



## August 2016

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### A Message from Chairman Renee Porter



I am appreciative of the opportunity to serve as your Chairman this fiscal year and to work directly with many of you in growing our great state. During the past 25 years we have played a significant role as Oklahoma's primary economic development support organization.

I would like to welcome several new board members to our executive committee and to thank outgoing members Jeff Davis, Karen Cunningham, Rhonda Hooper and David Page for their service.

This summer the Oklahoma Business Roundtable continues to support a wide range of economic development projects - working with the Governor, Lt. Governor, Commerce Department and our many economic development partners statewide. And despite the energy downturn, Oklahoma's overall economy remains competitive.

In the coming months, we will help our companies and communities market products and services at major trade shows and forums for aerospace, energy, unmanned aerial vehicles, biotechnology and

more. Our marketing and promotion efforts are also directed to corporate executives and global location consultants who are searching for new business sites.

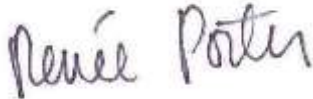
Roundtable President Ann Ackerman is moving forward to strengthen Roundtable communication, administration and membership.

In addition, the Roundtable is helping with a wide array of entrepreneurship, regional strategic planning and workforce development efforts.

FY 2017 Roundtable membership renewal for 2016-2017 is underway. We appreciate your prompt attention.

Please mark your calendar for our next business meeting and networking reception set for October 11th from 4:30 – 7:00 in Oklahoma City.

Thanks for helping us build a stronger Oklahoma. As always, we welcome your input and suggestions on how we can do a better job.



Renee Porter  
Chairman

## Welcome to the Table!

The Roundtable is pleased to welcome the following new member companies and their representatives:

**Commercial Metals Company**, Durant - Bob Weinhoffer, Vice-President

**Oklahoma City Community College**, Oklahoma City – Jerry Steward, President

**OnCue Marketing**, Stillwater - Jim Griffith, Chief Executive Officer

**Sprint**, Little Rock, Ark. – Jonathan Blitz, President, South Central Region

**Tulsa World**, Tulsa - Bill Masterson, Jr., Publisher

Oklahoma Business Roundtable  
FY 2017 Annual Renewals are now due  
If you need another invoice copy or W-9, contact:  
Ann McVey at [amcvey@okbusinessroundtable.org](mailto:amcvey@okbusinessroundtable.org)

# **SAVE THE DATES**

## **Oklahoma Business Roundtable Fall Membership Meeting October 11, 2016**

3:00 – 4:00 - Executive Committee Meeting  
4:30 – 6:00 - Membership Meeting  
6:00 – 7:00 - Networking Reception

Oklahoma City Golf and Country Club  
7000 Northwest Grand Boulevard  
Oklahoma City

## **Holiday Reception & Dinner December 6, 2016**

6:00 – 7:00 - Networking Reception  
7:00 – 8:30 – Dinner and Program

Oklahoma History Center  
800 Nazih Zuhdi Drive  
Oklahoma City  
Members Only Event

## 2016-2017 Officers & Executive Committee Elected

In June, the Oklahoma Business Roundtable elected the following officers and executive committee members for 2016-2017. They are:



Renee Porter



Rob Martinovich



Bill Anoatubby



Tom Clark

Chairman, Renee Porter, Scissortail Community Development, Norman; Vice Chairman, Robert Martinovich, ONEOK, Tulsa; Secretary/Treasurer, Bill Anoatubby, The Chickasaw Nation, Ada and Past Chairman, Tom Clark, Tulsair Beechcraft, Tulsa.

Board members to serve the second year of a two-year term: Steve Hahn, AT&T, Oklahoma City and Steve Hendrickson, The Boeing Co., Tulsa.

Board members beginning a two-year term (FY2017 & FY2018): Michael Ming, GE Global Research, OKC; Brenda Rolls, Frontier Electronic Systems, Stillwater; Chris Scully, Dell, Inc., OKC; Stuart Solomon, PSO, Tulsa; and Sean Trauschke, OGE Energy Corp., OKC.

Ex-Officio members: Fred Morgan, The State Chamber; Michael Neal, Tulsa Regional Chamber and Roy Williams, Greater Oklahoma City Chamber.

## Fy2017 Partner Projects & Events

The Roundtable has approved one-time grant funding of \$214,000 for 13 statewide economic development projects. The grant funding is leveraged with over \$2.8 million in partner support.

### **Governor's Economic Development Marketing Team**

(Promotion, Domestic Development)

The team is comprised of over 30 Oklahoma community economic developers who market Oklahoma domestically to site consultants, companies and investors. The group will host events in Dallas, Atlanta and California, plus assist site consultants and prospects in Oklahoma throughout the year.

## **Governor's International Team**

(Global Development)

A 48-member group of companies, communities, law firms, education institutions and economic development organizations – supporting Governor, Lt. Governor, Commerce and Secretary of State with protocol, export and foreign direct investment activities. A special international Consular Corps hosting event is being planned in Oklahoma for October 2016.

## **OK Education and Industry Partnership STEM Project 2017**

(STEM)

Unique professional development project for 100 Oklahoma teachers in STEM fields – helping take information to students in the classroom. The career pathways program enhances relevance and interest in key age groups further introducing them to aerospace, energy, IT, bio, bio/ag and other STEM sectors. The teachers also tour and receive briefings at several technology-based Oklahoma corporations during a three-day training session.

## **i2E Commercialization Program**

(New Company Start-up)

Building new entrepreneurial technology start-up companies - statewide. Enhancing i2E's ability to offer access to critical start-up capital to Oklahoma entrepreneurs and innovators, including advisory services, capital programs and entrepreneurial development activities that i2E provides to Oklahoma innovators and entrepreneurs.

## **Governor's Cup Competition (with i2E)**

(Entrepreneurship, Technology Workforce Development)

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. The program awards scholarships and fellowships and has helped start-up dozens of new companies. Love's Corporation is the new signature sponsor.

## **Northwest Oklahoma Alliance (Water/Workforce Projects)**

(Research, Strategic Planning)

A multi-county strategic effort to finalize a comprehensive water plan and enhance workforce development efforts.

## **OK BIO Trade Show – June 2017**

(Marketing and Promotion, Direct Business Development)

The major worldwide biotechnology networking conference and trade show – an estimated 60 Oklahoma companies and groups will participate. Last year Oklahoma hosted a major networking reception for 400 targeted corporate guests. Oklahoma bio companies conduct hundreds of one/one meetings with clients at the event.

### **OK Quality Award Foundation**

(Performance Management)

Supporting performance management training and development – through live sessions and webinars – highlighting best practices, plus competition for Malcom Baldrige style in-state program.

### **OK Bioscience Association**

(Business Development)

Promotes the growth of biosciences in Oklahoma through partnership building, education and outreach, networking, policy development and publicity.

### **OK Venture Forum**

(Entrepreneurship/Marketing)

Supporting the annual Oklahoma Venture of Year awards and monthly networking meetings featuring new Oklahoma start-up companies.

### **American University Research Parks Conference – September 2016 - OKC/Norman**

(Marketing, Promotion, Education, Research)

National research and innovation leaders will visit Oklahoma for key meetings and tours. OU Research Park was recently chosen as National Research Park of the Year.

### **US First Robotics – Oklahoma Regional Program (March 2017)**

(STEM education support/future workforce)

Teams from across the country compete in the robotics competition designed to pair professionals and young people to solve an engineering design problem and compete. The Oklahoma Regional competition will involve hundreds of students and over 60 high school teams.

### **OK State Regents/Governor/ STEM Conference – October 2017**

(Workforce Development)

Major “best practices” and professional training conference, hosted by the Governor, for business, education and community leaders – focused on the growth of STEM related projects statewide.

## **Recent Project Success**

### **Project Announcements for 2<sup>nd</sup> Quarter 2016**

In Q2 2016 alone, there were 22 announcements made statewide, totaling over \$80 million in announced investment. Nine companies were new to Oklahoma. About 2,000 jobs are expected to be created from this quarter's growth. Some of the major announcements included the USA BMX headquarters in Tulsa, Progrexion in Oklahoma City and expansions for Bama, Southwest Airlines, AT&T, Spiers New Technologies and Xerox.

### **Investment Total for FY 2016 (July 1, 2015 - June 30, 2016)**

Projects led by Commerce Department and Oklahoma communities represent an increase in new investment of 25% over last year. FY totals show 44 new or expanded corporate projects, 4500 jobs and 2.41 billion in announced investment. Average new job wage is \$62,000.

## **Oklahoma Welcomes Canadian Governor General**



Oklahoma Secretary of State Chris Benge and an Oklahoma leadership group hosted the Honorable David Johnston, Governor General of Canada, in May. This marked the first-ever

visit by the Governor General of Canada to Oklahoma. Canada is Oklahoma's largest two-way trading partner. Talks focused on trade, diversification and innovation activities.

### **Commercial Metals Corporation Breaks Ground in Durant.**



The new Oklahoma micro mill is expected to be completed in the fall of 2017 and to create approximately 300 jobs in the Durant area. Direct and indirect investment is expected to be in excess of \$250 million.

### **Farnborough Air Show**

The Farnborough Air Show was attended by the Oklahoma delegation that consisted of Oklahoma businesses, Oklahoma communities and state and government officials. The air show is a week-long event that combines a major trade exhibition for the aerospace and defense sectors as well as a public airshow. Globally, the Farnborough Air Show is one of the largest aerospace events annually. The Oklahoma Department of Commerce sponsored a booth for both business recruitment of foreign aerospace companies and for business development and trade opportunities. Oklahoma companies that exhibited in the Oklahoma booth include: Enviro Systems Inc., Ferra, Janeway Machine Inc., Vertical Aerospace, and WHI Global. The companies had 62 sales meetings with potential clients to assist in expanding their sales globally. Aggregately, companies are forecasting \$11.15 million in sales as a result of the Farnborough Air Show.

- Janeway Machine Inc. was one of ten companies exhibiting at the event that was chosen for a site visit from U.S. Secretary of Commerce, Penny Pritzker.
- The Annual Oklahoma Breakfast was attended by over 100 people. U.S. Senator James Inhofe and Mrs. Meredith Siegfried of Nordam addressed a room full of industry leaders and highlighted Oklahoma's key advantages for the aerospace and defense sector.



## International Economic Development Forum (IEDC) held in Tulsa

The Tulsa Regional Chamber hosted IEDC's Economic Future Forum in June – helping showcase the region's best practices. Over 350 registrants explored important topics including industry growth sectors, site selection trends, workforce development and quality of place issues.

## Atlanta Business Mission

Members of the Governor's Economic Development Marketing Team hosted an annual networking reception with corporate representatives and Atlanta-based national site consultants in May. Several new contacts and business leads were made.

## Upcoming Economic Development Events

The Roundtable works to support the State Commerce Department, Governor's Marketing and International Trade teams, and many statewide partners with targeted trade and recruitment events throughout the year. The primary contact group is listed:

**August 18** – Tulsa Global Alliance - Global Vision Awards (Tulsa Global Alliance)

**September 12-15** – Solar Power International Trade Show, Las Vegas (OK Commerce)

**October 5-6 – 2016** - Consular Summit – hosting global Consul Generals and Oklahoma business, education and cultural representatives in Oklahoma City (Skirvin). (Governor's International Team)

**October 6** – Statewide Oklahoma Works Summit – Oklahoma City (Cox Center)

**October 11** – Oklahoma Business Roundtable Fall Membership Meeting - 4:30 P.M. - Oklahoma City Golf and Country Club – Business meeting and networking reception.

**October 20** - New York City – Business networking reception for site selection consultants and corporate executives in the NY/NJ area at the "21" Club. (Oklahoma Commerce)

**November 1** – Statewide Governor's STEM Summit, Oklahoma City (State Regents for Higher Education)

**November 1-3** – National Business Aviation Association trade show – Orlando – promoting Oklahoma aerospace industry. (Oklahoma Commerce)

## Workforce Development News



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. Over the past several months, Oklahoma Works has been implementing actions designed to decrease the

substantial skills gap between our current workforce and the skilled workforce Oklahoma needs by 2025. Such efforts include:

- Approving a statewide Strategic Delivery Plan for Oklahoma Works, which includes milestones to be achieved through 2019 and metrics for measuring impact
- Developing statewide and regional asset maps to determine what workforce development resources currently exist and how those services can be more efficiently aligned and coordinated
- Collaborating with Key Economic Network (KEN) Champions to cultivate and maintain relationships between regional employers, educators and workforce partners
- Hosting 9 regional KEN meetings led by the Governor with key stakeholders in businesses, education, and state agencies
- Gathering data about current workforce conditions via statewide business leader and education surveys
- Implementing data governance within the Education Cabinet and facilitating data sharing MOUs with partnering agencies
- Obtaining a Department of Labor Apprenticeship USA award to accelerate apprenticeships throughout the state
- Co-hosting two professional networking events to link Oklahoma businesses who were hiring with those recently separated from employment
- Coordinating efforts with the State Department of Education’s New Skills for Youth grant which focuses on integrating career pathways into Pre-K-12 education

For more information about the regional business champions responsible for coordinating local workforce needs in your area, visit <http://oklahomaworks.gov/kenchampions/>.

## Early Childhood Initiative Supports Workforce Development - October Conference Set



Dr. James Heckman, Nobel prize-winning economist, recently noted, “The road to college attainment, wages and social mobility starts at birth. The greatest barrier to college education is not high tuitions or the risk of student debt, it’s in the skills children have when they first enter kindergarten.”

The Oklahoma Business Roundtable, the Potts Family Foundation and Smart Start Oklahoma developed a solid early childhood development relationship over five years ago with the formation of Oklahoma Champions for Early Opportunities, or OKCEOs.

The OKCEOs are comprised of business and civic leaders, primarily from the private sector, who recognize that early childhood development is a significant economic, social, and workforce issue. There are seven members of OBR who are currently members of the OKCEOs and more are welcomed to join the effort.

A new “25 By 25” -- Oklahoma Early Childhood Coalition is being formed to **raise the visibility and investment in programs serving all families with children, pre-birth to five**. The coalition is comprised of private, public, non-profit organizations and individuals from across the state, as well as key state agencies and a legislative caucus. The goal is to have Oklahoma rank among the top 25 states, by 2025, when viewed against 6-10 key early childhood development metrics/indicators.

**The coalition is focusing its efforts in improving and expanding programs/offerings in four distinct areas:**

- 1) Evidence-based literacy/numeracy skills**
- 2) Evidence-based family support programs**
- 3) Access to affordable high quality child care**
- 4) Access to preventive dental, mental and physical health services.**

Investments in these targeted areas should better develop the cognitive and character skills for young children before they arrive at kindergarten.

Members of the Roundtable are invited to attend Oklahoma Early Childhood Coalition Annual Conference on October 26, 2016, 10:30 a.m. – 4:00 p.m. at the Skirvin Hotel in Oklahoma City. Keynote speaker is Nancy Fishman, Deputy Director of Ready Nation, a national business organization based in Washington, DC with more than 1,300 members across the U.S. working to improve the economy through effective investments in children and youth at the state and federal levels.

To register for the conference, contact Linda Turner at the Potts Family Foundation at: [Lturner@pottsfamilyfoundation.org](mailto:Lturner@pottsfamilyfoundation.org)

## Links to Monthly Economic Development Reports



Oklahoma State Treasurer Ken Miller publishes a very informative monthly newsletter, “The Oklahoma Economic Report” which contains news and analysis of Oklahoma’s conomy. The July report is attached:

[https://www.ok.gov/treasurer/documents/OER\\_7-31-16.pdf](https://www.ok.gov/treasurer/documents/OER_7-31-16.pdf)



The Oklahoma State Regents for Higher Education provides a quarterly newsletter, *Degrees of Progress*, focused on the goals, initiatives and services of the state system. To link to the current edition:

<http://www.okhighered.org/state-system/degrees-of-progress/>

To subscribe contact: [acaddell@osrhe.edu](mailto:acaddell@osrhe.edu)

## Economic Development Briefs

- Consultant Steven Pedigo, at a recent Tulsa Regional Chamber forum, cited **four key characteristics of successful regional economies**: Technology-driven innovation (including college and university capacity) ; Human Capital (a ready-to-go knowledge based workforce), Inclusivity (of people from all walks of life) and Quality of place (people move around --- both physical and social amenities and connectivity are very important).
- Oklahoma has been awarded a \$200,000 US Department of Labor grant to better integrate **apprentice** into education and workforce systems via the Office of Workforce Development.
- **OCAST**, the Oklahoma Center for the Advancement of Science and Technology, recently awarded **\$7,464,058** for 48 new research and development projects ranging from the development of novel methods to treat MRSA infections to new ways to treat breast cancer to the development of a new manufacturing process for the aerospace industry.
- CBRE's annual "Scoring Tech Talent" report ranks Oklahoma City as No. 3 on the list of top small "momentum markets."
- Of 150 major U.S. cities, Wallethub recently ranked OKC 3<sup>rd</sup> and Tulsa 9<sup>th</sup> as **2016 Best Cities to Start a Business**.
- The U.S. Energy Information Administration (EIA) ranks Oklahoma as the state with the lowest average cost of electricity (avg of 7.01 cents per kilowatt-hour). EIA also ranked the state 3<sup>rd</sup> for natural gas production, fourth for wind capacity and fifth for oil production.
- Oklahoma's fastest growing cities (in order) are: Glenpool, Piedmont, Luther, Goldsby, Tuttle, Jenks, Newcastle and Mustang. (US Census 2014-2015).

655 Research Parkway, Suite 420, Oklahoma City, Oklahoma 73104 • 405-235-3787