



## November 2017

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## President's Update



First, I should report to you that longtime Roundtable Operations Director Ann McVey has announced her retirement at the end of 2017 in order to spend more time with family (and travel!).

Ann has been an integral part of the Oklahoma Business Roundtable since its origin in 1991 and has worked tirelessly for economic development with 4 Governors, 4 Lt. Governors, 4 Presidents, 25 Board Chairs and many Commerce staff and partner organizations.

We have been blessed to have her and salute her for "a job well done."

Ann will be honored at a future meeting!

The Roundtable is now taking applications for her position. The Director of Operations is a permanent, part time position requiring 18-20 hours/week. If you know of someone that might be interested, the job description can be found here: [www.oklahomacenternonprofits.org/job/4548/](http://www.oklahomacenternonprofits.org/job/4548/)

On a happier note, I am pleased to report that in spite of torrential rain we had a successful fall meeting with 115 members attending to hear Paycom CEO Chad Richison sharing his thoughts about how Oklahoma can become a tech hub. We were also fortunate to have Governor Fallin update us on economic development efforts in our state. Learn more about the meeting later in this newsletter.

As has been announced at the previous two Roundtable meetings, we decided to forego our holiday dinner because it is such a busy period with so many demands on your time. In lieu of the dinner, we have planned a special membership activity. It is exciting to announce that Dr. Christopher White has agreed to be with Roundtable members and their guests on March 7. Chris is a Principal Researcher and Partner at Microsoft working on special projects. His work has been featured in Popular Science (cover profile), CBS's 60 Minutes, CNN, the Wall Street Journal (cover S&T), Rolling Stone Magazine (cover), TEDx, and Google's Solve for X. The exact location in Oklahoma City and other details are being finalized and will be sent to you soon. Be sure to save this date as well as June 13, 2018, for our annual meeting at Southern Hills Country Club in Tulsa.

The Roundtable's economic impact is significant. For every dollar the Roundtable contributes to projects and activities, private sector partners contribute an additional six dollars towards business development efforts statewide. Thank you to the approximately 160 businesses and organizations that are Roundtable members. Oklahoma needs you - now more than ever!

*Ann*

## Upcoming Roundtable Meetings

**SAVE THE DATES**

**March 7, 2018**

**Special Roundtable Event with Dr. Chris White  
Oklahoma City**

**June 13, 2018**

**Oklahoma Business Roundtable  
Annual Business Meeting  
Southern Hills Country Club - Tulsa**

# Welcome to Our New Members!

**Express Employment Professionals** – Oklahoma City – Robert A. Funk, Founder & Chairman

**FourPoint Energy** – Denver, CO – Tripp Kerr, Vice President-Marketing

**L3 Communications** – Broken Arrow – Rusty Hampton, Business Development Manager

**SemGroup Corporation** – Tulsa – Susan Lindberg, Vice President & General Counsel

## Recent Event

### Paycom CEO Says Oklahoma a Great Location for Technology Business Growth



Oklahoma is well positioned as a location for both start-up and attraction of technology-based companies, according to the Roundtable’s October keynote speaker, Paycom CEO Chad Richison.

Richison said, “If someone was looking to start a tech company, they’d be hard pressed to find a better place than Oklahoma.”

Paycom, a payroll and human resources software company, is ranked fourth on Forbes magazine's 2017 Fast Tech 25, a list of America's fastest-growing publicly traded technology companies.

Richison wants to grow more technology companies in Oklahoma and says the state is in a good position to become a technology hub.

He said too often tech companies grow to a certain size and then sell. That is not what Paycom is doing. They want to continue to grow and stay in Oklahoma. Paycom says that Oklahoma offers a quality of life that is more appealing than Silicon Valley.

Paycom would like to become a “proof source” of what technology could look like in Oklahoma in the future.

“Competitiveness and grit” describes the winning culture at Paycom, according to Richison.



Over 115 Roundtable member companies were represented at the fall meeting held October 4<sup>th</sup> in Oklahoma City. The meeting was led by Chairman Rob Martinovich. State economic development presentations were made by Governor Mary Fallin, Lt. Governor Todd Lamb and Secretary of Commerce Deby Snodgrass. A networking reception followed the meeting.

# Commerce/Workforce News

## New and Expanded Industry

The Commerce Department reported FY2017 investment of \$2.38 billion, 5,083 projected new direct jobs and 48 business locations/expansions.

Below are selected statewide 2<sup>nd</sup> and 3<sup>rd</sup> Quarter FY2018 new and expanded industry announcements.

Company	Location	Projected Jobs
Niagara Bottling	Oklahoma City	45
AT&T	Tulsa	150
Skywest Airlines	Oklahoma City	375
Ductmate	Wagoner	50
Greenheck	Tulsa	75
DISH Network	Tulsa	250
Alfa Laval	Broken Arrow	100

Other major expansions include Webco, Sand Springs; Tierpoint Data, Tulsa; Georg Fisher GF Central Plastics, Shawnee; ADM Milling, Enid; M-D Building Products, Oklahoma City; NTT Data Systems, Oklahoma City and Lufthansa Technik Component Services, Tulsa.

## Project Updates and Events

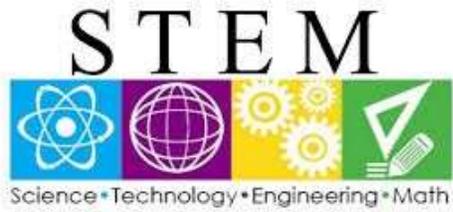
### Oklahoma Team Hosts Consultants/Prospects at New York Event

Governor Fallin and over 80 corporate and site location consultant guests participated in Oklahoma’s annual New York City business marketing reception on October 19<sup>th</sup>. An Oklahoma marketing team also made calls to companies and consultants in the New York and New Jersey areas.

Participating communities included Duncan, Norman, Chickasha, Edmond, Tulsa, Bixby, Mid-America Industrial Park, Bartlesville, OGE and University of Oklahoma. Governor Fallin, Secretary Snodgrass, Secretary Doerflinger, State Treasurer Ken Miller, Kathy Taylor and Mayor of Broken Arrow Craig Thurmond also participated.



## Work-based Learning Program Unveiled at STEM/Entrepreneurship Conference



Governor Mary Fallin announced a new registered apprenticeship and internship goal during her STEM and entrepreneurship summit in Oklahoma City on November 2<sup>nd</sup>. The revised Oklahoma Works strategic plan, which includes the new goal and other updates, also was released during the summit.

The new “Earn and Learn” initiative is targeted to increase the number of Oklahomans engaged in quality work-based learning to 20,000 per year by 2020.

“It is critical Oklahoma steps up to the challenges of an increasingly competitive global economy,” said Fallin. “Earn & Learn gives Oklahomans opportunities to explore career pathways.” Work-based learning opportunities include: Internships, Apprenticeships, including Registered Apprenticeships and on-the-job training.

Oklahoma Works partnered with various business and education organizations to coordinate and promote work-based learning. The partners include the State Department of Education, the State Regents for Higher Education, the State Department of Career and Technology Education, the State Chamber of Oklahoma and the Oklahoma Office of Workforce Development. These organizations signed a memorandum of understanding to codify the goal.

Featured keynote speaker, Kenneth Knoll of WeGoLook, said Oklahoma’s future workforce must include individuals who are “problem solvers.” “More next generation problem solvers is the key to creating value,” he said.

## Dell-EMC Executives Visit State



Governor Fallin welcomed a business delegation from Dell-EMC in September. The company employs over 1200 at its facility in Oklahoma City.

## California Business Mission

Members of the Governor’s Economic Development Marketing Team made calls in Southern California in late September. The team visited with dozens of companies and national real estate and site location consultants – marketing the state as a location for future corporate expansion.

## Corporate Site Location Consultants Visit State/Assess Competitiveness



Woody Hydrick



Monty Turner

Oklahoma is competitive as a location for new and expanding corporate manufacturing projects, according to national site location experts Woody Hydrick and Monty Turner of Global Location Strategies Group, Greenville, SC. The team visited the state this summer to review top sites and meet with state and regional economic development groups.

Key takeaways from their visit:

- Companies are looking for market access, low costs and risk avoidance when making site location decisions.
- There is still a lack of perception about Oklahoma – continue to market the state.
- Oklahoma is a logical and cost effective location for any clients looking at Texas.
- Promote low energy costs – a key driver in increased European investment in the U.S.
- Top areas for foreign direct investment in the U.S. are Germany, Belgium, Denmark, Italy, Spain, Netherlands, UK and Switzerland.
- Available, quality sites that can be prepared within a 12-month period are a requirement for their clients. Rural sites are sometimes preferred. Incentives remain important.

## Alfa Laval Expands in Broken Arrow



Swedish manufacturing firm Alfa Laval broke ground in October on a \$15 million expansion of its Broken Arrow plant. Governor Fallin and a state delegation visited Alfa’s corporate headquarters in Europe last year.

"Alfa Laval’s decision to concentrate some of its manufacturing in Oklahoma showcases that our state has much to offer international companies," said Governor Mary Fallin. "We have positioned ourselves well in the global marketplace, and I am pleased that they have chosen to invest in our state."

## M-D Building Products Expands in Oklahoma City



M-D Building Products celebrated the completion of their new facility expansion at the company's headquarters in Oklahoma City in October. The expansion includes a new state-of-the-art distribution center that adds 100,000 square feet of warehouse space, increasing the local inventory and shipping capabilities. The distribution center will employ 120 workers.

M-D Building Products is a Roundtable member company headed by Chairman, President and CEO Loren Plotkin.

## Roundtable “Special” Project Updates

The Roundtable has provided grant funds to help support several important economic development projects throughout the state this fiscal year. Here is an update:

### Manufacturers Networking Events Continue Statewide

In an effort to retain and grow existing Oklahoma companies, several Manufacturing Networking events across the state are being held in FY2018. The latest event was held November 2<sup>nd</sup> in Atoka. Forty regional manufacturers attended. The event is hosted by OCAST and several partners, including the Business Roundtable. The primary goal is to increase regional business collaboration (manufacturing and capability awareness) between industries in the region with the purpose of increasing business between them. Regional events were held in Duncan and Broken Arrow in August. More events are planned.

### Quality Foundation’s Best Practices Conference Held in Tulsa

The 6<sup>th</sup> annual Sharing of Best Practices Conference and Awards event was held November 15<sup>th</sup> in Tulsa. The event was targeted to results-driven leaders from across Oklahoma who make “performance-driven excellence” the standard in their organizations. The Oklahoma Quality Awards for Excellence were presented to:

**MTM Recognition (Oklahoma City)**  
**Moore Norman Technology Center (Moore/Norman)**  
**Tulsa City-County Library (Tulsa)**

## Northeast Oklahoma Regional Alliance (NORA) Meets in Tahlequah



Principal Chief Bill John Baker, Cherokee Nation  
Opens the NORA Conference



Nick Buettner outlines the Blue Zones Project

Attendees of the 9<sup>th</sup> annual Northeast Oklahoma Regional Alliance (NORA) Summit on October 25<sup>th</sup> learned solutions to becoming a Blue Zone of optimal health and longevity, along with networking and participating in workshops targeting economic development enhancement.

Keynote speaker Nick Buettner of Blue Zones, described the characteristic lifestyles and the environments of the world's longest-lived people. Blue Zones Project communities – America's largest preventive health care project – are improving the health and happiness of millions of people across the United States. The project, sponsored by the Avedis Foundation, is already underway in Pottawatomie county.

"This summit was a meeting by which public health and community and economic development really came together," said Darla Heller, NORA Director.

The conference was sponsored by several Roundtable member organizations including the Cherokee Nation, Oklahoma Business Roundtable, Northeastern State University, GRDA, Mid-America Industrial Park, OGE and PSO.

## Open Beta Conference Supports Entrepreneurs/Start-up Companies

In a full day event on November 13<sup>th</sup>, the first ever Creativity Beta conference put the spotlight on innovators, disruptors, creators and entrepreneurs making an impact throughout Oklahoma.

The conference, held in Oklahoma City, was led by StarSpace46 in partnership with Creative Oklahoma and OK Sessions. Open Beta featured a host of creative and innovative speakers, technology and film product demos, interactive art, film, music and presentations by Oklahoma companies and those who support our state's burgeoning creative industries. "This is a showcase of Oklahoma's exceptional creative talent – the doers who are on the ground actually making things happen. We are celebrating and spotlighting these creative leaders and companies who are leading Oklahoma forward," said Tommy Yi of StarSpace46.



## Program Targeting New Business Growth in Rural Oklahoma Continues



A unique venture assessment program for early stage entrepreneurs in rural Oklahoma continued this summer. The overall goal is to increase business start-up activity and grow new jobs.

i2E and its partners completed two more GrowOK classes, one in Tahlequah in partnership with the Cherokee Nation and one in Okmulgee in partnership with the Muscogee (Creek) Nation. Earlier workshops were held in Durant and Ada.

The “Grow Oklahoma” program incorporates i2E’s successful venture assessment program and is targeted to rural and Native American entrepreneurs. The three-week program is designed to explore the product/market fit of a new business concept. Sales Call Training workshops are also held.

Participants represented residents of 13 rural Oklahoma counties, and members of all four tribal partners. Program classes are followed by Sales Call Training workshops.

The project is funded with a grant from the U.S. Economic Development Administration with matching funds from Oklahoma four largest Native American tribes (Cherokee Nation, The Chickasaw Nation, Choctaw Nation, Muscogee (Creek) Nation), the Business Roundtable and the Oklahoma Center for the Advancement of Science & Technology.

## Calendar

January 18 – Oklahoma Business Networking Event – Dallas (Governor’s Marketing Team)

January 25 – Manufacturers Networking Event – Owasso (OCAST)

February 13 – Economic Development Day – State Capitol (OEDC Partners)

March 7 – **Special Roundtable Event** – Oklahoma City

April 10-12 – MRO Americas – Orlando (Commerce, Partners)

April 30-May 3 – Offshore Technology Conference – Houston (Commerce, Partners)

May 5-9 – IAMC Spring Conference – Savannah (Commerce, Partners)

May 7-10 – AWEA Windpower – Chicago (Commerce, Partners)

June 7 – Manufacturers Networking Event – Tulsa (OCAST)

June 13 – **Roundtable Annual Membership Meeting** – 4:30 pm at Southern Hills Country Club, Tulsa

July 16-22 – Farnborough Air Show – United Kingdom (Commerce, Partners)

## Economic Development Briefs

- **Tulsa** was selected as one of **25 Gateways for Growth Cities** by the *New American Economy and Welcoming America*.
- **Oklahoma** ranked **2<sup>nd</sup>** nationwide in **annual installed wind capacity** for 2016, according to the *U.S. Department of Energy*. The state ranks third nationwide (behind Texas and Iowa) in total installed wind capacity.
- **American Fidelity Assurance Company** (Oklahoma City) and **QuikTrip** (Tulsa) are among the country's **Best Workplaces for Women**, according to a survey by *Great Places to Work/Fortune*.
- **Broken Arrow** and **Edmond** are among the top **50 Best Cities to Live In**, according to a ranking by *24/7 Wall St.* and published in *USA Today*. They were selected from a list of 550 U.S. cities with populations of 65,000 or more. The survey was based on a range of variables, including crime rates, employment growth, access to restaurants and attractions, educational attainment, and housing affordability, *24/7 Wall St.*
- **NORDAM**, Tulsa has reached an agreement with Airbus to supply the engine build-up system for the A320 equipped with the Pratt & Whitney PW1100G engine. It is potentially NORDAM's largest contract to date and could eclipse US\$ 1 billion in value over its duration.
- October **gross receipts** to the Oklahoma treasury are **up by more than 10 percent** from the same month of the prior year, the first time double-digit growth has been seen in four and a half years. It also marks the ninth time since the start of the calendar year that monthly gross receipts to the Treasury are more than the prior year, according to State Treasurer Ken Miller. State Treasurer Ken Miller's latest Economic report can be found at:

[https://www.ok.gov/treasurer/documents/Oct-17\\_OER.pdf](https://www.ok.gov/treasurer/documents/Oct-17_OER.pdf)

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