua Drywater is the new Program Director for the ***Economic Recovery*** grant. His team consists of seasoned Career Specialists and Job Developers including Kathryn Boyden in Tahlequah, Courtney Donkor in Pryor, Maegen Wallace in Sallisaw, and Susan Thompson, Lonnie Affleck, Vera Clark, and Andrea Walker in Tulsa. Open spots on the program for Career Specialists will be in Tahlequah, Sallisaw, Vinita, and Stilwell.

Several program participants are transitioning from the Trade and Economic Transition grant to the Economic Recovery grant as they continue their employment and training plans. Additionally, the team is currently working with the State Workforce to address layoffs in the area through Rapid Responses and service inquiries. The program is currently building OJT and apprenticeship opportunities in the area to get citizens back to work and self-sufficient quickly. The Employment Recovery Career Specialists and Job Developers are excited about the new funding opportunity and has continued to work through the transition of one grant to the other to ensure the continued services to individuals in need. The team will also begin outreach strategies to increase the number of people who can benefit from the program.

At this time, the grant maintains a Native preference but will service all dislocated workers found eligible in the entirety of the 14 counties where Cherokee Nation has jurisdiction. Eligibility for

the grant is for dislocated workers, which include individuals who have been laid off, as well as, individuals who are currently on, have exhausted, or are eligible for unemployment benefits.

TET Success Stories:

Audrey Raby, Cherokee Nation Outpatient Clinic

Audrey Raby, a single mother of three, lives in Tahlequah. She came to Career Services 1/13/2020 for help making ends meet. She was looking for work that was flexible around her children's schedules. She worked hard through the COVID crisis keeping our hospitals clean. Audrey was hired on an early morning work experience in Housekeeping at the Cherokee Nation Outpatient Clinic 5/19/2020. Awesome work, Audrey!

Alejandro Aguilar, Cherokee Nation Outpatient Clinic

Alejandro Aguilar is a resident of Tahlequah and a new father. Alejandro started as a Wayfinder after the new outpatient clinic opened on 10/15/2019. He found a home with full-time employment in Housekeeping at the Cherokee Nation Outpatient Clinic on 4/5/2020, at the start of the COVID pandemic. Fantastic, Alejandro!



Tribal Economic Development (TED)

Career Services Staff have been involved with a number of Economic Development Projects around the Cherokee Nation Reservation. We have provided Letters of Support to help potential new businesses with recruitment and getting our Cherokee Citizens jobs.

Tribal Economic Development (TED) Staff attended the following events in the month of September:

September 20th, 2020: Harbor Freight Job Fair

Harbor Freight is moving into Tahlequah and they are using Oklahoma Works Space to do interviews. They were hiring 40 people for the new store. They filled all 40 jobs as a result of the Job Fair.



NOW HIRING!

TAHLEQUAH, OK

905 South Muskogee Ave.

Positions Available:

Sales Associates (Part-Time) Sales Supervisor (Full-Time)
Stocking Associate (Part-Time) Stocking Supervisor (Full-Time)

Closed Thanksgiving & Christmas | Associate Discount | Paid Time Off
Benefits & Perks | Potential Bonuses | Closed by 8 p.m. Every Night
Clear Path to Promotion | Part-Time & Full-Time Positions | Flexible Schedules



Scan to apply or visit:
HarborFreightJobs.com

 **@HarborFreightJobs**

Harbor Freight Tools is an equal opportunity employer
committed to hiring a diverse workforce.

Sept. 22, 2020: NE Oklahoma Regional Job Fair, Grove, OK

Career Services assisted by provided signage, PPE, door prizes and help spreading the word to our clients.



A Wide Variety of Jobs from Top Area Employers
PPE Provided - Door Prizes To Be Given Away
Help Available for Application, Resume Assistance

TUESDAY, SEPT. 22, 2020

10 am - 6 pm * Grove Civic Center

1702 S Main St - Grove OK

This is the second of three regional job fairs in our region.
Stay tuned for more details.

Final Event - Vinita/Langley - Oct. 8

September 23, 2020: Growing Talent for Tomorrow: Youth Panel, virtual event

The event was originally scheduled for March but had to be postponed due to Covid-19. Career Services staff spoke about our summer youth program.

September 25, 2020: Groundbreaking Ceremony for the Sallisaw Veterans Center

Cherokee Nation officials including Cherokee Nation Deputy Principal Chief Bryan Warner, Secretary of Cherokee Nation Veterans Affairs S. Joe Crittenden, members of the Council of the Cherokee Nation and Executive Director of Career Services Diane Kelley joined state and area leaders today to celebrate a groundbreaking for the new veteran's center in Sallisaw.

In 2018, the Cherokee Nation worked with the city of Sallisaw on relocating the Oklahoma Veterans Center in Talihina to Sallisaw located in the Cherokee Nation.

Cherokee Nation Businesses invested \$300,000 to help relocate the center and to help get operations started in Sallisaw. In addition to financial assistance, the Cherokee Nation also pledged support through its Career Services programs to secure the center's workforce. Osda!

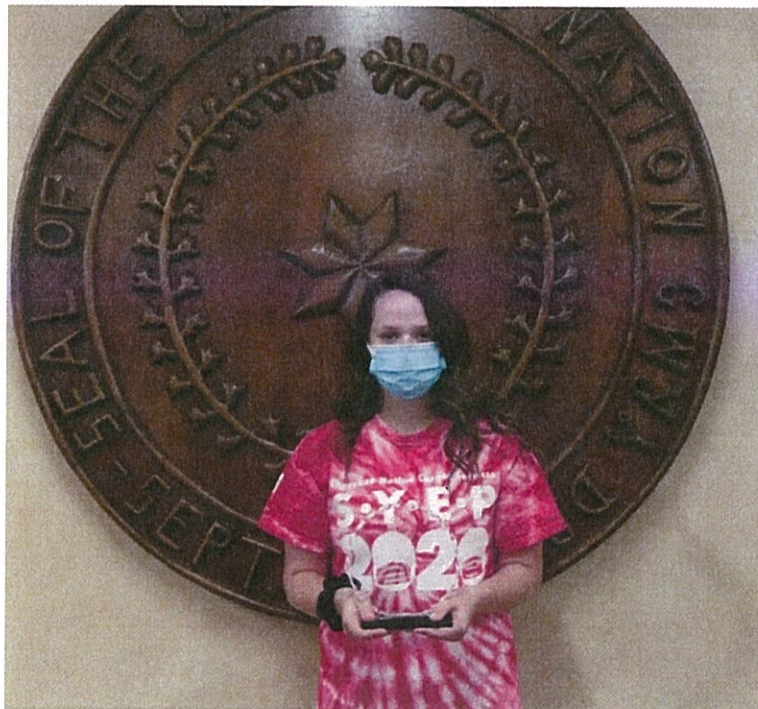
As part of the ceremony, Secretary Crittenden delivered the invocation and Deputy Chief Warner gave remarks. Deputy Chief Warner, along with members of the Council and Career Services, presented veteran Buddy Spencer with a plaque and a blanket.



Cherokee Nation Career Services Summer Youth Employment Program 2020 Awards



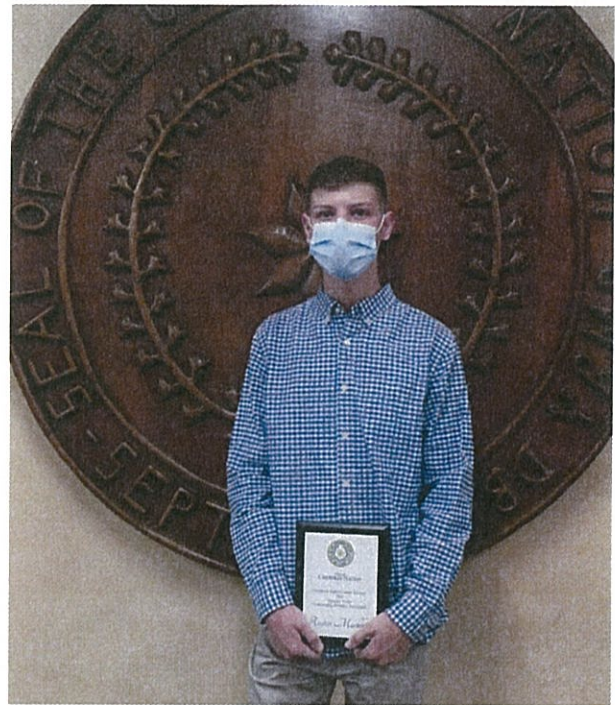
Principle Chief Chuck Hoskin Jr. with the SYEP award recipients,
Blane Jones, Cheyenne Muskrat, Kayla Goins, Austin Markham, not pictured: Maddy McKinney



Overall Participant of the Year- *Kayla Goins*



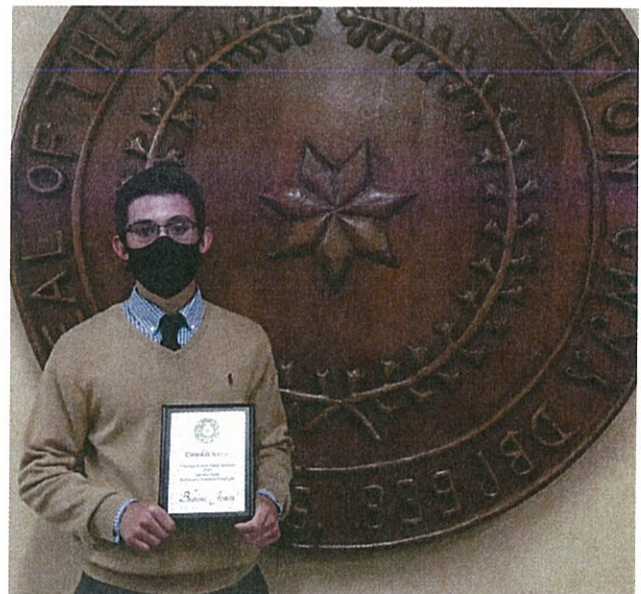
Outstanding Northern Female Participant
Maddy McKinney



Outstanding Northern Male Participant
Austin Markham



Outstanding Southern Female Participant
Cheyenne Muskrat



Outstanding Southern Male Participant
Blane Jones



Outstanding Southern Worksite
Cherokee County District Attorney's Office



Outstanding Northern Worksite
Hoppin Pools Owasso



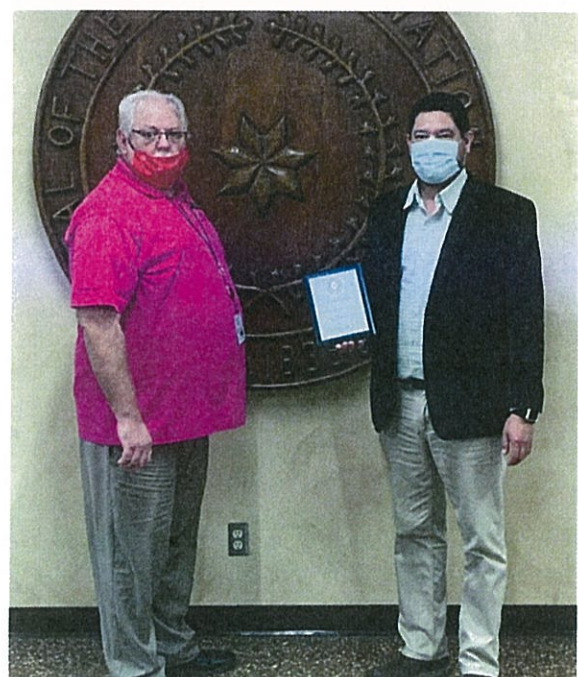
Outstanding Northern Supervisor
Jerri Forrest, Forrest Acre Daycare
Vinita, OK



Outstanding Southern Supervisor
Jan Dodd, Top Value Stilwell, OK



Outstanding Northern Tribal Worksite
Locust Grove Housing Authority



Outstanding Tribal Worksite
Sequoyah High School



Outstanding Tribal Supervisor
Janelle Smith, CN Human Services Tahlequah, OK



Career Specialist Top Caseload award recipients
Margaret Terrapin, Jennifer Edison, Dink Scott

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

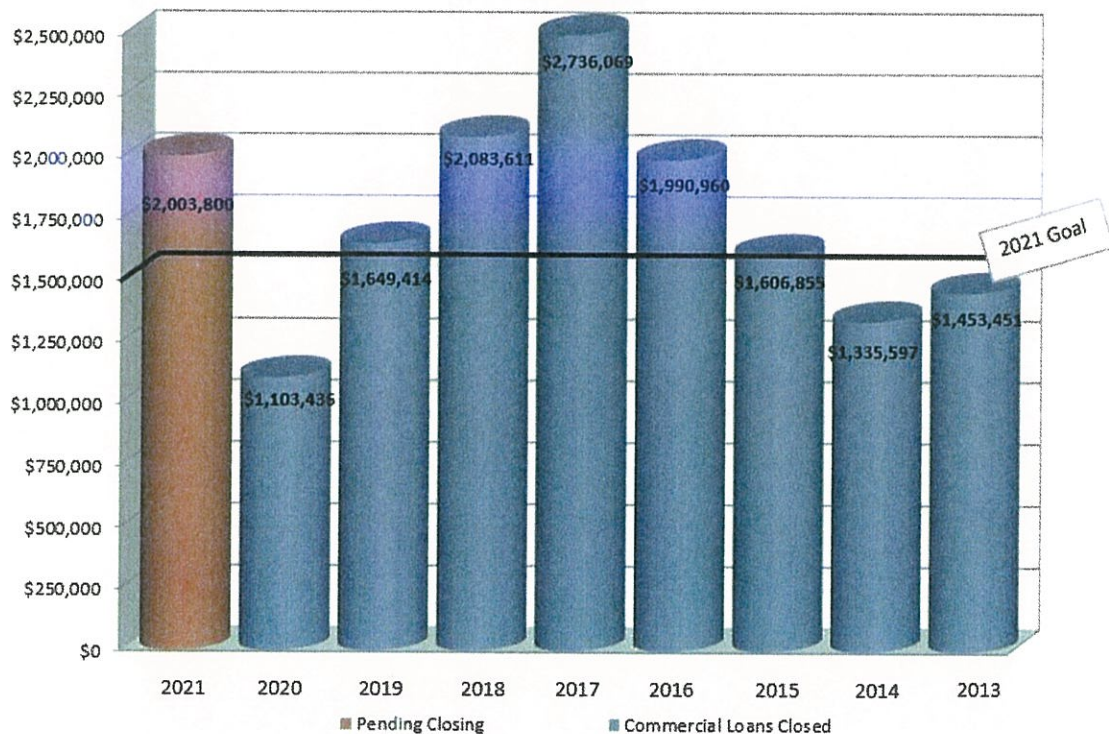
Community and Economic Impact

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.



**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 carried over from FY20 due to end of year funding restrictions in the BIA guarantee program. That program is now open again and the pending loans will begin closing.

Small Business Loans Closed September 2020

No Loans were closed in September

"We thank the Cherokee Nation SBAC team so much for sending out the NCAI Stabilization Grant info. We were chosen to receive one."

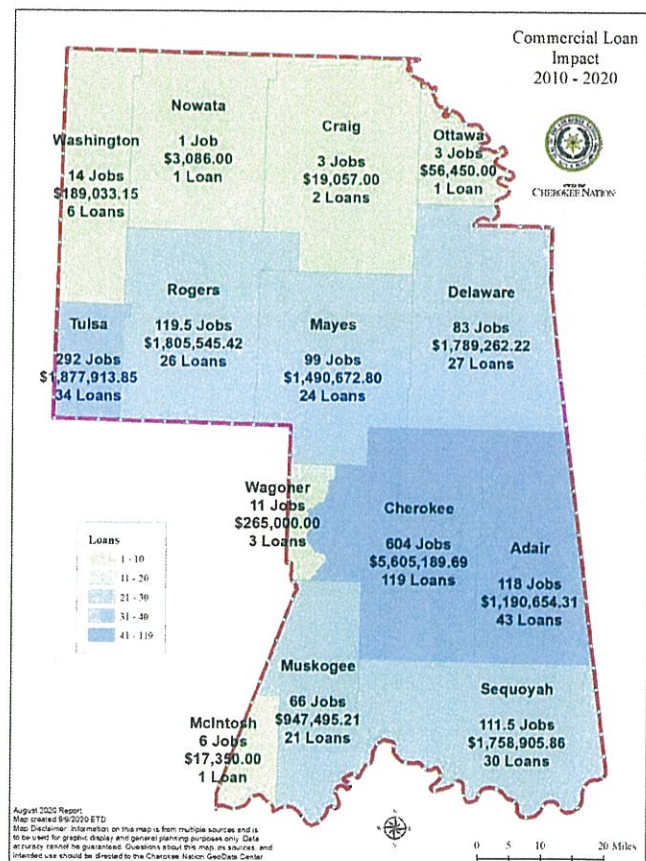
*– Landshark Enterprises,
Colcord, Oklahoma*

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
Tahlequah	Cherokee	Agriculture	Expansion

Commercial Lending Impact 2010 through 2020 by County

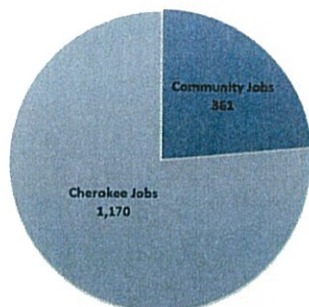
County	Economic Investment	Businesses	Jobs
Adair	\$1,190,655	43	118
Cherokee	\$5,605,190	119	604
Craig	\$19,057	2	3
Delaware	\$1,789,262	26	83
Mayes	\$1,490,673	24	99
McIntosh	\$17,350	1	6
Muskogee	\$947,495	21	66
Nowata	\$3,086	1	1
Ottawa	\$56,450	1	3
Rogers	\$1,805,545	26	120
Sequoyah	\$1,758,906	29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



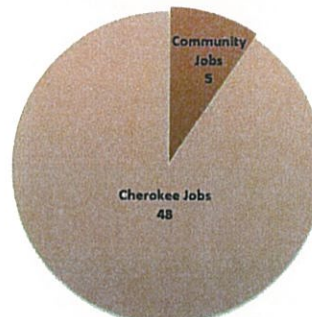
Businesses Create Community Based Jobs

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	\$1,639,115
Available Consumer Capital	\$1,549,143
Approved Grants Pending Distribution	\$115,589
Approved Grants Pending Receipt	\$623,000
Total Available Capital	\$3,926,846
Outstanding Commercial Loans	\$8,468,433
Outstanding Consumer Loans	\$1,535,117
Total Outstanding Loans	\$10,003,550

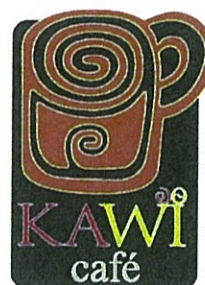
FY20 loans leveraged \$5,471,077 in private dollars and since 2015 CNEDTA loans have leveraged \$37,163,835 in private dollars invested in our local economies.

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 now 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.



Procurements Awarded to Certified Cherokee/Indian-Owned Small Business 76.72% of CIOB Eligible Procurement Opportunities were awarded to CIOBs



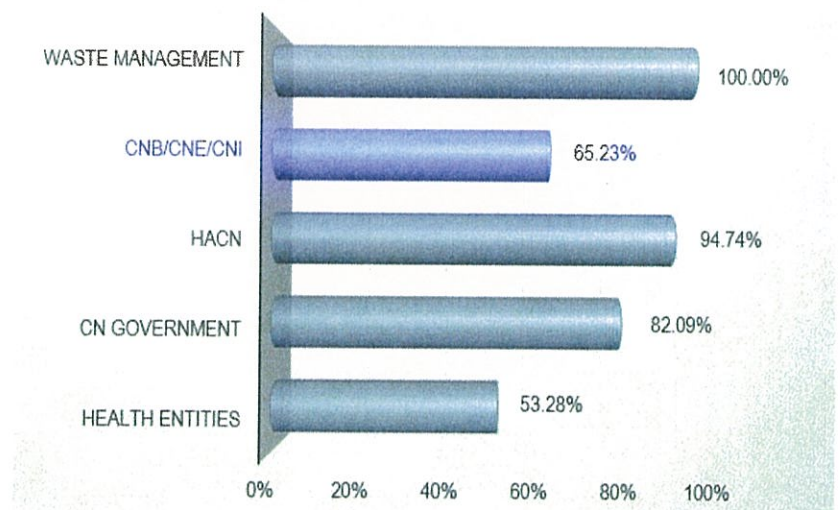
TERO Procurement Opportunities	
Entity	% Awarded
CN Government	95.40%
CNE	74.19%
Health Entities*	100.0%
CNI	7.20%
Waste Management	0.00%

*Health Entities are PACE/Elder Care and CN Home Health

**CNE reporting is through August 2020

73.32% 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, including National Treasures, and by appointment only. The Spider Gallery is open to the public.



The 68th Cherokee National Holiday – Celebrating Tribal Sovereignty

This year's virtual Holiday was a great success, with 82% of participants expressing satisfaction. The website experienced over 55,000 visitors during the Holiday events and throughout the month of September.

The State of the Nation experienced 26,000 views in September and the Community Tours experienced 36,000 views.

The online platform will grow in the coming years as it provides a great opportunity for citizens from across the world to participate in the Holiday in a meaningful way, posting pictures and comments, as well as creating watch parties for families and friends to participate together.

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
SBA PRIME	Small Business	2021	\$250,000	No Award	Continue Kawi Operations
USDA RDBG	Small Business	2021	\$200,000	Awarded	Jay Industrial Park Road
USDA RDBG	Small Business	2021	\$100,000	Submitted	Community Planning
CDFI	Lending Programs	2021	\$650,000	Awarded	SBAC Lending Programs
IRS VITA	Tax Preparation	2021	\$55,000	Awarded	VITA Tax Program
SBA MBDA	Re-entry Program	2021-2022	\$516,569.75	No Award	Entrepreneurship Training
USDA SDGG	Small Business	2021	\$150,000	Awarded	Technical Assistance to Community Nonprofits