Report Details OKC Economic Strengths, Challenges

Three out of four businesses still rate the local business climate as satisfactory despite a softening of the business conditions in Oklahoma City, according to the Greater Oklahoma City Chamber’s Business Retention and Expansion Report. In FY16, 2,849 jobs were added or announced by existing Chamber-assisted companies, with capital investments totaling more than $303 million.

The report found that 96 percent of businesses are satisfied with the cost of living in the region, and 89 percent are satisfied with the cost of doing business. On the other end of the spectrum, businesses expressed some level of dissatisfaction with the local road network and personal income tax.

The report revealed that issues relating to workforce are one of the primary areas of concern for businesses in the region. Even Oklahoma City’s consistently low unemployment rate, which ranged from 3.4 percent to 4.3 percent during FY16, presents a workforce availability challenge to companies who have open positions.

A recurring message from company visits is that the area’s public schools need extensive improvement to develop a broader pool of local, qualified talent. To expose students to new industry and teach the skills their business will require... Continued on page 13

TRDC Volunteers Take Campaign to Head of the Class

On Aug. 11, the Chamber celebrated the conclusion of its 23rd Total Resource Development Campaign at the Civic Center Music Hall. Since May, campaign co-chairs Brian Alford, Enable Midstream Partners, and Teresa Rose Crook, Oklahoma City Community Foundation, led more than 130 volunteers in connecting Chamber members with membership, sponsorship and advertising opportunities that are available through the Chamber.

Through the work of the volunteers, 119 local businesses became Chamber members, and businesses purchased $2,828,588 million in memberships and Chamber marketing opportunities to support the programming of the Chamber.

“The TRDC campaign is essential to the Chamber’s mission,” Alford said. “It raises necessary operating funds, but, more importantly, it engages a number of wonderful volunteers who are especially committed to the Chamber’s and our city’s success.”

“The true value of the campaign is its ability to connect businesses with the vision of the Chamber,” Crook added. “Those connections drive engagement, Continued on page 8
Imagine internet that gives you instant access to the whole world today. And whatever comes tomorrow. The speed to power all your devices at the same time. The fastest in-home WiFi available. And downloads in the blink of an eye. With speeds 100x faster than average DSL— that’s the power of Gigablast from Cox.
Rallying behind our schools

At last month’s State of the Schools luncheon, more than 500 business and community leaders gathered to hear about a topic that is of the highest importance to the future of our region: education. Despite the unprecedented challenges faced by our schools, it was impossible to leave the event without feeling encouraged about the Oklahoma City Public School District.

A lot of that hope came from listening to Superintendent Aurora Lora’s evident passion and dedication to OKCPS’s success. But it was also the updates that she shared that showed us the tangible progress being made. OKCPS saw a 25 percent increase in the number of students who took Advanced Placement exams in 2016. They also made great strides in reducing the number of out-of-school suspensions, with 5,000 fewer school days missed due to suspensions last year.

As a business community, we have to do more than admire our teachers and administrators for doing great things with fewer resources. Now is the time to rally in support of our schools. A partnership between OKCPS and the Foundation for Oklahoma City Schools called Partners in Action can help your company do that in a strategic and practical way. Partners in Action connects the needs of OKCPS teachers and classrooms with the resources of our community. I want to challenge you to visit www.okckids.com/partnersinaction this month and support our students in a practical way. Let’s give our students everything they need to become successful members of our community.

Sincerely,

Roy H. Williams, CCE
Chamber CEO & President
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The Oklahoma City Convention and Visitors Bureau, a division of the Greater Oklahoma City Chamber, closed another busy and successful fiscal year for Oklahoma City’s visitor industry on June 30.

In 2011, the CVB commissioned a study by a nationally-recognized tourism research specialist to determine the “fair share” target of definite hotel room nights the bureau should book on an annual basis with the assets Oklahoma City has. The total 358,900 room night benchmark across all markets is facilities dependent and with minimal improvement to date in this area the CVB booked a record 384,098 definite future room nights in FY16, or 106.99 percent of the fair share target.

The Oklahoma City CVB also received accreditation as a Destination Marketing Organization (DMO) through the Destination Marketing Association International certification program.

“The convention and visitor industry continues to play a major role in the Oklahoma City economy,” said Natalie Shirley, Oklahoma State University-Oklahoma City, vice chair of convention and visitor development for the Chamber. “As Oklahoma City continues to invest in itself, we can expect this industry to continue to grow.”

Read on for a recap of the CVB’s final year-end numbers for FY16.

**Convention and Visitor Industry in OKC Remains Strong**

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Read on for a recap of the CVB’s final year-end numbers for FY16.
Celebrate the U.S. Military at Navy Birthday Ball

Recognized as one of the largest Navy balls in the United States, the Chamber’s Navy Birthday Ball will be marked by special Navy traditions, including the annual cake-cutting ceremony. This black-tie event will honor the men and women of the U.S. Navy and their presence in the state of Oklahoma on Thursday, Oct. 6 from 6 to 9 p.m. at the Chevy Bricktown Events Center.

Attendees will also hear from Clint Bruce, a former Navy Seal and one of the most decorated Navy athletes in Naval Academy history. Tables of eight are available for $1,500. Individual tickets are $80. Register at www.okcchamber.com/events.

The event is hosted by the Navy’s Strategic Communications Wing One at Tinker AFB, the Greater Oklahoma City Chamber and the Oklahoma City Navy League. For information on sponsorship opportunities, email register@okcchamber.com. Special thanks to Signature Sponsor The Boeing Company.

Rise & Shine: Oct. 25

Join the Chamber for a complimentary continental breakfast as you learn new ways to volunteer with the Chamber and network with other business professionals. The breakfast will be held on Tuesday, Oct. 25, from 8 to 9:30 a.m. at the Central Oklahoma Home Builders Association. RSVP is required. Register to attend at www.okcchamber.com/riseshine.

State of the Aerospace Defense Industry: Oct. 18

Aerospace plays a key role in the Greater Oklahoma City economy, supporting more than 36,600 jobs in the region. Learn more about the industry at the Chamber’s State of the Aerospace Defense Industry event on Tuesday, Oct. 18, from 11 a.m. to 1 p.m. at the Embassy Suites Oklahoma City Downtown/Medical Center.

Hear from Lt. Gen. Lee K. Levy II, commander of the Air Force Sustainment Center at Tinker Air Force Base, and Edward Dolanski, president of global services & support for The Boeing Company, as they discuss the current state of the aerospace and defense sectors in Oklahoma.

Tickets for members are $40 and $60 for nonmembers. Tables of ten are available for $600. For more information, email register@okcchamber.com.

Special thanks to Signature Event Sponsors Central Liquor Company, Devon Energy Corporation, Enable Midstream Partners, Hobby Lobby and Wal-Mart District Office of Public Affairs and Signature Sponsor, The Boeing Company.
Tee Off for Networking at Chamber Golf Tournament

Combine work and play when you team up and tee off with clients, prospects and friends at the Chamber’s annual golf tournaments at the Oklahoma City Golf & Country Club. On Oct. 10, 17 and 24, the Chamber will host half-day tournaments with 9 a.m. shotgun starts following a scramble format.

Golfers enjoy a hot breakfast and coffee bar, beverages and snacks on the course, an award luncheon with goody bags for each golfer, prizes for the winners and the opportunity to wind down with a relaxing massage.

Four-person teams are $1,300, or for $1,700 your company can gain additional recognition as a hole and team sponsor with the opportunity to meet, greet, and network with golfers at your sponsored hole during all three tournaments. To register your team, email register@okcchamber.com. Special thanks to Signature Sponsor Topgolf.

For $1,300, you can host three others for a day of golfing at one of the Chamber’s upcoming golf tournaments on Oct. 10, 17 or 24 at the Oklahoma City Golf & Country Club.
and that engagement creates tremendous, positive momentum for our community.”

Even in a challenging year, the campaign was one of the most engaged in its two-decade history. Of the 18 volunteer teams, 16 of them made more than 90 percent of their team goal. The volunteers also exceeded their overall membership renewal goal by more than $17,000.

Volunteer Laure Majors, Frankfurt-Short-Bruza Associates, was awarded the Top Producer Award for the 2016 campaign. During the campaign, Majors raised more $135,925 to support Chamber initiatives. Majors has worked on the TRDC campaign since its inception and received the top producer award for seven consecutive years.

Barbara Anne DeBolt of DeBolt & Associates received the 2016 Ray Ackerman Award, an honor that is given annually to the volunteer who recruits the most new members during the campaign. Debolt worked to bring 19 new members to the Chamber during the campaign. First-time volunteer Jon Bartel of Bank of Oklahoma received the Rookie of the Year Award.

In addition to membership opportunities, volunteers also connect businesses with sponsorship and advertising opportunities through the Chamber’s publications, websites and events. Funds are used to further the Chamber’s work in economic development, government relations, education and workforce development, community development and more. Through 23 annual campaigns, TRDC volunteers have raised more than $45 million to support a better future for Oklahoma City.

More than 130 volunteers raised $2,828,588 and connected businesses with the Chamber’s marketing opportunities.

STRENGTHENING CANCER SURVIVORS

LIVESTRONG® AT THE YMCA is a partnership between the Y and LIVESTRONG®, offering a free 12-week personalized physical activity and well-being program designed to help adult cancer survivors achieve their holistic health goals.

The Y’s goal is to support survivors through a program that provides them with a positive way to learn how to increase their physical activity. The small group physical activity program utilizes a private, non-intimidating circuit style that helps participants. Our program is about saying goodbye to being a patient and saying hello to being a healthy, whole person again.

New LIVESTRONG® AT THE YMCA classes are starting soon. We encourage you to visit our website for more information and begin your journey to better health.
The Total Resource Development Campaign would not be possible without its volunteers!

$100,000 Level
Laure Majors, Frankfurt-Short-Bruza Associates
Steve Banymore, The Oklahoman Media Company
Ronda Little, INTEGRIS Health

$50,000 Level
Diana Wall, Accel Financial Staffing

$20,000 Level
Macay McComas, Devon Energy Corporation
Barbara Anne DeBolt, DeBolt & Associates, LLC
Kristin Holland, Cox Communications
Stacy Eads, Levant Technologies
Maxine Freymiller, Freymiller
Reed Downey, Reed Downey Life Insurance Agency
Byron “Bo” Boshell, INTEGRIS Health
Christopher Zach, BKD CPAs & Advisors
Mike Grady, YMCA of Greater Oklahoma City
Felicia Smith, Central Liquor Company
Mike Rowten, A.K. Waters, Inc.
Jordan Jordanov, American Fidelity Assurance Company
Clint Schwab, American Fidelity Assurance Company
Joe Cardenas, Arvest Bank
Hilarie Blaney, BancFirst
Karen Wicker, Candor
Tiffany Elcyzyn, Gardner Tanenbaum Holdings
Cyndi Mullins, Waterford Properties, LLC
Kyle McElaney, IBC Bank
Rae Rice, OGE Energy Corp.
Darcie Henderson, Prosperity Bank
Gunnar Hood, WSI Digital Marketing
Zachary DeBolt, DeBolt & Associates, LLC
Mary Blankenship Pointer, Republic Bank & Trust
Ron Witherspoon, Arvest Bank
Erick Worrell, Staplegun

$10,000 Level
Krystal Vickers, Terracon Consultants, Inc.
Jay Smith, NBC Oklahoma
Jim Stengle, OGE Energy Corp.
Nancy Lewis, AFLAC
Pamela Campbell, Federal Reserve Bank of Kansas City, OKC Branch
Tracy Blair, Renaissance Oklahoma City Convention Center Hotel & Spa
Susan Harkness, OGE Energy Corp.
Carolyn Bullard, JPMorganChase Bank, N.A.
Karen Kurtz, OGE Energy Corp.
Mike Hoang, KM Marketing
Shirley Ellis, AT&T Oklahoma
Deborah McAuliffe Senner, Allied Arts
Paul Sund, OU Physicians
Polly Fleet, Cox Business
Craig Little, First Fidelity Bank
Katie Price, Bank of Oklahoma
Paul Pustmueller, Bank of Oklahoma
Kirby Behenna, Enable Midstream Partners
Kristi Spomer, Manhattan Construction Company
D. Glen Musgrove, BancFirst
Jason Constable, AT&T Oklahoma
Jamie Winteroth, The First State Bank
Whitney Merveldt, Valiance Bank
Billy Doyal, Shelter Insurance
Gina Burchfield, Oklahoma State Fair
Melissa Barmett, Melissa Barmett, Realtor - Keller Williams
Steve Adamo, First Fidelity Bank
Linda Tharp, United Way of Central Oklahoma, Inc.
Vahid Farzaneh, Freestyle Creative
Jeff Napoliello, JE Dunn Construction Company
Donny Hector, MidFirst Bank
Lindsay Clark, Bank SNB
Christopher Kenney, American Fidelity Assurance Company
Metro 50 Companies Celebrated at Upcoming Event

The success of Oklahoma City’s companies reaffirms that Oklahoma City is a place where businesses can thrive. Next month, hundreds of members of the business community will gather at the annual Metro 50 awards to celebrate the companies that make up the foundation of Oklahoma City’s strong economy.

In total, the 50 companies that will be honored at the awards ceremony generated a combined revenue of more than $800 million and employed more than 2,700 Oklahomans. They represent many sectors of the economy and call many areas of the central Oklahoma region home, including Oklahoma City, Edmond, Norman, Bethany and Newcastle.

The top 50 companies also include several sustainers, a designation that honors businesses that have appeared on the list more than seven times in the last 10 years. This year’s sustainers include 4Corners Homes, Saxum and Wiring Solutions. Out of the 50 companies, Saxum has received the Metro 50 award the most often, appearing on the list 10 times.

“The powerful combination of rapidly-growing companies and established businesses seeing sustained success is indicative of Oklahoma City’s ability to support prosperous companies,” said Kurt Foreman, executive vice president of economic development for the Chamber. “The companies honored at this event represent the type of entrepreneurial spirit and drive that characterizes the best of Oklahoma City.”

The Metro 50 Awards will be celebrated at the National Cowboy & Western Heritage Museum on Monday, Sept. 26, from 5:30 to 8:30 p.m. Individual tickets to the event are $100, with tables seating eight available for $1,250. Register at www.okcchamber.com/m50.


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This is where childhood cancer meets its match. Here, it faces Oklahoma’s nationally renowned pediatric cancer specialists at the Jimmy Everest Center for Cancer and Blood Disorders in Children, where children have access to the latest treatments and most advanced clinical trials.

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Congratulations to the following 2016 Metro 50 Award Winners
(listed in alphabetical order)

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1st Oklahoma Homes
4Comers Homes
A Better Used Trux
ADG, PC
AHS Staffing
A-tex Paving
Commuter Air Technology, Inc
Computerized Business Solutions, LLC
Comtech Design Print & Mail
Conventions and More LLC
COOP Ale Works
Coreslab Structures (OKLA) Inc.
Cytovance Biologics Inc.
DeatschWerks, LLC
DBG Construction, LLC
Draft2Digital, LLC
Electro Enterprises, Inc.
Flogistix, LP
Foster Signature Homes
Frankfurt-Short-Bruza Associates
HeyDay Entertainment
IMMY
INSURICA
InterWorks
IT-Re, Inc.
Jones PR
Koch Communications
liquidfish
MCBG Technologies
Metro Surfaces
Monscierge USA, LLC
Norman Heating & Air Conditioning
Objectstream, Inc.
Oklahoma Agents Alliance, LLC
OptionOne
Phase 2
Law Offices of Roderick H. Polston
PowerHouse Resources International, Inc.
Private Jets Inc.
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Saxum
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Companies Speak about OKC Economy (cont’d from page 1)

in the future, several business owners are creating their own educational programs such as work-study programs, internships, apprenticeships, etc.

The report also indicated that, as a whole, companies were complimentary of the region’s colleges/universities. More than half reported satisfaction with not only their collaboration efforts with the institutions, but also the rigor of the courses/training offered. To that end, companies fortunate enough to have the most robust talent pipelines were the ones who forged direct relationships with regional universities and CareerTech institutions.

Fifty-nine percent of employers indicate they have some challenges in recruiting employees as well. In many cases, these challenges can be attributed to Oklahoma City’s low unemployment rate. The positions are diverse and include everything from essential production jobs to IT-related jobs to high-level executive positions.

Another challenge for employers is the age of their workforce. Respondents indicated that 82 percent of key workers were of middle age, so filling the gap to mitigate retirement impacts will be key. In terms of overall workforce, 46 percent of workers in the Oklahoma City metro are between 40 and 64 years of age. This compares favorably to the 49 percent of all individuals nationally that fall within the 40- to 64-year-old age group.

In an effort to strengthen existing businesses and enhance the community’s business environment, the Chamber’s Business Retention and Expansion program meets with existing companies throughout the year to provide support and keep informed on the issues most important to companies.

The Chamber’s BRE Report summarized hundreds of conversations with 378 companies visited in FY16. These businesses represent 44,618 employees in eight key industry sectors and range in size from startups to some of the state’s largest employers.
Count on the DBC to keep your company

Safety Smart

Downtown businesses face unique safety issues. Effective safety training programs can reduce injuries and deaths, property damage, legal liability, illnesses, workers’ compensation claims, and time missed from work.

Whatever industry you’re in, the DBC has the customized training you need – to fit your specific requirements – all at a reasonable cost.

The DBC is part of a proven system that helps meet company safety training needs – everything from strategic planning to implementation. We offer more than 50 different safety courses, taught in English and Spanish by our certified instructors, on-site at your company or on-campus at the DBC.

Contact us to see how the DBC can partner with your organization for a more prosperous future.

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Want to promote your product, service or business for an engaged audience of more than 700 business professionals? There is no better place to make new connections than the Chamber's largest networking event of the fall, SchmoozaPalooza Trade Show. Exhibiting is exclusive to Chamber members, and the event will include live entertainment, networking activities, food tastings and door prizes.

The fall SchmoozaPalooza will take place on Thursday, Oct. 27, from 4 to 7 p.m. in the Oklahoma Expo Hall at State Fair Park. From promoting your company, making new contacts and generating sales leads to winding down after work with a drink and tasty treats from OKC’s best restaurants and caterers, the SchmoozaPalooza experience is all about business in action and making connections.

A $300 exhibitor booth includes a 10-foot-by-10-foot draped space, an eight-foot draped table, two chairs and a professionally printed sign. For maximum exposure, reserve a double booth for $600. Restaurants and caterers can showcase a signature dish through a food sponsorship. For more information or to reserve your booth space, email register@okccchamber.com.

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<td>Mr. Jeff Gravelle</td>
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<td>316 NW 61st St.</td>
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<td>Mr. Alfredo Alvarez</td>
<td>550-3875</td>
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<td>206 Odom Road</td>
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<td>Mr. Michael Benck</td>
<td>936-3480</td>
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<td>13431 Broadway Extension, Suite 101</td>
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<td>Oklahoma City, OK 73114</td>
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<td>Amber’s Serving Services</td>
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<td>Ms. Amber Morrow</td>
<td>889-3129</td>
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Ms. Rhonda Bontempi....... 602-4694
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Oklahoma City, OK 73103
www.xrtickets.com
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.

OrangeTheory Fitness
3325 S Boulevard, Suite 141
Edmond, OK 73013

The Montellano Event Center
11200 N Eastern Ave.
Oklahoma City, OK 73131

The Sunnugavail Agency – Farmers Insurance
16509 Network Ave., Suite D
Edmond, OK 73012

Mariposa Aesthetics & Laser Center
4214 N Classen Blvd.
Oklahoma City, OK 73118

United Data Technologies
201 NW 10th St., Suite 20
Oklahoma City, OK 73103

Edward Jones
5115 N Shartel Ave.
Oklahoma City, OK 73118

Valir Wound Care Center
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Oklahoma City, OK 73102

Tide Dry Cleaners
1120 NW 164th St., Suite 104
Oklahoma City, OK 73013

Oklahoma City – County Health
Dept. Soccer Fields
2600 NE 63rd St.
Oklahoma City, OK 73111

GRAND OPENINGS
OKC Ranks No. 1 in “Top 10 Large Cities in America for Seniors”

- SeniorAdvice.com created a SeniorScore based on more than 100 variables including health and safety, leisure and recreation, and overall quality of life and ranked the top 10 cities.
- Oklahoma City tops the list by being the most livable city with access to senior housing and healthcare, a pleasant climate and a multitude of recreational options.
- The study shows Oklahoma City has 716 pharmacies, 486 churches and 114 senior living facilities in the area.

<table>
<thead>
<tr>
<th>Ranking</th>
<th>Metro</th>
<th>Health &amp; Safety</th>
<th>Recreation &amp; Leisure</th>
<th>Quality of Life</th>
<th>SeniorScore</th>
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Source: Senior Advice, U.S. Census

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

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**OK ETHICS UPCOMING EVENTS**

**THINK LIKE AN OLYMPIAN**

FETURING

JOHNNY QUINN

OLYMPIAN & NFL PLAYER

SEPTEMBER 21ST

THE PETROLEUM CLUB
OKLAHOMA CITY

**DAVE LIEBER WATCHDOG NATION**

CO-HOSTED BY

Southern Nazarene University
CHARACTER CULTURE CENTER

OCTOBER 5TH

THE PETROLEUM CLUB
OKLAHOMA CITY

**HUMILITY UNDER FIRE**

THE PRESIDENT’S SON:

STEVE FORD

NOVEMBER 17TH

JIM THORPE CENTER
OKLAHOMA CITY

ADVANCED REGISTRATION REQUIRED.

Visit okethics.org or call 405.558.1996 or 405.558.1193 for more information and to register.
Between 2009 and 2014, AT&T invested more than $120 billion in our wireless and wireline networks. That’s more money spent in the United States than any other public company. Because we believe in the power of American innovation.