

## i2E Provides Critical Boost to Economy



Earlier this year, the Greater Oklahoma City Chamber and i2E formed a joint entrepreneurial development initiative focused on technology-based economic development strategies in emerging and established industries, including biosciences and aerospace.

i2E, Inc. continues to have a tremendously positive impact on Oklahoma City's economy. In FY 2011, i2E companies (with year-over-year outcome data) reported a total of 43 new jobs created (with an average annual salary of \$63,107), with \$6 million in total annual

revenues, \$5.6 million in total annual payroll and \$4 million in leveraged capital investment. In addition, 30 i2E companies received initial services, multiple company CEOs received one-on-one mentoring, two SSA investments totaling \$150,000 were made and 12 networking and training events were held.

"Entrepreneurship, especially in technology-based industries, is a critical component of our economic development," said Roy H. Williams, president and CEO of the Greater Oklahoma City Chamber. "The Chamber realizes that supporting these entrepreneurs, who are creating the next generation of corporate headquarter firms, is a critical component of economic development today."

i2E offers multiple services to start-up technology

*Continued on Page 4*

## Volunteers Celebrate Record Campaign

More than 150 volunteers from 140 greater Oklahoma City companies celebrated a record-breaking Total Resource Development Campaign (TRDC) with \$2,689,470 raised, surpassing the campaign goal of \$2.2 million.

Led by TRDC co-chairs Dick Tanenbaum, Gardner Tanenbaum Holdings, and Rhonda Hooper, Jordan Associates, this year's campaign was the most successful one to date – selling a record 1,117 sponsorships to 470 companies. The Chamber also added 205 new members.



*TRDC volunteers celebrate a record-setting campaign.*

*Continued on Page 5*

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# LEADERSHIP NOTES

At the Chamber, our focus is economic development. If you look at our program of work as a whole, we do a wide range of things and work on a variety of projects, creating a stronger economy in greater Oklahoma City is our main goal. And while it is always a huge accomplishment to bring a new company to our region – and our economic development staff works tirelessly to court these potential Oklahoma Citians – it is even more satisfying when we are able to help a company that is already a member of our community grow and thrive.

Whether we're lobbying at the state legislature, working to reform our state's public education system, recruiting new members to join the Chamber or campaigning for initiatives such as MAPS 3, every effort we make is an effort to create a business climate that attracts new businesses and enhances growth and expansion opportunities for existing businesses.

**Existing companies are the backbone of our economy and we must do all that we can to ensure their success. The bulk of new job creation in our city comes from the growth of our existing companies. I can say with certainty that Oklahoma City would have been a much harder sell to Boeing if they did not already have a successful operation here.**

It is important that we continue to bring new businesses into our market. Our economy will benefit greatly from relocations like AAA and Continental Resources coming to Oklahoma City. Not only will these companies and their employees strengthen our economy and generate tax dollars to our city and state, but their employees will become invaluable members of our community. And once they are a part of our community, they too will benefit from the Chamber's work to assist existing businesses in any way possible. When Greater Oklahoma City's business community is strong and prosperous, Greater Oklahoma City is strong and prosperous. The Chamber will continue to work diligently to help the members of our business community grow and thrive.

Sincerely,



Roy H. Williams  
Chamber CEO & President



Roy H. Williams  
President & CEO

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## THE POINT!

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# New Nonstop to San Francisco

In late August, United Airlines began offering daily, nonstop flight service to San Francisco from Will Rogers World Airport. Will Rogers currently provides direct connections to 20 airports in 18 cities.

“Expanding and supporting nonstop service at Will Rogers World Airport is crucial to economic development in our region,” said Roy H. Williams, Chamber president & CEO. “This announcement is especially exciting for our bioscience sector. Easier access between San Francisco and Oklahoma City is nothing but good news for our bioscience companies.”

The Chamber works with the Airport Trust to conduct nonstop marketing campaigns with each new flight to help ensure their success. Air service and access are critical factors to economic development. Supporting these routes is critical to Oklahoma City and can result in more permanent, expanded air service in the future. For more information, visit [www.FlyOkc.com](http://www.FlyOkc.com).

## i2E *Continued from Page 1*

businesses, including the Entrepreneur-in-Residence Program (EinR), the Executive-in-Residence Program (EIR), SeedStep Angels, i2E Fellows and networking events. In the 4th quarter of their FY 2010-11:

- Nine Oklahoma City companies participated in the EinR training, which provides targeted training and was also an instructional workshop.
- i2E’s EIR program, which offers one-on-one mentoring and venture advisory services, served nine new client companies and four ongoing client companies.
- The SeedStep Angels program expanded, screening seven new investment opportunities and closing one investment totaling \$50,000. SSA has provided \$460,000 in invested capital in five rounds of funding for four companies.

Earlier this summer, i2E entered into a joint agreement with the Oklahoma Department of Commerce for the initiative, Accelerate Oklahoma!, that created three new investment funds collectively valued at about \$13.2 million. The funds will assist high-growth, start-up companies create additional high paying jobs in the state. For more information about i2E’s services, visit [www.i2e.org](http://www.i2e.org).



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# Volunteers Celebrate Record Campaign

*Continued from Page 1*

“When a campaign is as successful as this, it all comes down to the volunteers,” said Hooper. “Their hard work and dedication made all of the difference. The diverse group of volunteers and businesses that participated shows wide-spread support for our Chamber. We couldn’t be happier with the results.”

During the campaign, volunteers from Chamber-member businesses work with their fellow members to identify opportunities to market their businesses through a variety of Chamber events and publications; and they network to recruit new members. The 2011 campaign marked the 18th year for TRDC. Last year’s campaign set the previous record for dollar amount raised.

“This year’s results say a lot about the business community and our city,” Tanenbaum said. “It shows the

business community believes in the role their Chamber plays and it shows, especially in economic times like these, that Oklahoma City businesses continue to be engaged in moving our city forward. I think most cities in America would be envious of these results.”

Sponsorships raised through TRDC allow the Chamber to produce quality events and publications for member companies, and help support the Chamber’s work in economic development, government relations, education/workforce development, community development and more.

For more information, visit [www.okcchamber.com/TRDC](http://www.okcchamber.com/TRDC) or contact Lisa Boevers at [lboevers@okcchamber.com](mailto:lboevers@okcchamber.com) or 297-8948.



# UPCOMING EVENTS

## Metro 50: September 22

Celebrate Oklahoma City's 50 fastest growing companies at the 16th annual Metro 50 awards. Mayor Mick Cornett will unveil the official Metro 50 ranking at this prestigious banquet at the Cox Convention Center, Thursday, September 22, beginning with a reception at 5:30 p.m. A video will feature the top three companies with the most economic growth in the past two years.

Enjoy dinner, as well as a chance to celebrate with local business leaders who are providing an economic boost to greater Oklahoma City. Mayor Cornett will personally recognize each company, beginning with number 50 and finishing with number one. View an alphabetical list of this year's winners at [www.okcchamber.com/metro50](http://www.okcchamber.com/metro50).

Corporate tables seating 10 are available for \$1,000. Individual tickets are \$100. Sponsors include: Bank of Oklahoma, Cox Business, Ernst & Young LLP, Express Employment Professionals, Hartzog Conger Cason & Neville, The Journal Record Publishing Company, OGE Energy Corp., and the Greater Oklahoma City Chamber.

## Chairman's Breakfast: September 27



Join Chamber Chairman Carl Edwards, Price Edwards and Company, and fellow Chamber members as Congressman James Lankford and Chamber Chairman Carl Edwards shares insights into current initiatives and important information affecting the business community at the **Chairman's Breakfast, Tuesday, September 27 from 7:30 to 9 a.m. at Oklahoma Christian University, 2501 E. Memorial Rd.** Corporate tables seating 10 are available for \$500.

Individual tickets are \$35 for members and \$40 for non-members. Special thanks to Signature Sponsor, OGE Energy Corp. and Host Sponsor, Oklahoma Christian University.

# CALENDAR OF EVENTS

## September 22

### Metro 50

**Time:** Reception: 5:30 p.m.,  
Program: 6:30 p.m.

**Location:** Cox Convention Center, One Myriad Gardens

**Cost:** Individual tickets available for \$100; Corporate tables seating 10 available for \$1,000

## September 27

### Chairman's Event

**Time:** 7:30 - 9 a.m.

**Location:** Oklahoma Christian University, 2501 E. Memorial Rd.

**Cost:** Individual tickets available for \$35, Corporate tables seating 10 available for \$500

## October 5

### Rise & Shine

**Time:** 8 - 9:30 a.m.

**Location:** Holiday Inn North - Quail Springs, 13800 Quail Springs Parkway

**Cost:** Admission is free. To register, contact Christine Soileau at [csoileau@okcchamber.com](mailto:csoileau@okcchamber.com)

## October 11

### Member Orientation

**Time:** 4:30 - 6 p.m.

**Location:** Chamber offices, 123 Park Ave.

**Cost:** Admission is free. To register, contact Christine Soileau at [csoileau@okcchamber.com](mailto:csoileau@okcchamber.com)

## October 17

### Chamber Golf Tournament

**Time:** 8 a.m. shotgun start; 1 p.m. shotgun start

**Location:** Gaillardia Country Club, 5300 Gaillardia Blvd.

**Cost:** \$1,000 per team of four

## October 18

### Chamber Golf Tournament

**Time:** 8 a.m. shotgun start

**Location:** Gaillardia Country Club, 5300 Gaillardia Blvd.

**Cost:** \$1,000 per team of four

Register securely online for Chamber events at [www.okcchamber.com/events](http://www.okcchamber.com/events) or e-mail [register@okcchamber.com](mailto:register@okcchamber.com) with questions.

[twitter.com/okcchamber](https://twitter.com/okcchamber)  
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## Rise & Shine: October 5

Don't miss this semi-annual breakfast where Chamber members can get information about the many ways to maximize their membership and get involved. **Rise & Shine will be held Wednesday, October 5 at Holiday Inn North - Quail Springs, 13800 Quail Springs Parkway, from 8 to 9:30 a.m.** Admission for this event is free. For more information, contact Christine Soileau at [csoileau@okcchamber.com](mailto:csoileau@okcchamber.com) or 297-8961. Special thanks to Host Sponsor, Holiday Inn North - Quail Springs.

"Rise & Shine is full of individuals who care about their city, want to be more involved in the community and desire a network of relationships."

– Jason Pound, UMB Bank

"After my first time at Rise & Shine, I was able to understand how I could become a more active member and make the contacts I need to run my business better and with more resources."

– Monica Buck, Juggle Whatever



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## Golf Tournament: October 17 & 18

Bring your business to the links for some friendly competition October 17 or 18 at Gaillardia Country Club. **The golf tournaments are three separate tournaments held on October 17 and 18. Each tournament will field 36 four-person teams playing a scramble format. Each team enjoys 18 holes of golf with beverages, snacks and two meals.**

Take advantage of this opportunity to entertain clients, prospects and friends while promoting your business. Entry fees are \$1,000 for teams of four. Your company can receive additional recognition by being a hole or team sponsor for \$1,400. For golf team and sponsorship information, contact Elena Listen at 297-8875 or [elisten@okcchamber.com](mailto:elisten@okcchamber.com). Special thanks to Executive Prize Sponsor, INTEGRIS Health.

## State of the Economy: November 9

Join the Greater Oklahoma City Chamber, the region's leading economic development organization, for the inaugural State of the Economy event, **Wednesday, November 9, from 11:30 a.m. to 1:30 p.m., at the National Cowboy & Western Heritage Museum, 1700 NE 63rd St.** Pete Delaney, OGE Energy Corp. and Chamber Vice Chair of Economic Development, will act as moderator during the event which will include speakers such as Tom Faranda, global entrepreneur. Don't miss this opportunity to gain keen insight into the economic future of our region. Individual tickets are \$50 for members and \$75 for non-members. Special thanks to Signature Sponsor, Arvest Bank.

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# OKC Continues as Horse Show Capital

Home to more national and international equine championship events than any other city in the world, Oklahoma City is the venue of choice for top national and world championship horse shows, bringing in more than \$200 million in direct spending annually. Oklahoma City hosts 18 major horse shows each year including a busy fall schedule that features the best Quarter and Morgan horse championships, along with team roping competitions and barrel racing.

“Equine activity continues to thrive as we welcome back annual championship shows such as the American Quarter Horse World Championship Show and the National Reining Horse Association Reining Futurity to Oklahoma City this fall,” said Mike Carrier, president of the Oklahoma City Convention & Visitors Bureau. “With shows typically running a week or more, these participants spend significant time and money in our city each year. We want them to know how much we appreciate their commitment to Oklahoma City.”

Whether your interest is English or Western, if this is your first show or you are a seasoned horse show veteran, Oklahoma City has an event for you. Events for Fall 2011 include:

## **Grand National Morgan Horse Show** Oct. 8 - 15 • [www.morgangrandnational.com](http://www.morgangrandnational.com)

The Grand National Morgan Horse Show attracts more than 1,200 of the finest Morgan horses and their riders, who compete for more than \$300,000 in prizes.

## **U.S. Team Roping Championships** Oct. 22 - 29 • [www.ustrc.com](http://www.ustrc.com)

More than 7,000 two-man teams compete in the biggest and richest roping event in the world, with contestants from all 50 states and Canada.

## **American Quarter Horse World Championship Show** Nov. 5 - 19 • [www.aqha.com](http://www.aqha.com)

With prizes and awards reaching nearly \$2.5 million, this show attracts more than 2,000 horses with participants from 49 states, seven Canadian provinces, United Kingdom, Italy, Germany, Brazil, Australia and Argentina.



*Fall is filled with equine activities at Oklahoma State Fair Park.*

## **National Reining Horse Association Reining Futurity** Nov. 24 - Dec. 3 • [www.nrha.com](http://www.nrha.com)

More than 1,200 three-year-old horses compete in the National Reining Horse Association's finest million dollar event. Reining is a judged event designed to show the athletic ability of a ranch-type horse. This engaging sport is on track to become the first western-style equestrian event in the Olympics.

## **World Barrel Racing Futurity** Dec. 6 - 10 • [www.barrelfuturitiesofamerica.com](http://www.barrelfuturitiesofamerica.com)

Barrel racing is a timed rodeo event combining a horse's athletic ability and a rider's horsemanship skills to maneuver around three 55-gallon closed-end metal barrels. More than 1,000 horses race for \$100,000 in prize money, with a large trade show and barrel horse sale.

**All equine events held at Oklahoma State Fair Park. Before heading to the fairgrounds, be sure to visit each event's website for finalized times and information.**



**Oklahoma City**  
Convention & Visitors Bureau

**For more information, go to [www.visitokc.com/equine](http://www.visitokc.com/equine).**

# Resources for New & Potential Residents



When greater Oklahoma City companies expand, there is often a need to recruit new talent from outside the region. The Chamber has developed a number of tools to help local companies in their recruitment efforts.

“We want to provide our companies with the tools they need to be successful. That includes helping individuals making a decision to relocate get as much quality information as they can get their hands on,” Greater Oklahoma City Vice President for Marketing & Communications Cynthia Reid said. “We work to provide people with the tools they need to choose our city, but also make sure once they pick Oklahoma City they feel a part of the community.”

The Chamber’s Relocation Guide features current stats and a DVD highlights the region’s positive aspects.

Last year, the Chamber also created a one-stop relocation website, [www.ABetterLifeOKC.com](http://www.ABetterLifeOKC.com). This comprehensive site features information and data on

everything you would want to know about Oklahoma City from weather to schools and housing options.

A new online channel, [www.GreaterOKC.tv](http://www.GreaterOKC.tv), and a digital magazine, *Velocity*, were launched last spring. The channel features nearly 1,000 videos about the region’s business community and cultural climate. *Velocity*, available at [www.velocityokc.com](http://www.velocityokc.com), highlights the city’s diversity, accolades, recreation options, business climate, lifestyle amenities and more.

For new residents, the Chamber also offers a blog and e-mail program, “The Better Life,” that updates recipients on community involvement and what is going on around the city. The blog can be viewed at [www.abetterlifeokc.com/the-better-life](http://www.abetterlifeokc.com/the-better-life).

**“Projects like these were created to help companies recruit the very best talent,” Reid said. “But we also have no better ambassadors than our citizens. Use these easy-to-use tools to spread the word about Oklahoma City to friends, families, peers and coworkers. We have a great story to tell and need everyone in Oklahoma City to help spread the word.”**

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# Business, Civic Leaders Visit Twin Cities



*Oklahoma City delegates tour Gold Medal Park.*

Oklahoma City leaders were in the Twin Cities – Minneapolis and St. Paul, Minn. July 25-26. During their visit, delegates learned about the education reform initiatives, how the Twin Cities are implementing significant transit programs and increasing quality of life for its citizens through the promotion of parks and recreational opportunities and more.

“These benchmarking trips allow us to learn valuable lessons and see innovative programs, ideas and initiatives,” said Carl Edwards, Price Edwards and Company and Chamber Chairman. “The Twin Cities is a thriving metropolitan area that has placed

great emphasis on the quality of life for its citizens. We were not only able to witness how those things operate and are funded, but also how they are received and supported by the community.”

Sessions during the two-day trip were led by a number of civic and business leaders from the Twin Cities and included:

- 2nd Generation of Charter Schools: Lessons Learned
- Yesterday, Today & Tomorrow: The Minneapolis-St. Paul Transit Story
- Going Green: Building Community Assets
- Live, Work & Play: Downtown Development

“It was extremely valuable to see Minneapolis’ long experience with charter schools, the success they’ve had with transit and how they’re integrating more green space into their community,” said Edwards. “There are certainly ideas from this trip that we can use as we continue to make Oklahoma City better.”

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# SchmoozaPalooza

Tuesday, October 25th  
at State Fair Park



Get your company in front of nearly 1,000 attendees and 100 local businesses at the Chamber's semi-annual SchmoozaPalooza Trade Show. On Tuesday, October 25, members of the Greater Oklahoma City Chamber and the public will converge on State Fair Park for one of the best trade shows in the region.

Only Chamber members are allowed to exhibit their products and services at SchmoozaPalooza. As an exhibitor, you will get exclusive access to the stream of attendees coming through the door.

Single booths (10' x 10') are just \$300 and double booths (10' x 20') are \$600. Call 297-8875 to reserve your booth for the fall's best trade show today! View a video from the spring SchmoozaPalooza at [www.okcchamber.com/schmooza](http://www.okcchamber.com/schmooza).

Greater Oklahoma City Chamber

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**The Outlet Shoppes at Oklahoma City**  
7725 W. Reno Ave.  
Oklahoma City, OK 73127



**Sandler Training**  
3000 United Founders Blvd.,  
Suite 224  
Oklahoma City, OK 73112



**Schlegel Bicycles**  
905 N. Broadway Ave.  
Oklahoma City, OK 73102

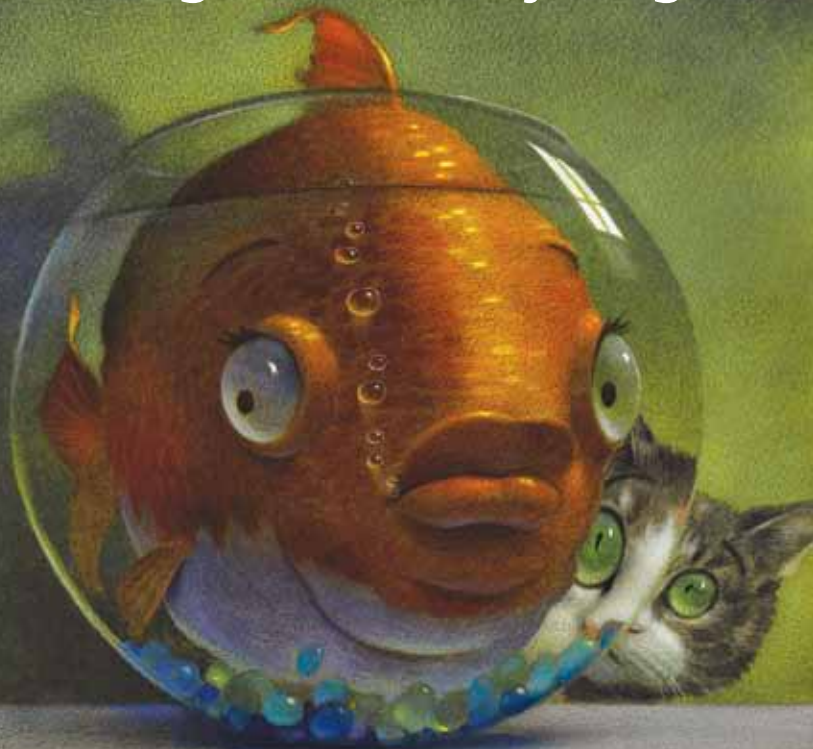


**Trotter Overhead Door**  
15020 Bristol Park Blvd., Suite 300  
Edmond, OK 73013



**Winter House Interiors**  
Classen Curve, 5710 N. Classen Blvd.  
Oklahoma City, OK 73118

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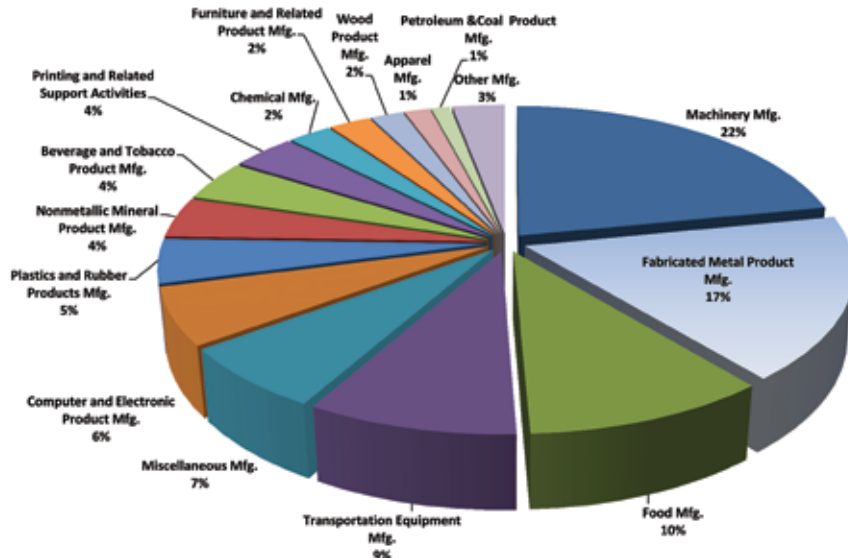
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# ECONOMIC INDICATORS

## Manufacturing Employment by Subsector, OKC MSA, 2011



Source: "Economic Impact of the Oklahoma Manufacturing Sector"; Oklahoma Employment Securities Commission – 2009; The State Chamber of Oklahoma

For comprehensive Economic Indicator and Regional Data, please visit your Greater Oklahoma City Chamber Economic Development Division [www.greateroklahomacity.com/economicindicators](http://www.greateroklahomacity.com/economicindicators) or contact Eric Long, Research Economist– (405)297-8976; [elong@okcchamber.com](mailto:elong@okcchamber.com)

## Economic Impact of Oklahoma City Manufacturing

According to a recent study by Southwestern Oklahoma State University, the Manufacturing sector accounts for 3.9% of all establishments, but 6% of all employment in the Oklahoma City Metro. In addition, the average annual wage for Manufacturing employees in the OKC area is 55% higher than the all-industry average. The largest manufacturing subsector in terms of employment is Machinery Manufacturing (22%). This includes several major employers in Construction and Oil/Gas equipment manufacturing. On a statewide basis, it is estimated that Manufacturing in Oklahoma will contribute \$59 billion to state output in 2011.

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