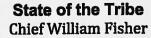


# Gah-Yah-Tont

(It Is Written)



February 2014





**Fellow Tribal Members:** 

Once again, I hope this letter finds you and your families well. Included within this newsletter is a financial synopsis of every Tribal enterprise, to date. This was meticulously put together by Chief Financial Officer, Bill Barnett CPA. As you can see from these financials (that include the CFO's narrative) the financial status of the Tribe is dire. The Tribe has many entities that are losing money, many of which have never been profitable. My recent focus has been to try and stabilize the losses.

The decisions that led to the horrendous financial state the Tribe is presently in, sits squarely on the shoulders of the prior administration. This administration not only included the former Chief, but some Business Committee Members as well. Since taking office this past June, I have seen the evidence of poor business decisions repeated time and again by these former elected officials.

The numbers are clear. The existing Tribal enterprises consumed over Fourteen Millon Dollars (\$14,000,000) of reserves while losing an additional several millions of dollars in the past few years alone. There is little or nothing to show for these losses. I hope by including the current financial status you will have a solid picture of what we are facing. These bad business decisions and practices were repeated over the course of several years. It will take some time to put the Tribe back on solid financial ground, but that certainly is my goal.

The Casino and Tobacco Plant have seen years of neglect despite being our only viable businesses. With that being said, Tobacco has "run in the red" for the past several years. Presently it is not profit-

The Casino has much of my attention as well. Grand Lake Casino, our only moneymaker, is in dire need of some investments to secure our future.

We must also begin the process of seriously rethinking the number and type of businesses we want to be in. I believe we need to diversify but we are without capital to start a new business. The Tribe is without a solid business plan for new endeavors and as far as I can tell, has never had one. Equally as important as planning and diversification, our managers and employees must be held to their responsibilities. Presently the "good ol' boy" system that the Tribe has operated under for a very long time now makes this yet another challenge.

I ask you to continue to support me in reshaping the Tribe into one that can provide genuine help for our members and support the education of our future generations.

I certainly welcome your thoughts and input. If you would like to submit a proposal that you feel would benefit ALL Tribal members and possibly provide employment opportunities to those qualified and desiring to work, please do so. I look forward to receiving and reviewing them. My e-mail is wfisher@sctribe.com.

Also, the long awaited audit of most Tribal enterprises and programs has been completed. I will convey though that the Claims Committee would not allow the auditors to gather information needed to properly complete the audit and refused to cooperate in providing the requested information. This was after the auditors made repeated requests to them for the information. As a result, the audit will be incomplete as to Claims Committee activities.

Respectfully,

William J. Fisher

William L. Fisher, Chief

# Greetings,

I would like to thank the Seneca-Cayuga Tribe of Oklahoma for the opportunity to serve in the capacity as Chief Financial Officer since late September, 2013. Since arriving on board much of my time has been focused on the profit centers of the tribe. The following is a brief summary of the financial operations within the past 26 months for these entities.

		Royal Bay		
	Operating	Profit (Loss) and I	Financial Cost	
	5 Month	12 Month	2 Month	
Revenues	Mar 12-Sep 12	Oct 12 - Sep 13	Oct 13 - Nov 13	Total
Restaurant	5133,600	\$289,352	\$29,950	\$452,902
Fuel	35,404	89,572	269	75,24
Other	97,298	147,063	15,849	260,210
Total Revenues	\$266,502	\$475,988	\$46,068	5788,357
Cast of Goods Sold				
Restaurant	\$100,201	\$183,840	\$18,005	\$302,046
Fuel	13,664	24,837	7,834	46,334
Total Cost of Goods Sold	\$113,865	\$208,677	525,839	\$348,381
Gress Profit	\$152,487	\$267,311	\$20,229	\$439,977
General and Administrative	381,686	799,813	92,030	1,273,528
Total Operating Profit/(Loss)	S(229,249)	S(532,502)	\$(71,801)	\$(833,552)
Amounts paid to Strickland	(358,373)	(350,000)		(708,373)
Total Financial Cost	\$(587,622)	\$(882,502)	\$(71,801)	\$(1,541,924)

Royal Bay Summary: The overall costs of payroll have been approximately the same as the gross revenues; thus, this has guaranteed sustained losses for the business. Additionally, food and beverage costs double the industry-standards. These factors led to the decision to close during the off-senson so that these key operating areas could be corrected.

Pre-Close Tribat: 3 Pre-Close Spouse: 1

Post-Close Tribal: 0 Post-Close Spouse: 1

		Lodge		
	T	Profit/(Loss)		Ţ
	12-Month Oct 11 -Sep 12	12-Month Oct 12 - Sep 13	2-Month Oct 13 - Nov 13	Total
Revenue	\$250,534	\$353,417	\$66,294	\$670,245
Cost of Goods Sold	15,121	25,018	4,083	44,221
Gross Profit	\$235,413	\$328,399	\$62,212	\$626,024
Total Expense	356,063	373,176	57,203	786,442
Net Income/ (Loss)	\$(120,650)	\$(44,776)	\$5,008	\$(160,418)

Lodge Summery: The Lodge has been increasing revenues and decreasing its losses since opening and is part of Patricia Island's package including golf, gaming, and lodging.

negativi		Fun	niture	
	_	Profil	/(Loss)	
		Month	9 Month	
		11-5ep 2012	Oct 2012 - June 2013	Total
Revenue	5	518,543	\$ 97,111	\$ 615,654
Cost of Goods Sold		422,075	68,523	490,598
Gross Profit	5	96,468	\$ 28,588	\$ 125,056
Total Expense		154,128	165,524	319,652
Net Income/(Loss)	s	(57,660)	\$ (136,936)	\$ (194,596)

Furniture Summary: This entity was closed in June 2013 because it was deemed not a viable going concern.

Miami Casino Venture  Expenditures				
Casino	Materials for remodel	\$572,077		
Casino	Contract Labor for remodel	37,687		
Casino	Start-up costs	32.866		
Casino	Computer Equipment (transferred to Grove Casino)	223,015		
Gaming Comm.	Wages	6,333		
Gaming Comm.	Expenditures	64,022		
		\$936,000		

Miami Casino Venture Summary: This was an attempt to open a gaming establishment in Miami,

		Casino	•	
		Profit/(Loss)	γ	
	12-Month	12-Month	2-Month	
	Oct 11 -5ep 12	Oct 12 - Sep 13	Oct 13 - Nov 13	Total
Revenue	\$118,783,216	\$107,086,274	\$15,443,357	\$241,312,847
Cost of Goods Sold	102,536,857	92,115,711	13,436,026	208,088,594
Gross Profit	\$16,246,359	\$14,970,562	\$2,007,331	\$33,224,252
Add: Other Income	318,078	285,179	37,891	642,147
Deduct: Total Expense	(10,161,547)	(10,505,120)	(1,592,745)	(22,259,411)
Net income/ (Loss)	\$6,402,890	\$4,751,621	\$452,477	\$11,606,988
Monthly Average	\$533,574	\$395,968	\$226,238	

Casino Summary: The revenues are down substantially from a couple of years ago and this is

Tribal Employees: 37

# Tobacco

Profit/(Loss)				
	12 month	12 month	2 month	
	Oct 11 -Sep 12	Oct 12 - Sep 13	Oct 13 - Nov 13	Total
Revenue	\$9,341,823	\$8,520,277	\$1,032,901	\$18,895,000
Cost of Goods Sold	7,278,577	6,981,077	797,601	15,057,255
Gross Profit	\$2,063,245	\$1,539,200	\$235,300	\$3,837,745
Total Expense	2,120,755	1,711,502	235,384	4,067,641
Net Ordinary Income/(Loss)	\$(57,509)	\$(172,302)	\$(84)	\$(229,896)
Other Income/ (Expense)	146,793	12,912	(7,189)	152,515
Net Income (Expense)	\$89,284	\$(159,390)	\$(7,273)	\$(77,380)

Tobacco Summary: The revenues are down significantly from last year; however, fixed costs have been reduced proportionately. The key issues involving Tobacco are increasing sales and setting price so that the units can be produced at a profit.

Tribal Employees: 19

### **Overall Summary**

Significant losses have resulted in improper planning of some of these new projects. Obviously with the benefit of hindsight it is much easier to see the mistakes that have been made. For future proposals, I strongly urge the Business Committee to be armed with the following set of tools in order to make decisions affecting the Tribe: (1) contracts and/or agreements should be reviewed by the Tribe's attorney (2) proposals should have accompanying pro forma financial statements that give 3 to 5 year projections from an independent source, and (3) statistical analysis that justifies anticipated sales or volume of new projects.



Congratulations to all Graduates! Beginning with the Spring 2012 Semester, the Office of Education had the additional funding to honor our students for your achievements. All graduates in the higher education and technical trades schools earning your degrees and/or certifications, please send your official transcript conferring your degree or certificate to the Office of Education, 23701 South 655 Road, Grove, Oklahoma 74344 so that we will be able to send you a small gift to recognize you for your dedication and hard work. We will also be able to place your name in next available newsletter to additionally recognize you for your completion of your educational endeavors. If you should have any questions regarding, please call 918-787-5452 or you may email mmorris@sctribe.com or cbrown@sctribe.com. Our extensions are: Michell-210 and Carol 203. The Office of Education has created a facebook page to keep students and tribal members up-to-date. You may find the site under Seneca-Cayuga Tribal Education Department.

Dear Tribal College/University/Technical Training Education Students:

Just a reminder of the <u>Due Dates</u> for receipt of your Education Fellowship Fund Application for the following funding cycles:

Summer 2014 Session - Application Due Date is April 15, 2014 Fall 2014 Semester - Application Due Date is July 15, 2014

Spring 2014 Semester - Application Due Date is November 15, 2014

All students who have provided an application to the Office of Education by the due date will have completed the first step of eligibility to start the process to receive funding to attend colleges/universities/technical trades schools. The one page application constitutes meeting the due date upon receipt by the education office. Official transcripts, semester class schedules, and other required documents can be sent to the Office of Education as these required items become available to the student.

### Dear Tribal High School Students:

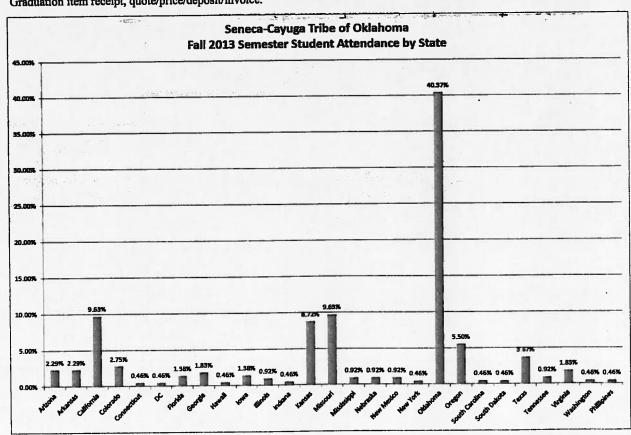
High School Senior Fellowship Fund applications are available in the education office. This is a one-time assistance fund of up to \$500 to assist tribal enrolled graduating high school seniors. Graduation items which are allowable shall be the following: Cap/gown, graduation announcements, senior pictures, class ring, ACT/SAT fees and any other senior related fee associated with college entry. Students should submit the following documents to receive the High School Senior funding:

1. Completed High School Senior Fellowship fund application.

2. Copy of Tribal Enrollment Card.

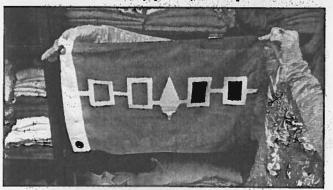
3. Letter of estimated graduation date from high school on official letterhead.

Graduation item receipt, quote/price/deposit/invoice.



# SENEGA-GAYUGA TRIBE

Blanket is \$40.00 and the size is 48 % 70" Historicka Bels flag is 19" % 12" mith grammets.



# Former tribal official gets probation for embezzling

By DAVID HARPER Tulsa World Staff Writer

A former Seneca-Cayuga tribal official was sentenced Friday Dec. 20th to five years of probation for embezzling from the tribe.

Lana M. Line, a former executive director of the Seneca-Cayuga Housing Authority, pleaded guilty June 19 in Tulsa federal court, acknowledging that from 2008 through 2010 she falsified Housing Authority records and issued checks that were "allegedly for repair work done on homes when in fact that work was not done. I cashed those checks and kept the money for me and my family."

The fraudulent activity was detected as a result of an audit after Line left the job in Grove voluntarily, according to Assistant U.S. Attorney Shannon Cozzoni. A federal grand jury in Tulsa indicted Line on May 8.

Line, 46, was ordered by U.S. District Judge James Payne to serve the first six months of probation under house arrest. She was also ordered to pay \$51,181 in restitution.

Line said during Friday's hearing: "I'm sorry this happened. I made a large mistake that I'm willing to pay for."

Current Seneca-Cayuga Tribe of Oklahoma Housing Director Sue Channing told the court Friday that Line's crime "has been devastating to our tribe."

"It's a huge amount of money for people that don't get a lot of money," she said. Line could go to prison for five years if her probation is revoked.

SENECA-CAYUGA GIFT SHOP

The Seneca-Cayuga Gift shop is located in the tag office.
All items can be seen on line at our web-site sctribe.com.
Items include Adult long and short sleeve t-shirts ranging from small to 3 X. Youth from x-small to x-large.
Tribal flags, caps, visors, blanket throw, key chains, lapel pins with tribal logo on all Items.
Ribbon shirts in various sizes ranging from adult to youth.
Little girl dress, skirts, shawis. Call for sizes or pictures.

CONTACT:
LESLIE MCCOY
PHONE: 918-787-5452 EXT 250
EMAIL - Imccoy@sctribe.com

# **VEHICLE REGISTRATION FEES:**

January 1, 2014

2014 - 2010 LESS THAN 5 YRS OLD	\$150.00
RENEWAL	\$75.00
2009 - 2004 TO 10 YRS OLD	\$ 75.00
RENEWAL	\$50.00
2003-OLDER 11 YRS & OLDER	\$40.00
RENEWAL	\$15.00

TITLE FEE	(LOSS or CHANGE of INFORMATION)	\$25.00
	(INCLUDES ENTRY & COPY OF TITLE)	\$25.00
	(55 years of age. Limit one per member)	NIC
MOTORCY	LES SAME AS AUTOMOBILES	
COMMERC	IAL VEHICLES TWICE THE RATE OF AUTOI	<b>HOBILES</b>

CURRENT INSURANCE VE	RIFICATION IS REQUIRED	
\$.25 CHARGE PER DAY PE	NALTY IS APPLIED TO LATE	
REGISTRATIONS.		
PERSONALIZED TAG	\$45.	00,

VANITY TAGS		\$8.00
SENECA-CAYUGA LOGO	OR HIAWATHA BELT	

ELIGIBILITY TO RECIEVIE A SENECA-CAYUGA TAG.
PROOF OF MEMBERSHIP TO SENECA-CAYUGA TRIBE
PROOF OF RESIDENCY IN THE STATE OF OKLAHOMA.

# CONTACT: LESLIE MCCOY, TAG AGENT PHONE - 918-787-5452 EXT 250 FAX - 918-787-9440 EMAIL - Imccoy@sctribe

· n graedamen



## SENECA-CAYUGA TRIBE OF OKLAHOMA 23701 South 655 Road Grove, Oklahoma 74344 Phone (918) 786-9133 Fax (918) 786-9180

# ENROLLMENT DEPARTMENT CHANGE OF ADDRESS FORM

Name:	Control of the Contro	4				
Address:	Y min gar y y y y y					
City:						
State/Zip:						
Home Telephone:						
Cell:	and series and the series of		100	o- +	ve.	15.91
Work Telephone:						
E-mail:						
Tribal Enrollment Number:						
Tribal Children Living at Same Addre						
	Roll No.:					
	Roll No.:					
=	Roll No.:					
Submitted By:						
Tribal Member Signature	Date				_	
**If Change of Address Form is being	submitted for minor child or incom	petent ad	ult, please	sign belo	w:	
SUBMITTED BY: Parent/Gua	rdian	. 7		14		