



## November 2016

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## Message From Ann Ackerman, President & CEO



Now that the elections are over, it is time for all of us to come together to work with our elected officials to continue to grow Oklahoma's economy. Your participation in the Oklahoma Business Roundtable is one way to do that – thank you to the over 160 businesses and organizations that are members.

Our fall meeting in Oklahoma City was attended by approximately 130 members. It was nice to see you there to hear Boone Pickens share his thoughts on the energy industry. We were also fortunate to have Governor Fallin update us on economic development efforts in our state as well as Oklahoma Works.

Governor Fallin will host us at a holiday reception on December 6 at the Oklahoma History Center. Each member business' representative should have received an invitation in the mail. More details are on our website, [www.okbusinessroundtable.com](http://www.okbusinessroundtable.com).

In addition to information about our holiday event, you will find our new annual report, other upcoming events, information about special projects and more on our website.

At our fall meeting, I mentioned that the executive committee was reviewing our bylaws and articles of incorporation. A succinct mission statement for our organization has been developed – “Business leadership advancing Oklahoma’s economy.” Prior to our June 7 annual meeting in Tulsa, you will receive all the recommended revisions so that you will be prepared to vote at the meeting.

Thank you for your support of the Business Roundtable. Working together we will enhance economic growth in Oklahoma.



Ann Ackerman  
President & CEO

## Welcome To The Table!

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

### NEW MEMBERS:

Anheuser-Busch	Tom Roth	St. Louis, MO
BancCentral	Kyle Hughbanks	Alva
Central Electric Cooperative, Inc.	David Swank	Stillwater
Cherokee Nation Businesses	Jay Calhoun	Catoosa
Commercial Metals Company	Bob Weinoffer	Dallas, TX
Dillingham Insurance	Jed Dillingham	Enid
Excellence Engineering LLC	Dee Hays	Tulsa
Home Creations	Jalal & Mohammad Farzaneh	Moore
LegalShield	Jeff Bell	Ada
Muscogee (Creek) Nation	James Floyd	Okmulgee
Nabholz Construction Corp.	Shane Fernandez	Oklahoma City
Norman Chamber of Commerce	John Woods	Norman
Oklahoma Blood Institute	John Armitage	Oklahoma City
Oklahoma City Community College	Jerry Steward	Oklahoma City
Oklahoma Electric Cooperative	Patrick Grace	Norman
OnCue Marketing, LLC	Jim Griffith	Stillwater
Paycom	Chad Richison	Oklahoma City
Pioneer Telephone Cooperative	Richard Ruhl	Kingfisher
Sprint	Jon Blitz	Little Rock, AR
Tulsa World Media Company	Bill Masterson	Tulsa
Valero Refining Co. – Oklahoma	Kevin Lassahn	Ardmore

# **SAVE THE DATES**

## **Oklahoma Business Roundtable**

**Holiday Reception & Dinner**  
**Oklahoma History Center**  
800 Nazih Zuhdi Dr. – Oklahoma City

**December 6, 2016**

6:00 pm – Reception

6:45 pm – Dinner

Invitations have been mailed

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## **Oklahoma Business Roundtable**

**Annual Business Meeting**  
**Southern Hills Country Club**  
2636 E. 61<sup>st</sup> Street, Tulsa

**June 7, 2017**

3:00 – 4:15 Executive Committee Meeting

4:30 – 6:00 Membership Meeting

6:00 – 7:00 Networking Reception

## Fall Membership Meeting Report



Over 130 statewide business executives and leaders attended the Oklahoma Business Roundtable's Fall Meeting on October 11 in Oklahoma City.

Boone Pickens, Chairman of BP Capital, was the guest speaker. In a special interview format, Pickens discussed his career, the positioning of the United States as a “swing” state in determining energy capacity and pricing and predicted \$60 a barrel oil by year’s end. Governor

Mary Fallin gave an update of economic development activities and initiatives, including an in-depth look at Oklahoma’s current workforce situation and efforts of the Oklahoma Works program (see Workforce section below).

Other presenters included Lt. Governor Todd Lamb and a representative of the Oklahoma Commerce Department. Also, the annual independent audit was accepted by the membership. A networking reception followed the meeting.

## Recent Marketing and Business Development Events/Projects

### Oklahoma Marketing Team Hosts Site Consultants & Company Executives in New York City in October

Governor Fallin, Commerce Department staff, Oklahoma community economic developers and Roundtable members were hosts for the annual networking reception held October 20<sup>th</sup> at the “21” Club. Target participants were national site location consultants (several are based in the NYC area), corporate real estate and finance executives and representatives of headquarter companies with Oklahoma operations. Multiple project discussions were held at the event and business calls made throughout the NYC/NJ area.

## Oklahoma Welcomes Consular Group

Every four years, the Oklahoma Governor's International Team helps host an Oklahoma Consular Summit, bringing in consular officials from across the region to meet with business, government and education leaders.

The 2016 Oklahoma Consular Summit was held October 5-6 in Oklahoma City with trade

representatives from nine major trading countries in attendance. Governor Fallin, Secretary of State Chris Benge, business leaders and partners of the Oklahoma Governor's International Team hosted the group with the support from the Business Roundtable.



Visiting consulate representatives included (Left to right): Ms. Sara Wilshaw, Consul General of Canada; Ms. Prudence Plessis, Vice Consul of France; Ms. Ricarda Redeker, Consul General of the Federal Republic of Germany; Mr. Tetsuro Amano, Consul General of Japan; Mr. Rodolfo Quilantán Arenas, Consul of Mexico; Governor Fallin; His Excellency Juan B. Sosa Bergey, Consul General of Panama; Mr. Enric Panés Calpe, Consul General of Spain; Mrs. Karen Bell, British Consul General; His Excellency Joohyeon Baik, Consul General of the Republic of Korea.

## Agreement Between Oklahoma and South Korea to Boost State's Aerospace & Defense Industry

On September 8, 2016, Oklahoma Secretary of State Chris Benge signed a memorandum of understanding (MOU) with officials from the South Korean province of South Gyeongsang. The agreement is the result of months of work by both parties and fosters collaboration and trade through the exchange of industry expertise and reciprocal visits by senior officials.



Both regions have a large presence in the aerospace sector. Oklahoma is home to the American Airlines facility in Tulsa, the largest commercial aircraft maintenance repair and overhaul (MRO) depot in the world and the largest U.S. Department of Defense depot at Tinker AFB in Oklahoma City. Gyeongnam is the largest province in South Korea for manufacturing and the South Korean economy is the world's 11<sup>th</sup> largest.

“Both Oklahoma and South Gyeongnam are internationally recognized as hubs for the aerospace industry, and leaders in manufacturing and innovation,” said Benge. “This reciprocal agreement is a win-win for both parties and brings with it many potential opportunities for Oklahoma companies to expand sales of products made here to the growing South Korean market.”

The MOU and recent dialog among government leaders serve as a framework for South Korean companies to invest in Oklahoma and create new jobs in the state.

## Google Expands at Pryor's MidAmerica Park

Google's expansion continues in Oklahoma. The company recently celebrated the opening of a new four-story data center in Pryor's MidAmerica Industrial Park that will push the company's investment in the region to \$2 billion by 2018.



## GE Opens New Oil & Gas R&D Center in Oklahoma



**General Electric** held the grand opening of its new Oil & Gas Technology Center in Oklahoma City on October 5th. The new Center will become a central hub for GE scientists and engineers to closely collaborate with the oil and gas industry on cutting-edge digital and hardware solutions to advance the industry. There are 120 jobs located at the center today, with potential to grow to 230. The Roundtable assisted the Governor's Office with a special dinner and reception on October 4th.

Michael Ming, General Manager of GE's Global Research Oil and Gas Technology Center, noted the research focus at the new Center will span across all areas of oil & gas from production solutions and well construction systems to oilfield facilities and systems and reservoir performance.

GE's new Oil & Gas Technology Center is five stories, with 125,000 sq. ft. of lab and office space that includes:

- 400-foot and 60-foot deep test wells
- Two 30-ton overhead cranes for moving large testing equipment
- An entire floor dedicated to customer collaboration with embassy offices

## 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/documents/OER\\_11-7-16.pdf](https://www.ok.gov/treasurer/documents/OER_11-7-16.pdf)

## Upcoming Economic Development Events

The Roundtable works to support the Oklahoma Commerce Department, 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:

### 2016

November 18 - Japan Trade Delegation Visit - 8-10 a.m. at the University of Central Oklahoma's Downtown Carnegie Center, Lower Level at 131 Dean A. McGee, Oklahoma City, OK 73102, with no cost but RSVPs are encouraged as seating is limited. Please RSVP by emailing Carlos Lopez at [clopez@okcchamber.com](mailto:clopez@okcchamber.com). (OKGIT, Greater OKC Chamber and UCO )

December 8 - Exporting 101 – Export Shipping and Documentation Workshop. Registration will begin at 8:30 a.m. The workshop will be held from 9 a.m. to 4 p.m. at the Oklahoma Department of Commerce, Gallery I-I, 900 North Stiles Avenue, Oklahoma City. (District Export Council)

### 2017

January 19 – National Site Consultant Reception – Dallas (Hotel Zaza) – 5:30 – 7:00 PM (Governor's Economic Development Marketing Team)

April 8-12 – IAMC Tampa – National real estate conference–(Commerce) Business Recruitment

April 25-27 – MRO America's Trade Show (Aerospace), Miami

June 7 – Oklahoma Business Roundtable Annual Membership Meeting  
(Southern Hills CC –Tulsa) – 4:30 PM

June 19-22 - Paris International Airshow 2017 – Paris/Le Bourget, France

## Economic Development Briefs

- The U.S. Department of Commerce's Economic Development Administration (EDA) has awarded a **\$1 million grant** to the **Oklahoma Center for Advancement of Science and Technology**. The innovative project will assist oil and natural gas supply chain companies across the 38 Oklahoma counties most affected by the current downturn in the energy industry. The grant will provide business and technical support to manufacturing and service companies for product diversification and expanding global sales.

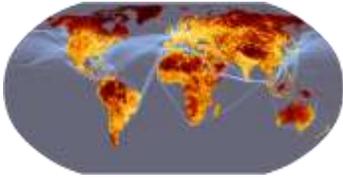
- In a recent survey by national business location firm, *Site Selection Group*, Oklahoma was ranked as the **tenth best state for manufacturing**. The other top states (in order) were North Carolina, Texas, Utah, Indiana, Arizona, Georgia, Florida, Michigan and South Carolina.
- Oklahoma City native, **Randall Stephenson**, Chairman and CEO of AT&T has been named **CEO of the Year** by Chief Executive Magazine. Mr. Stephenson received his B.S. in Accounting from the University of Central Oklahoma and his Master of Accountancy from the University of Oklahoma.
- The **University of Tulsa** held on to its top spot in the state in the 2017 Best Colleges ranking released by *U.S. News & World Report*. **TU ranked No. 86**, the University of Oklahoma ranked 111 and Oklahoma State University ranked 152. The 2017 study includes data on more than 1,800 public and private colleges and universities, of which 1,374 are ranked.
- OKC is the **sixth highest-ranked destination for millennials** according to *realtor.com*.

## Workforce Development News



### Oklahoma Education and Industry Partnership

In July, over 100 classroom teachers from across the state participated in a unique learning session to better connect STEM education between the classroom and business. Industry visits included companies and research institutions involved in energy, biotech, agribusiness, aerospace and advance manufacturing. The Roundtable supported the statewide effort. Pictured are educators visiting M-D Building Products in Oklahoma City.



## State Trade Expansion Grant Targeted To Small Businesses

The Oklahoma Department of Commerce has announced the Oklahoma STEP Forward Enhancement Fund. The STEP Fund is part of the State Trade Expansion (STEP) Grant Program which is an export promotion initiative to make matching-fund grants for states to assist small businesses. This grant is funded, in part, through a cooperative agreement with the U.S. Small Business Administration.

“The intent of this program is to increase the number of small businesses that are exporting, and to increase the value of exports for those small businesses that are currently exporting,” said Jennifer Springer, Director of Global Recruitment and Trade Services, at the Oklahoma Department of Commerce.

Funding for this year will help eligible companies to offset the cost to participate at designated international trade shows and allow them to promote their Oklahoma-made products on a global scale. In addition, other services such as website translations and marketing design; compliance testing; and shipping of sample products into international markets can be used toward the grant as well.

The application process is now open for Oklahoma companies to apply at: <http://okcommerce.gov/stepfund>.



## Oklahoma Works Program Addressing Skills Gap

At the recent Business Roundtable membership meeting, Governor Mary Fallin outlined the skills gap challenges that Oklahoma is now addressing through the **Oklahoma Works** initiative. The following are highlight notes from her presentation:

Oklahoma Works is a statewide initiative connecting an unprecedented number of businesses, state agencies and educators. The coalition of partners aligns resources, education, training and job opportunities to build the state’s workforce.

This initiative aims to ensure all Oklahomans have the education and skills necessary to enter and advance in rewarding careers and Oklahoma businesses have the talented workforce they need to succeed.

Oklahoma has a “skills gap” between what its workforce is today and what will be needed in just nine years.

**In 2025, 77 percent of all new jobs will be available ONLY to those who have education beyond high school, but only 54 percent of Oklahomans currently have that level of education.**

**That is a 23 percent gap.**

So to close this gap, the Oklahoma Works Core Team made up of representatives from the state Department of Education, the Regents for Higher Education, Career Tech, Office of Workforce and the governor's office began developing in November 2015 a strategic plan for Oklahoma Works.

**The Governor's vision for Oklahoma Works is:**

- **First, to increase significantly the number of Oklahomans who continue their education beyond high school - the new minimum, and;**
- **Second, to ensure when they continue that education they acquire skills relevant to Oklahoma businesses and jobs.**

There is not a one-size-fits-all solution to close the skills gap so **Key Economic Networks (KENs)** have been identified based on labor market data on occupations and commuting patterns that roughly mirror the Workforce Development Board (formerly known as Workforce Investment Board) regions. **Business leaders have been named to represent each KEN region.**

These KEN champions help facilitate local partnerships and efforts to align and connect education and industry to help meet regional workforce needs.

The goal is to align education and the workforce. It is important to have local industries represented in schools.

One example of this comes in having industry professionals teaching in public schools. Some legislative progress has been made on this.

This year, the governor signed legislation that raised the number of hours an adjunct teacher can teach in a public school - from 90 hours to 270 hours.

This provides the opportunity for high schools to add additional faculty and to demonstrate relevance to high school students. It also provides mentoring opportunities to students from professionals in the field – allowing meaningful connections to be made to support the local jobs of the future.

In addition, the governor signed a measure that allows for apprenticeships, internships and mentoring in high schools.

In addition, state agency partners have come together to create a statewide asset map to understand the current resources being used for education and workforce-related activities and identify gaps and opportunities for improvement in the system.

All 18 partner agencies have been asked to enter into at least one new formalized partnership by the end of 2016. The workforce development boards also have been asked to enter into new partnerships.

Two statewide stakeholder surveys have also been conducted - one targeting businesses and one aimed at educators.

These surveys gathered quantitative data on the employability skills needed now and in the future by business, existing relationships between industry and education, and opportunities for students to explore career options and participate in post-secondary opportunities in high school.

The strategic plan is available on the Oklahoma Works website at [www.oklahomaworks.gov](http://www.oklahomaworks.gov)

Oklahoma Works is also fully integrated with OkStateStat. That is a program Governor Fallin launched last year that lets the public track over 160 key state goals. Link: <https://www.ok.gov/okstatestat/>



## **Governor's 4<sup>th</sup> Annual STEM Conference Promotes Business-Education Partnerships**

Several hundred Oklahoma educators and business leaders attended the 4<sup>th</sup> annual Governor's STEM Conference on November 1 in Oklahoma City. The demand for STEM (science, technology, engineering & math) workers in the Sooner State is expected to increase by more than 10 percent a year through 2022.

The Governor told the group that sustainable efforts must be led by local communities, not the state. She urged greater connectivity between business and education to give students both academic and internship/mentoring experiences. Several best practices efforts were highlighted, including the volunteer work of the Tulsa Regional STEM Alliance.

The conference was coordinated by the State Regents for Higher Education and key education and business partners, including the Oklahoma Business Roundtable.

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