



## January 2017

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## Message from Ann Ackerman, President & CEO



The 45<sup>th</sup> President of the United States has been inaugurated and the 56<sup>th</sup> Oklahoma Legislature has been convened. Now is the time to pull together to grow our economy locally as well as nationally. The Business Roundtable is strategically situated to support economic development, thanks to you, our approximately 165 members.

**Bylaws** - During the next few months, we will finalize the revisions to our bylaws and present them to the membership prior to our June meeting. This will update our policies and ensure that we comply with all necessary nonprofit regulations.

**Grants** - For use this fiscal year, the Roundtable awarded 13 grants to economic development partners totaling \$214,000. These include targeted projects to promote workforce development, STEM, new business commercialization, regional development and national/global marketing. As a result of your continued support, we plan to continue our grant program. Details about the program can be found on our website, [www.okbusinessroundtable.com](http://www.okbusinessroundtable.com), and applications will be accepted until April 1.

**Accomplishments** - Our work with our state's leaders and economic development partners to enhance business retention, expansion and recruitment efforts continues. In the coming months, we will also help our companies and communities market products/services at major trade shows and forums; host a number of prospects; and we'll target national site consultants at events in Dallas, Atlanta and California.

The Roundtable is also helping with several statewide entrepreneurial initiatives designed to inspire, grow and equip our future workforce. These projects include First Robotics, STEM conferences, Love's Cup Collegiate Business Plan competition and more. Project funding is leveraged by our partners – for every \$1 the Roundtable advances, our partners contribute another \$6.

**Annual Meeting** - Please mark your calendar for our annual membership meeting to be held June 7, 4:30-6:00pm, at Southern Hills Country Club in Tulsa. Immediately following the meeting will be a networking reception from 6:00-7:00 pm. Governor Fallin and Lt. Governor Lamb will join us along with other special guests.

Thank you for your continued membership and support!



Ann Ackerman  
President & CEO

## Welcome to the Table!

The Roundtable is pleased to welcome the following new member company and its representative:

**CompSource Mutual Insurance Co.**      Jason Clark, President & CEO      Oklahoma City, OK

# **SAVE THE DATES**

## **Oklahoma Business Roundtable**

### **Annual Membership Meeting**

#### **Southern Hills Country Club**

2636 E. 61<sup>st</sup> Street - Tulsa

**June 7, 2017**

3:00 – 4:15 pm Executive Committee Meeting

4:30 – 6:00 pm Membership Meeting

6:00 – 7:00 pm Networking Reception

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### **Fall Membership Meeting**

#### **Oklahoma City Golf & Country Club**

7000 N.W. Grand Blvd – Oklahoma City

**October 4, 2017**

3:00 – 4:15 pm Board of Directors Meeting

4:30 – 6:00 pm Membership Meeting

6:00 – 7:00 pm Networking Reception

## Recent Events/Projects

### Holiday Event Held at State History Center



Over 180 Roundtable members and guests attended the annual Holiday reception and dinner on December 6 at the Oklahoma History Center in Oklahoma City.

Chairman Renee Porter welcomed the group and Lt. Governor Todd Lamb was keynote speaker. The group was also treated to a rousing musical presentation by Oklahoma City's own Mariachi Orgullo de America group.



### Governor Addresses International GE Oil and Gas Meeting



Governor Fallin was the keynote speaker at the annual meeting of GE's Oil and Gas Division in Italy last month.

The Governor was a guest of GE, which recently opened a \$110 million global oil and gas research center in Oklahoma City. Michael Teague, Oklahoma's secretary of energy and environment also attended the conference. The Roundtable assisted with his travel expenses.

In prepared remarks, the Governor said: "Researchers and engineers in this world-class facility are working hard to find new technologies that will create an abundance of oil and gas in a more efficient and less costly manner. They are developing new technologies that will help the oil and gas industry make advances in innovation that will have a lasting impact in not just Oklahoma and in the United States, but around the world."

"In Oklahoma, we believe that for government to accelerate innovation it must work with industry to develop a diverse well qualified workforce. Simply put: energy pipelines need talent pipelines. Workforce development is a top priority of my administration. It makes no sense to have a workforce development plan if it does not meet the needs of the job creators within private industry."

The conference also included representatives from BP, Chevron, Total and ExxonMobil.

## Business to Business Manufacturing Networking Event Held in Broken Arrow

Over 40 area technology and manufacturing companies were in attendance at the 4<sup>th</sup> annual Manufacturer Networking Luncheon on January 26<sup>th</sup> in Broken Arrow. The Roundtable and Cherokee Nation Businesses co-sponsored the event.

The “business to business” event brought together some of the best local representatives in the technology and manufacturing industry to share knowledge and explore new business relationships.

The meeting was coordinated by the Broken Arrow Chamber and Oklahoma Center for the Advancement of Science and Technology (OCAST).

Roundtable member companies attending the meeting included Pelco Structural, Baker Hughes, Cherokee Nation Businesses and AAON.



## OMRF Hosting 2<sup>nd</sup> BioVenture Forum to Attract Investment/Collaboration



The Oklahoma Medical Research Foundation (OMRF) will host representatives of national and international biopharma, diagnostic and VC/investment groups at a unique BioVenture Forum on April 4 in Oklahoma City. The Roundtable is a conference sponsor. The BioVenture Forum will encourage interaction and discussions during which the invitees will be introduced to OMRF, the state of Oklahoma, and discover our research and technology capabilities.

OMRF is an internationally recognized research institute, employing more than 400 staff members who study cancer, heart disease, autoimmune disorders and diseases of aging. Their discoveries have yielded hundreds of patents and a pair of life-saving drugs now available in hospitals and clinics around the world.

## Oklahoma Marketing Team Hosts Site Consultants & Company Executives in Dallas



The Governor’s Economic Development Marketing Team and state officials hosted 53 Dallas-based site location and real estate consultants at an annual business development reception in Dallas on January 19.

Chairman Brent Kislning of Enid welcomed the group. Secretary of Commerce Deby Snodgrass was keynote speaker.

Multiple project discussions were held at the event and business calls made throughout the Dallas area.

The event is one of three national marketing projects sponsored this year by the Business Roundtable.

## Department of Commerce Takes on Role of State Data Center



The Oklahoma Department of Commerce (ODOC) will now operate the State Data Center for the State of Oklahoma. The U.S. Census Bureau's State Data Center program was created in 1978 to provide a vehicle for the dissemination of Census Bureau information and data to state and local governments. The data centers are partnerships that the Bureau has with each of the states to ensure that data are available locally. As the State Data Center, ODOC will act as a liaison contact for the Census Bureau in the state.

Information distributed through the State Data Center provides social, demographic and economic profiles of the population. These data can be used by entrepreneurs, city planners, state government and within the private sector to make sound civil and business decisions. The information can be found at [okcommerce.gov/data](http://okcommerce.gov/data) and will be occasionally featured in ODOC's monthly newsletter.

## New i2E Program Seeking High Growth Companies Program Targeted to Tribal/Rural Entrepreneurs in 39 Oklahoma Counties



i2E, Inc., has been awarded almost \$200,000 through the U.S. Economic Development Administration to expand its successful Venture Assessment Program for early stage businesses into rural Oklahoma.

The funding will be used to create a new version of its Venture Assessment Program (VAP) tailored to Oklahoma's rural and Native American entrepreneurs and companies.

The VAP is a three-week, proof-of-concept curriculum designed to investigate the product-market fit and the financial viability of a new, innovative product or concept. Objectives are to identify a potential market, estimate the market size, determine a preliminary value of the opportunity, and make an assessment of whether the concept offers sufficient profit potential to pursue additional investment of time and money. The outcome of the VAP is a "go/no-go" decision by the company and an outline of next steps for commercialization where there is a "go" decision.

Funding partners include the Cherokee, Choctaw, Chickasaw and Muscogee (Creek) Nations; the Oklahoma Business Roundtable, and the Oklahoma Center for the Advancement of Science and Technology.

For more information, contact: Darcy Wilborn, [dwilborn@i2e.org](mailto:dwilborn@i2e.org)

## Upcoming Events and Projects

The Roundtable works to support the Oklahoma Department of Commerce, Governor's Economic Development Marketing and International Trade teams, Export Council and many statewide partners with targeted trade and recruitment events throughout the year. The primary contact group is listed in parentheses.

April 8-12 – IAMC – National real estate conference – business recruitment – Tampa (Commerce)

April 25-27 – MRO America's Trade Show – aerospace – Miami (Commerce)

March 13-15 – Site Selector Guild– nation's top site consultants - Tucson (Commerce/Community Partners)

March 22-23 – CFO Rising Conference – business development - Boston (Commerce)

April 4 – OMRF BioVenture Forum – business development - Oklahoma City (OMRF)

April 12/14 - Lt. Governor's Turkey Hunt - corporate development (Community Hosts)

May 8-11 – AUVSI – unmanned vehicle systems - Dallas (Commerce/Partners)

June 7 – Oklahoma Business Roundtable Annual Membership Meeting – Tulsa (Roundtable)

June 18-20 – Select USA - international business development - Washington, DC (Commerce/Partners)

June 19-22 - Paris International Airshow 2017 – aerospace - Le Bourget, France (Commerce/Partners)

June 19-21 – BIO - biotechnology business development - San Diego (OK companies and partners)

## Workforce Development News

### Oklahoma Works Receives Technical Assistance from NGA



Oklahoma was recently accepted into Phase II of the National Governor's Association (NGA) Talent Pipeline Policy Academy – which will provide additional technical assistance from national experts in support of the statewide Oklahoma Works initiative.

During this year, Oklahoma Works is focused on:

- Further strengthening diversified partnerships in each of the nine key economic networks (KEN) regions;
- Expanded career pathways partnerships including internships, apprenticeships, work-base learning and career preparation, and
- Reviewing best practices and lessons learned from states across the country through such efforts as the NGA Academy.

Oklahoma Works is an initiative to increase the wealth of all Oklahomans through facilitating quality employment for workers and ready availability of highly skilled talent for business and industry.

## Economic Development Briefs

- The Association of Defense Communities (ADC) and Defense Communities Caucus has named **Lawton** as one of the top ten “**Great American Defense Communities**” in America - for providing unwavering support to service members and their families.
- Both **Oklahoma City and Tulsa** were included in **U.S. News & World Report’s 2017 Best Places to Live** rankings. Oklahoma City ranked 36<sup>th</sup> and Tulsa 59<sup>th</sup> among 100 communities surveyed. The top ten cities (in order) were Austin, Denver, San Jose, Washington D.C., Fayetteville Ark., Seattle, Raleigh & Durham, Boston, Des Moines and Salt Lake City, Utah.
- **Roundtable Member Expansions: M-D Building Products**, the nation’s largest makers of weatherization products, announced an \$11.9 million manufacturing and distribution expansion and 100 new jobs in Oklahoma City. The company currently employs 490 workers in OK. **Commercial Metals Co.** has announced construction of an automated steel fence post facility at the site of its new micro mill in Durant.
- **Enid** voters have approved a three-quarter percent sales tax increase to fund a **water pipeline** from Kaw Lake. Over 68% of the voters favored the proposition, which will help secure water availability for the next 50 years.
- **Oklahoma City** ranked 6<sup>th</sup> **lowest** of 92 U.S and international cities in a recent Major Housing Markets Affordability by Demographia.

## Monthly State Economic Development Report Available



Oklahoma State Treasurer Ken Miller publishes a very informative monthly newsletter, “The Oklahoma Economic Report” which contains news and analysis of Oklahoma’s economy. See the link below for latest edition:

[https://www.ok.gov/treasurer/documents/OER\\_1-31-17.pdf](https://www.ok.gov/treasurer/documents/OER_1-31-17.pdf)

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