In the November general election, the Chamber's position on four state questions was supported by Oklahoma voters. SQs 780, 781 and 792 were approved, while the permanent sales tax increase proposed by SQ 779 was defeated. In addition, the Chamber successfully passed an Oklahoma City Public School District bond package, which will maintain local school facilities without raising taxes.

Because of voter approval of SQ 780 and 781, Oklahoma will enact sensible criminal justice reform that will fund treatments for mental illness and addiction. Beginning in 2018, wine and single-strength beer will be served cold in grocery and convenience stores as a result of SQ 792.

SQ 779, which would have permanently raised Oklahoma’s sales tax to fund teacher pay raises and administration, higher education and career tech, was defeated at the polls. The Chamber fully supports increasing our teachers’ salaries and will work with the state legislature this year to create a plan that adequately funds education without jeopardizing Oklahoma’s future.

Residents of the Oklahoma City Public School District voted to approve the bond package that maintains local schools. The bond package totaled $180 million in investments, including funds to repair/replace air conditioning and heating systems, purchase 100 new school buses and improve technology for students.

Rhonda Hooper to Chair Chamber Board of Directors in 2017

The nominating committee and the board of directors of the Greater Oklahoma City Chamber are pleased to announce the 2017 officers and members of the board of directors that were approved in November 2016.

Rhonda Hooper, Jordan Advertising, will serve as Chamber chair. Other officers include David E. Rainbolt, BancFirst Corporation, immediate past chair; John Hart, Continental Resources, treasurer; Bruce Lawrence, INTEGRIS Health, corporate secretary; and Roy H. Williams, CCE, Greater Oklahoma City Chamber, president and CEO.

Additionally, the following program vice chairs will serve as officers in 2017: Natalie Shirley, Oklahoma State University-Oklahoma City, convention and visitor development; Percy Kirk, Cox Communications, economic development; Teresa Rose Crook, Oklahoma City Community Foundation, talent and education innovation; Peter B. Delaney, Forward Oklahoma City; Bradley W. Krieger, Arvest Bank, government relations; Tom J. McDaniel, American Fidelity Foundation, MAPS development; Jenny Love Meyer, Love's Travel Stops
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Leadership Notes

Reflect, then move forward

As we approach the end of the year, it’s a good time to look back on what has happened during 2016 before we dive into a new year with its new opportunities.

Reflecting on the past 12 months displays how 2016 was a year of return on investment. Not only did we see the grand opening of RIVERSPORT Rapids, the MAPS 3-funded whitewater center, but we also saw the successful opening of both Boeing’s research and development center and the GE Oil & Gas Research Center. Officials also broke ground on the new KC-46A maintenance facility at Tinker Air Force Base, a move that would not have been possible without many months of negotiations.

The things that are harder to measure but equally important to recognize are the projects in which we aren’t seeing tangible results... yet. The Chamber’s work on criminal justice reform, the ongoing work with Brookings and the Project for Public Spaces to increase activity in Oklahoma City’s innovation district, and even the newly announced workforce development strategy are planting the seeds of transformation. And the number of projects being worked by the Chamber’s economic development team is the largest it has ever been.

None of this would be possible without the engaged and motivated business community in our region. As we transition into a new year, I want to encourage all of you to keep planting seeds of transformation. The work we are doing now, collectively, will produce the successes of our future.

Sincerely,
Roy H. Williams, CCE
Chamber CEO & President

FOKC Program Marks Successful Year
Upcoming Chamber Events
Chamber Extends Reach of Ambassador Program
SIP Program Boosts OKC’s Economic Development
Chamber Advertising Opportunities Available
Economic Indicators

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RHONDA HOOPER
Jordan Advertising
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Immediate Past Chair
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NATALIE SHIRLEY
Oklahoma State University - Oklahoma City
Vice Chair, Convention & Visitor Development
ROY H. WILLIAMS, CCE
Greater Oklahoma City Chamber
President & CEO

THE POINT!
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Forward Oklahoma City Program Marks Successful Year

The Chamber’s Forward Oklahoma City (FOKC) program, which started its fifth cycle of programming specific to Oklahoma City’s current business climate and long-term needs in January, is wrapping up a successful year of investing in Oklahoma City’s future.

After reevaluating the program in 2015, the Chamber set new goals for FOKC V, which included diversifying the Oklahoma City economy, growing Oklahoma City’s quality workforce, improving Oklahoma City’s quality of life, growing Oklahoma City’s corporate presence, strengthening Oklahoma City’s business climate and advocating for regional transportation development.

As part of the FOKC V goals, the Chamber conducted research to develop new talent strategies that will meet Oklahoma City’s growing workforce needs. After assessing current workforce trends and receiving feedback from industry leaders, the Chamber launched a two-part talent development strategy that will focus on keeping existing workers competitive and creating a long-term pipeline of in-demand workers.

FOKC has also offered critical support to the Chamber’s ongoing criminal justice reform initiative and the effort to develop Oklahoma City’s innovation district. Through the end of November, Forward Oklahoma City has assisted with 3,603 announced jobs, $139.8 million in announced payroll and $225.3 million in announced capital investment. In general, the Chamber estimates that for every 100 jobs created in Oklahoma City, 99 additional jobs are indirectly created. Altogether, those 199 new jobs could generate up to $10.3 million in new personal income, $1.6 million more in financial deposits per year and $4.4 million additional retail and services receipts each year in the region.

Since it was founded in 1995, Forward Oklahoma City has assisted in creating more than 100,000 jobs and $6 billion in capital investment. Through four five-year cycles, this dynamic economic development effort has produced results far exceeding expectations, repositioning Oklahoma City as one of the top economic development site locations in the country.

For more on FOKC, contact Kurt Foreman, Chamber executive vice president of economic development, at kforeman@okcchamber.com or 297-8945.
UPCOMING EVENTS

Dec. 16
Annual Meeting
Time: 11 a.m. to 1 p.m.
Location: Cox Convention Center, 1 Myriad Gardens

Jan. 9
Member Orientation
Time: 8:30 to 10 a.m.
Location: Chamber offices, 123 Park Ave.

Jan. 11
State of the City
Time: 11:30 a.m. to 1 p.m.
Location: Cox Convention Center, 1 Myriad Gardens

Jan. 27
Legislative Breakfast
Time: 8 to 9:30 a.m.
Location: Cox Convention Center, 1 Myriad Gardens

Feb. 14
Member Orientation
Time: 4 to 5:30 p.m.
Location: FNB Community Bank, 2911 S Air Depot Blvd. in Midwest City

Feb. 15
MegaLunch
Time: 11 a.m. to 2 p.m.
Location: Vast, 333 W Sheridan Ave.

Celebrate 2016 Accomplishments at Chamber Annual Meeting

Join more than 1,200 local leaders at the Chamber's Annual Meeting on Friday, Dec. 16, from 11 a.m. to 1 p.m. at the Cox Convention Center, 1 Myriad Gardens. The accomplishments of 2016 will be highlighted and Rhonda Hooper, Jordan Advertising, will be installed as the 2017 chair of the board of directors. Current Chair David Rainbolt, BancFirst Corporation, will be honored for his service. Individual tickets are $75 for members and $125 for nonmembers. Tables of 10 are available for $1,250. For more information, visit www.okcchamber.com/events.


Learn about Chamber Legislative Priorities

A panel of Republican and Democratic leadership from the state Capitol will discuss issues that affect local businesses at the Chamber's Legislative Breakfast on Friday, Jan. 27, from 8 to 9:30 a.m. at Cox Convention Center, 1 Myriad Gardens.

This annual event offers the perfect opportunity for Chamber members to meet area legislators and have a voice on the issues impacting the business community. The Chamber will also discuss its legislative priorities of the year.

Cost to attend is $40 for members and $60 for nonmembers and covers the breakfast cost for one elected official. To register, visit www.okcchamber.com/events.

Special thanks to Signature Sponsor The Boeing Company, Host Sponsor Renaissance Oklahoma City Convention Center, Government Relations Benefactors Cox Communications, Devon Energy Corporation, OGE Energy Corp. and Government Relations Sponsors, Enable Midstream Partners and Google, Inc.
State of the City: Jan. 11

Oklahoma City Mayor Mick Cornett will deliver a dynamic speech about where our city is today and where it will be in the coming year. More than 1,500 business leaders will attend this event on Wednesday, Jan. 11, from 11:30 a.m. to 1 p.m., at Cox Convention Center, 1 Myriad Gardens. 2017 Chamber Chair Rhonda Hooper will highlight the Chamber’s 2017 strategic objectives.

Tickets are $60 for Chamber members and $100 for nonmembers. Table sponsorships seating 10 are available for $1,250. To register, visit www.okcchamber.com/events.

Special thanks to Signature Sponsor The Professional Basketball Club, LLC - Oklahoma City Thunder, Host Sponsor Bank of Oklahoma and and Signature Event Sponsors Central Liquor Company, Devon Energy Corporation, Enable Midstream Partners, Hobby Lobby and Wal-Mart District Office of Public Affairs.

At OU Medicine, we shine light in the unknown corners of medicine. Our research continues to help redefine the standard of care, bringing longer, better lives to Oklahomans and countless others around the world. This is our role and our passion: a drive to understand – and conquer – disease, keeping you alive and well.
Chamber Announces Board of Directors for 2017 (cont’d from page 1)

and Country Stores, marketing and communications; Steve Hahn, AT&T Oklahoma, membership; Judy J. Hatfield, CCIM, Equity Commercial Realty, LLC, military/aerospace; and Carl E. Edwards, Price Edwards & Company, innovation and bioscience. Clayton I. Bennett, Dorchester Capital, and J. Larry Nichols, Devon Energy Corporation, will serve as co-vice chairs of strategic planning.

The following individuals were selected to serve on the board beginning on Jan. 1, 2017 until Dec. 31, 2019: Bob Funk, Jr., Prodigal; John Hart, Continental Resources; John Higginbotham, Bank of Oklahoma; Percy Kirk, Cox Communications; Bradley W. Krieger, Arvest Bank; Bill Lance, The Chickasaw Nation; Bruce Lawrence, INTEGRIS Health; Ronald Norick, Norick Investment Company, LLC; Stephen M. Prescott, M.D., Oklahoma Medical Research Foundation; Robert J. Ross, Inasmuch Foundation/Ethics and Excellence in Journalism Foundation; William P. Schonacher, IBC Bank; and Richard Tanenbaum, Gardner Tanenbaum Holdings.

They will join the following members who were selected in 2015 and 2016: James Bennett, SandRidge Energy, Inc.; Beverly F. Binkowski, Blue Cross Blue Shield of Oklahoma; David R. Carpenter, American Fidelity Assurance Company; Teresa Rose Crook, Oklahoma City Community Foundation; Mike Emmelhainz, The Boeing Company; Jim R. Gebhart, FACHE, Mercy Hospital Oklahoma City; David A. Hager, Devon Energy Corporation; Steve Hahn, AT&T Oklahoma; David Harlow, BancFirst; Judy J. Hatfield, CCIM, Equity Commercial Realty, LLC; Mark A. Helm, Dolese Bros. Co.; Joe Hodges, SSM Health Care of Oklahoma; E. Carey Joullian, IV, Mustang Fuel Corporation; Doug Lawler, Chesapeake Energy Corporation; Tom J. McDaniel, American Fidelity Foundation; Jenny Love Meyer, Love’s Travel Stops & Country Stores; David J. Morgan, MidFirst Bank; Ford C. Price, Price Edwards & Company; Christopher P. Reen, The Oklahoman Media Company; Jason R. Sanders, M.D., M.B.A., University of Oklahoma Health Sciences Center; Natalie Shirley, Oklahoma

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State University - Oklahoma City; W. Kent Shortridge, Oklahoma Natural Gas Company; Sean Trauschke, OGE Energy Corp.; and G. Rainey Williams, Jr., Marco Capital Group.

The following individuals were selected to serve one-year terms: Dr. Don Betz, The University of Central Oklahoma; Mohammad J. Farzaneh, Home Creations; Mark W. Funke, Bank SNB; David Hardy, UMB Bank; Rhonda Hooper, Jordan Advertising; Michael S. Laird, Crowe & Dunlevy; Mike Lauderdale, McAfee & Taft; Xavier Neira, Manhattan Construction Company; Tim O’Toole, Oklahoma State Fair, Inc.; Rod Sailor, Enable Midstream Partners; and Tony J. Tyler, Tyler Media.

The past chairmen and life members are Clayton I. Bennett, Dorchester Capital; Richard H. Clements, Clements Food Company - Garden Club; Edward H. Cook; Luke R. Corbett; Peter B. Delaney; William E. Durrett, American Fidelity Assurance Company; Carl E. Edwards, Price Edwards & Company; Robert A. Funk, Express Employment Professionals; Gerald L. Gamble, Gerald L. Gamble Co., Inc.; Fred J. Hall, Hall Capital, LLC; V. Burns Hargis, Oklahoma State University; Dan Hogan, Dan Hogan Properties; Stanley F. Hupfield, FACHE, INTEGRIS Health Family of Foundations; Dave Lopez, DL Dynamics; Edmund O. Martin, Ackerman McQueen, Inc.; Frank A. McPherson; J. Larry Nichols, Devon Energy Corporation; George Nigh; David E. Rainbolt, BancFirst Corporation; Lee Allan Smith, Oklahoma Events, LLC; David L. Thompson, InvesTrust Wealth Management; and William G. Thurman, M.D.

The ex-officio members serving on the 2016 Board include: Michelle Coppedge, Mike Monroney Aeronautical Center – FAA; Mayor Mick Cornett, City of Oklahoma City; Jim Couch, City of Oklahoma City; Aurora Lora, Oklahoma City Public Schools; and Meg Salyer, Accel Financial Staffing. The 2017 Chair of the Board of Oklahoma County Commissioners will be requested to serve when announced.

Every day, the YMCA OF GREATER OKLAHOMA CITY gives our community the support it needs to learn, grow and thrive. From advocacy to food security, cancer support to athletics, afterschool care to yoga, everything we do helps strengthen our community and the people who live here.

But keeping our community great is a full-time job. Every day, we face new challenges that create a greater need for the work we do. And we need your help to do it. Your gift can help make our community stronger - one child, teen or family at a time.

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Chamber Extends Reach of Ambassador Program

The Chamber’s Ambassador Program will offer new opportunities to get involved in the work of the Chamber beginning in 2017. Ambassadors will have the choice to serve on either the Member Relationship Team or the Networking Team according to their own interests and strengths.

The Member Relationship Team will focus on strengthening the Chamber’s relationship with new and existing members. The Networking Team will focus on strengthening our members’ relationships with each other. Both teams will be responsible for volunteering for Chamber events and will receive regular updates on Chamber initiatives. This update to the Ambassador Program will offer new opportunities for Chamber members to lead the initiatives. The Chamber is pleased to announce the following leaders of the Ambassador Program for 2017-18:

Networking Team Leader Dr. Dave Tran, The Specific Chiropractic; Grand Openings Co-Leaders Lisa Pitsiri, Regional Food Bank of Oklahoma, Trey Whitley, Schooley Mitchell, and Daniel Sunmugavail, Daniel Sunmugavail Agency; Rise & Shine Co-Leaders Steve Lunsford, CRG Laboratories & OKC Entertainment & Events, and Kimberly Jackson, Griffin Communications / NEWS 9; Member Relationship Team Leader Steve Davis, Dobson Technologies; Member Outreach Co-Leaders Jacki Miller, MVP Gas Services, and Malcolm Coby, Jr., Dignity Memorial Providers of Oklahoma; TRDC Liaison Melissa Barnett, Keller Williams; and New Ambassador Co-Leaders Barbara Anne DeBolt, DeBolt & Associates, and Brian Nollenberger, S. Walker & Co.

“The incoming Ambassador Program leaders are committed to our work, actively involved in what we do and diverse in their backgrounds,” said Judy J. Hatfield, CCIM, vice chair of membership for the Greater Oklahoma City Chamber. “Under their leadership, this program will offer more opportunities for members to get the most out of their Chamber membership.”

For more information, contact Amanda Bowen at abowen@okcchamber.com or 297-8961.

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To boost the economic development potential of the Greater Oklahoma City region, the Chamber uses Oklahoma City’s groundbreaking Strategic Investment Program (SIP), a discretionary incentive fund designed to help companies that are looking to expand or locate their operations in Oklahoma City. The SIP is similar to the state’s well-known Quality Jobs Program in that it provides qualifying companies who meet certain annual wage and new payroll / employment thresholds with cash payments. The program also ensures accountability and transparency through a pay-for-performance model.

In addition to helping some of OKC’s most well-known employers create jobs, the fund has also been used to help smaller companies through the GrowOKC fund, which provides low-interest loans to companies requiring $100,000 to $250,000 in growth capital. The GrowOKC Fund was created through a Memorandum of Understanding between OKC, i2E and the Economic Development Trust, which was unanimously approved by the City Council in 2013. To date, the SIP program has created more 3,293 jobs. Companies approved for SIP funds have a taxable market value of $286 million and have paid $15 million in taxes to date.

How does the program work?

In order to receive SIP funds, a company must meet strict criteria. Qualifying applicants must create new direct jobs within the limits of Oklahoma City. Those jobs must be primary, meaning that the goods and services are primarily sold outside the state of Oklahoma. The jobs must meet qualifying average wage thresholds, which is 100 percent of the Oklahoma City Metropolitan Statistical Area’s average wage. The company must provide 50 percent of the employee health care benefits, and the company must create at least 50 full time jobs with an annual new payroll equal to or greater than $1.75 million.

In order to qualify for incentive funds, companies must submit corporate financial information for scrutiny and ROI calculations are done in order to make sure the request passes the “but for” test, as well as to ascertain that the city “gets its money’s worth” on its investment.

How does a company receive funds?

The funds are dispersed on an annual basis, and only after the company meets their previously agreed-upon wage and job creation goals. If a company qualifies with the program guidelines and meets their wage and job creation goals, incentive funds can be used to pay for capital expenses like site acquisition, construction, renovation, engineering, design and equipment. The program is pay-for-performance – no funds are released until companies prove they have fulfilled previously agreed-upon requirements.

How is the SIP program funded?

A portion of the 2007 General Obligation Bond approved by the voters of OKC in 2007 ($75 million of the $835.5 million package, or less than 9 percent) was dedicated to funds used to establish the SIP program. Since its creation, $64.5 million has been allocated to SIP projects. Of that allocation, companies have received $39 million in payment.

Why does Oklahoma City need an incentive program?

Incentives as an economic development tool help “level the playing field” – job creation tax incentives are used in every state and many municipalities in order to compete with other cites, states and foreign countries. If incentives were not available, Oklahoma City would rarely win new site location decisions, if ever.

What type of infrastructure ensures that the program is properly administered?

The Oklahoma City Economic Development Trust administers the SIP and consists of two City council members and three at-large trustees who must all be approved by the entire City Council. All company requests have to go before the city’s Economic Development Trust for approval.
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Members Increase Their Investment in the Chamber

Through increased financial support and attendance at board meetings, Board of Advisor and Lead Investor companies play a key role in the Chamber. The following member companies increased their investment, demonstrating strong support of the Chamber’s efforts to drive the region’s economy. To increase your investment, contact the membership division of the Chamber at 297-8949 or info@okcchamber.com.

2017 Chamber Advertising Opportunities Still Available

Want to reach your target audience in 2017? The Greater Oklahoma City Chamber has an engaged audience of decision makers that you can connect with using the limited advertising opportunities the Chamber has available in 2017. With print and digital options, the Chamber has a diverse advertising portfolio that adds value to any marketing budget.

For more information about the Chamber’s print and digital opportunities, contact Kaylee Terracina at kterracina@okcchamber.com or 297-8955.
Congratulations to these Chamber members on their recent Grand Openings! All Chamber members are welcome to attend Grand Openings. To view more photos, see the schedule of upcoming Grand Openings or subscribe to the Grand Openings calendar, visit [www.okcchamber.com/grandopenings](http://www.okcchamber.com/grandopenings).

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- **True Sky Credit Union**
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  Edmond, OK 73012

- **D & E Supply OKC**
  3900 S. Harmon Ave.
  Oklahoma City, OK 73179

- **Higher Ground Running**
  9644 N. May Ave.
  Oklahoma City, OK 73120

- **Horace Mann Elementary School**
  New Playground
  1105 NW 45th St.
  Oklahoma City, OK 73118

- **THN Insurance Solutions**
  2423 N. Classen Blvd.
  Oklahoma City, OK 73106

- **StarSpace 46**
  1141 W. Sheridan Ave.
  Oklahoma City, OK 73106

- **CrookedGlass Studios**
  2301 Big Cedar Ave.
  Edmond, OK 73012

- **Midtown Nutrition**
  1212 N. Hudson Ave.
  Oklahoma City, OK 73103
Assessing Unemployment Rates in Oklahoma City MSA

- Using data from the Bureau of Labor Statistics, we have identified the lowest and highest rate of unemployment in the Oklahoma City MSA.
- Legal occupations enjoyed the lowest unemployment rate at 0.6 percent while farming and fishing occupations had the highest at 7.0 percent.

- The chart below also shows how the OKC MSA unemployment rate has compared to the state and nation in 2016.

Unemployment Rate

<table>
<thead>
<tr>
<th>Occupation</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Legal Occupations</td>
<td>0.6%</td>
</tr>
<tr>
<td>Healthcare Practitioners &amp; Technical</td>
<td>1.2%</td>
</tr>
<tr>
<td>Community &amp; Social Service Occupations</td>
<td>1.7%</td>
</tr>
<tr>
<td>Management Occupations</td>
<td>1.9%</td>
</tr>
<tr>
<td>Computer &amp; Mathematical Occupations</td>
<td>2.3%</td>
</tr>
</tbody>
</table>

Highest Unemployment Rate Occupations

<table>
<thead>
<tr>
<th>Occupation</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Farming &amp; Fishing Occupations</td>
<td>7.0%</td>
</tr>
<tr>
<td>Food Preparation &amp; Serving Related</td>
<td>6.5%</td>
</tr>
<tr>
<td>Transportation &amp; Material Moving</td>
<td>6.2%</td>
</tr>
<tr>
<td>Construction &amp; Extraction Occupations</td>
<td>5.9%</td>
</tr>
<tr>
<td>Building &amp; Grounds Cleaning &amp; Maintenance</td>
<td>5.8%</td>
</tr>
</tbody>
</table>

Source: Chmura, JobsEQ; 2016 Q2

2016 Unemployment Rates


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