

Delaware Trust Board Minutes

July 2, 2011

Delaware Community Center

Respectfully submitted by Verna Crawford, Trust Board Secretary

Chairman Wayne Stull called the June 4, 2012 meeting to order at 4:20 p.m.

Former Chief Curtis Zunigha gave the invocation.

Secretary Verna Crawford called roll, those present were Chairman Wayne Stull, Assistant Chairman Chet Brooks, TJ Aaroe, John Sumpter, DeAnn Ketchum, Joe Brooks and Verna Crawford. All members were present.

Chairman Stull greeted the guests. Guest present were Matt White, Nancy Sumpter, Mary Randall, Attorney Vicki Sousa, and Arvest Bank Representatives Joshua Randolph and Scott Thompson.

Tribal officials and employees present were Chief Paula Pechonick, Council Member Jan Brown, Justice Charles Randall, Tribal Manager Curtis Zunigha, Leslie Fall-Leaf, Lesa Steele, Cece Biggoose, and Council member Nate Young.

Verna Crawford moved to approve the agenda with the addition of NCAI under New Business, seconded by Joe Brooks. Motion carried with five yes.

Arvest Bank—Trust Fund Report by Joshua Randolph and Scott Thompson

(A note of explanation: As directed by the Trust Board the funds are invested in mostly secure stocks, government bonds, etc. There are two accounts, one is the principal and the other a sub-account. The principal account is the bulk of the funds and produces the interest from which the Trust Committees operate. The sub-account (interest account) is invested in fixed assets and is the Trust operating account. In this manner these monies are also earning income for the committee operations. The funds are drawn down as needed by the Committees. This explanation is given by the secretary for clarification.)

A detailed report was distributed regarding the Tribe's Trust investments. (Report is on file).

Joshua Randolph stated the balance, as of Friday, June 29, 2012, was \$3,490,984.21. He noted that there has be an appreciation of about one half a million dollars over the years. The estimated annual income is approximately \$128,453.67. The income is about 3.8% yield on investments and is not taking into account the appreciation. The target objective was 30%, we stay on the conservative side and have kept on track with 30.4% return. The sub-account balance is \$245,878.07. This is the account earning are placed into. The total of both accounts in this report are \$3,750,00. Additional information is on file at the Tribal office.

Chairman Stull stated that he has been impressed with the way Arvest manages our funds ever since they took over.

Verna Crawford pointed out that the previous managers had lost a considerable amount of money. As the report shows, we have increased over the years with Arvest. She thanked them for taking care of us.

Minutes of Previous Meeting:

Joe Brooks moved to approve the minutes of June 4, 2012 with corrections if needed. Assistant Chair Chet Brooks seconded the motion.

Motion carried with five yes.

Treasurer's Report:

Verna Crawford moved to accept the Treasurer's report pending audit seconded by Chet Brooks.

Discussion: Curtis Zunigha informed the Board that the reports were late due to auditors being in the office.

Chairman Stull noted that there appears to be over spending by some committees. Accounting has indicated that committees have carry-over but we don't have information. It was noted that the information is needed by the committees. Verna Crawford commented that a workshop had been held on Tribal financials that was very informative and clarified many things. Motion carried with five yes.

Joe Brooks moved to setup a workshop on Trust Financials. Seconded by Chet Brooks. Motion carried with five yes.

Curtis Zunigha reported that extra people have been hired to keep up the cemeteries and that money has been coming out of the Land Management budget.

Committee Reports:

Economic Development (Chair Wayne Stull)

Chairman Stull requested Lesa Steele, Economic Development Coordinator, to give an Economic Development update.

Lesa Steele reported:

"I reported last month that the generator project had been tabled due to stalled negotiations with the owner. As disappointing as that was, I hit the ground running to find new economic development opportunities for the board to consider.

On Thursday and Friday, June 7th and 8th, I attended a class in OKC at Tinker Air Force Base on government contracting. Although currently, we have no business, this was an excellent class on writing proposals when bidding on government contracts. What was more important though, was the networking that I did between sessions and during lunch. I met with James Ray from the Native American Business Enterprise Center and Kay Bills from Mid America Government

Industry Coalition Inc. James and Kay know the Tribe's history and we had several discussions on how the Tribe could move forward with Economic Development. What I kept hearing over and over from them was to find the things that the Tribe is already doing and capitalize on them (what are we doing now and turn it into a business). We are currently working to develop a start-up business doing ground and facility maintenance. We have set a goal to have the business up and going in less than three months to enable us to bid on three small government contracts which will be available in September. We will also pursue private and commercial accounts as the business develops. I have been working on the management plan, researching the NAICS codes that apply to our business and in the process of preparing a preliminary operational budget. At this same workshop I talked to two other tribal economic development groups, exploring the possibility of some teaming opportunities in the future to help build some capacity which will be needed when we apply for 8(a) certification.

I attended the Sovereignty Symposium on June 11-13 in OKC. I attended several break-out sessions on tribal economic development, and again met with Kay Bills and James Ray to relay the progress I had made, answer some questions I had and discuss how to continue moving forward.

On June 14th, the DEA board met to hear about four business acquisition opportunities. Additional information was requested and forwarded to board members for review. This past Friday, we toured the facility of moderately sized business acquisition and discussed possibilities. We are currently gathering information on this company will aid our due diligence. DEA will be considering various options including business acquisition, joint venture and possible partnership.

The DEA Board is pursuing the reestablishment of its 8(a) certification be it with an acquisition, start-up or joint venture. Jenifer, James Ray, and I have a meeting scheduled with Vanessa Redfork in the District SBA office in OKC on Thursday, July 5th to discuss the easiest and quickest route to gain 8(a) certification. Once the tribe gets its 8(a) certification it can then bid as a sole-source on government contracts.”

Community Services (Acting Chair Verna Crawford)

The Committee regularly meets on the second Monday of each month following the Education Committee meeting. No report in packet. The next meeting will be held July 16.

Cultural Preservation (Chair Chet Brooks)

Meets the third Tuesday of each month at the Community Center.

Chet announced that on July 13 at noon the Elders lunch will be steak barbeque.

The second Tuesday of each month starting at 6 p.m. cultural preservation night is held. Starting at 6 p.m. with a potluck dinner. If enough people show up there will be singing and dancing or fellowship.

Education (Chair Verna Crawford)

The Committee regularly meets on the second Monday of each month. No report in packet. The next meeting will be held July 16.

Land Management (Chair DeAnn Ketchum)

No report in packet

Reinvestment (Chair John Sumpter)

Meets quarterly. No report was given due to no meeting being held.

Tribal Operations (Chair Joe Brooks)

Meets quarterly. No report was given due to no meeting being held.

New Business:

NCAI Annual meeting will be held in Sacramento, CA on October 22-26, 2012.

Chet Brooks moved to send Joe Brooks, John Sumpter and DeAnn Ketchum to NCAI as Trust Board representatives. Verna Crawford seconded the motion. Motion carried with five yes.

Other Business:

Chairman Stull declared the meeting adjourned at 5:16 p.m.