

GROWING OKLAHOMA'S ECONOMY

Business Expansion

EXPANDING AND RECRUITING NEW BUSINESS

The Oklahoma Business Roundtable actively supports projects to promote job creation and investment – through expansion of existing industry and new business location.

Marketing, Trade Development & Business Recruitment

Targets are corporate decision makers, site location and real estate consultants who direct business to our region. Emphasis is on primary jobs in “wealth creating” industries such as aerospace/defense, biotech and agribusiness, energy, information technology and financial services, and transportation and distribution.

State leaders, Commerce Department, Roundtable and statewide community partners hosted strategic business and industry presentations/networking receptions and prospect meetings in key U.S. cities, Asia, and Europe this past year. These activities have led to new business leads and projects for Oklahoma companies and communities.



Visiting Consultants, Prospects and Trade Delegations

National and global corporate site selection consultants and international trade delegations visited the state throughout the year – and were hosted by state leaders, the Roundtable, and Oklahoma's domestic and international marketing teams.



Consul Generals from France, Germany, Italy, Canada, England, Korea, Switzerland, Japan and China visited Oklahoma in October, 2016.

Other major trade/recruitment events include: Offshore Technology Show; Unmanned Aerial Vehicle (AUUSI); IAMC (Global Corp. Real Estate Execs); Select USA (foreign direct investment); AWEA; and MRO Trade Show (Aerospace).

Growing Oklahoma's Aerospace Industry – Paris Air Show

Governor Mary Fallin joined a working team of state economic developers and company officials at the aerospace industry's premier event in Paris in June 2017. Dozens of marketing and sales meetings were held with aerospace suppliers and prospects. Oklahoma's aerospace and defense industry supports 150,000 jobs.



Governor Fallin, U.S. Senator Inhofe and Oklahoma business development team at Paris Air Show.

Lt. Governor Hosts Business Prospects & Supports Small Business

The 31st annual Lt. Governor's Turkey Hunt was held in six communities across Oklahoma. The event was hosted by Lt. Governor Todd Lamb and the communities of Woodward, Alva, Hugo, Ardmore, Duncan, and Okemah. The economic development project is targeted to businesses and site consultants who have interest in Oklahoma as a location for new investment and jobs. Lt. Governor Lamb also hosted Small Business Day at the Capitol (April 2017) and Young Professionals Day (October 2016) and other statewide meetings and business projects.



Bioscience Initiatives



More than 60 scientists, business leaders, educators and economic development

professionals represented the Oklahoma bioscience industry at the 2017 BIO International Convention in San Diego in June. The delegation held a major reception, participated in hundreds of direct client meetings, and promoted current opportunities for growth and investment in Oklahoma. In April, the Roundtable supported the BioVenture Forum targeted to venture capital and corporate clients at the Oklahoma Medical Research Foundation.

GROWING NEW BUSINESS/ ENTREPRENEURSHIP

Love's Cup Recognizes Top Collegiate Business Students

The Love's Entrepreneur's Cup (formerly Reynold's Governor's Cup) is a statewide collegiate business plan competition that simulates the real world process of researching a market, writing a business plan and making a presentation to potential investors. Now in its thirteenth year, the competition has awarded more than \$1.7 million in cash, \$110,000 in scholarships, and \$231,000 in fellowships. Nearly 2,000 students from 33 campuses statewide have produced over 600 new innovative business ideas and several new start-up companies.



Roundtable member company, Love's Corporation, is the signature sponsor of the event. 2017 Roundtable funding was targeted to the Paulsen scholarships and general program support. Roundtable members also assisted with judging the competition.



Roundtable President Ann Ackerman and Chancellor Glen Johnson with Paulsen Scholarship winners (l-r) Gerrard Edwards (Oklahoma City University), Yusuf Shurbaji (University of Central Oklahoma) and Miranda McNabb (East Central University).

PREPARING THE WORKFORCE

The Roundtable annually supports dozens of programs to better prepare and grow Oklahoma's workforce pipeline.

Special STEM Initiatives

Governor Fallin joined over 300 industry and education leaders at the 4th Annual STEM Summit in October 2016 in Oklahoma City. The summit was a business and educator forum to spotlight community and state initiatives in science, technology, engineering, and mathematics (STEM).



Oklahoma Education & Industry Partnership (OEIP)

This summer, over 230 classroom teachers from across the state, participated in a unique 3-day learning session to better connect STEM education between the classroom and business. Focused industries included energy, biotech, agribusiness, and aerospace/defense. Sessions were held in Oklahoma City, Tulsa, and Lawton – providing teachers with the resources to infuse innovation and exciting instructional strategies in their classrooms.

Statewide First Robotics Competition

The Roundtable supported the annual U.S. FIRST Robotics regional competition held in March 2017 in Oklahoma City. Special keynote speaker was FIRST founder and acclaimed inventor Dean Kamen. This project helps high school students discover career potential in engineering and research. The regional included over 60 teams and 1,200 students and mentors with over 100 corporate volunteers. The students build and program robots to perform prescribed tasks against a field of competitors.



Inventor
Dean Kamen

Promoting Early Learning Initiatives

The Roundtable supported the work of a statewide OKCEO's initiative – which promotes quality early development efforts for children – the first segment of Oklahoma's workforce pipeline. A major education and awareness conference was held July 2017 highlighting the latest research and programs, from within and outside the State, which are making a positive impact on families with the earliest learners (age 0-5).



Roundtable Grants Targeted to Statewide Economic Development Projects

The Roundtable has approved grant funding of \$333,500 for 17 statewide economic development projects for FY 18. Funding is leveraged with \$1.6 million in partner funding. Newer projects include:

- **Creative Oklahoma - MIT Mentorship Program** - Matching Oklahoma mentors (business executives, entrepreneurs) with early start-up companies.
- **Northeast Oklahoma Regional Alliance** - Strategic health and workforce development initiative for this 14 county regional economic development group.
- **OCAST - Manufacturing Networking Project** - 7 regional events to help increase manufacturing capability awareness between industries with the purpose of increasing business between participating companies.
- **OCAST & OU IHUB - SBIRx** - Program to help more Oklahoma start-up tech companies attain critical Phase II federal funding support to bring more companies to market.
- **OK2Grow - Dream It-Do It Oklahoma** - Expanding the advanced manufacturing career awareness program in two Tulsa high schools.
- **Oklahoma Educated Workforce Initiative (OEWI) - PolicyLab** - Working to get the business community more engaged in education. Funding will assist several research and education projects.
- **Teclahoma Oklahoma - Global Entrepreneurship Week** - Supporting two major projects/activities for entrepreneurs during Global Entrepreneurship Week in November 2017 and throughout the year.
- **University of Central Oklahoma Foundation - National Conference on Undergraduate Research** - The April 2018 National Conference on Undergraduate Research (NCUR) will be hosted by UCO in Edmond. It is the "Olympics" of student research and is expected to attract over 5,000 students/guests to the state.