



May 2016

A Message From Ann Ackerman, President & CEO



During my first 60 days, I have spent time getting “ramped up” – but we’ve been able to accomplish quite a few things.

First - I personally visited with many members and also conducted an online survey to understand what you want out of your Roundtable membership as well as where you want us to “grow”. We’ve had an impressive response to our survey and it appears that your priorities are: 1) to network with other Roundtable members and 2) to have more direct communication from the Governor, Lt. Governor, Commerce and other partners about our State’s economic development efforts. The survey results are summarized later in this newsletter and will be shared at our upcoming annual meeting on June 2.

Second - the Roundtable has been actively supporting economic development initiatives – working with the Governor, Lt. Governor, Commerce Department, and our many community partners. These efforts focus on business retention and expansion – encouraging investment and jobs in our great state. Lt. Governor Lamb hosted a large group of national site consultants at 6 communities across the state in April at his annual turkey hunt, plus companies at the annual Small Business Day at the Capitol. The Governor’s Economic Development Marketing Team will host a networking reception with site consultants and corporate guests in Atlanta on May 19 ---- if you can attend or have guests to suggest – please RSVP. (Invitation below)

Mark Hatch, founder of TechShop, visited in February to bring our partners the latest news on the “maker space” movement in manufacturing. We helped with several entrepreneurial initiatives and events designed to inspire, grow and equip our future workforce. These included the statewide Governor’s Cup collegiate business plan competition, the Oklahoma Promise Student Scholarship Program and the Oklahoma Venture Forum. Assistance was given to host prospects and to help our communities market products/services at instate events as well as several trade shows and forums.

Your sustained support of the Roundtable is vital to our state's economic development efforts. Membership renewals will be sent in June and we are looking forward to your continued backing.

Please mark your calendar for our annual meeting, reception and dinner to be held June 2, 4:30-8:00 pm, at Southern Hills Country Club in Tulsa. Governor Fallin will join us along with our keynote speaker Jim Huntzinger, EVP and Chief Investment Officer for BOK Financial, who will bring us an up-to-date analysis of the economy and trends.

Thank you for your continued membership and support!

Ann

Ann Ackerman
President & CEO

MEETING NOTICE

Oklahoma Business Roundtable Annual Membership Meeting Southern Hills Country Club 2636 E. 61st Street, Tulsa June 2, 2016

3:00 – 4:15 Executive Committee Meeting

4:30 – 6:00 Business Meeting

6:00 – 6:45 Reception

7:00 – 8:00 Dinner

Governor Mary Fallin and Lt. Governor Todd Lamb will update the membership on recent economic development efforts for the state and the key role the Roundtable has in these efforts. Keynote speaker will be Jim Huntzinger, Executive Vice President and Chief Investment Officer, BOK Financial.

Register by May 23, 2016, by contacting Ann McVey at amcvey@okbusinessroundtable.org or (405) 235-3787



Oklahoma Business Roundtable Stakeholders Survey

April 2016

EXECUTIVE SUMMARY

An online survey was conducted during a two-week period in April 2016. Of the Roundtable's 173 members, 37% responded. Below are the top ranked answers for each question.

Factors Important to Membership (in order of importance)

- Networking with other Roundtable members at business meetings and events.
- Biannual membership meetings and communication with Governor, Lt. Governor, Department of Commerce and others.
- Educational and professional development opportunities related to workforce and economic development.
- Provide funding support for promotion and sales efforts associated with business start-ups, existing business expansion and new business recruitment.

Roundtable Program Suggestions:

In addition to membership meetings in Tulsa and Oklahoma City and holiday event:

- Organize smaller "Roundtable members only" sessions on a subject suggested by Roundtable members, Governor, Lt. Governor or Secretary of Commerce. (59.68%)
- Host a special meeting/discussion once a year featuring a top global industry leader, government executive or economic development expert where members could bring a guest. (51.61%)
- Organize industry-specific sessions with Governor, Lt. Governor or Secretary of Commerce. (48.39%)

Program Topics of Interest (in order of importance)

- Update on state, regional, and global economy
- Workforce Development
- Trends in technology relating to business
- Marketing Oklahoma Globally

Include in Quarterly Electronic Newsletter (in order of importance):

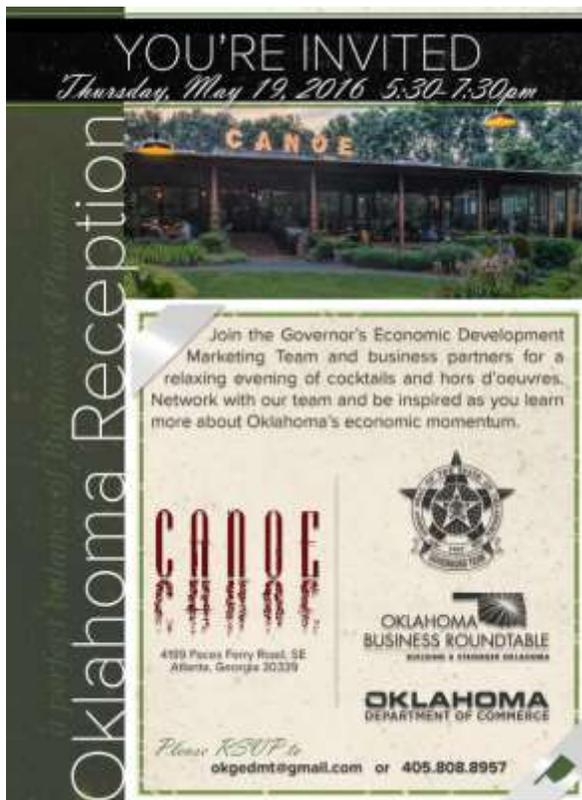
- Reports from the Governor's Office, Lt. Governor's Office and Department of Commerce on economic development efforts and activities.
- Roundtable events and programs.
- Oklahoma business trends, competitiveness and rankings.
- Information about state initiatives for job creation and investment.

Other Comments and Suggestions

- Promote a statewide strategic plan for economic development.

- Don't take too much of the budget away from what is the primary mission of the Roundtable: to provide non-state resources to the Governor and Lt. Governor for promotion of business in the state.
- Involve local Roundtable representative firms with site selection teams.
- Seek more "input" from those members who want to actively participate in recruiting and developing business. Not be an advocacy group but share business members' combined points-of-view with state leadership.
- Ensure accountability of Roundtable resources.
- Continue strong focus on business-friendly policies and regulations for the state.
- Match Oklahoma companies providing goods/services with those Oklahoma companies needing them.
- Support entrepreneur networking activities.
- 10 names were submitted as potential members of the Roundtable.

Oklahoma Marketing Team Targets Site Consultants/Companies in Atlanta on May 19



Target participants are national site location consultants (several are based in Atlanta area), corporate real estate and finance executives, representatives of headquarter companies with Oklahoma operations.

If you have contacts that should be invited (or are planning to be in Atlanta on this date) – let us know. Email Jessika at okgedmt@gmail.com.

We welcome your participation.

Governor/Tulsa Delegation Support Williams



An Oklahoma delegation traveled to New York City in April to meet with Frank MacInnis, chairman of the Williams Cos. board of directors. The trip was made in an effort to make the plea for Williams to reconsider the sale of Williams Companies to Dallas-based Energy Transfer Equity (ETE).

Pictured left to right: Stuart Solomon, immediate past chair of the Tulsa's Future program and president and COO of Public Service Company of Oklahoma; Jeff Dunn, chair of the Tulsa Regional Chamber and president and CEO of Mill Creek Lumber and Supply Company; Oklahoma Governor Mary Fallin; Mike Neal, president and CEO of the Tulsa Regional Chamber; and Tulsa Mayor Dewey F. Bartlett, Jr.

Lt. Governor Welcomes Site Consultants and Corporate Leaders to Oklahoma

The 30th Annual Lt. Governor's Turkey Hunt was held throughout the state in April. Lt. Governor Todd Lamb and the communities of Woodward, Alva, Hugo, Ardmore, Duncan & Okemah served as hosts. The economic development project is targeted to businesses and site consultants who have interest in Oklahoma as a location for new investment and jobs.



Governor's Cup Recognizes Top Collegiate Business Students/Gains New Signature Sponsor



Managed by i2E, the Governor's Cup encourages students of Oklahoma universities and colleges to act upon their ideas and talents in order to produce tomorrow's businesses. 2016 Roundtable funding is targeted to scholarships and general program support. More than 1,700 students from 32 campuses across Oklahoma have taken the Governor's Cup challenge.

The Governor's Cup now has a new signature sponsor - our longtime member - Love's Travel Stops & Country Stores, a company with a history of entrepreneurship that began in 1964 with a single startup location in far western Oklahoma and is now near the top of Forbes annual list of largest private companies. With hundreds of locations and 15,000 employees in 40 states, Love's continues to be a beacon for innovation and entrepreneurship. We, too, are thrilled and honored Love's has agreed to underwrite the future of the Governor's Cup.



"We're delighted to be part of this competition that celebrates the entrepreneurial spirit. Entrepreneurship is a cornerstone of our culture here at Love's, and we're excited to support the innovators of tomorrow," said Vice President of Communications Jenny Love Meyer.

The Governor's Cup crosses disciplines — engineering students team with marketers and finance majors — which compels students to understand challenges and solve problems from different perspectives in a group setting.

Governor's Cup "Paulsen" Scholarships Awarded To Three Top Students



Ann Ackerman, President of the Oklahoma Business Roundtable with the 2016 Governor's Cup "Paulsen" Award scholarship recipients: High Growth Graduate winner, Amanda Curtis, University of Oklahoma; Small Business Division winner, Larisa Bolin, East Central University and High Growth Undergraduate winner, Roberto Gallegos Castillo, Oral Roberts University. The awards are named for former Roundtable President Don Paulsen.

Roundtable judges Michael Davis and Roger Mashore with Governor's Cup High Growth Graduate finalist: Samyukta Koteeswaran from Oklahoma State University.



Roundtable President Ann Ackerman joins Roundtable judges Jeff Davis and Mike Thompson with High Growth Undergraduate finalist: Yusuf Shurbaji from the University of Central Oklahoma and Smaida Mara from St. Gregory's University.

Oklahoma Ventures of the Year

Venture Forum Salutes Cameron, Top Ventures of the Year



Bill Cameron (center) is honored as a founder of the Oklahoma Venture Forum at a special event at the Governor's Mansion on April 13. Pictured left to right are OVF Chair Steve Davis, Dean Emeritus Andy Coats, Cameron, Dr. Stephen Prescott of OMRF and Jim Bratton, OU Office of Technology Development. The Roundtable hosts the annual "Venture of the Year" event.

Award winners at the Governor's Mansion
Phillips Pavilion on April 13.



Most Promising New Business Winner

Exaptive – Provides patent-pending software allows for highly interactive data-centric applications to be built in a fraction of the time and for a fraction of the cost of traditional development tools, with the resulting applications providing the ability to easily navigate and extract information from complex data landscapes.

Venture of the Year Winners

Draft2Digital - A digital publishing aggregator that provides a single, easy-to-use portal where authors can convert a manuscript into an expertly-formatted ebook and publish it through some of the industry's most powerful retailers.

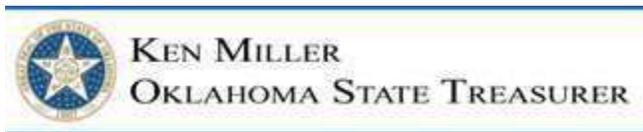
Moleculera Labs, Inc. - Provides biomarker-based tests as diagnostic aids for infection-triggered CNS disorders.

Global Site Location Expert Visits State



Mike Bennett, a global site consultant with Jones Lang LaSalle, Chicago, visited Tulsa and Oklahoma City in April. Bennett said the state remained a competitive location for business and that efforts to bring the site selection consultant community to the state to see available sites and communities remains very important.

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 Oklahoma Link below for latest edition:

https://www.ok.gov/treasurer/Economic_Reports/index.html

State Regents Honor Oklahoma Business Roundtable



The Oklahoma State Regents for Higher Education gave special recognition to the Oklahoma Business Roundtable at ceremonies in Oklahoma City on April 21st. The Regents approved a resolution saluting the Roundtable for its longtime role as an economic development partner in support of higher education projects that include the Governor's Cup, STEM and workforce development.

Pictured (l-r) are Regents Chairman Toney Stricklin, Roundtable staff John Reid and Ann Ackerman and Chancellor Glen Johnson.

Recent Marketing and Business Development Events

- **April 25-27 – MRO Americas trade show - Orlando** - targeted to commercial air transport maintenance, repair and overhaul community. 830 Exhibitors engaged in Maintenance, Repair, and Overhaul of aircraft, 71 with an Oklahoma presence. 6 Partners - OBR, OKC Chamber, Tulsa Chamber, OAC, Lawton, Ponca City; 104 leads gathered for potential projects; 28 from Oklahoma companies. Two new projects from companies have emerged to-date.
- **April 25-29 – Hannover Messe trade fair for industrial technology in Hanover Germany –** targeted to foreign direct investment and export opportunities. (OK Commerce)
- **May 3 -Offshore Technology Conference, Houston** (Governor’s International Team and Secretary of State)
- **May 2-5 Unmanned Aerial Vehicle Show (AUVSI) – May 2-5 – New Orleans –** (OK Commerce)

Upcoming Marketing and Business Development Events

(The Roundtable works to support the State Commerce Department, Governor’s 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).

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|-------------------|---|
| May 8-10 | Business investment mission to Oklahoma by sister-state Gansu Province in the People’s Republic of China. (Secretary of State/Commerce) |
| May 19 | Atlanta Business Reception (Governor’s Economic Development Marketing Team & Partners) |
| May 23-25 | American Wind Energy Association (AWEA) Show – New Orleans (OK Commerce) |
| June 8-9 | 2016 Sovereignty Symposium – Oklahoma City - annual event for those wishing to learn more about law and business in Indian Country, including potential for investment there. A special panel discussion will include U.S. Department of Commerce and Economic Development Assistant Secretary Jay Williams and Karen Bell British Consul General to Houston. (Governor’s International Team) |
| June 8-11 | Mexican Petroleum Congress – (OK Commerce) |
| June 15-16 | U.S. Commercial Service and the South Florida District Export Council’s international business conference, Ft, Lauderdale – targeted to U.S. businesses - how to take |

advantage of established and emerging export opportunities in the Americas. (U.S. Commercial Service – OKC)

- June 19-21** Select USA Investment Summit in Washington D.C. - international and domestic companies of all sizes seeking to establish or expand operations in the United States. (Ok Commerce)
- July 11-17** Farnborough International Airshow, London UK (OK Commerce)

Economic Development Briefs

- Commercial Metals Company has selected **Durant** for its latest micro steel mill – creating over \$250 million in investment and 300 new jobs.
- A Top 100 Micropolitan Cities list by Site Selection Magazine ranks **Durant** (13), **Enid** (39), **Bartlesville and Miami** (73 – tie). The micropolitan cities award honors those communities of 50,000 or fewer for their ability to secure and expand corporate facility projects.
- A 2016 survey of the global Site Selectors Guild ranked the top **2016 business location requirements**:
 - 1) Availability of Skills/Tech Talent 84%
 - 2) Operating Costs 64%
 - 3) Transportation/Logistics 53%
 - 4) Ability to meet project timeline (46%)

The site selection professionals also identified the most active industry project segments, include aircraft and defense, food and beverage, automotive, chemicals, consumer products and biotech/pharma. Significant data center growth is also expected.

Primary foreign direct investment to U.S is from Germany, China, Japan, UK and Korea. U.S. Export growth is targeted China and Mexico.

- The global **digital economy** accounted for **22% of the world's economy in 2015**. And it is rapidly growing - 86% of executives anticipate the pace of technology will increase rapidly at an unprecedented rate in next three years.
- Lt. Governor Todd Lamb hosted the 18th Annual **Small Business Day** at the Capitol on Wednesday, April 27th. Lt. Governor Lamb, serving as Small Business Advocate in the Governor's Cabinet, recognized three of Oklahoma's outstanding small businesses. **Aircraft Structures International Corporation of Enid, Field's Pies of Pauls Valley, and Glass Trucking of Newkirk** were awarded this year's Lieutenant Governor's Small Business Award of Excellence.

- The Georgetown Center for Education and Workforce says that by 2020, 67% of all Oklahoma job vacancies – or 418,000 **jobs will require a college degree or additional postsecondary education and training** and 37% will require an associates, bachelor or higher.
- OGE & PSO have partnered with the Business Roundtable to bring the **Statebook** research database to Oklahoma’s economic development community for the next year. The online marketplace for site selection and economic growth and development allows communities to explore and compare reliable information required for site selection –including demographics, taxes and utility costs to quality of life data. The database is also targeted for use by global site selectors

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