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Periodical supplement to The Journal Record • June 2018



Partnerships
with tribes **SPARK**
successful business
recruitment

ALSO INSIDE:

State, regional economic
development perspectives

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A SUPPORT SYSTEM THAT GROWS WITH YOU

Come Grow with a Community that Provides One-Stop Economic Development Service

Duncan Companies

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- Dream Team Prosthetics
- Wilco Machine & Fab/NOV
- Cameron Measurement Systems/ Schlumberger
- Family Dollar/Dollar Tree Distribution Center
- Duncan Recycling & Refining
- Completion Science
- Duncan Regional Hospital
- The Tilley Group

Services

- Industrial Land Available
- Build-to-Suit
- Workforce Development
- Training
- Internships
- Recruitment
- Retention
- Attraction
- Incubator

and more....



FAST TRACK TO SUCCESS!
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AREA ECONOMIC DEVELOPMENT FOUNDATION

Welcome to Location Oklahoma!



Gov. Mary Fallin

Throughout this publication, you will learn why Oklahoma is the best place in the nation to live, work, invest and raise a family.

My top priority as governor is to make our state as business friendly as possible and to help existing businesses grow while creating more opportunities for Oklahoma families.

We have a world-class higher education system, and we are working hard to ensure our workforce is ready to meet the demands of a global economy. Our low cost of living and high quality of life make Oklahoma an attractive, affordable option for businesses and families.

Each region of Oklahoma is unique. In this publication, you have access to vital market information and economic data so you will know which region best aligns with the needs of your company. In addition, you can read about what we do as a state to incentivize all businesses from startups to international corporations.

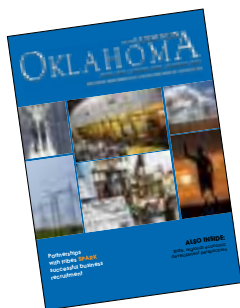
We have made a lot of progress in recent years at the state Capitol to make it easier for businesses to thrive. We have focused on education and workforce training, kept low taxes, eliminated red tape and made state government more efficient and effective.

So, look no further than the great state of Oklahoma when you are looking for a place to expand, relocate or develop your business.

Sincerely,

A handwritten signature in black ink that reads 'Mary Fallin'.

Mary Fallin
Governor



To view the digital version of this issue, go to:
JournalRecord.com/location-oklahoma

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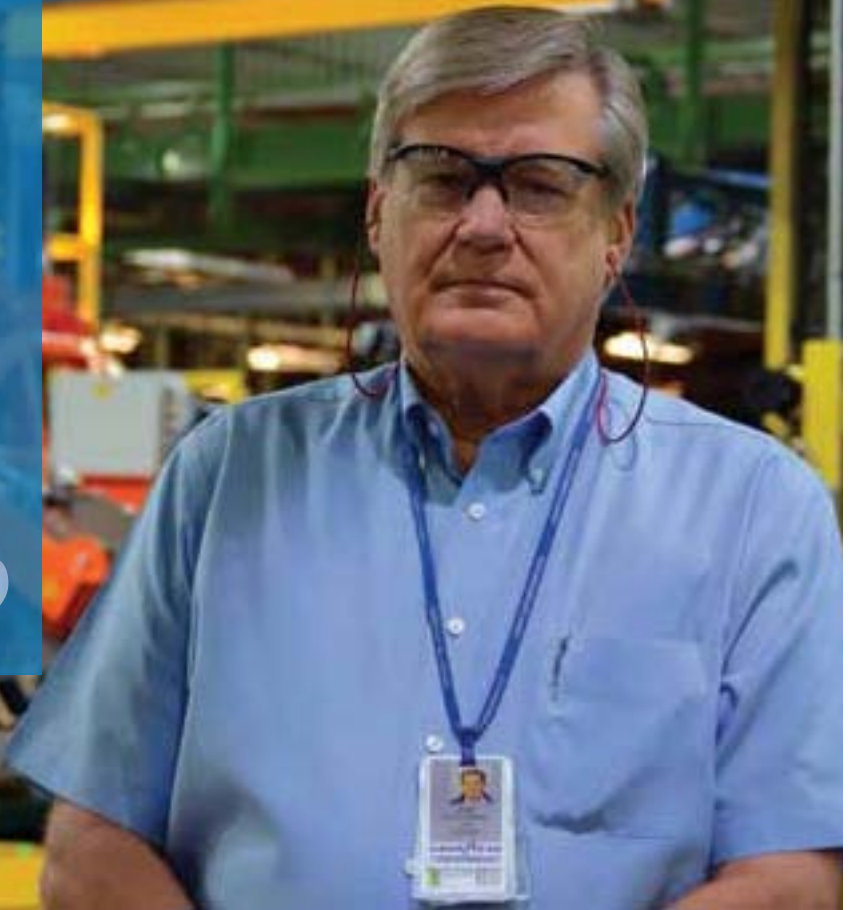
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- JOHN CUNNINGHAM, MANUFACTURING DIRECTOR -



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Partnerships with tribes spark successful business recruitment

By Heide Brandes

In April, Commercial Metals Co. employees gathered in Durant for the dedication of their new steel micro-mill, which will use a new continuous manufacturing method to process steel.

As they gathered in the southwest Oklahoma community, they were flanked by Choctaw Nation, federal, state and local officials, all of whom worked hand-in-hand to help CMC choose Durant for the location of its new steel mini-mill.

Eighteen months in the making, Commercial Metals Co.'s decision to open the mill in Oklahoma is due, in large part, to the combined efforts of the Choctaw Nation and other entities.

The micro-mill facility will create, among other things, steel posts for the agriculture, ranching and construction fencing markets as CMC Southern Post, and the first shipments are expected to roll out this summer.

Commercial Metals Co. manufactures, recycles and markets steel and metal products and other materials with its steel mini-mills, steel fabrication and processing plants, metal recycling facilities and marketing and distribution offices in the United States and internationally.

Barbara Smith, chairman, president and CEO of CMC, said the partnerships were vital in the success of the mill.

"A project of this magnitude could not be accomplished without the support of so many, and we thank all our partners who helped us during the construction and commissioning of the mill," she said in a statement.

Working hand in hand

The Choctaw Nation works with state and local governments by offering incentives to bring businesses like CMC Steel to Oklahoma.

"CMC Steel Oklahoma is the second micro steel plant in the nation and it created an additional 200 jobs to the state,"

said Tammy Gwin, executive director of business and economic development for the Choctaw Nation of Oklahoma. "The Choctaw Nation is always looking for ways to create more jobs and enrich the economy in southeastern Oklahoma."

Tribal incentives that are offered during business recruitment can include Indian tax credits for companies that build on tribal land and that hire Native American workers, as well as accelerated depreciation.

"Choctaw Nation has a heart for growing our economy in southeastern Oklahoma. We are fortunate that partners in our state share the same goal and are willing to work together when recruiting business to our part of the state," Gwin said. "The New Markets Tax Credit Program incentivizes community development and economic growth through the use of tax credits that attract private investment to distressed communities. A large part of the Choctaw Nation territory is located inside NMTC areas."

The Oklahoma Department of Commerce worked with numerous partners on this project, including the Durant Industrial Authority, city of Durant, Oklahoma Employment Security Commission, CareerTech, Oklahoma Department of Transportation, Choctaw Nation, OG&E, Bryan County, Kiamichi Railroad and the Oklahoma Department of Environmental Quality.

"Like all economic development projects, CMC did not choose Oklahoma overnight," said Christie Myers, site location and project manager with the Oklahoma Department of Commerce. "The collaboration between various agencies and organizations – which included outlining workforce, training, site potential, incentives and other factors – brought this project to fruition over a time period of approximately 18 months."

Myers said the state was able to offer professional site selection for CMC as well as future workers.

"A company who is interested in relocating or expanding into Oklahoma expects to see sites that fit their requirements," she said. "With Commercial Metals Co., we had to address concerns the company had about talent pipeline. To show our experience and understanding of the importance of workforce to a company, our team went to CMC's micro-mill in Arizona to see it firsthand and talk directly with existing employees."

Through that visit, Commerce staff members were able to identify and understand the skill sets needed and put a plan of action together for the Durant facility. During the ramp-up period, the workforce team consisted of representatives from Commerce, the Employment Security Commission, CareerTech, the Choctaw Nation and the company.

In addition, the Department of Commerce was able to help CMC navigate through state incentives for which the company qualified.

"The legislated state incentives, including Quality Jobs, are available to qualifying manufacturers. The same is true for CareerTech's Training for Industry Program," she said.

Working together as different agencies means the right experts, partners and resources can be brought together to help a company's needs. While one agency may help with site selection, another may have a better line on workforce or infrastructure work.

"When we work with various agencies, we can provide the company with a seamless process," Myers said. "It also helps

build a long-term relationship. We are not just trying to get a company to locate in Oklahoma. We want the company to be successful here. By connecting them with partners early in the recruitment process, we can help the company know who to go to for future needs like new training programs or expansion opportunities."

Durant Mayor Jerry L. Tomlinson said the city and the Durant Industrial Authority worked to bring all the partners to the table to make the new project happen.

"We have a saying that we use – 'Team Durant.' It truly was a team effort, and the city along with the (Durant Industrial Authority) helped facilitate this by bringing everyone together, including our utility companies, the tribal governments and all the different agencies," Tomlinson said.

“To me, it’s like a recipe. There’s a bit of this and a bit of that that goes into a project like this. Our role was to bring all those ingredients together to make good things happen.”

– Durant Mayor Jerry L. Tomlinson

"To me, it's like a recipe. There's a bit of this and a bit of that that goes into a project like this. Our role was to bring all those ingredients together to make good things happen."

History of cooperation

The Durant CMC mill is only one of several large projects that are the result of a partnership between tribal governments and local entities. For example, the Tulsa Regional Chamber often partners with three tribes to attract new business.

"It goes back a long way, and members of the Cherokee Nation, the Osage Nation and the Muskogee (Creek) Nation are all members of the Tulsa Regional Chamber," said Brien Thorstenberg, senior vice president of economic development for the chamber. "They help us guide policy and make sure we are meeting our goals. In 2013, the relationship started with the new Macy's order fulfillment center. The Cherokee Nation was able to help with en-

agement through their employment services to help Macy's recruit a workforce."

The Tulsa Regional Chamber also worked with tribal governments to attract Italian paper manufacturer Sofidel and The Greenheck Group's new manufacturing and distribution center in Tulsa.

"When we all work together, it shows how unified we are, and that provides a level of confidence for companies," Thorstenberg said. "We also work with local smaller communities, and sometimes they do not have the ability to offer incentives. The Cherokee Nation has helped with incentives that help with startup costs, which makes our area more competitive. These partnerships show companies that we really want them here."

In the recent developments, 13 partners

were involved in the Macy's project and 23 in Sofidel. Numerous partners also came together to attract The Greenheck Group, he said.

"Cited in all three developments, these partnerships were among the reasons why the recruitment was successful," Thorstenberg said.

The Choctaw Nation also recognizes that immense economic promise is afforded to tribal members when partnerships are developed within our communities and state.

"By sharing resources and information and working together, we have a greater chance of success. We realize investments in our tribal boundaries through business, economic and community development bring benefits to the Choctaw Nation and the state as a whole," said Gwin.

"There is interdependency between the regional and local tribal economy. The economic impacts from the tribe extend out into the region, and regional economy affects the tribe."

Why do business in OKLAHOMA?

By Heide Brandes

In the past year, Oklahoma has attracted major business growth with investments in the billions, but for economic leaders in the state, this comes as no surprise.

Sofidel Group, an Italian manufacturer of tissue paper, broke ground on a \$360 million investment in Inola. Google announced that it will invest an additional \$600 million at its data center near Pryor, bringing the company's total investment in Oklahoma to more than \$2.5 billion. Kratos Defense & Security Solutions Inc. announced it would open offices and produce jet-powered drones in Oklahoma City.

These announcements, along with others, represent various industries in the state.

"Oklahoma is diversifying, and we are bringing quality companies and quality jobs to our state," said Oklahoma Secretary of Commerce and Tourism Deby Snodgrass.

A business-friendly and low-cost economic environment leads the reasons many corporations are choosing to do business in Oklahoma, but the state also offers unique incentives, quality of life and natural resources that many other states cannot claim.

With two major interstates running straight through the heart of Oklahoma, plus access to waterway ports and airports, doing business in Oklahoma is easy, Snodgrass said.

Oklahoma also offers distinct advantages to businesses seeking to relocate or expand, including a low cost of living, a state government determined to support business, a regulatory climate that is both responsible and reasonable, and an educated, flexible and committed workforce, she said.

"In terms of quality of life, Oklahoma's value is phenomenal," Snodgrass said. "Not only is our cost of living one of the lowest in the nation, but the actual quality of the life here is beyond what many expect. We like to say that while Oklahoma may be a Great Plains state, we're more great than plain. And we've heard time and time again from employees that have relocated to the state how much they enjoy their life here and the opportunities it affords them."

Unique incentives also play a major role in attracting new business to the state.

Unique incentives also play a major role in attracting new business to the state. For instance, to draw skilled engineers to Oklahoma aerospace companies, the state offers the Aerospace Industry

Engineer Workforce Tax Credit. (See Page 21 for details on this particular credit)

"This credit has been a major factor in Oklahoma's success in recruiting engineers," Snodgrass said.

"The State of Oklahoma Incentive Evaluation Commission reviewed the Aerospace Engineer Tax Credit and found that from 2009 to 2016, aerospace engineering jobs increased by about 16.7 percent – the strongest growth of any of the engineering categories in related occupations," she said.

The state recently expanded a similar type of credit, which will be effective Nov. 1, to the automotive industry.

"Automakers cannot build advanced technology vehicles without highly educated and specialized engineers who

#1 State Business Tax Climate:
Unemployment Insurance Tax Rank
Tax Foundation, 2018

#5 Top Ten State Business Climates:
New Firm Tax Index Rank
Site Selection

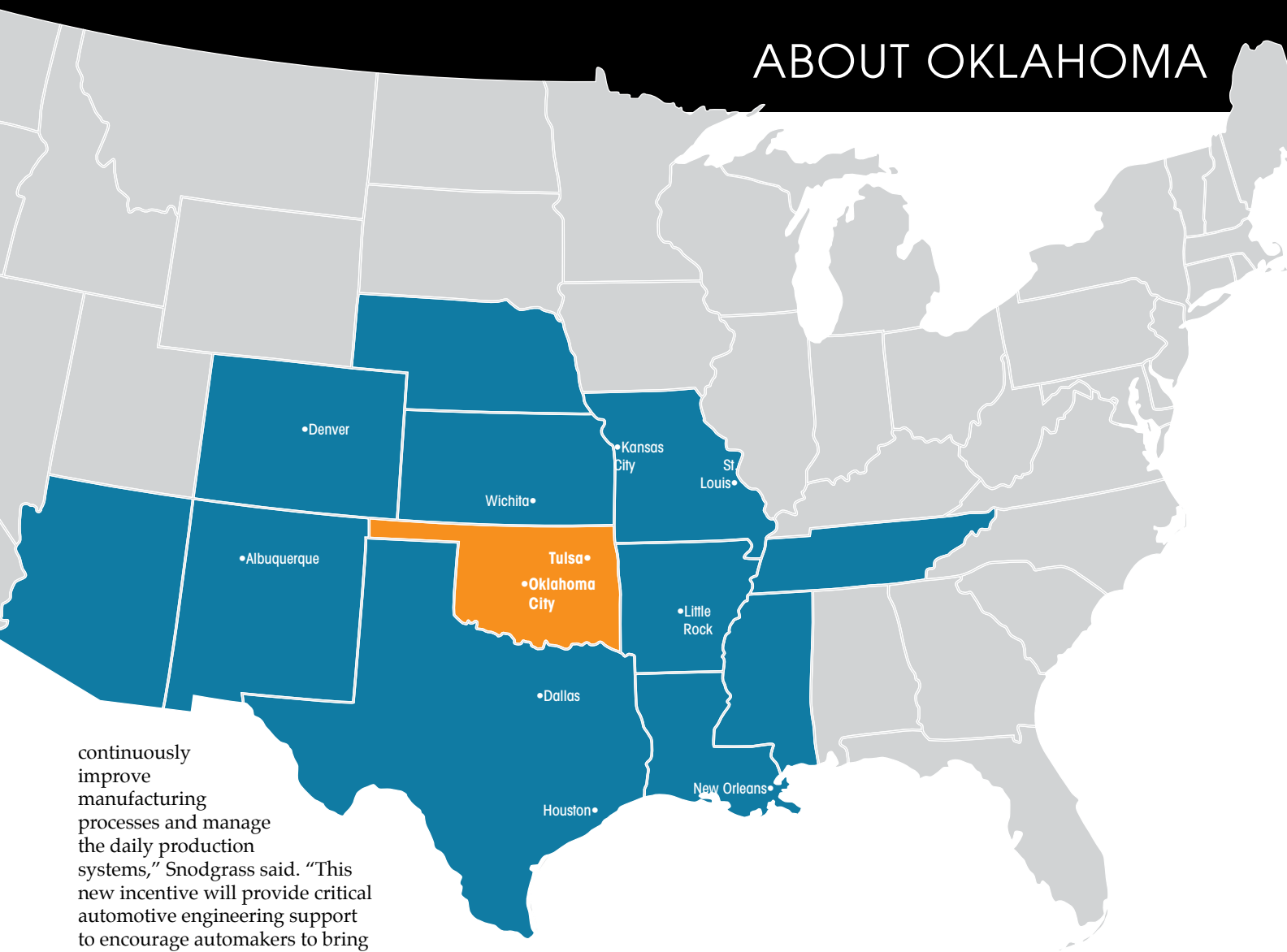
America's Top States for Business:
Cost of Living
CNBC, 2017

Best States for Business:
Business Costs
Forbes

#7 Kauffman Index of Growth
Entrepreneurship: 25 smaller states
Site Selection

#10 Top States for Doing Business
(Cooperative & Responsive Govt.)
Area Development

ABOUT OKLAHOMA



continuously improve manufacturing processes and manage the daily production systems,” Snodgrass said. “This new incentive will provide critical automotive engineering support to encourage automakers to bring advanced technology vehicle production to Oklahoma.”

Natural resources

Sometimes a decision comes down to the resources available, and Oklahoma has a diverse selection of natural resources. From water to natural gas to minerals, the state offers coal, petroleum, petroleum products, agriculture, wind energy and more.

Water was a major reason for Sofidel’s decision to build the paper company’s sixth plant in Oklahoma.

“Sofidel will use 3 million gallons of raw water a day, and they will pull that from the Verdigris River,” said Inola Mayor Larry Grigg. “Seventy-five percent of that raw water will be returned to the river in better condition than when it came out. We have plenty of water here, and that was a big part of their decision.”

Iodine is a plentiful resource, which has attracted iodine processing plants in northwestern Oklahoma. Iofina announced a new processing plant in Alva, and Iochem operates a plant in Vici. Woodward Iodine Corp. has a plant in Woodward.

“For Iofina particularly, our area has a high enough concentration of iodine in the brine water to make it profitable to extract,” said Sonja Williams, economic development

Cost-of-living comparison*

| Community | Composite |
|----------------------------|--------------|
| Oklahoma City | 84.9 |
| Tulsa | 92.0 |
| Dallas | 102.1 |
| Houston | 98.2 |
| Kansas City | 91.5 |
| Little Rock | 96.7 |
| Louisville | 92.3 |
| Shreveport | 90.9 |
| St. Louis | 90.6 |

* Source: C2ER 2017 Annual Average, January 2018

ABOUT OKLAHOMA

director for the Alva area. “There are other states that have tried the same thing, but I don’t know of any that are still doing this because of the low concentration levels. The natural resource being located in northwest Oklahoma is the primary driver for Iofina being located here.”

Workforce

The dedicated partnership between the state, various economic development offices and the Oklahoma CareerTech system is another way Oklahoma helps industries.

“We also have an exceptional program that helps companies get the trained workforce they need,” Snodgrass said. “Whether an expanding Oklahoma company or a new business entity in the state, Oklahoma’s nationally acclaimed Training for Industry Program (TIP) helps create the quality workforce a business needs, all at little or no cost to the company.”

TIP is available through Oklahoma’s 59 technology centers across the state and provides companies with numerous services like job analysis, training needs assessment, pre-employment training, pre-production training, post-production training, instructional materials and development, training supplies and more.

Business-friendly cities

With a total of 7,411 new businesses opening in Tulsa in 2017 of all sizes from all sectors, Jim Morgan, senior vice president of communications at Tulsa Regional Chamber, said the city is among the most business- and people-friendly communities in the country.

“The Tulsa region is home to a highly educated and motivated workforce and pro-business atmosphere, keeping the cost of doing business among the lowest in the region,” he said.

“Tulsa offers low cost of living in combination with big city amenities, so it’s a best-of-both-worlds scenario. We offer shorter commute times than our peers.”

In addition to the business climate, Morgan said Tulsa also offers a creative and vibrant quality of life. In addition to live music and outdoor spaces, Tulsa also has museums such as Gilcrease and Philbrook, music venues such as Cain’s Ballroom and the BOK Center. In addition, a new park, Gathering Place, will be the largest private gift for a public park in U.S. history.

“Our city and state are centrally located within the United States, prompting many to see us as the Crossroads of America,” Morgan said. “Tulsa is home to unparalleled examples of Art Deco architecture, and Oklahoma boasts a longer stretch of historic Route 66 than other states. We combine rich history with an entrepreneurial attitude, philanthropic spirit and energetic optimism about the future.”

The big cities aren’t the only locations that offer businesses an advantage. Northwest Oklahoma has been traditionally strong in the commodity and agriculture industries. In fact, Enid is home to more grain storage than anywhere in the nation outside of port cities. But because that sector is affected by other

factors like the price of oil, the area is eager and motivated to work with industry.

“One reason why Oklahoma and, more specifically, northwest Oklahoma’s economy has not been as robust as some of the other areas of the country is because we are still a commodity-based economy,” said Brent Kisling, executive director of the Enid Regional Development Alliance. “That is why the price of oil and natural gas affect us so much as does the price of wheat, soybeans, canola, and other agricultural commodities. Enid is a great place for value-added ventures because we recognize our need for them as we try to grow our state. We are willing to partner with ventures financially and we have a business-friendly regulatory environment.”

In 2017, the Greater Oklahoma City Chamber helped several companies locate or expand in the Oklahoma City area, which,

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– Oklahoma Secretary of Commerce and Tourism Deby Snodgrass

according to senior membership manager Gary Schones, resulted in more than 4,175 jobs with a direct payroll of more than \$204 million. An additional \$237 million was made in capital investments in 2017, he said.

In addition, Economy.com’s North American Cost of Doing Business Review listed the Oklahoma City area’s cost of doing business among the lowest of 361 metro areas based on cost of labor, energy, taxes and office space, according to the chamber.

“Smart organizations know value – value in location, environment, and workforce – drives success and profitability. And that value-producing combination is what Oklahoma City delivers better than any other metro,” said Roy Williams, president and CEO, Greater Oklahoma City Chamber. “The Greater Oklahoma City metro offers a qualified, available workforce, straightforward business incentives and world-class job training. We are among the lowest ‘cost of doing business’ states in the country.”



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Business Leadership

ADVANCING OKLAHOMA'S ECONOMY

Comprised of over 150 Oklahoma corporations and business organizations, the Oklahoma Business Roundtable serves as the state's major economic development support organization.

We are a collaborative non-profit organization whose purpose is advancing Oklahoma's economic development through business expansion, recruitment, start-up and workforce development activities.

Started in 1991, the Roundtable has supported hundreds of state and national business promotion activities resulting in millions of dollars in corporate investment throughout Oklahoma. Our members are committed to the growth and diversification of our state's economy.

Oklahoma is a great state for business. We provide a comprehensive package of site location advantages for your company. Our corporate, government and economic development leadership will work together to ensure your long-term success.

We're Proud to Help Oklahoma Grow!



OKLAHOMA
BUSINESS
ROUNDTABLE

BUSINESS LEADERSHIP
ADVANCING OKLAHOMA'S ECONOMY

Oklahoma Business Roundtable
655 Research Parkway, Suite 420
Oklahoma City, Oklahoma 73104

www.okbusinessroundtable.com • 405.235.3787

ABOUT OKLAHOMA

Business climate

Oklahoma is a major producer of natural gas, oil and agriculture and has a diversified economic base of aerospace, traditional and renewable energy, advanced manufacturing, distribution/warehouse, corporate services and biosciences.

The state's pro-business environment has one of the nation's most progressive economic development and business incentive programs.

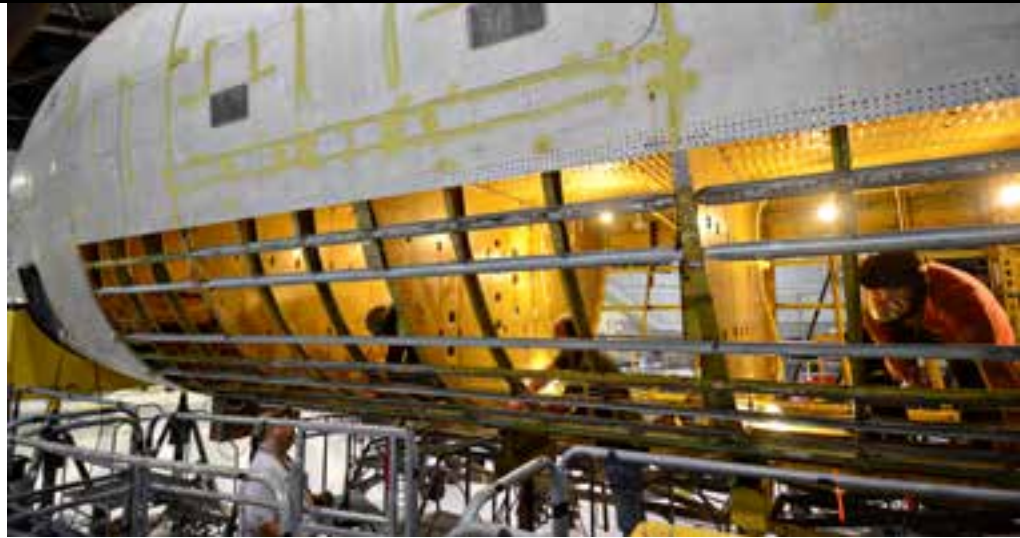
Oklahoma's cost of doing business ranks among the lowest in the nation.

Additionally, the state wants more business and is willing to work for it. Oklahoma has incentive programs that provide payments, tax incentives and rebates for companies choosing to locate here.

From the Oklahoma Quality Jobs Program, which gives cash to companies that create jobs for Oklahomans, to the Small Employer Quality Jobs Program, which provides incentive payments to small businesses, companies are rewarded for locating in Oklahoma.

The state also has a history of innovation and entrepreneurship. Aviation, biotechnology, logistics, aerospace and energy provide Oklahoma with quality jobs, while angel investors and business incubators continue to help fund and support new small businesses.

Pro-business is good business, and Oklahoma offers companies a chance to succeed.



KEY INDUSTRY:

Aerospace & Defense

- **Two largest MRO facilities in the world** – The American Airlines Maintenance and Engineering Center, the largest commercial MRO, employs more than 6,000 in Tulsa; the Oklahoma City Air Logistics Complex at Tinker Air Force Base is the largest air depot maintenance facility for the U.S. Department of Defense.
- **120,000+ employees** in Oklahoma's aerospace and defense industries. More than 200,000 jobs are impacted by aerospace operations.
- **500+** aerospace-related companies do business in Oklahoma. The state's aerospace industry has an industrial output of

more than \$12 billion and exports to 170 companies.

- **\$27 billion** in aerospace and defense sales
- Oklahoma's aerospace and defense industry is reinforced by a **comprehensive training infrastructure**, including the Federal Aviation Administration Mike Monroney Aeronautical Center and CareerTech system.

Examples of industries that make up this group:

- Parts and Components Manufacturing
- Maintenance, Repair, and Overhaul
- Unmanned Aerial Systems
- Military-Related Research and Development

For more information, visit okstatestat.ok.gov

SUCCESS MAY TAKE YOU OFF THE BEATEN PATH.



Located on U.S. Highway 62, Midwest City's Soldier Creek Industrial Park lies within five minutes of Interstate 35, fifteen minutes of Tinker Air Force Base and is adjacent to public transportation. However, your employees will most appreciate the adjacent primitive trails that offer recreational opportunities in a natural environment. Soldier Creek is an Oklahoma Department of Commerce certified light industrial park within an Enterprise Zone and a U.S. SBA Hub Zone. Utilities are plentiful and premium incentives are available for large employers. For more information, contact the City of Midwest City Economic Development Office at (405) 739-1218.

Soldier Creek Industrial Park

7450 NE 23rd Street

Midwest City, OK



ABOUT OKLAHOMA



KEY INDUSTRY:

Agriculture & Biosciences

- **Oklahoma produces** 5.5% of American beef production, 6.1% of American wheat, 4.2% of American pig products and 2.2% of dairy products.
- **610+** companies make up Oklahoma's food manufacturing industry.
- **With 500+ bioscience-related businesses and organizations**, the total economic impact of biosciences is more than **\$6.7 billion**. Oklahoma's diverse bioscience sector is dominated by: research, testing and medical laboratories; medical devices and equipment; drugs and pharmaceuticals; and agriculture feedstock and chemicals.

The sector includes:

- Food Manufacturing
- Commodity Production and Distribution
- Fertilizer Manufacturing
- Research and Development



KEY INDUSTRY:

Energy

- **Approximately one-quarter** of all jobs in Oklahoma are tied to energy, directly or indirectly.
- Excluding federal offshore areas, Oklahoma was the nation's **fifth-largest crude oil producing** state in 2016.
- Oklahoma is one of the **top natural gas-producing** states in the nation, accounting for 7.6% of U.S. gross production and 8.7% of marketed production in 2016.
- The country's second-largest producer of wind power with 7,495 megawatts of wind capacity at the end of 2017.

Examples of industries that make up this group:

- Machinery Manufacturing
- Natural Gas Products
- Distribution
- Engineering Services

WE'VE HAD LOTS OF HELP BECOMING A
SUCCESSFUL INDEPENDENT OIL AND GAS
COMPANY IN OKLAHOMA: FROM OUR FAMILY
OF HEROES—MANY OF WHOM HAVE WORKED
FOR US MOST OF THEIR ADULT LIVES.

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KEY INDUSTRY:

Information & Financial Services

Thanks to state-sponsored incentives like training, employee recruiting, property

tax and sales tax exemptions and more, Oklahoma has a strong information and financial services industry.

Innovation and information technologies are other areas where Oklahoma excels. Thanks to public technology such as the Tulsa Supercomputer, the Fab Lab Tulsa, the Oklahoma Innovation Institute and i2E, Oklahoma innovation helps support continuing development, entrepreneurship, emerging technologies and fabrication.

Examples of industries that make up this group:

- Data Centers
- Banking and Investment
- Cybersecurity
- Computer Systems

22%

Labor costs are 22% below the national average for information-related occupations.

KEY INDUSTRY:

Transportation & Distribution

- Two international airports, 140 public-use airports in 128 cities and seven airports offering commercial services.
- Annually, more than 500 million pounds of all-cargo weight lands at Oklahoma's international airports.
- Oklahoma's waterways can ship to and from 20 states as well as global markets with access to the Gulf of Mexico.
- The Tulsa Port of Catoosa is one of the largest and most inland ice-free ports in the nation.
- Equidistant from New York, Los Angeles, Mexico City and Canada, Oklahoma serves all U.S., NAFTA and world markets

This sector includes:

- Air, Rail, Water, and Pipeline
- Equipment Manufacturing
- Warehousing and Storage
- Wholesale Brokers

Workforce

Oklahoma's comprehensive workforce development system is dedicated to boosting economic development and growing the state's economy.

State leaders from business, government, education and nonprofit sectors work together in a concerted effort to not only provide better jobs for Oklahomans, but also offer better-qualified workers for the state's employers.

The Oklahoma Works program brings all of the state's workforce resources together, connecting employers, employees and job-seekers to information and programs that help build Oklahoma's workforce.

EDUCATION AND TRAINING

Oklahoma is a national model for the program called Complete College America, the goal of which is to increase the number of college degrees and CareerTech certificates awarded by nearly 70 percent to keep pace with a job market that demands more skilled labor.

Beyond traditional education, Oklahoma's Training for Business Program, a CareerTech initiative, delivers startup training for companies locating or expanding in the state.

In addition, the state's nationally recognized Work Ready Communities boost the skills and training offered to Oklahoma employees and job seekers through the WorkKeys and Career Readiness Certificate program.

THE AVERAGE WAGE ADVANTAGE

The state's average wage, commensurate with its affordable cost of living, is significantly lower than that of comparable states. Statewide labor surveys also reveal a significant number of underemployed workers willing to explore and capitalize on new opportunities.

Find out why Oklahoma is known for its workforce development and what it can mean to your business.

WORKFORCE DEVELOPMENT PROGRAMS

- **Oklahoma Works**
<http://oklahomaworks.gov/>
- **The Governor's Council for Workforce & Economic Development**
<http://oklahomaworks.gov/governors-council/>
- **Work Ready Communities**
<https://www.workreadycommunities.org/OK>
- **State Workforce Youth Council**
<http://oklahomaworks.gov/youth-council/>

WORKFORCE



Labor Force: 1,848,393
Employed: 1,773,873
Unemployed: 74,520
Unemployment Rate: 4.0%

State of Oklahoma (March 2018)
Source: Oklahoma Employment
Security Commission

UNION MEMBERSHIP

| Sector | Obs | Employment | Members | Covered | % Mem | % Cov |
|---------------------|-------|------------|---------|---------|-------|-------|
| Total | 2,271 | 1,534,322 | 84,166 | 108,489 | 5.5 | 7.1 |
| Private | 1,844 | 1,257,098 | 44,042 | 53,710 | 3.5 | 4.3 |
| Public | 427 | 277,224 | 40,124 | 54,779 | 14.5 | 19.8 |
| Priv. Construction | 125 | 89,033 | 6,135 | 6,135 | 6.9 | 6.9 |
| Priv. Manufacturing | 198 | 134,631 | 8,764 | 9,233 | 6.5 | 6.9 |

Sources: UnionStats.com, Current Population Survey (CPS) Outgoing Rotation Group (ORG) Earnings Files, 2017.

Market access, location and infrastructure



Rail

Oklahoma has 3,850 miles of operated railroad track that ship 226 tons of freight annually. Major rail providers include Union Pacific, and Burlington Northern Santa Fe.



Water

Oklahoma's strategic location is able to supply 20 states by waterway. With three inland ports, Oklahoma has ideal access to North America via the 445-mile, multipurpose McClellan-Kerr Arkansas River Navigation System, which connects the Tulsa Port of Catoosa to the Mississippi River and the Gulf of Mexico and seaports worldwide. The Tulsa Port of Catoosa is one of the largest, most inland ice-free river ports in the nation. The Port of Catoosa and the Port of Muskogee are also Foreign Trade Zones.



Road

Oklahoma industry is served by over 12,000 miles of highway that move 500 million tons per year. By 2035 the amount is projected to grow to 769.5 tons. The state is a hub for I-35, I-40, I-44, US-69, and other major trade routes.

Truck transit time

| | |
|-----------------------|----------|
| 500-mile ring | 24 hours |
| 1,000-mile ring | 48 hours |
| 1,500-mile ring | 72 hours |



Air

Two international airports in Oklahoma City and Tulsa, both designated as Foreign Trade Zones, are served by major airlines and provide access to all domestic and international destinations. Oklahoma is also home to 140 public-use airports, 43 of them jet capable.

Flight transit time

| | |
|-----------------------------|---------------------|
| Dallas | 55 minutes |
| NYC (NYC) | 3 hours and 19 min. |
| Washington, DC | 2 hours and 51 min. |
| Los Angeles, CA (LAX) | 3 hours |

INFRASTRUCTURE

With some of the most competitive and consistent energy costs in the nation, Oklahoma's major utility companies can easily meet your customized power needs.

Known globally as an oil and gas giant, Oklahoma is rapidly diversifying that power portfolio to become America's clean energy leader. Oklahoma's utilities are aggressively adding wind generation to their portfolios, looking for opportunities to use solar and biomass, building transmission, installing smart-grid technologies, and offering special tariffs to spur clean energy generation and related manufacturing.

ENERGY & UTILITIES ELECTRICITY

The Oklahoma Corporation Commission regulates three investor-owned electric utilities that provide retail electric service to much of the state – Empire District Electric Co., Oklahoma Gas and Electric Co. and AEP's Public Service Company of Oklahoma. Many Oklahoma municipalities operate their own utilities and more than two dozen rural electric cooperatives operate in the state as well. In addition, electricity is generated from the Grand River Dam Authority, an Oklahoma agency created to control, develop, and maintain the Grand River waterway.

NATURAL GAS

Oklahoma is one of the top natural gas-producing states in the nation, accounting for 7.6 percent of U.S. gross production and 8.7 percent of marketed production in 2016.

TELECOMMUNICATIONS

Cable, DSL and other high-speed Internet services are available throughout



Oklahoma and are offered by major regional operations for AT&T, Cox Communications and Verizon as well as numerous other telecommunications companies.

Different telephone companies provide a variety of telecommunications services to consumers. Telecommunications services include traditional wire line telephone service, wireless telephone service, Voice over Internet Protocol (VoIP) telephone service, long-distance toll service, internet services, and many other forms of electronic communication.

RURAL CONNECTION

Thanks to a unique network of high-speed broadband fiber in Oklahoma, rural companies are able to access the internet services vital to running a successful business.

The Oklahoma Community Anchor Network (OCAN) allows for access to high-speed fiber that creates opportunities to expand education, health and public safety services and

create new partnerships among local, state and tribal governments, thus boosting job growth and development. OCAN offers 1,005 miles of high-speed broadband fiber. OCAN was funded through a \$74 million grant from the National Telecommunications and Information Administration under the Broadband Technology Opportunities Program, along with \$19 million in-kind state match.

As part of the Broadband Technology Opportunities Program through the U.S. Department of Commerce, OCAN is also helping to boost economic development in Oklahoma's more rural areas.

OneNet operates the OCAN network and allows for public/private partnership opportunities. Private telecommunications companies have the opportunity to lease fiber to expand their service areas.

For more information, go to <https://onenet.net/>.

Incentives

Oklahoma continues to be recognized for its outstanding business location and job growth incentives. Businesses can choose between a **cash incentive** or a **tax credit package**, and in some cases, qualifying businesses can take advantage of both programs.

Quality Jobs 10-year Cash Incentive

Oklahoma's successful Quality Jobs incentive program promotes job growth and helps improve a company's bottom line by injecting cash back into its business as the company expands and creates new jobs in Oklahoma. The Quality Jobs program provides a cash rebate to companies that create well-paid jobs and promote economic development.

A company may receive cash payments of up to 5 percent of new payroll for up to 10 years.

To qualify the company must:

- Meet the average county wage or state threshold wage, whichever is lower
- Achieve \$2.5 million of new annual payroll within three years
- Offer basic health insurance to employees within 180 days of employment. (Employee must not pay more than 50 percent of premium)

Qualifying companies can earn up to a 6 percent rebate if at least 10 percent of new workforce is veterans. Under certain

circumstances, participation in the Quality Jobs program may be combined with the Investment/New Jobs Tax Credit.

Small Employer Quality Jobs Seven-year Cash Incentive

The Small Employer Quality Jobs Program provides incentive payments to a qualifying small employer. The program is targeted to manufacturers.

A company may receive cash payments of up to 5 percent of new payroll for up to seven years. To qualify, the company must:

- Have 90 employees or less over the past four quarters at the time of application (*Effective Nov. 1, 2018, the definition of small employer changes to match the Small Business Administration's historic definition of 500 or fewer employees.*)
- Must create as few as five and as many as 15 new jobs minimum, based on the population of the community where the company is located
- Must pay the newly created jobs at 110 percent of the average county wage
- Have 75 percent out-of-state sales
- Offer basic health insurance within 180 days of employment. (Employee must not pay more than 50 percent of premium)

21st Century Quality Jobs Program

The 21st Century Quality Jobs 10-Year Cash Incentive was created in 2009 to attract growth industries and sectors to Oklahoma through a policy of rewarding businesses with a highly skilled, knowledge-based workforce. The first of its kind, the incentive targets such knowledge-based service industries as professional, scientific and technical services; music, film and performing arts; and specialty hospitals. The incentive:

- Maximizes the eligible incentive payment by incorporating expanded state benefits by allowing a net benefit rate of up to 10 percent of payroll for up to 10 years
- Requires at least 10 full-time jobs at an annual average wage of the lesser of the 21st Century state indexed wage (\$99,485 through February 2019) or 300 percent of the county's average wage
- Requires out-of-state sales of at least 50 percent for certain industries

Quality Jobs + Investment Tax Credits

The Quality Jobs + Investment Tax Credits incentives target manufacturing industries that have a large capital investment of at least \$40 million in addition to creating at least \$2.5 million in new payroll at higher than the state's average wage. The incentives also allow a five-year tax credit of 2 percent per year of investment in qualified new depreciable property.



**For more information:**

Contact the Oklahoma Department of Commerce

Phone: 800-879-6552

Web: okcommerce.gov/incentives

Investment/New Jobs Tax Credit Package

Investment/new jobs tax credits provide growing manufacturers a significant tax credit based on either an investment in depreciable property OR on the addition of full-time-equivalent employees engaged in manufacturing, processing or aircraft maintenance. Elements include:

- Five-year state tax credit on the greater of 1 percent per year of investment in new depreciable property or \$500 per new employee
- Minimum investment of \$50,000
- Credits may be combined with the Quality Jobs program under certain circumstances

Aerospace Industry Engineer Workforce Tax Credit

Aerospace companies hiring engineers in a variety of fields will receive a tax credit equal to 5 percent of the compensation paid to an engineer before Jan. 1, 2026, or 10 percent if the engineer graduated from an Oklahoma college or university (up to \$12,500 per employee per year), plus another credit of up to 50 percent of the tuition reimbursed to an employee before Jan. 1, 2026. Additionally, the engineer hired receives a tax credit of \$5,000 per year before Jan. 1, 2026.

Sales Tax Refunds

Sales tax refunds are available on construction materials for new manufacturing and aircraft maintenance repair facilities. Also available on purchases of computers, data processing equipment, telecommunication equipment for certain aircraft facilities, and for purchases of computer services and data processing equipment for qualified computer services or research and development companies.

Additional Incentives

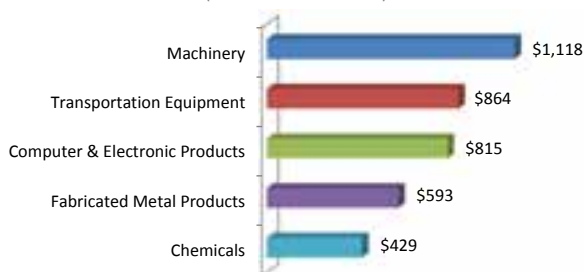
- Five-year Ad Valorem Tax Exemption
- Business Expansion Incentive Program
- Industrial Access Road Assistance
- Community Development Block Grant/Economic Development Infrastructure Financing
- Foreign Trade Zones
- State and Local Financing Programs
- Customized Employee Training
- Automotive Engineer Work Force Tax Credit



FDI & Trade

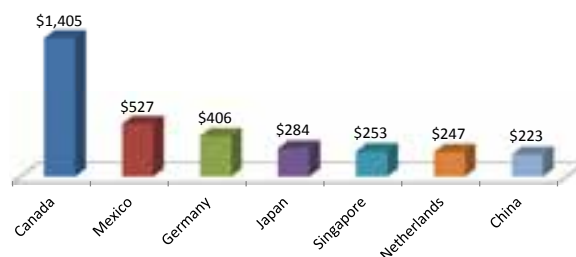
Oklahoma's Top 5 Export Categories

(millions of U.S. dollars)



Oklahoma's Top 5 Export Markets

(millions of U.S. dollars)



\$5.4 billion

In 2017, Oklahoma exports totaled \$5.4 billion

50,000

In 2015, foreign-owned companies employed 50,000 Oklahomans

Foreign direct investment

Oklahoma's diversified economic base of aerospace, traditional and renewable energy, advanced manufacturing, distribution/warehouse, corporate services and biosciences makes the state one of the nation's most attractive centers for global business opportunities.

The state's central location and strategic access to integrated air, land and water transportation systems make it an easily accessible profit center with streamlined connections to more than 80 million people within a 500-mile radius. Equidistant between New York, Los Angeles, Mexico City and Canada, the state is ideally positioned to serve all U.S., NAFTA and world markets. Oklahoma is home to more than 140 foreign direct investment, or FDI, companies including BAE Systems, Centek, Lufthansa, Michelin, Siemens, Sodexo, ThyssenKrupp and Unicare.

MAJOR SOURCES OF FOREIGN INVESTMENT IN OKLAHOMA:

France
United Kingdom
Germany
Switzerland
Canada

Trade

With more than two-thirds of the world's purchasing power located outside of the United States, international markets offer vast growth opportunities. The Oklahoma Department of Commerce's Global team offers a range of personalized services to Oklahoma companies seeking to expand their business by trading internationally. These include trade assistance, access to partners, and STEP Fund financing for international marketing.



For more information:

Contact the Oklahoma Department of Commerce
Global Recruitment and Trade Team

Phone: 405-815-5136

Web: okcommerce.gov/business/trade

Demographics

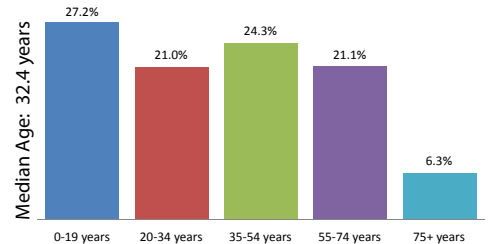
POPULATION



RACE

AGE

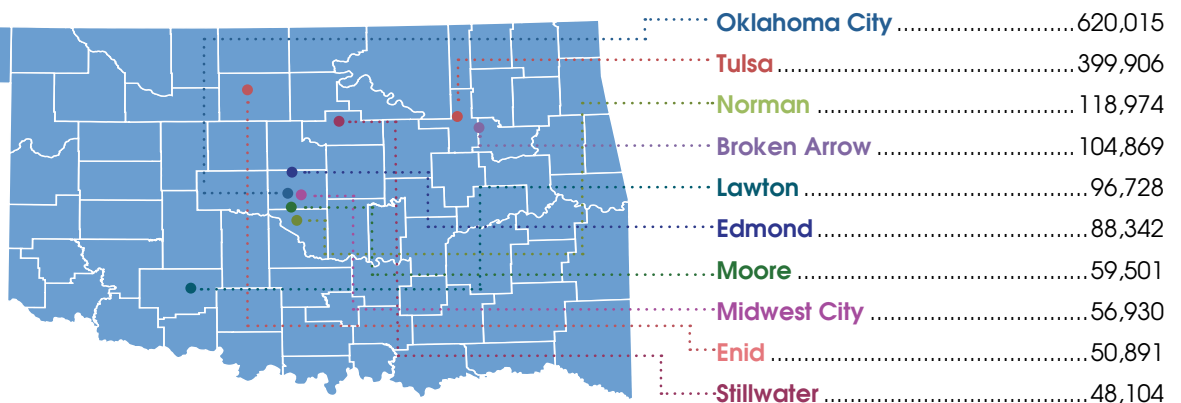
| POPULATION BY RACE | 2016 estimate |
|--|---------------|
| White alone (a) | 74.6% |
| Black or African American alone (a) | 7.8% |
| American Indian and Alaska Native alone (a) | 9.2% |
| Asian alone (a) | 2.2% |
| Native Hawaiian and Other Pacific Islander alone (a) | 0.2% |
| Two or More Races | 6.1% |
| Hispanic or Latino (b) | 10.3% |
| White alone, not Hispanic or Latino | 66.2% |



(a) Includes persons reporting only one race

(b) Hispanics may be of any race, so also are included in applicable race categories

Source: U.S. Census Bureau, American Community Survey, 2012-2016



ABOUT OKLAHOMA



LEFT: Passengers on a water taxi travel down the Bricktown Canal in downtown Oklahoma City. Photo by Brett Fuchs. RIGHT: A view of downtown Tulsa from Centennial Park. Courtesy photo.

Quality of life

Oklahoma offers more than a skilled workforce and bolstering business environment. The quality of life for team members is attractive because the state has a low cost of living and a plethora of recreation, tourism, education, family, and volunteer opportunities.

Arts districts in Oklahoma City, Tulsa, Shawnee, Norman and Bartlesville have regular public events and family-friendly attractions such as the Oklahoma City Zoo, Jasmine Moran Children's Museum, Science Museum Oklahoma, Oklahoma City National Memorial & Museum and the Oklahoma State Aquarium make Oklahoma a desirable place to live, play and raise a family.

Oklahoma has professional sports, live theater, music festivals, internationally recognized art museums, camping, hiking, sailing, kayaking, a friendly community spirit and a history of volunteerism. Strong public and private schools, good restaurants, diverse houses of worship and short commutes add to the state's appeal.





Newcomers are often surprised by the wealth of amenities, and discover that Oklahoma is an excellent place to put down roots.

Weather Climate



The mean annual temperature over the state ranges from 62 degrees Fahrenheit along the Red River to about 58 degrees F along the northern border. It then decreases westward to 56 deg F in Cimarron County in the Oklahoma Panhandle.

Sources: Oklahoma Climatological Survey and weatherbase.com

|  JAN |  APR |  JUL |  OCT |
|---|---|---|---|
| 37.3° F Avg. Temp | 60.1° F Avg. Temp | 81.9° F Avg. Temp | 61.9° F Avg. Temp |
| 49.4° F Avg. High Temp | 72.9° F Avg. High Temp | 93.6° F Avg. High Temp | 74.1° F Avg. High Temp |
| 25.6° F Avg. Low Temp | 47.2° F Avg. Low Temp | 69.2° F Avg. Low Temp | 48.8° F Avg. Low Temp |
| 1.5" Avg. Precipitation | 3.4" Avg. Precipitation | 3" Avg. Precipitation | 3.3" Avg. Precipitation |

OKLAHOMA

DEPARTMENT OF COMMERCE

THE OKLAHOMA TEAM

Expanding or relocating your business to a new market demands speed and flexibility. The Oklahoma Team is ready to provide you with the expert and confidential guidance you need to get your company up and running in Oklahoma. Here's what you can expect from our team of business development experts:

ONE-STOP PROFESSIONAL ASSISTANCE

Your partnership with Oklahoma begins with the assignment of a project manager. The manager will be your primary point of contact and provide single-source coordination with the governor, key state agencies and local communities. They will help you determine the needs of your project from facility to workforce, investment to timeline – reducing red tape and optimizing your benefits.

SITE VISITS

Oklahoma is a diverse state. From major metropolitan areas to smaller cities surrounded by vast expanses of land, your project manager will help you narrow in on the right place for your business. They will schedule confidential site/community visits based on your exact requirements.

WORKFORCE ANALYSIS

Your business cannot succeed without the right workforce. Your project manager will provide you with comprehensive labor market analysis, demographics, comparative wage data and initial employee identification and screening to help you understand Oklahoma's workforce. They can also connect you with educational institutions and other resources that will help you ensure that you always have access to the trained workforce your business needs.

STATE & LOCAL PARTNERSHIPS

Each of Oklahoma's communities is unique and has various services to offer your business. Our program can directly connect you with regional and community economic development organizations and services, including utilities, environmental, tax and finance, workforce and training.

PERMIT ASSISTANCE

Your project manager will work closely with state and local agencies to ensure rapid permitting for your project.

FINANCIAL RESOURCES

Your project manager can be a resource for finding available state and local finance sources.



THE STATE OF SUCCESS

TRAINING ASSISTANCE

Oklahoma has an extensive and nationally acclaimed CareerTech network. The Oklahoma Team can help qualifying companies coordinate startup training at no cost as well as long-term training through our state's CareerTech network.

INCENTIVE & TAX ABATEMENTS

You've heard about Oklahoma's renowned (and often imitated) incentive programs. Your project manager will identify all state and local incentives applicable to your project.

GROUNDBREAKINGS & RIBBON-CUTTINGS

Once everything is in place and you're ready to break ground or open your doors for business, the Oklahoma team can help you when it comes to planning your groundbreaking or ribbon-cutting.

THE NEXT PHASE

You've made the decision to expand or relocate your business to Oklahoma, but that does not mean our assistance stops. Your relationship with your project manager will continue as long as you request. The Oklahoma Team is committed to our partnership with your business and can offer assistance in a variety of areas to ensure that you reap the benefits of our state of success.



For more information:

Contact the Oklahoma Department of Commerce

Phone: (800) 879-6552

Web: okcommerce.gov



Courtesy rendering of avid hotel.

Hospitality hotbed

IHG to expand footprint in OKC

By Heide Brandes

Oklahoma City is becoming known for its visitors, convention spaces and destinations, and the hospitality industry is taking notice.

InterContinental Hotels Group looked to Oklahoma City as a location for not just one, but two new branded hotels, citing the growth of tourism and visitors to the area. IHG is set to open a Hotel Indigo global boutique hotel in the city's historic Deep Deuce area in 2020, but will unveil the first avid hotel in Oklahoma City's north side by the end of the third quarter of 2018.

"This is significant because this is the very first hotel to open for avid hotels, IHG's newest brand," said Ada Hatzios, manager of Corporate

Communications, The Americas, for IHG. "The avid hotel Oklahoma City-Quail Springs opens later this summer."

For the hospitality industry, Oklahoma City is becoming a hot spot for new hotels, restaurants and more as a new state-of-the-art convention center is in the making, promising to bring even more visitors and businesses to Oklahoma.

"Oklahoma City is a great place for tourists, convention attendees and visitors from around the region, and we look forward to welcoming business and leisure travelers to the area," said Arik Kono, vice president for upscale development for IHG.

In December, the corporation broke ground on its new midscale brand,

avid hotels, in Oklahoma City only two months after the new brand was launched. The avid hotel Oklahoma City-Quail Springs will be a four-story, 87-guest-room hotel owned and operated by Oklahoma-based Champion Hotels.

IHG said the location was chosen, in part, for the nearby businesses in the area, like Gulfport Energy, Hertz and the Mercy Heart Hospital, but also for the wide variety of shopping, family-friendly activities and restaurants in the area.

"We designed avid hotels to reach an important set of business and leisure travelers in an underserved \$20 billion segment of the U.S. midscale market," Elie Maalouf, CEO of IHG's Americas

region, said in a statement. “Avid hotels is scaling rapidly, and is scheduled to open its first hotel (in Oklahoma City) by the end of summer 2018 – months ahead of original projections.”

In addition to avid hotel, IHG also has plans for a six-story, 110-room Hotel Indigo at 330 NE First St. in Oklahoma City, slated to open in 2020.

Located in the Deep Deuce/Bricktown neighborhood of Oklahoma City, the hotel will include more than 1,000 square feet of meeting space, an indoor pool and a fitness center. The hotel, which will be owned and operated by Aston Development and managed by Aston Management Co., again cited the location as a big draw with its proximity to area attractions, restaurants, museums and the attractions along the Oklahoma River and the Boathouse District.

Hospitality and tourism officials in Oklahoma City say the influx of new, vibrant hotels in the area comes as no surprise.

Tourism is the third-largest industry in Oklahoma. Total direct tourism spending was \$8.6 billion in 2016 with 100,000 jobs carrying a total payroll of

\$2.2 billion directly supported by travel spending in 2016, according to research conducted by the Oklahoma Tourism and Recreation Department. In 2016, Oklahoma saw its seventh straight year of tourism growth. That tourism generated \$988 million in local, state and federal tax revenue.

On Dec. 31, 2007, Oklahoma City had 132 hotels with 13,502 rooms in the city limits. Ten years later, the city had 170 hotels with 17,166 rooms, said Mike Carrier, president of Oklahoma City Convention and Visitors Bureau.

“That’s a net 29-percent increase in hotels and 27-percent increase in rooms,” he said.

“Business demand has caused a major portion of the increase. Second, the CVB has been much more aggressive in promoting the area as a result of more new visitor assets coming online such as the OKC Museum of Art, improvements in other assets such as the zoo, the Science Museum, the various districts such as Bricktown, Midtown, Plaza, Paseo, Film Row, the boathouse area, and more,” Carrier said.

Third, he added, has been the increase and diversity in corporate traffic brought on by the new businesses that have started or moved into the city. And lastly, the growth could also be attributed to the increased attention paid to conventions, meetings and special events that the CVB has had since 2008.

“As business has increased, hotel developers have seen the opportunity to increase their revenues by adding more inventory in a variety of locations that have new or improved demand generators,” Carrier said. “It has made our job easier since we have significant new hotel inventory across the city – a net increase of 61 hotels – and more opportunities in different markets from associations to sports to corporate groups looking for new locations to hold their events.”

More change is coming with more than 3,800 hotel rooms in some phase of development as of March 31 within the city limits and another almost 1,800 in the market area.

“The next three years will be exciting as we continue to change the Oklahoma City landscape,” Carrier said.

MARKET ACCESS/LOCATION:

Being centrally located in the United States, the Greater Oklahoma City metropolitan area has equal access to markets in Canada and Mexico and is within 1,500 miles to all major markets in the U.S.

Will Rogers World Airport is the Greater Oklahoma City metro area’s major commercial airport, with seven airlines flying nonstop to 22 major airports. The airport is located in south Oklahoma City, just a short distance from downtown Oklahoma City and has easy access to the three major interstates that run through the metro area. The City of Oklahoma City also operates general aviation airports Wiley Post Airport and Clarence E. Page Airport.



LARGEST CITIES

Oklahoma City 620,015

Norman 118,974

Edmond 88,342

Source: U.S. Census Bureau, American Community Survey, 2012-2016

Moore 59,501

Midwest City 56,930

REGION: OKC METRO

TOP INDUSTRY CLUSTERS



Aviation & Aerospace
Bioscience
Energy
Health Care
Manufacturing

LARGEST EMPLOYERS



State of Oklahoma
Tinker Air Force Base
OU - Norman Campus
FAA Mike Monroney
Aeronautical Center
Integris Health
Hobby Lobby Stores
OU Health
Sciences Center
City of Oklahoma City
Mercy Health Center
Love's Travel Stops &
Country Stores

WORKFORCE



Labor Force: 670,847
Employed: 644,954
Unemployed: 25,893
Unemployment Rate: 3.9%

Source: Oklahoma Employment Securities
Commission, 2017 Annual Average

QUALITY OF LIFE

DEMOGRAPHICS

Population: 1,383,737
Median Household Income: \$52,825
Mean Household Income: \$72,006

#1

Oklahoma City
Quality of Life
Business Facilities Magazine

#1

Oklahoma City
**Best Cities to
Start a Business -**
Overall Rank
WalletHub, 2018

#3

Norman
Best Cost of Living
Business Facilities Magazine, 2015

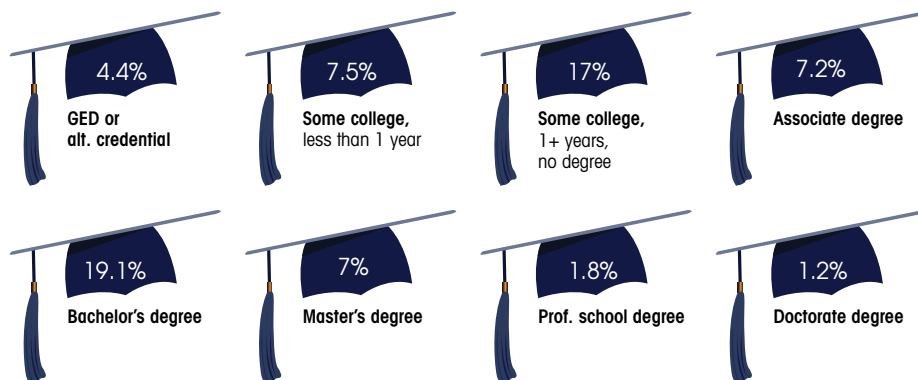
COMMUTING PATTERNS: Average Commute Time



EDUCATION

The region is home to more than 20 higher education institutions and technology centers as well as more than a dozen other additional accredited schools where individuals can obtain degrees or certificates to further their career.

Source: U.S. Census Bureau, American Community Survey, 2012-2016



FOREIGN TRADE ZONE

FTZ No. 106 Oklahoma City

Grantee: Port Authority of the
Greater Oklahoma City Area
Operator: Department of Airports of the
City of Oklahoma City,

7100 Terminal Drive,
Unit 937,
Oklahoma City, OK 73159
Contact: Matthew Weaver
405-623-5335
www.foreigntradezone106.org
Port: Oklahoma City

AREA ECONOMIC DEVELOPMENT CONTACTS

For more information on specific areas in this region, contact the regional development specialist at the Oklahoma Department of Commerce or one of the economic development contacts listed below:

Oklahoma Department of Commerce
James Johnson, Director,
Regional Development Team,
OKC Metro Regional Specialist
405-630-7455
james.johnson@okcommerce.gov

Association of Central Oklahoma Governments
John Johnson, Executive Director
John M. Sharp, Acting Executive Director
405-234-2264

Chickasha Economic Development Council
www.chickashaedc.com
Christy Elkins, President and CEO
Christy@chickashaedc.com
405-574-3478

Eastern Oklahoma County Partnership (EOCP)
www.eocpartnership.com
Tim Hight, Executive Director
thight@eotech.org
405-390-4769

Edmond Economic Development Authority
www.eeda.com
Janet Yowell, Executive Director
jy@eeda.com
405-340-0116

Greater OKC Partnership
www.greateroklahomacity.com
Richard Clements
Vice President,
Economic Development,
Greater OKC Chamber
rclements@okcchamber.com
405-297-8900

Greater Oklahoma City Chamber
www.okcchamber.com
Roy Williams, President and CEO
rwilliams@okcchamber.com
405-297-8939

Heart of Oklahoma Chamber of Commerce, The
www.theheartofok.com
Mandy Davis, Executive Director
mandydavis@theheartofok.com
405-527-3093

Logan County Economic Development Corp.
www.logancountyedc.com
Kay Wade, Executive Director
kaywade@logancountyedc.com
405-880-1240

Midwest City Chamber of Commerce
www.midwestcityok.com
Robert Coleman, Director of Economic Development
rcoleman@midwestcityok.org
405-739-1218

Moore, City of
www.cityofmoore.com
Deidre Ebrey,
Economic Development Director
debrey@cityofmoore.com
405-793-5224

Mustang Chamber of Commerce
www.mustangchamber.com
Renee Peerman, Executive Director
director@mustangchamber.com
405-376-2758

Newcastle Chamber of Commerce
www.newcastleok.org
405-387-3232

Norman Economic Development Coalition
www.selectnorman.com
Jason Smith, Executive Director
nedc@selectnorman.com;
jason@selectnorman.com
405-573-1900

Oklahoma Small Business Development Center
www.oksbdc.org
580-745-2877
info@oksbdc.org

Purcell, City of
www.purcell.ok.gov
Dale Bunn, City Manager
dale.bunn@purcell.ok.gov
405-527-6561

Yukon Economic Development Authority
www.cityofyukonok.gov
Mitchell Hort, Development Services Director
mhort@cityofyukonok.gov
405-350-4700



Photo by Emmy Verdin

POINT OF INTEREST:

The **Myriad Botanical Gardens** is a 17-acre oasis in downtown Oklahoma City and includes a children's garden, off-leash dog park, restaurant space, splash fountains, as well as walking and jogging paths. The Crystal Bridge, 224 feet long and 70 feet in diameter, has a 35-foot waterfall and more than 2,000 varieties of exotic plants.



Koltek employees work at the company's testing facility near Okmulgee.
Photo by Rip Stell

Perfect Location

Koltek adds testing center at its 99-acre facility

By Heide Brandes

When Koltek Energy Services, a nationwide energy services company, considered launching a new Koltek Testing Facility, it didn't take much to convince CEO Tim Koltek that its 99-acre facility in Morris near Okmulgee would be the perfect location.

"We have been doing well servicing in northeast Oklahoma for 15 years, so it made sense to choose Okmulgee," he said. "We have a great group of people there, and the state is very energy-friendly and business-friendly. Oklahoma had everything we needed

— a great workforce, great banking facilities and low cost of doing business."

The new Koltek Testing Facility in Morris will allow oil-field equipment manufacturers to test energy and drilling equipment in a secure location 24 hours a day. The facility includes a GEFCO Speedstar drilling rig with an 185,000-pound static hook load and redundant mud pumps with 1,000 horsepower.

According to Koltek, the facility allows companies to "drill anything from surface wells to 5,000-foot directional wells because of Koltek's

EM MWD drilling equipment, including directional drillers on site to manage operations."

Services including well planning and permits are also handled at the Koltek Testing Facility.

Though the company has seven locations across the nation, Koltek said he's found that Oklahoma is among the most business-friendly and energy-friendly, which is often not the case in other states.

"In Oklahoma, the cost of doing business is very, very reasonable," he said. "Even when you look at areas like Colorado, Wyoming and

California, the costs are extremely competitive and lower. Businesses are not regulated to death here, and the state is very pro-energy, too. Not a lot of other locations are that way.”

The ease of doing business also led Koltek to choose the Morris location.

“The Tulsa airport is just an hour from here,” he said. “We have a lot of Canadian clients that fly in, and they can fly into Tulsa and reach us easily.”

Another major decision-making factor for the energy services company was access to capital.

“Access to capital was a big deal for us. In Oklahoma, you have these types of family banks that are eager to work with you,” Koltek said. “In California, you have these big megabanks and it can take nine months to get a loan. Here, we can get a loan with the banks in about an hour.”

Koltek worked with the Okmulgee Area Development Corp. on the development of the new testing facility and qualified for incentives for the program.

“Okmulgee County and the OADC work every day to attract

“Oklahoma had everything we needed – a great workforce, great banking facilities and low cost of doing business.”

— Koltek Energy Services CEO Tim Koltek

additional manufacturers to our area. We have four industrial parks, with infrastructure installed, ready for construction,” said Court Newkirk, executive director of the OADC. “Okmulgee is, for a small city, very heavily invested in value-added manufacturing. We have one of the highest concentrations of manufacturing jobs of any city in the state of Oklahoma. Six of our major employers ship products made in Okmulgee worldwide.”

Because of Green Country Technology Center, the Oklahoma Institute of Technology and the College of the Muscogee Nation, a

well-trained workforce is plentiful in the area, he added. Okmulgee also boasts of a sufficient water supply to support the needs of new industry.

“We had a lot of reasons why we wanted to open the testing facility here,” Koltek said. “The state is business-friendly and the people are very hardworking. We have a lot of people in Oklahoma in the energy space, and we also work with CareerTech. We have more trade folks that we hire, so we really look to those trade skills that CareerTech offers. We are just bullish on Oklahoma. We love it here.”

MARKET ACCESS/LOCATION:

The Tulsa metropolitan area is an intermodal transportation hub with rail, air, truck and water access available. More than 2.5 million tons of cargo was shipped through the Tulsa Port of Catoosa in 2017. Tulsa International Airport has nonstop service to 17 cities with an average of more than 55 daily departures. The airport is located 10 minutes from most points in the city including downtown and the Port of Catoosa. Richard L. Jones Jr. Airport, located in southwest Tulsa, serves as the reliever airport for Tulsa International.



LARGEST CITIES

Tulsa 399,906

Broken Arrow 104,869

Nowata 33,598

Source: U.S. Census Bureau, American Community Survey, 2012-2016

Bixby 23,956

Sapulpa 20,546

REGION: TULSA METRO

TOP INDUSTRY CLUSTERS



Health Care
Aerospace and Aviation
Energy
Manufacturing
Transportation
Distribution and Logistics

LARGEST EMPLOYERS



American Airlines
Oneok
QuikTrip
Spirit AeroSystems
Williams Companies
Saint Francis Hospital
St. John Medical Center
Hillcrest Medical Center

WORKFORCE



Labor Force: 478,105
Employed: 456,682
Unemployed: 21,423
Unemployment Rate: 4.5%

Source: Oklahoma Employment Securities Commission, 2017 Annual Average

QUALITY OF LIFE

DEMOGRAPHICS

Population: 990,706
Median Household Income: \$50,950
Mean Household Income: \$69,597

#4

Tulsa
Tier II cities for new
and expanded
facilities

Site Selection Group, 2015

COMMUTING PATTERNS:

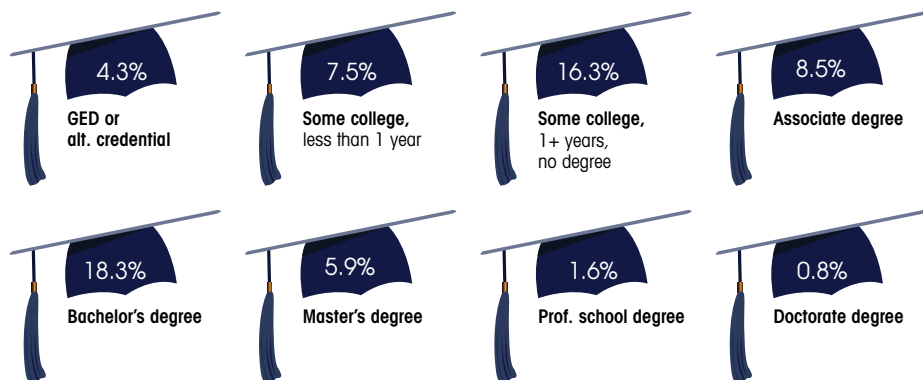
Average Commute Time



EDUCATION

The Tulsa metro area is home to more than a dozen higher education institutions and technology centers as well as other additional accredited schools where individuals can obtain degrees or certificates to further their career.

Source: U.S. Census Bureau, American Community Survey, 2012-2016



FOREIGN TRADE ZONE

FTZ No. 53 Rogers County

Grantee: City of Tulsa-Rogers
County Port Authority

5350 Cimarron Rd.
Catoosa, OK 74015

Contact: David L. Yarbrough
918-266-2291 x19

Port: Tulsa



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Port of Catoosa
(918) 266-2291
www.tulsaport.com



Port of Muskogee
(918) 682-7886
www.muskogeeport.com



Oklahoma Department of
Transportation Waterways Division
(918) 838-9933

www.ok.gov/odot/Programsandprojects/waterways



Oakley's Port 33
(918) 266-1490
www.oakleyport33.com



Port of Keota Livestock
Nutrition Center
(918) 208-0029
www.lnc-online.com

REGION: TULSA METRO

AREA ECONOMIC DEVELOPMENT CONTACTS

For more information on specific areas in this region, contact the regional development specialist at the Oklahoma Department of Commerce or one of the economic development contacts listed below:

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Regional Development Specialist
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charlotte.howe@okcommerce.gov

Broken Arrow Chamber of Commerce & Economic Development Corporation
www.brokenarrowchamber.com
Kinnee Tilly,
Senior Vice President,
Economic Development
Kinnee.tilly@baedc.com
918-251-1518

Cherokee Nation Businesses LLC
www.cherokeestationbusinesses.com
Andy McMillan, Director,
Special Projects &
Economic Development
andy.mcmillan@cn-bus.com
918-384-7774

Eastern Oklahoma Development District
www.eoddok.org
Ernie Moore,
Economic Development Director
emoore@eoddok.org
918-682-7891

Grand Gateway Economic Development Association
grandgateway.org
Edward Crone, Executive Director
executivedir@grandgateway.org
800-482-4594

Indian Nations Council of Governments
www.incog.org
Rich Brierre, Executive Director
rbrierre@incog.org
918-584-7526

Northeast Oklahoma Regional Alliance (NORA)
www.neokregion.org
Darla Heller, Executive Director
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918-772-8334

Oklahoma Small Business Development Center
www.oksbdc.org
580-745-2877

Okmulgee Area Development Corp.
www.okmulgeedevelopment.com
Bob Klabenes,
Economic Development Director
oadc.ok@gmail.com
918-758-1131

City of Owasso
www.cityofowasso.com
Chelsea Levo,
Director of Economic Development
clevo@cityofowasso.com
918-376-1518

Sand Springs, City of
www.seesandsprings.com
Elizabeth A. Gray,
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eagray@sandspringsok.org

Sapulpa, City of
www.cityofsapulpa.net
Economic Development Director
918-224-3040

Tulsa Regional Chamber
GrowMetroTulsa.com
Brien Thorstenberg,
Senior Vice President, Economic Development
brienthorstenberg@tulsachamber.com
918-560-0231

Rusty Linker,
Director of New Business Development & Marketing, Economic Development
rustylinker@tulsachamber.com
918-560-0233

Wagoner County
Economic Development Authority
Community Development
918-486-4589

POINT OF INTEREST:

Housed in the historic Tulsa Union Depot, the **Oklahoma Jazz Hall of Fame** features exhibits of gospel, jazz and blues musicians. Photographs of jazz greats including Dizzy Gillespie, Ella Fitzgerald, J.J. Cale and Duke Ellington line the walls and an art gallery, which features sculptures depicting musical themes and performers, completes the museum. The Oklahoma Jazz Hall of Fame hosts music concerts, community-based arts programming and special events.

Associated Press photo





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Google employees at the Mayes County Google Center overlook day-to-day operations at the center. Courtesy photos

Google Growth

Infrastructure, workforce foster data center expansion

By Heide Brandes

When Google began operations on a new data center in Oklahoma more than a decade ago, it found a location that provided not only the infrastructure the company needed, but also an eager and skilled workforce ready to sign on.

In February, the technology giant announced plans to invest \$600 million to build a new four-story data center at

its campus in the MidAmerica Industrial Park near Pryor in Mayes County. Already, the Pryor location is Google's second-largest data center in the world, but the new expansion and center will boost the data center operations and land usage. That investment in Oklahoma brings the total to more than \$2.5 billion.

"Google has called Oklahoma home for more than a decade, and the support we've received from our Pryor neighbors

as well as the state of Oklahoma has allowed us to grow quickly and efficiently," said Andrew Silvestri, head of public policy and external affairs for Google U.S. Central. "Oklahoma has the right mix of energy infrastructure, developable land and the skilled workforce we need to operate our data center."

Google's first phase of the MidAmerica Industrial Park campus opened in 2011

with a 130,000-square-foot facility. In 2012, the company announced an intention to expand its facilities, and in 2013, Google purchased 1.4 million square feet of space from the former Gatorade factory in Pryor.

With more than 400 people employed at the Mayes County center, the expansion will mean even more growth for not only Google, but Pryor and surrounding communities as well.

Pryor Mayor Jimmy Tramel said Mayes County and Pryor offered Google what a lot of other locations couldn't – namely ample flat land and a seemingly endless supply of water.

"To be honest, we got lucky. We had a lot of flat land, and we had available land. We also have an ample supply of water, which is something a lot of places struggle with," Tramel said. "If you look at those big cooling towers at the Google plant, water is necessary."

In addition to land and water, the area also offered affordable utility service through the Grand River Dam Authority.

Silvestri said Oklahoma is uniquely positioned to help Google achieve its sustainability goals.

“Oklahoma has the right mix of energy infrastructure, developable land and the skilled workforce we need to operate our data center.”

– Andrew Silvestri, head of public policy and external affairs for Google U.S. Central

"By teaming up with local renewable energy partners, Google is able to power the data center responsibly while creating additional energy investment in the state," he said.

Google has been a longtime supporter of area schools and education initiatives. Tramel said the company has given \$1.5 million to nonprofits and schools since 2011. That includes a \$100,000 grant to the MidAmerica Industrial Park to

support the development of science, technology, engineering, arts and mathematics education in the area.

"Google is a great partner in this area," Tramel said. "They bring in so many people, who then come to Pryor to shop and live. The real impact has been to our school district. When property taxes go up, the schools get more funding. Google also helped with free Wi-Fi in Pryor, and we are in phase 6 of that."

MARKET ACCESS/LOCATION:

The Port of Muskogee is strategically located near the confluence of the Arkansas, Verdigris and Grand rivers. In 2017, 696,718 tons of cargo moved through the Port of Muskogee. Northeastern Oklahoma also has several regional and municipal airports in the region serving business and industry.

LARGEST CITIES

| | |
|--------------------------|--------|
| Stillwater | 48,104 |
| Muskogee | 38,605 |
| Barlesville | 36,499 |
| Ponca City | 24,763 |
| Tahlequah | 16,478 |

Source: U.S. Census Bureau, American Community Survey, 2012-2016



REGION: NORTHEAST

TOP INDUSTRY CLUSTERS



Agriculture & Bioscience
Energy
Aerospace
Manufacturing
Health Care
Transportation & Logistics
Government
Education
Information & Financial Services

LARGEST EMPLOYERS



Cherokee Nation
ConocoPhillips
Phillips 66
The Charles Machine Works Inc.
Jack C. Montgomery VA Medical Center
Georgia - Pacific
Hillcrest Medical Center

WORKFORCE



Labor Force: 227,458
Employed: 216,672
Unemployed: 10,786
Unemployment Rate: 4.7%

Source: Oklahoma Employment Securities Commission, 2017 Annual Average

QUALITY OF LIFE

DEMOGRAPHICS

Population: 522,071

Median Household Income: \$33,184-50,038*

Mean Household Income: \$43,320-\$68,817*

*Range of counties within this region



COMMUTING PATTERNS:

Average Commute Time

Commuter patterns for this region range from 16.9 minutes in Kay County to 26.9 minutes in Okfuskee County.

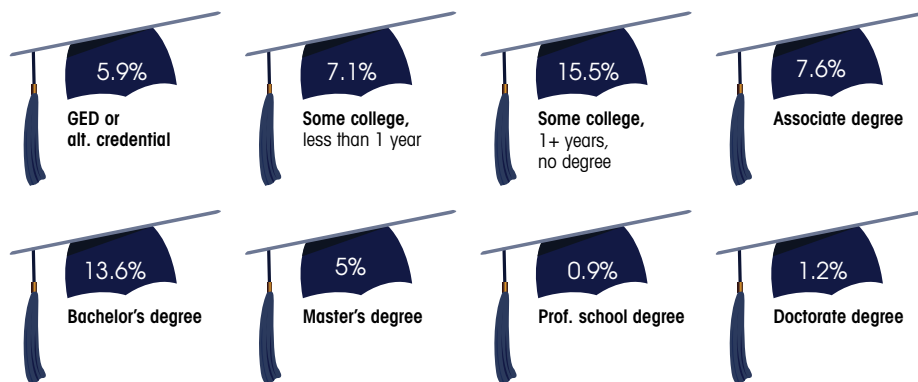
#27

Muskogee
Best Small Cities
to Start a Business
Wallet Hub, 2018

EDUCATION

The region is home to almost 20 higher education institutions and technology centers.

Source: U.S. Census Bureau, American Community Survey, 2012-2016



FOREIGN TRADE ZONE

FTZ No. 164 Muskogee

Grantee: Muskogee City-County Port Authority

4901 Harold Scoggins Dr.,
Muskogee, OK 74401

Contact: Scott Robinson
918-682-7886

Port: Tulsa

AREA ECONOMIC DEVELOPMENT CONTACTS

For more information on specific areas in this region, contact the regional development specialist at the Oklahoma Department of Commerce or one of the economic development contacts listed below:

Oklahoma Department of Commerce
Charlotte Howe, Regional Development Specialist
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Bartlesville Development Corporation
bdaok.org
David Wood, President
dwood@bdaok.org
918-336-7371

Central Oklahoma Economic Development District
www.coedd.net
David Hinkle, Director
planner@coedd.net
405-273-6410

Cherokee Nation Businesses LLC
Andy McMillan, Director,
Special Projects & Economic Development
andy.mcmillan@cn-bus.com
918-384-7774

Eastern Oklahoma Development District
www.eoddok.org
Ernie Moore, Executive Director
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918-682-7891

Fort Smith Regional Alliance
http://fortsmithregionalalliance.com/
479-783-3111

Grand Gateway Economic Development Association
grandgateway.org
Edward Crone, Executive Director
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800-482-4594

Miami Area Economic Development Service Inc.
www.miami-ok.org
Steve Gilbert, President/CEO
Miami Regional Chamber of Commerce
918-542-8405

MidAmerica Industrial Park
www.maip.com
David Stewart,
Chief Administrative Officer
dstewart@maip.com
918-825-3500

Muskogee City-County Port Authority
www.muskogeeport.com
Scott Robinson, Port Director
scott@muskogeeport.com
Marie Synar, Director,
Industrial Development
marie@muskogeeport.com
918-682-7886

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Darla Heller, Executive Director
dheller@neokregion.org
918-772-8334

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nodanet.org
Vicki Eggers, Economic Development
vicki@nodanet.org
580-237-4810

Oklahoma Small Business Development Center
www.oksbdc.org
info@oksbdc.org
580-745-2877

Ponca City Development Authority
goponca.com
David Myers, Executive Director
dmyers@goponca.com
580-765-7070

POINT OF INTEREST:

Known as Stillwater's Jumpin' Little Juke Joint, **Eskimo Joe's** was voted Best College Post-Game Hangout by Sporting News and ranked No. 3 in "The Perfect 10 College Sports Bars" by *Sports Illustrated*. Eskimo Joe's is located just one block east of the Oklahoma State University campus and sits in the shadows of Boone Pickens Stadium and Gallagher-Iba Arena. Eskimo Joe's famous T-shirts have been spotted all around the globe.

Photo courtesy Visit Stillwater





Courtesy photos

Recipe for success

Spirit AeroSystems opens Center of Excellence in McAlester

By Heide Brandes

For Andy Dieker, director of finance and after-market support at Spirit AeroSystems' Oklahoma operations, several factors need to come together to create excellence.

"To have a center of excellence, you need people. You need an environment of adaptability, a culture of work and a state and leadership that is able to support change quickly," Dieker said. "That's what we found in McAlester. The people there are the center of excellence."

In April, Spirit AeroSystems announced its second Center of Excellence for fabrication of complex commercial and military aircraft parts at its facility in McAlester. The Center of Excellence will support current customer contracts while also introducing new work in the global aerostructures market.

Spirit AeroSystems, headquartered in Wichita, Kan., designs and builds aerostructures for both commercial and defense customers with locations in the

United States, United Kingdom, France and Malaysia.

Overall, the company creates fuselages, pylons, nacelles and wing components for aircraft.

But at its facility in McAlester, all the pieces were in place for expansion and the creation of the company's signature "center of excellence."

"It's really the people who make it a center of excellence," Dieker said. "We had a core talent base already there with both technical personnel and machinists,



Courtesy photo

so we have some natural leverage there. One of our key advantages was our relationship with the labor union. That makes a difference when we move into new expansion.”

In addition to having a willing and skilled workforce, Spirit AeroSystems said the community’s ability to train workers in new technology was an important key to the success of the company.

“McAlester is a culture of winning and drive, and they want to win,” Dieker said. “That’s important to a center of excellence. From defense to machining and assembly, you have to have so much in place. So we invested in McAlester. We invested in new machinery, a new pallet tech system and more.”

Improvements to the facility allowed Spirit to move from 100 machine-hours to an expected 290 machine-hours by the end of 2018.

“We always did a lot of parts, but after this, we’re looking at 2.2 million parts being created,” he said. “We can increase capacity and lower costs.”

Training local workers to move from assembly work to machinists roles was a priority, and Dieker said the local CareerTech was able to provide that training in the community.

“The local technical school and the city were strategic in helping us with training,” Dieker said. “We are relying on that to keep more people coming to work here to help us keep growing. This is just phase one; we’re already working on phase two. That training capability will help us to attract more people.”

According to McAlester Economic Development, the workforce in the area is a major draw for businesses, especially in the defense and aerospace sector. The Oklahoma CareerTech Network in McAlester offers low or no-cost training programs customized to fit most industrial needs for industries in the area.

In addition, the economic development agency partners with local, tribal and state entities in development through a cooperative approach.

“Spirit AeroSystems is one of McAlester’s largest employers and is incredibly self-sufficient,” said Kirk

Ridenour, economic development director for the city of McAlester.

“McAlester has had a long and successful history with the defense and aerospace sectors, which gives our local workforce the expertise it needs to support these types of operations. Kiamichi Technology Centers helps further those skill sets by having a McAlester branch campus which can provide customized training opportunities to employers.”

While this particular project did not require any local incentives, Ridenour said the city often assists Spirit in offering unique and value-adding services or incentives, when needed.

“Oklahoma is a friendly place to do business, and the leadership understands that we have good, high-paying jobs,” Dieker said. “We continue as a business operation because the state is able to make changes and support our needs quickly. The ability of the state to move quickly was a strategic advantage. Honestly, we looked at other states, but chose Oklahoma based on the people, the culture, the drive, the location and the ability to leverage all those things together.”

MARKET ACCESS/LOCATION:

Southeastern Oklahoma is centrally located within the United States and in close proximity to several of the nation’s major metropolitan markets, including Dallas/Fort Worth, Memphis, Kansas City, and St. Louis.



LARGEST CITIES

| | |
|-----------------|--------|
| Shawnee | 31,091 |
| McAlester | 18,255 |
| Ada | 17,240 |
| Durant | 17,042 |

Source: U.S. Census Bureau, American Community Survey, 2012-2016

REGION: SOUTHEAST

TOP INDUSTRY CLUSTERS



Education
Energy
Aerospace
Manufacturing
Health Care
Transportation and Logistics
Agriculture and Bioscience
Information and Finance

LARGEST EMPLOYERS



McAlester Army Ammunition Plant
Chickasaw Nation
Choctaw Nation
Citizen Potawatomi Nation
Cardinal Glass
BrucePac
Tyson

WORKFORCE



Labor Force: 189,604
Employed: 179,977
Unemployed: 9,627
Unemployment Rate: 5.1%

Source: Oklahoma Employment Securities Commission, 2017 Annual Average

QUALITY OF LIFE

DEMOGRAPHICS

Population: 480,673

Median Household Income: \$30,870 - \$51,752*

Mean Household Income: \$45,411 - \$60,463*

**Range of counties within this region*



COMMUTING PATTERNS:

Average Commute Time

Commuter patterns for this region range from 17.3 minutes in Pontotoc County to 27.4 minutes in Pushmataha County

#17

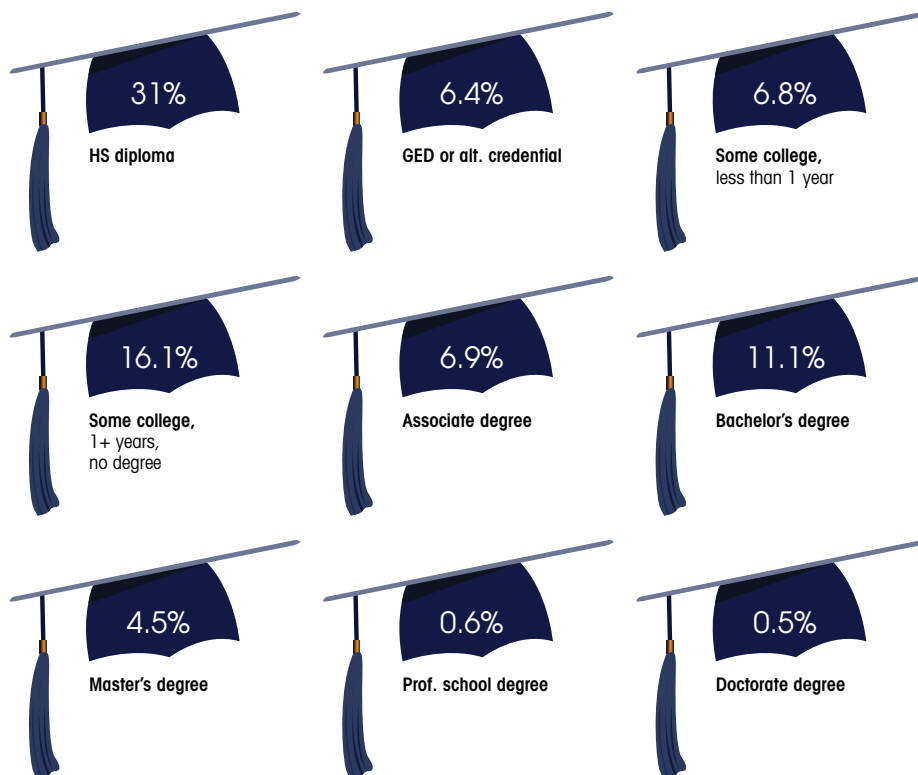
Shawnee
Best Small Cities to Start a Business

Wallet Hub, 2018

EDUCATION

The region is home to a dozen higher education institutions and technology centers.

Source: U.S. Census Bureau, American Community Survey, 2012-2016



AREA ECONOMIC DEVELOPMENT CONTACTS

For more information on specific areas in this region, contact the regional development specialist at the Oklahoma Department of Commerce or one of the economic development contacts listed below:

Oklahoma Commerce Department
Glenn Glass, Regional Development Specialist, Southeast Oklahoma
405-596-1640
glenn.glass@okcommerce.gov

Ada Jobs Foundation
www.growada.com
James Eldridge, Interim President/CEO
405-396-6651

Central Oklahoma Economic Development District
www.coedd.net
David Hinkle, Director
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405-273-6410

Durant Industrial Authority
www.ok-durant.org
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Eastern Oklahoma Development District
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Kiamichi Economic Development District of Oklahoma
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Seminole Economic Development Council
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Shawnee Economic Development Foundation
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Tim Burg, Executive Director
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McAlester, City of
www.cityofmcalester.com
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Oklahoma Small Business Development Center
www.oksbdc.org
580-745-2877
info@oksbdc.org

Oklahoma Southeast
www.oklahomasoutheast.com
OklahomaSoutheast@gmail.com
405-596-1640

Southern Oklahoma Development Association
www.soda-ok.org
Steve Mills, Executive Director
smills@soda-ok.org



Photo courtesy by James Pratt/Oklahoma Tourism

POINT OF INTEREST:

Lake Texoma is Oklahoma's second-largest lake and known as one of the premier striped bass hot spots in the Southwest. Besides fishing and a myriad of watersports, Lake Texoma State Park offers swimming, camping, picnic areas, wildlife viewing opportunities and hiking. The park also features comfort stations with showers, boat ramps and a small hiking trail near the Two Rivers Nature Center. The privately operated Catfish Bay Marina located within the park offers a full-service marina with a fuel dock and striper guide fishing services.



Courtesy photo

Dream Team

Prosthetics company finds perfect fit in Duncan

By Heide Brandes

Location is everything when it comes to starting a new business, and for Dream Team Prosthetics LLC, Duncan was the perfect place to fill a void.

Specializing in custom-prosthetics and care for individuals with limb loss, founders Randy Richardson and Chad and Brandy Simpson officially opened Dream Team Prosthetics in 2017. The team specifically needed a location that included a quality medical community, but that was not being served by other prosthetic companies in the state.

"I'm a native of Duncan, and both my parents owned businesses in Duncan, so I knew the community," said Richardson. "Oklahoma has a number of prosthetic businesses, but nothing really in the southwest part of the state or serving North Texas of high caliber."

Duncan seemed to be the perfect place, but finding a suitable building was another challenge.

"We wanted to be close to the hospital and the medical centers, but nothing was available at the size we were looking for," Richardson said. "My accountant, Greg Shepherd, and Lyle Roggow with the Duncan Area Economic Development Foundation suggested a location in the Duncan Industrial Park."

The DAEDF had built three buildings in the park for the purpose of attracting new business. While Dream Team Prosthetics, at first, was wary about being so far from the medical facilities, the building turned out to be exactly what they needed.

"They came to our incubator for assistance, as they were in the business planning mode of starting their newly formed company. This step is a great way for entrepreneurs to gain knowledge

on how to start a business," said Lyle Roggow, president of the Duncan Area Economic Development Foundation.

"Once everyone understood what the long-term needs of the business would be, we began identifying building structures that would fit the goals of Dream Team Prosthetics," he said. "DAEDF owned a newly constructed 6,400-square-foot lab and office building in the industrial park. While at first they didn't see themselves as industrial business, the building and grounds have proven to be a great training area for their customers."

The facility includes office space, space for fittings and client care and a roughly 3,000-square-foot fabrication lab to manufacture the customized prosthetics. Through the incubator program and by working with DAEDF, Dream Team Prosthetics was able to open the

specialized medical facility in December 2017.

The company has a unique customer care model, Roggow said, noting that clients may spend a week or two getting fitted and trained in Duncan before going back home.

"These individuals who come from other states and other counties will stay in our hotels and eat at our restaurants. Last summer, they hosted a training camp for 13 to 15 individuals who had limb loss," Roggow said. "Five of them were from other counties. This year they are planning for even more attendees. These individuals quickly become a part of the Dream Team family."

The company also discovered that the location in the northern part of Duncan meant lots of traffic could easily come in from other areas like Lawton, Marlow and Oklahoma City.

"And because a lot of patients come from out of the state – and even out of the country – we were able to get some tax incentives because we were bringing in economic development from outside the state," Richardson said.

Roggow said Dream Team's experience was typical of a beneficial relationship between businesses and the area's economic development team.

"Within reason, we try to do everything possible to assist all of our area businesses, no matter how large or small these companies might be. Every community has entrepreneurs who can help build and diversify the community," he said.

"Our role is to be a conduit to bring the right assistance to these businesses. Our partners from education to workforce are keys to supporting the efforts to create opportunity and success in the Duncan-area business community."

For Dream Team Prosthetics, the choice to locate in Duncan was a boon. In addition to growing successfully, the company was also the recipient of one of four Governor's Small Business Awards of Excellence.

"The economic climate in Duncan is very positive," Richardson said. "There's also lots of housing available, and 25



Courtesy photo

minutes away in Lawton, American Airlines services the Lawton area four times a day, so it's easy to fly into. Duncan is really a diamond in the rough in this state."

MARKET ACCESS/LOCATION:

The H.E. Bailey Turnpike connects the southwestern part of the state with Oklahoma City. Lawton, the largest city in southwestern Oklahoma, is not too far from one of the busiest airports in the country. Lawton-Fort Sill Regional Airport has seven flights a day to Dallas-Fort Worth, where business travelers can easily connect to flights anywhere in the country.

LARGEST CITIES

| | |
|----------------------|--------|
| Lawton | 96,728 |
| Ardmore | 25,027 |
| Duncan | 23,240 |
| Altus | 19,422 |

Source: U.S. Census Bureau, American Community Survey, 2012-2016



REGION: SOUTHWEST

TOP INDUSTRY CLUSTERS



Manufacturing
**Transportation/
Distribution & Logistics**
Health Care
Energy
Aerospace

LARGEST EMPLOYERS

HALLIBURTON

Fort Sill Army Base
Halliburton
Energy Services Inc.
**Goodyear Tire &
Rubber Company**
**Michelin North
America Inc.**
Dollar General
Altus Air Force Base
Dollar Tree

WORKFORCE



Labor Force: 153,896
Employed: 146,827
Unemployed: 7,069
Unemployment Rate: 4.6%

Source: Oklahoma Employment Securities
Commission, 2017 Annual Average

QUALITY OF LIFE

DEMOGRAPHICS

Population: 353,287

Median Household Income: \$35,063-\$48,732*

Mean Household Income: \$48,406-\$62,753*

**Range of counties
within this region*



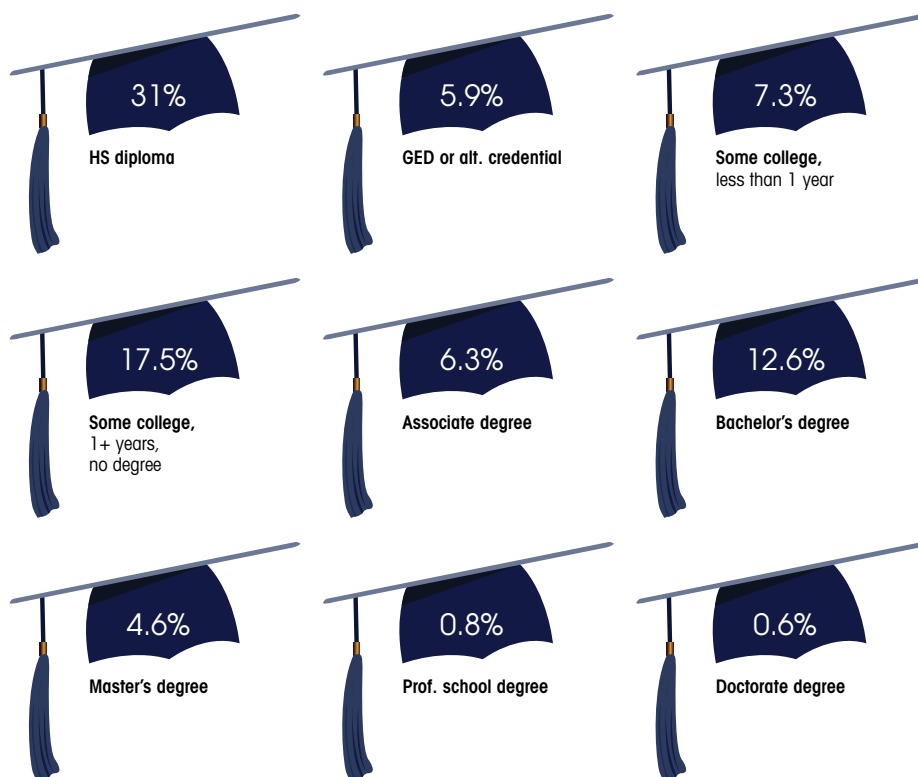
COMMUTING PATTERNS:

Average Commute Time

Commuter patterns for this region range from 14.5 minutes in Harmon County to 25.5 minutes in Jefferson County.

EDUCATION

The region is home to 10 higher education institutions and technology centers.



Source: U.S. Census Bureau, American Community Survey, 2012-2016

AREA ECONOMIC DEVELOPMENT CONTACTS

For more information on specific areas in this region, contact the regional development specialist at the Oklahoma Department of Commerce or one of the economic development contacts listed below:

Oklahoma Department of Commerce
Roger Pulley, Regional Development Specialist, Southwest Oklahoma
405-401-4235
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Brandy McIntyre, Regional Development Specialist, Western Oklahoma
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brandy.mcintyre@okcommerce.gov

Altus/Southwest Area Economic Development Corp.
www.altussouthwest.com
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President and CEO
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Ardmore Chamber of Commerce/ Development Authority
www.ardmoredevelopment.com
Mita Bates
President & CEO
mbates@ardmore.org
580-223-7765

Association of South Central Oklahoma Governments
www.ascog.org
Tom Zigler, Director - Community and Economic Development
zigl_to@ascog.org
580-736-4828

Duncan Area Economic Development Foundation
www.ok-duncan.com
Lyle Roggow, President/CEO
lyle@ok-duncan.com
580-255-9675

Great Plains Technology Center
Keith Bridges, Director of Economic Development
kbridges@gptech.org
580-250-5688

Lawton Fort-Sill Economic Development Corporation
www.lawtonedc.com
Bradley N. Cooksey, President
580-355-3541

Oklahoma Small Business Development Center
www.oksbdc.org
580-745-2877
info@oksbdc.org

Oklahoma Southwest Alliance
www.okswa.com
David Scott, Chairman
david@anadarkochamber.org

Southwest Oklahoma Impact Coalition (SOIC)
www.soiconline.org
Marilyn Feaver, Executive Director
405-574-1368

Southwestern Oklahoma Development Authority
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Debora Glasgow, Executive Director
debora@swoda.org
580-562-4882

POINT OF INTEREST:

WinStar World Casino and Resort, Oklahoma's largest casino, features over 600,000 square feet of gaming floor. The casino, in Thackerville just north of the Red River and off Interstate 35, includes eight city-themed gaming plazas featuring 7,400 electronic games, nearly 100 tables, off-track betting, Bingo, Keno and high stakes. The WinStar Global Event Center has hosted many big name entertainers such as John Legend, Blake Shelton, Luke Bryan, Maroon 5, John Mellencamp, Dolly Parton, Lionel Richie and Lady Antebellum. Other facilities include a 3-tower hotel with 1,400 luxurious rooms, 65,000-square-foot convention center, two championship 18-hole courses, organic Spa at WinStar, unique shopping opportunities and more.

Courtesy photo





ADM Milling in Enid is undergoing an upgrade described as a complete retrofit of the mill. Photo by Bonnie Vculek

Expanding production

Enid makes ADM Milling improvements smooth, viable

By Heide Brandes

When Archer Daniels Midland Milling built its flour mill in Enid in 1928, it already pegged the north Oklahoma community as an important hub for the region and the company.

Now, 90 years later, ADM Milling is investing in improvements to that critical mill, and because of assistance through the state and the city of Enid, ADM Milling is able to do so smoothly.

"The Enid flour mill has served as an important hub for the region's wheat harvest for many decades. We wanted to modernize the mill to better serve our customers and to make it a viable business in Enid for years to come," said Mark Kolkhorst, president, ADM Milling.

According to ADM Milling, the capacity of the mill will stay at 18,000 hundredweight (cwt), but two 7,500-cwt milling units will be replaced with one 15,000-cwt unit. A 3,000-cwt whole-

wheat unit will not be replaced, but improvements allow the Enid mill to produce more flour as aging units are replaced.

The company described the upgrade as a complete retrofit of the mill. A new high-speed packer also will be installed.

"ADM's milling facility, as well as ADM's grain elevators in Enid, provide excellent employment opportunities and a local market for the region's farmers. We are fortunate to have a state

and community that recognize those benefits,” Kolkhorst said. “We have strong relationships with local farmers in this area. This project represents ADM’s continued investments in the Enid community and shows how important this facility is to our business.”

Brent Kisling, executive director for the Enid Regional Development Alliance, said Enid has more grain storage capacity than any other city in America that is not a port city.

“There are a lot of agriculture commodities that come through our community. ADM Milling is a great example of how our state and our community need to add value to those commodities before they are sold in other markets around the world,” Kisling said. “ADM Milling plays a key role in keeping Enid’s economy healthy.”

Kisling said the ADM Milling modernization project was different from most investment projects in the state because the company was looking to consolidate a number of its mills around the country, and Enid was competing to keep its mill open.

“Their project did not qualify for any state incentives, so the community of Enid stepped up and provided a tax

“We appreciate the state of Oklahoma and city of Enid for offering incentives that made Enid the ideal choice for this substantial investment.”

— Mark Kolkhorst, president, ADM Milling

increment financing district to offset some of their capital investment and improve the infrastructure in the area,” Kisling said.

“OG&E also stepped up and became a valuable partner in securing improved electrical services to their mill. It is also important to point out that the Oklahoma Secretary of Agriculture Jim Reese played an integral role in convincing ADM Milling to invest in our community. He made a personal trip to Kansas City to meet with their CEO and share our state’s commitment to them.”

For ADM, the relationships and willingness of officials in Oklahoma made the decision to remain in Enid an easy one.

“We appreciate the state of Oklahoma and city of Enid for offering incentives that made Enid the ideal choice for this substantial investment. Oklahoma Secretary of Agriculture Jim Reese and Brent Kisling, executive director at Enid Regional Development Alliance, were very helpful throughout the process,” Kolkhorst said.

MARKET ACCESS/LOCATION:

Enid, the largest city in northwestern Oklahoma, is centrally located in the U.S. and is connected to the interstate highway system via a four-lane state highway. Enid has a tower-controlled, all-weather airport and is extending the runway from 6,500 feet to 8,000.

Northwestern Oklahoma also has several regional and municipal airports as well as Vance Air Force Base in Enid.

LARGEST CITIES

| | |
|--------------------------|--------|
| Enid | 50,891 |
| Woodward | 12,639 |
| Elk City | 12,426 |
| Guymon | 11,934 |
| Weatherford | 11,856 |

Source: U.S. Census Bureau, American Community Survey, 2012-2016



REGION: NORTHWEST

TOP INDUSTRY CLUSTERS



**Transportation
& Distribution**
Aerospace & Defense
Agriculture & Bioscience
Energy
**Information
& Finance Services**

LARGEST EMPLOYERS



Advance Pierre Food Co.
Vance Air Force Base
CSC
Seaboard Farms
**Northwestern Oklahoma
State University**

WORKFORCE



Labor Force: 114,410
Employed: 110,494
Unemployed: 3,916
Unemployment Rate: 3.4%

Source: Oklahoma Employment Securities
Commission, 2017 Annual Average

QUALITY OF LIFE

DEMOGRAPHICS

Population: 229,563

Median Household Income: \$44,216-\$6,2912*

Mean Household Income: \$57,742-\$77,793*

**Range of counties
within this region*

COMMUTING PATTERNS:

Average Commute Time

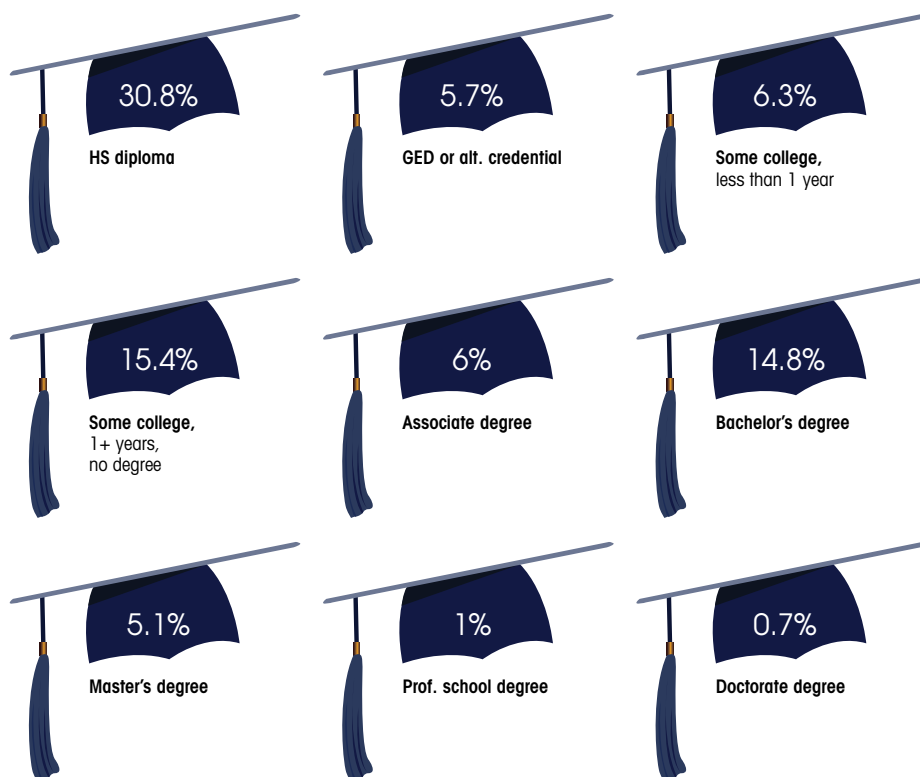
Commuter patterns for this region range from
14.1 minutes in Woods County to 21.9 minutes in
Roger Mills County.

#11 Enid
**Best Small Cities to
Start a Business**
Wallet Hub, 2018



EDUCATION

The region is home to more than a dozen higher education
institutions and technology centers.



Source: U.S. Census Bureau, American Community Survey, 2012-2016

AREA ECONOMIC DEVELOPMENT CONTACTS

For more information on specific areas in this region, contact the regional development specialist at the Oklahoma Department of Commerce or one of the economic development contacts listed below:

Oklahoma Department of Commerce

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Alva Area Chamber of Commerce

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Alexandra Mantz,
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580-327-1647

Beaver County Chamber of Commerce

www.beaverchamber.com
580-625-4726

Elk City, City of/Industrial Authority

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Enid Regional Development Alliance

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Fairview Chamber of Commerce

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580-227-2527

Guymon, City of

www.guymonok.org
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Northwest Oklahoma Alliance (NwOA)

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Northern Oklahoma Development Authority

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Oklahoma Economic Development Authority

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Oklahoma Small Business Development Center

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Panhandle Regional Economic Development Coalition Inc.

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Weatherford, City of

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580-774-4505

Woodward Industrial Foundation

www.wifok.com
Alan N. Case, President
wif@sbcglobal.net
580-254-5616



Courtesy photo

POINT OF INTEREST:

Visitors can't miss the **Cimarron Heritage Center** in Boise City, just look for Cimmy, the 65-by-35-foot iron sculpture of an Apatosaurus crossing North Cimarron Avenue. The Cox House is the main entrance of the museum. Bruce Goff, a student of the famous Frank Lloyd Wright, designed the house in 1949 for Julius and Opal Cox. The Santa Fe Trail exhibit leads into the French Building where visitors will find a Dust Bowl exhibit, Military, Paleontology, Ranch and numerous other exhibits. In the "back yard" is an original school house, a Dust Bowl house, a train depot, a building full of tractors and an authentic dugout. The Edgington Building houses an antique car and buggy collection.

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