

# THE POINT

GREATER  
OKLAHOMA CITY  
CHAMBER

April 2017

[www.okcchamber.com](http://www.okcchamber.com)

## MedXM Announces Oklahoma City Location, 400 Jobs

Mobile Medical Examination Inc. (MedXM), a national leader in the design and implementation of preventive care technology and in-home health risk assessments, announced today their expansion into Oklahoma City to house additional support for MedXM outreach initiatives. The new outreach center will aim to provide 400 full time jobs over the course of five years in the Oklahoma City community. This expansion will help strengthen MedXM's mission to provide exceptional member service and quality home health visits across the nation for the purpose of care management, education, prevention, and early detection.

For the past five years, MedXM has experienced substantial growth and plans for the trend to continue. The new Oklahoma City facility will be MedXM's second-largest national outreach center, adding an initial 23,000 square feet of office space with plans to expand.

In agreement with the aspirations of more than 50 health insurance plans partnered with MedXM, the company plans to double its capacity for in-home



*The MedXM outreach center aims to provide 400 full-time jobs over the course of the next five years.*

*Continued on page 5*

## 2017 TRDC Campaign Launches This Month



*Brian Alford, Enable Midstream Partners, and Teresa Rose Crook, Oklahoma City Community Foundation, are back for their second year as co-chairs of the campaign.*

The Chamber's Total Resource Development Campaign, an annual membership engagement effort, will officially launch this month. Starting April 17, TRDC volunteers will be available to help connect Chamber members with opportunities to deepen their engagement in the work of the Chamber. Brian Alford, Enable Midstream Partners, and Teresa Rose Crook, Oklahoma City Community Foundation, are back for their second year as co-chairs of the campaign.

More than 150 volunteers from more than 50 companies will offer sponsorship and advertising opportunities for the Chamber's events, programs, websites and publications. Sales begin on Monday, April 17 and last until July 27. Members who purchased advertising and sponsorship opportunities in 2016 will have special opportunities to renew until May 25. To connect with a volunteer or to learn more about marketing your business through the Chamber, visit [www.okcchamber.com/TRDC](http://www.okcchamber.com/TRDC).

Turn the page to see more of what TRDC has to offer!

# Promote Your Business at Chamber Events

The upcoming Total Resource Development Campaign (TRDC) is the perfect opportunity to harness the power of the Chamber's marketing opportunities to promote your company to the Chamber's engaged audience of 4,000 members.

Throughout the campaign, you will see more information about what marketing opportunities the Chamber offers. To connect with a volunteer, or for more information, visit [www.okcchamber.com/trdc](http://www.okcchamber.com/trdc).

Each year, the Chamber hosts more than 70 events for the business community and the public, and you can choose to sponsor events that reach a specific audience type.

## Networking events

**Chamber Golf Tournament** – As a sponsor during this exclusive tournament you will be recognized at THREE separate but identical tournaments. Sponsors will be recognized in front of an impressive collection of business leaders, while enjoying a friendly game of golf.

**SchmoozaPalooza Trade Show** – More than 100 exhibitors and 700 business leaders attend SchmoozaPalooza. Sponsors receive unique and fun recognition while they showcase their products and services in a casual environment. SchmoozaPalooza is open to the public, giving you the opportunity to reach more people.

## Leadership events

**InterCity Visit** – This benchmarking trip to Columbus, Ohio, will allow the Chamber's leaders the opportunity to learn about development projects in peer cities and hear about what worked and what did not. InterCity Visit sponsors are recognized in front of Chamber's Board of Directors, Board of Advisors and a selection of invited leaders from throughout the community.

**Leadership Summit (formerly known as Board Retreat)** – This retreat is an informative, intensive



and motivational event where both community and business leaders focus on key topics of great impact to the Oklahoma City region. Sponsors are recognized throughout the day in front of 200 members of the Chamber's BOD and BOA.

## Signature events

**Annual Meeting** – The accomplishments of 2017 will be highlighted in front of past Chamber chairs, current Chamber leadership and business leaders from across the region. Sponsors will be highlighted in front of 1,200 attendees at this presentation of our city's progress.

**State of the City** – As the Chamber's largest event, more than 1,500 local leaders gather at the State of the City luncheon each year to be informed and inspired about Greater Oklahoma City. Sponsors will be recognized in front of elected officials, media and community and corporate leaders.

## Government relations events

**Legislative Breakfast** – With more than 700 Chamber members present, sponsors will gain recognition in front of city and state leaders as a panel of leaders from the State House and Senate provide insight about the legislative session.

**Chairman's events** – Attend a Chairman's Event and hear from state and national leaders who will review key issues confronting Oklahoma and outline major objectives for the legislative session. Sponsors are recognized in front of more than 500 local business leaders and media.

# Leadership Notes

## *Continued collaboration*

When Oklahoma City residents approved the first MAPS sales tax in 1993, one of the most important parts of its implementation was the oversight and transparency built in to its administration. The City continued to build on that trust when it partnered with Oklahoma City Public Schools (OKCPS) on two capital investment programs for the district: MAPS for Kids and the district's 2007 bond program.

With the recent approval of the 2016 school bond package, Oklahoma City and the school district have the opportunity to continue their collaboration, but with a new arrangement that will streamline the process while still building on each group's strengths.

When formally approved by both parties, the new School Bond Advisory Board will not be an official trust, but will approve an implementation plan and oversee the bond projects. The board will have seven members: a chairperson jointly appointed by the mayor and the OKCPS Board of Education chairperson, three members appointed by the Oklahoma City Council and three members appointed by the OKCPS Board.

The City will be able to use its ongoing capital improvement expertise by managing the advisory board's operations, developing a project management plan and overseeing the implementation of projects, but OKCPS will approve all project budgets. Bond issue proceeds will pay for management of the bond projects, and the City Council will not be required to approve.

This arrangement, which was approved by the Oklahoma City Council on March 28 and as of press time awaits approval by the OKCPS School Board, will allow for efficient management of taxpayer funds and a quicker implementation process, giving our students the improvements they need much sooner. I applaud both parties for collaborating in a way that showcases their strengths.

Sincerely,



Roy H. Williams, CCE  
Chamber CEO & President



Roy H. Williams, CCE  
President & CEO

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## THE POINT!

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# WANT TO CRUSH YOUR FOMO?

A portrait of Vilona, a woman with long, dark, wavy hair, wearing a green top. She is looking slightly to the right of the camera with a subtle smile.

“For business, I definitely recommend  
subscribing to The Oklahoman. I use  
it to connect my business to the  
community and target new clients.”

**Meet Vilona**

Owner, Vilona Michael Marketing, LLC

## FOR LOCAL BUSINESS INTEL, AMERICANS TRUST NEWSPAPERS MORE THAN ANY OTHER SOURCE.

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Vilona traded her Fear of Missing Out for absolute confidence when she discovered a competitive edge. By using The Oklahoman's business section, she can identify new clients and strengthen relationships with current customers. “It's a great way to understand all the facets and find all the key players,” she says.

Why is that important? Well, Vilona considers networking essential and The Oklahoman an inexpensive and practical tool to drive her success. She often says to her friends, “The Oklahoman is affordable, and such a wonderful resource, why wouldn't you get the paper?”

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WE ARE OKLAHOMANS. OUR GOAL IS TO HELP MAKE OUR STATE A BETTER PLACE TO LIVE, WORK, AND RAISE A FAMILY.



# MedEx Announces Job Growth (cont'd from page 1)

and retail clinic health assessments and screenings. MedXM's Member Outreach Center expansion to Oklahoma City will also help bolster MedXM's services into the ever-changing healthcare landscape.

"As part of our expansion plan and to better serve our national footprint, we researched and spoke to a number of different state governments. I'm happy to announce that Oklahoma, specifically Oklahoma City, was chosen as our new home," said MedXM CEO Sy Zahedi. "We look forward to being part of this community by creating jobs and contributing to the state economy. I would like to thank Governor Mary Fallin and her staff in making this a wonderful experience. We were able to check every box we needed to make this an obvious choice."

"We are excited to add MedXM to our business community," said Oklahoma Governor Mary Fallin. "Oklahoma City has seen growth in customer service and support operations. MedXM's decision to expand to this area showcases the positive benefits of operating in Oklahoma City and the state of Oklahoma. This expansion will also open the door for Oklahomans

looking for career opportunities in the field of customer service."

"We are confident that Oklahoma City's business-friendly environment and high quality of life will provide MedXM with everything it needs to be successful in this community," said Roy H. Williams, president and CEO of the Greater Oklahoma City Chamber. "We welcome MedXM to our city and pledge to support them in their future growth."

Individuals who live in the Oklahoma City area and are interested in becoming a MedXM Customer Care Coordinator to help facilitate face to face health encounters between health insurance plan members and physicians should visit [careers.medxm1.com](http://careers.medxm1.com) to apply today.

**"We are confident that Oklahoma City's business-friendly environment and high quality of life will provide MedXM with everything it needs to be successful in this community."**

*– Roy H. Williams, CCE, President and CEO of the Greater Oklahoma City Chamber*

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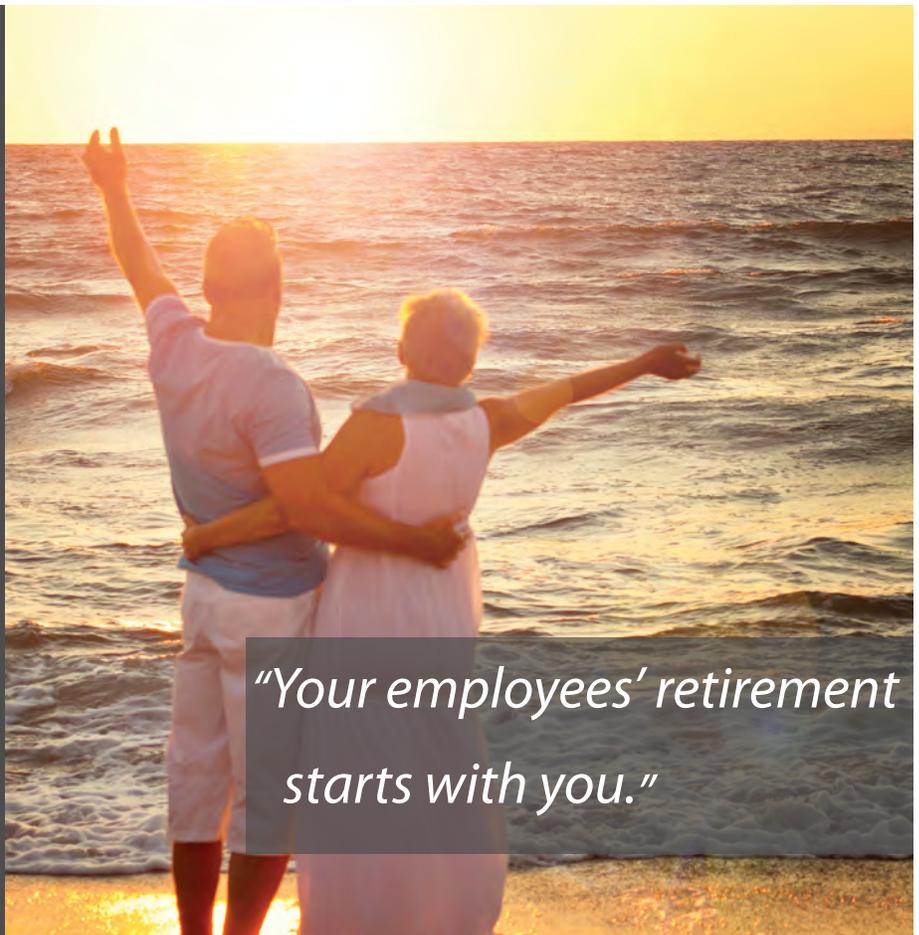


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# CALENDAR OF EVENTS

**April 11**

## **Member Orientation**

Time: 8:30 to 10 a.m.  
Location: IBC Bank, 3817  
Northwest Expressway,  
Suite 100

**April 11**

## **SchmoozaPalooza Trade Show**

Time: 4 to 7 p.m.  
Location: Oklahoma Expo  
Hall at State Fair Park,  
3213 Wichita Walk

**April 20**

## **MegaLunch**

Time: 11 a.m. to 2 p.m.  
Location: Devon  
Boathouse, 725 S Lincoln  
Blvd.

**April 25**

## **Sunset Reception**

Time: 4 to 6 p.m.  
Location: J Marshall  
Square Apartment  
Homes, 9017 N University  
Ave.

**May 2**

## **Rise & Shine**

Time: 8 to 9:30 a.m.  
Location: Sheraton  
Oklahoma City  
Downtown Hotel, 1 N  
Broadway Ave.

**May 3-4**

## **DC Visit**

**May 9**

## **Member Orientation**

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

**May 9**

## **Sunset Reception**

Time: 4 to 6 p.m.  
Location: Oklahoma  
City Dodgers, 2 S Mickey

## **May 15 Chamber Forum on Regional Transit**

Time: 11:30 a.m. to 1 p.m.  
Location: Embassy  
Suites Oklahoma City  
Downtown/Medical  
Center, 741 N Phillips Ave.

*Register for events online  
and view a complete  
event calendar at  
[www.okcchamber.com/events](http://www.okcchamber.com/events).*

# UPCOMING EVENTS

## Call for Entries: 2017 Metro 50 Awards

Do you want to be recognized for your company's growth and celebrate the impact that existing businesses have on the Oklahoma City region? The Metro 50 committee is now accepting applications for the 2017 Metro 50 awards, giving companies the chance to be acknowledged for their success.

Qualified companies must have been in business for at least three years; be for-profit, privately-held companies; be headquartered and operated in the Greater Oklahoma City Metropolitan Statistical Area; have total operating revenues or sales in 2016 of at least \$1 million; and not be a holding company, regulated bank or utility. Companies will be ranked based on percentage of revenue growth during 2014-2016.

To apply or see winners from 2016, visit [www.okcchamber.com/metro50](http://www.okcchamber.com/metro50) or email Meredith Manley at [mmanley@okcchamber.com](mailto:mmanley@okcchamber.com) for more information. The deadline for applications is Friday, June 9.

Metro 50 sponsors include Bank of Oklahoma, Cox Business, EY, Express Employment Professionals, The Journal Record Publishing Company, OGE Energy Corp. and the Greater Oklahoma City Chamber.



## Rise & Shine: May 2

Join the Chamber for a complimentary continental breakfast as you learn how to maximize your Chamber membership while networking with other professionals at Rise & Shine. The breakfast will be held on Tuesday, May 2, from 8 to 9:30 a.m. at the Sheraton Oklahoma City Downtown Hotel, 1 N Broadway Ave. Admission is free, but RSVP is required. Register to attend at [www.okcchamber.com/riseshine](http://www.okcchamber.com/riseshine).



# CHAMBER FORUM

## Chamber Forum: May 15

As the Oklahoma City region continues to grow, it must adapt its transportation infrastructure to keep up with the demand. At the upcoming Chamber Forum, you will learn more about OKC's regional transit initiative and the impact and importance of public transit on our infrastructure and future growth. The forum, which will take place on Monday, May 15, from 11:30 a.m. to 1 p.m. at the Embassy Suites Oklahoma City Downtown/Medical Center, will feature Mayor Charles Lamb, City of Edmond; Mayor Matt Dukes, City of Midwest City; Jason Ferbrache, EMBARK; and John Sharp, Association of Central Oklahoma Governments as panelists.

Tickets are \$40 for members and \$60 for nonmembers. Register securely online at [www.okcchamber.com/events](http://www.okcchamber.com/events). Special thanks to Signature Sponsor Cox Business and Host Sponsor Embassy Suites Oklahoma City Downtown/Medical Center.



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## Dolese Bros. Co. Celebrates 115 Years



*In the 1950s, Dolese Bros. Co. officially moved its head offices from Chicago to Oklahoma City, and the company expanded steadily under the leadership of Roger Dolese.*

In 1902, Dolese Bros. Co. was founded by three brothers, John, Henry, and Peter, who focused on constructing streets, sewer lines and other projects in the Chicago area. In the few years before Oklahoma statehood, Dolese owned and operated several quarries throughout Oklahoma territory to provide quarried rock for railroad construction and crushed stone that was needed to build the state's roads as it was being settled. Additionally, Dolese helped construct parts of historic Route 66.

Roger M. Dolese inherited the company from his father and uncles in the 1940s, expanding Dolese operations throughout the state and region. Described as a gentle giant, Roger was known by many throughout the company as considerate and attentive to his employees, traits that reflect the atmosphere of Dolese today. Roger led the company through many years of

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*To celebrate the opening of our newest location in southwest OKC, we're inviting everyone to an open-house event. Meet the doctors and staff, take a tour of the facility and technology, and learn why Breast Health Network is Oklahoma's premier system for breast health.*

sensible growth, and when he died in 2002, passed the company on to his employees through profit sharing.

As expansion of Dolese continued, in 2009 they received a contract to help construct the Devon Tower. Every branch of Dolese was involved in the construction project, and on March 21, 2010, delivery began for what was to become the largest and longest continuous concrete pour in state history, with trucks delivering 6,500 cubic yards of concrete for 18 hours. In total, Dolese delivered 120,000 cubic yards of concrete to the project.

From 2014-2016, Dolese played a major role in the construction of the Riversport Rapids, a premier whitewater rafting facility in the heart of Oklahoma City. The three channels of the rapids are made of high-strength concrete, developed by Dolese, capable of withstanding the million gallons of water pumped through them every minute. Throughout the two years of construction, Dolese delivered concrete through all hours of the night to complete the project on time for opening day in May of 2016.

Currently, Dolese employs more than 1,000 people, providing customers with concrete, sand, stone and concrete block products. As one of Oklahoma's oldest and largest construction supply companies, Dolese's handiwork can be seen in construction projects throughout the state, advancing Oklahoma communities one concrete pour at a time.



*Currently, Dolese employs more than 1,000 people across two states and is one of Oklahoma's oldest and largest construction supply companies.*

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# Chamber Offers Resources to Grow Your Company

As an added value of your Chamber membership, the economic development team can help connect your company with resource to help it succeed. For more information, visit [www.okcchamber.com/intel](http://www.okcchamber.com/intel) or contact Eric Long at [elong@okcchamber.com](mailto:elong@okcchamber.com) or 297-8976.

## For more information about an area's demographics, use:

### **American FactFinder**

[factfinder.census.gov](http://factfinder.census.gov)

Population, housing, economic and geographic information from the latest census data (provided in English and Spanish).

### **Economic Profile System (Headwaters Economics)**

[headwaterseconomics.org/tools/economic-profile-system](http://headwaterseconomics.org/tools/economic-profile-system)

Allows the user to download socioeconomic reports of communities, counties and states. EPS uses federal data sources, including Bureau of Economic Analysis, Census and others. Simple way to find publically available data on communities.

### **OKCEDIS**

[okcedis.com](http://okcedis.com)

Interactive property database and demographic reporting tool that provides customized reports.

## For information on Location Analysis/Real Estate, use:

### **Commercial Search**

[commercialsearch.com](http://commercialsearch.com)

A real estate marketing and search tool that includes commercial real estate for sale and for lease.

### **LocateOK**

[locateokc.com](http://locateokc.com)

Statewide commercial property database that conducts property searches alongside demographic, consumer and business reports. Provides ESRI Business Analyst reporting capability.

### **SizeUp LBI**

[greateroklahomacity.com/OKCLBI](http://greateroklahomacity.com/OKCLBI)

Provides benchmarking and evaluation tools to small business owners in the Greater Oklahoma City region, including the ability to compare their existing business against others in its industry.

## For more information about sales leads/business lists, use:

### **Journal Record Book of Lists**

[journalrecord.com/book-of-lists](http://journalrecord.com/book-of-lists)

A compilation of more than 100 industry lists detailing the top local companies in those sectors. Provides contact names, addresses and other fields. Available in hard copy (free with Journal Record subscription or through local reference librarian) or electronically (separate fee).

### **OESC Employer Locator**

[oesc.state.ok.us/lmi/employerlocator](http://oesc.state.ok.us/lmi/employerlocator)

While it is primarily designed to assist people looking for work, this website is a valuable lead source list to any salesman and provides more than 190,000 business records statewide (contact name, phone number and number of employees).

### **ReferenceUSA**

[referenceusa.com](http://referenceusa.com)

Digital database available electronically to library card holders through the Pioneer Library or Metropolitan Library systems. Search for over 20 million businesses or 220 million residential addresses. Use your library card number to log into the site.

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*Caterers*  
*Restaurants*  
Mr. Matthew Day ..... 226-8684  
2317 S Douglas Blvd.  
Midwest City, OK 73130  
www.sjacfoodgroups.com

# Members Upgrade Their Support of 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 company recently 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](mailto:info@okcchamber.com).

## Board of Advisors

### CrossFirst Bank

*Banks*

Mr. Steve M. Foskin, CPA418-3750  
5001 Gaillardia Corporate Place  
Oklahoma City, OK 73142  
[www.crossfirstbank.com](http://www.crossfirstbank.com)

Bronze

## Board of Advisors

### Taylor Valve Technology

*Manufacturers*

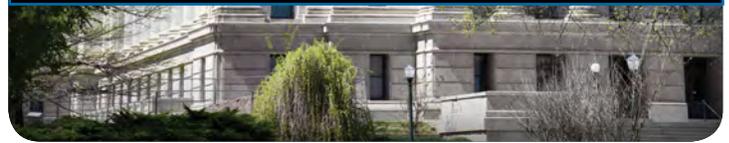
Mr. Paul Taylor(405) 787-0145  
8300 SW 8th St  
Oklahoma City, OK 73128  
[www.taylorvalve.com](http://www.taylorvalve.com)

Bronze

## Attend the 19th Annual Small Business Day at the Capitol



April 18 | 9:30 to 11 a.m.  
State Capitol – 2<sup>nd</sup> Floor Rotunda  
2300 N. Lincoln Blvd.  
View more information at [ok.gov/ltgovernor](http://ok.gov/ltgovernor).



# THE MONTELLANO

EVENT CENTER



11200 North Eastern Avenue, OKC | (405) 478-0752

# GRAND OPENINGS

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).

Ribbon-cutting ceremonies are a great member benefit. If your company wants to celebrate a new location, expansion or renovation, contact Amanda Bowen, [abowen@okcchamber.com](mailto:abowen@okcchamber.com) or 405-297-8961.



**Modern Widows Club**  
Edmond, OK



**CycleBar**  
5730 N. Classen Blvd., Suite 2  
Oklahoma City, OK 73118



**Nurses to Go**  
4900 Richmond Square Drive, Suite 110  
Oklahoma City, OK 73118



**Bank of Oklahoma**  
10912 N. Rockwell Ave.  
Oklahoma City, OK 73162



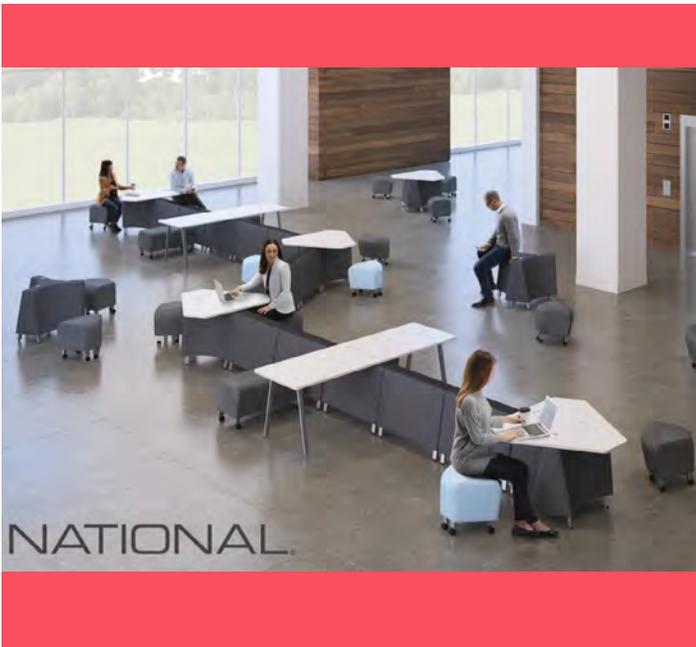
**Oakwood Springs**  
1310 Memorial Springs Court  
Oklahoma City, OK 73114



**Cowboy Chicken**  
13801 N. Pennsylvania Ave., Suite A  
Oklahoma City, OK 73134



**Doubletree by Hilton  
Oklahoma City Airport**  
4410 SW 19th St.  
Oklahoma City, OK 73108



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[www.oumedicine.com/wellness](http://www.oumedicine.com/wellness)



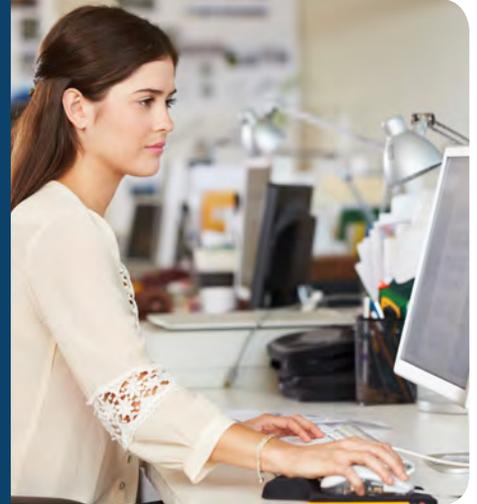
The University of Oklahoma is an equal opportunity institution. (#91116, 2/16)

# ECONOMIC INDICATORS

## OKC Ranks No.8 for Educated Millennial Population Growth

### Millennial Workforce

- Educated millennials are defined as those between the ages 25-34 with a bachelor's degree or more.
- Larger numbers of educated millennials are seen as an indicator of urban revitalization.
- The Greater Oklahoma City region currently has 19 colleges and universities with 142,574 students enrolled in the 2015-2016 school year.
- Oklahoma City also ranks No. 8 in the top ten cities in which millennials are buying homes.



### Educated Millennials Population Growth Rates for Metro Areas between 1-2 million, 2010-2015

City	Educated Millennials Core City Population Percentage Growth	Educated Millennials Metro Area (Excl. core city) Percentage Growth	Ratio of Core City Growth to Metro Area Growth
Providence	26.4%	-0.6%	47.42
Birmingham	56.2%	-6.9%	8.2
Richmond	35.0%	6.4%	5.47
Salt Lake City	57.7%	11.0%	5.24
New Orleans	34.3%	12.9%	2.65
Hartford	65.7%	27.0%	2.44
San Jose	34.0%	14.1%	2.4
<b>Oklahoma City</b>	<b>20.0%</b>	<b>8.5%</b>	<b>2.34</b>
Louisville	10.4%	6.6%	1.86
Milwaukee	24.9%	17.0%	1.46
Jacksonville	33.3%	26.5%	1.26
Indianapolis	28.4%	22.7%	1.25
Nashville	45.0%	42.0%	1.07
Memphis	10.7%	10.0%	1.07
Raleigh	18.8%	19.7%	0.96
Tucson	2.4%	3.3%	0.73
Grand Rapids	51.5%	88.6%	0.58
Buffalo	-4.6%	15.6%	0.29
Norfolk	1.8%	23.4%	0.08
Rochester	-12.9%	22.2%	-0.58

Source: Forbes; U.S. Census Bureau American Community Survey One-Year Estimates, 2010-2015

## LOOK INSIDE!

- 6 Upcoming Chamber Events    11 Chamber Resources to Help Grow Your Company
- 8 Flashback Fast Forward: Dolese Bros. Co.    15 Economic Indicators

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