

THE POINT

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November 2018

www.okcchamber.com

Chamber launches association health plan with UnitedHealthcare

The Greater Oklahoma City Chamber recently launched an association health plan that will provide small businesses throughout Oklahoma greater choice in health care coverage.

“Greater Choice Oklahoma will offer an alternative for small businesses to purchase health insurance with the buying power and flexibility of a large business,” said Roy Williams, Chamber president and CEO. “This plan offers quality benefits and ease of purchasing, bringing more innovation and more choice to the market.”

Coverage, provided by UnitedHealthcare, will be available beginning Jan. 1, 2019, to businesses statewide.

Continued on page 8



Chamber members with two to 50 employees can take advantage of the Greater Choice Oklahoma health care plan.

City requests feedback for potential MAPS 4 projects

For more than 20 years, the City of Oklahoma City has used the power of a penny to transform the community into a better place to live, work and play through the Metropolitan Area Projects (MAPS) program. Now, the people of Oklahoma City once again have the opportunity to help write the next chapter in OKC’s transformative temporary one-cent sales tax program.

“This is an interesting day in the history of our city and in the history of the Chamber’s interactions with our city,” said Oklahoma City Mayor David Holt during a presentation about the MAPS 4 call for ideas at the Chamber’s recent Leadership Summit. “We only get this opportunity every 10 years or so. This is an exciting opportunity in front of us.”

Holt and the members of City Council are inviting everyone to submit ideas for a potential MAPS 4 at ideas4maps.com. The City is requesting that the ideas be transformational, specific things that will propel Oklahoma City forward.

“As we consider how best to continue investing in our future, we want to have an inclusive conversation, and we want every voice to be heard,” said Mayor Holt. “It is time to talk about MAPS 4. It is time to dream big again.”

You can also submit your ideas on social media using the hashtag #ideas4maps or by mailing a letter to Mayor David Holt, Attn: MAPS 4, 200 N Walker Ave. 3rd floor, Oklahoma City, OK 73102.

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Network at the final SchmoozaPalooza on Nov. 29

Be a part of Chamber history by attending or exhibiting at the final SchmoozaPalooza on Nov. 29 at State Fair Park, Oklahoma Expo Hall, from 4 to 7 p.m. From making new contacts and promoting your business to sampling local restaurants and winding down after work with a drink, SchmoozaPalooza will maximize your networking experience in a fun and casual atmosphere.

A \$10 ticket per person includes one drink ticket and a fun way to meet new friends and customers. Want to invite coworkers and contacts to SchmoozaPalooza? Get the PaloozaSpecial and save! Email register@okcchamber.com to purchase a package. PaloozaSpecials must be purchased in advance and include:

- ❄️ Four tickets, get two more free
- ❄️ 10 tickets, get five more free
- ❄️ 20 tickets, get 10 more free

Maximize your SchmoozaPalooza experience by exhibiting at the event, an opportunity exclusive to Chamber member companies. A \$300 exhibitor booth includes a 10-foot-by-10-foot draped space, eight-foot draped table, two chairs and a professionally printed sign. For maximum exposure, 10-foot-by-20-foot spaces with two eight-foot tables are available for \$600. Reserve your booth space now by emailing register@okcchamber.com or by registering online at www.okcchamber.com/schmoozapalooza.

Are you a restaurant or caterer and want to showcase your signature dish to the best of OKC? Food sponsorships are available! Email register@okcchamber.com for more information. Special thanks to Host Sponsor Oklahoma State Fair, Inc.

Leadership Notes

Time to start dreaming

The modern era of Oklahoma City has been defined by one thing: the community's willingness to invest in itself. One particular way that we have responsibly done that is through the Metropolitan Area Projects. You've seen the power that 1 cent had on Oklahoma City. We've increased our quality of life through projects that benefit every resident, but it wasn't just the quality of the projects or the fact that they were all completed debt-free that made MAPS successful.

MAPS is also successful because of the input and inclusivity involved in each iteration. Through public input sessions, resident surveys and citizen oversight committees, each MAPS project has been chosen with care and properly vetted from design to completion.

Our community now has the opportunity to envision what a better Oklahoma City looks like and what steps we can take to get there with a potential MAPS 4 program. What quality-of-life projects and initiatives are needed to truly take Oklahoma City to the next level? No one has quite the same perspective on Oklahoma City as you do, and that diversity in thought is what will propel our next era to even greater levels of success. Be sure to submit your ideas at ideas4maps.com, and dream today like Oklahoma City's continued momentum depends on it—because it does.

Sincerely,



Roy H. Williams, CCE
Chamber CEO & President



Roy H. Williams, CCE
President & CEO

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"Community leaders focus on OKC challenges, opportunities at Leadership Summit"

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Chamber delegation studies Sacramento successes at recent InterCity Visit

How can Oklahoma City ensure its continued success and ongoing development? That's the question that Oklahoma City civic and business leaders asked themselves on a recent InterCity Visit to Sacramento, Calif., on Sept. 6-7. A delegation of more than 55 people traveled with the Greater Oklahoma City Chamber to learn about Sacramento's best practices and how they might be a catalyst for growth in Oklahoma City.

Sacramento is the oldest incorporated city in California with a history dating back to the state's Gold Rush Era. Like Oklahoma City, Sacramento is a state capital and has a significant agricultural heritage. Sacramento and Oklahoma City also share the ongoing need to improve education, recruit and retain 21st-century talent and address poverty.

Sacramento also boasts an affordable cost of living and lower business costs compared with the high-priced Bay Area. Its proximity to San Francisco and the Silicon Valley, alongside its considerable cost benefits, have allowed Sacramento to flourish and develop its own identity as a city on the move.

"I hope that you come away from your visit seeing this capital city as a city in the middle of an economic renaissance," said Sacramento Mayor Darrell Steinberg. "That is exactly how we feel about where we stand right now."

But while the city is aspirational, it is not perfect. Steinberg called Sacramento's current story the tale of two cities: one full of excitement about the tech industry, the area's arts and culture and recent investments and the other experiencing pockets of extreme poverty and a lack of affordable housing.

"We are grappling with how to extend success to all people," Steinberg said.

Alongside all of California, Sacramento faces the challenge of a growing homeless population. Under Steinberg's leadership, Sacramento is addressing this intentionally and purposefully. They've partnered with the state of California to provide mental health outreach teams to increase mental health treatment, but

Steinberg realizes that until there is more housing—both transitional and permanent—many people will not have a place to go.

Sacramento is getting creative to address the need for more affordable housing, including building tiny homes to serve as permanent dwellings. During his time as mayor, Steinberg is committed to getting 2,000 people off of the streets and into stability.

Sacramento also wants to be the center of an innovation economy. While its location near the tech-heavy economy of the Bay Area used to be seen as competition, Sacramento no longer sees San Francisco as a rival. Instead, the two cities consider themselves part of a mega-region that can attract and sustain companies in all stages of development. If a company can't afford to exist in the Bay Area, Sacramento presents itself as an excellent alternative.

"People come here and they love living here," Steinberg said. "I never left Sacramento because I knew from the very beginning that this is a special place. It's smart, it's inclusive and it has big dreams."

While in Sacramento, Oklahoma City leaders learned more about the city's efforts to rebrand itself as the farm-to-fork capital of the world, its ongoing use of professional sports teams as economic development drivers and the workforce development strategies of the region's university and community college network. The trip to Sacramento is the Chamber's 13th InterCity Visit, which allows attendees to explore best practices, tour new developments and hear detailed and candid discussions about peer-city successes.



More than 55 community leaders, some of which are pictured above, attended the Chamber's InterCity Visit to Sacramento.

UPCOMING EVENTS



Keynote speaker Peter Ricchiuti will update attendees on the national economy.

State of the Economy: Nov. 14

At the State of the Economy, hear an update on the national economy with a local lens from Peter Ricchiuti, professor of economics at Tulane University, who is described as the business professor everyone wishes they had in college. Attendees will also be enlightened by an expert panel of local economists on regional economy trends at the National Cowboy & Western Heritage Museum on Nov. 14 from 11 a.m. to 1:30 p.m.

Panelists include Robert Dauffenbach, Senior Associate Dean for Economic Development & Impact and Director of Center for Economic & Management Research at the Price College of Business, University of Oklahoma; Russell Evans, Associate Professor of Economics and Executive Director of Steven C. Agee Economic Research & Policy Institute at Oklahoma City University; and Mark Snead, president of RegionTrack.

Individual tickets are \$50 for Chamber members and \$75 for nonmembers. Tables of eight are available for \$1,250. For information, visit www.okcchamber.com/econ. Special thanks to Signature Sponsor Arvest Bank, Host Sponsor Phase 2 and Signature Event Sponsors Central Liquor Company, Devon Energy Corporation, Hobby Lobby, Wal-Mart District Office of Public Affairs and Wymer Brownlee Wealth Strategies.

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STATE OF THE AEROSPACE DEFENSE INDUSTRY

State of the Aerospace Defense Industry: Dec. 7

Celebrate the aerospace industry's presence in the Oklahoma City region and hear from defense and industry leaders about growth opportunities and challenges at the upcoming State of the Aerospace Defense Industry event on Dec. 7 at Sheraton Midwest City Hotel at The Reed Conference Center from 11 a.m. to 1 p.m.

Speakers will include Dr. Will Roper, assistant secretary of the Air Force for acquisition, technology and logistics. Tickets for members are \$40 and

\$60 for nonmembers. Tables of 8 are available for \$600. Register online at www.okcchamber.com/soa.

Special thanks to Signature Sponsor The Boeing Company, Host Sponsor Sheraton Midwest City Hotel at The Reed Conference Center and Signature Event Sponsors Central Liquor Company, Devon Energy Corporation, Hobby Lobby, Wal-Mart District Office of Public Affairs and Wymer Brownlee Wealth Strategies.

Nov. 13

Member Orientation

Time: 8:30 to 10 a.m.
Location: Chamber offices, 123 Park Ave.
www.okcchamber.com/orientation

Nov. 13

Sunset Reception

Time: 4 to 7 p.m.
Location: Sanctuary Asia (OKC Zoo), 2000 Remington Place
www.okcchamber.com/sunset2018

Nov. 14

State of the Economy

Time: 11 a.m. to 1:30 p.m.
Location: National Cowboy & Western Heritage Museum, 1700 NE 63rd St.
www.okcchamber.com/econ

Nov. 29

SchmoozaPalooza

Time: 4 to 7 p.m.
Location: State Fair Park, Oklahoma Expo Hall 3213 Wichita Walk
www.okcchamber.com/schmoozapalooza

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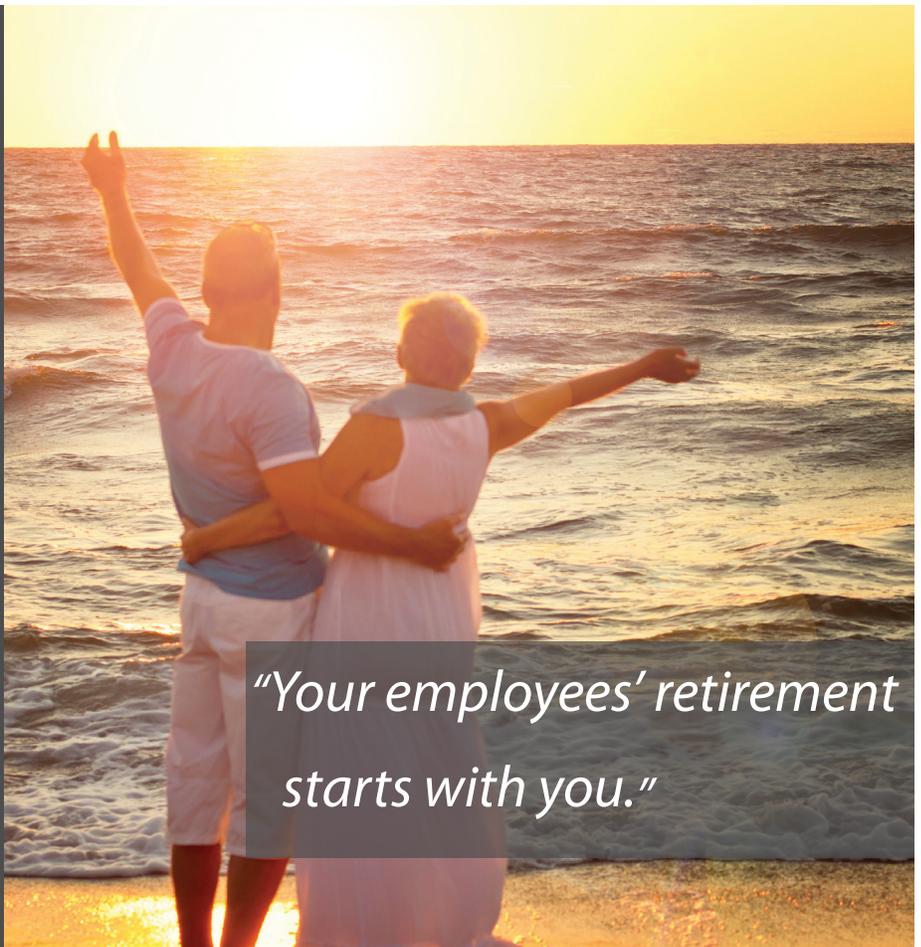


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New AHP now available to members (cont'd from page 1)

To be eligible, the business must have two to 50 employees, and be a member of the Greater Oklahoma City Chamber or any other Chamber of Commerce statewide that is also a member of the Greater Oklahoma City Chamber.

Unlike current insurance plans being offered to small businesses under the Affordable Care Act (ACA), small businesses can take advantage of large group pricing under these new plans. These are now available to small employers because of recent changes to U.S Department of Labor regulations.

When it comes to health insurance, “the regulatory burden on small businesses should certainly not be more than that on large companies,” Labor Secretary Alexander Acosta said during a June press conference announcing the new regulations.

For more information about the program, visit www.greaterchoiceok.com or call 405-297-8951.

Frequently asked questions

Do I have to be a Chamber member to join the Greater Choice Oklahoma health plan?

Yes. For Chamber membership information, including additional benefits that will be valuable to small businesses, contact Leslie Wehrenberg at lwehrenberg@okcchamber.com or 405-297-8949.

Is my business eligible to receive health coverage through Greater Choice Oklahoma?

If you reside in the state of Oklahoma and your business is a member of the Greater Oklahoma City Chamber with two to 50 employees, then your business is eligible!

When does coverage take effect?

Coverage begins as soon as Jan. 1, 2019.

How will my business and our employees be rated?

No medical underwriting is required for Greater Oklahoma City Chamber members. The plan includes coverage for pre-existing conditions. Rating is based on



YMCA MILITARY WELCOME CENTER

The YMCA Military Welcome Center hosts an average of 33,000 military members and their families each year.

Located at Will Rogers World Airport, the YMCA Military Welcome Center offers a place for members of the military to rest, relax and connect while traveling. Additionally, young men and women heading to Ft. Sill for basic training receive encouraging words and guidance from volunteers who are veterans themselves.

Learn more about the YMCA Military Welcome Center at YMCAOKC.ORG



company demographics and census information, not based on health conditions.

Will I get to keep my doctor?

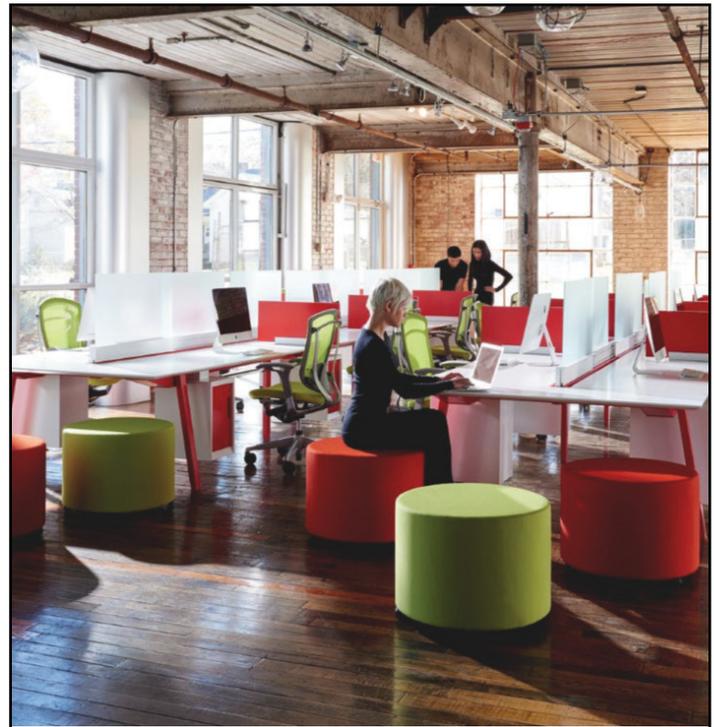
UnitedHealthcare has an extensive nationwide network. Check to see if your doctor is included at www.greaterchoiceok.com.

How does an AHP work?

AHPs are group health plans that permit associations of employers to provide health coverage for employees. AHPs allow small employers to band together and be treated as a single large employer group. This enables the association to be subject to large group rating and benefit rules.

How is this different from the Chamber's former health coverage plan?

The Greater Oklahoma City Chamber's former plan was no longer allowed under the Affordable Health Care Act. The Department of Labor changed the regulations to allow geographically based AHPs and permit AHPs to be formed for the primary purpose of providing health coverage.



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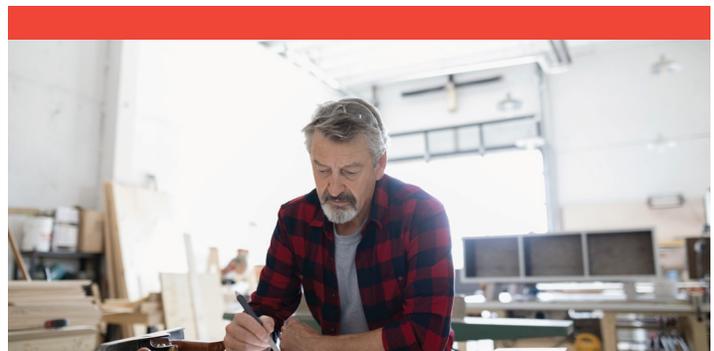
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Rural Sourcing to bring 150 tech jobs to Oklahoma City

Atlanta-based Rural Sourcing, the leading provider of US-based IT outsourcing services, announced in October that it will open its fifth development center in Oklahoma City. The center will create 150 software development jobs that will provide solutions to its Fortune 1000 and technology clients. This decision equates to more than a \$7 million investment in the first year into the community.

“We chose Oklahoma City because it has a rich and diverse talent pool, supportive city leadership, and a tech scene where we can become a catalyst for growth,” said Monty Hamilton, CEO of Rural Sourcing. “The city also has an abundance of local schools and universities that are willing to partner with us on their software development curriculum so that we can grow the overall technology workforce and further strengthen our position in the marketplace.”

The new center will be located in the Rock Island Plow building, which was chosen for its strategic, downtown location and its historical significance. The building was constructed in 1909 by the Rock Island



Rural Sourcing will locate 150 software development jobs in the historic Rock Island Plow Building, pictured above. Photo by Tim Soar Photography.

Railroad Corporation of Chicago and was placed on the National Register of Historic Places in 1983. In keeping with Rural Sourcing tradition and the vision of its CEO, Rural Sourcing chooses revitalized locations over brand new buildings in its efforts to reuse existing space to mesh American history with the future of technology.

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Challenge Accepted.™

MAPS 4 call for ideas (cont'd from page 1)

“MAPS has changed our city forever, and we have the opportunity, perhaps even the obligation, to continue building a city that our kids will want to call home,” said Mayor Holt. “We have the opportunity to continue our city’s momentum and ensure that it is felt by all. And because of the powerful idea called MAPS, we can do it without raising taxes.”

The Better Streets, Safer City temporary one cent sales tax that is helping to fund nearly \$800 million in street repairs expires at the end of March 2020. To adopt a potential MAPS 4 plan and not increase Oklahoma City’s sales tax rate, voters would have to consider a package in late 2019.

A new MAPS program would leave the current Oklahoma City sales tax rate of 4.125 percent unchanged. Including state sales tax, the overall sales tax rate in most of OKC is 8.625 percent (8.975 percent in Canadian County and 8.875 percent in Cleveland County because of county sales taxes).

The genesis of MAPS began in the late 1980s, when civic leaders were jolted by an airline’s choice of another city for a maintenance hub because its employees didn’t want to live in Oklahoma City. In response, residents chose to make OKC a better place to live.

Watch Mayor Holt’s kickoff video at ideas4maps.com for more guidance, background and inspiration.



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Title Insurance
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3401 NW 63rd St., Suite 300
Oklahoma City, OK 73118
www.chicagotitleoklahoma.com

CORE

Citadel Construction

Contractors - General
Mr. Malek Massad 922-5464
111 N. Harrison Ave., Suite LL-002
Oklahoma City, OK 73104
www.citadelconstruction.net

CORE

Civic Center Flats, LLC

Real Estate
Ms. Jennifer Kragh 274-6767
627 Couch Drive
Oklahoma City, OK 73102
www.thecivic-okc.com

CORE

Clarion Inn & Suites

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Ms. Megann Wilson 948-3366
4400 Highline Blvd.
Oklahoma City, OK 73108-1816
www.choicehotels.com

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www.pagewoodsonokc.com

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Oklahoma City, OK 73117
www.pagewoodsonokc.com

CORE

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www.firstsourcejobs.com

CORE

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Members Upgrade Their Support of the Chamber

The following member companies increased their investment in the Chamber, 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 405-297-8949 or info@okcchamber.com.

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Insurance - Health
Ms. Autumn Zank (972) 863-4516
1640 Dallas Parkway
Plano, TX 75093
www.cigna.com/ok

ADVISOR

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Title Companies
Ms. Lisa Kalman 752-1100
4801 Gaillardia Parkway, Suite 150
Oklahoma City, OK 73142
www.oklahoma.ctic.com

ADVISOR

Crossings Community Church Churches

Rev. Marty D. Grubbs 755-2227
14600 N. Portland Ave.
Oklahoma City, OK 73134
www.crossingsokc.org

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Hotels & Motels
Ms. Arti Patel 604-0552
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Del City, OK 73115-5512

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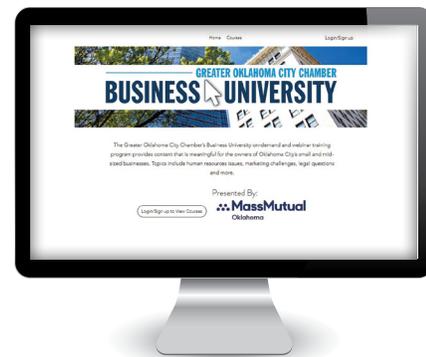
The Greater Oklahoma City Chamber now provides digital content that is meaningful for small and mid-sized businesses through its Business University website at okcbusinessuniversity.com.

Topics include information on human resources issues, marketing challenges, legal questions and more. Small business owners can quickly learn on their own schedule, as most videos average just 15-20 minutes.

“Small businesses across all industry types need ongoing sources of professional development and education, but it can be hard to find the time and financial resources to get what they need. Business University answers that need with an online platform that members can access when it is convenient for them,” said Sunny Cearley, vice president of membership for the Greater Oklahoma City Chamber. “Business University is one of several new benefits launched in early 2018 that gives our members more for their investment.”

The site offers four new videos each month across different educational topics. In October, okcbusinessuniversity.com featured videos to help small businesses with personal skills like conquering Microsoft Excel, and with management tools such as cultivating company culture and recognizing vulnerable customers.

Business University, brought to Chamber member companies by founding partner MassMutual Oklahoma, is available to associate-level members and up. To upgrade your support of the Chamber, contact Leslie Wehrenberg at 405-297-8949 or lwehrenberg@okcchamber.com.



ART CAN CONNECT

An Allied Arts employee giving campaign is the solution to enhancing community engagement at your workplace, while empowering employees to support the arts. **With you, art can inspire & motivate!**



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GRAND OPENINGS

Congratulations to 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.



The Property Center
2905 NW 156th St.
Edmond, OK 73013



Oklahoma Fidelity Bank
9400 N. Broadway Extension, Suite 100
Oklahoma City, OK 73114



HealthMarkets
7015-B W. Hefner Road, Suite A
Oklahoma City, OK 73162



GlobalHealth
210 Park Ave., Suite 2800
Oklahoma City, OK 73102



Oklahoma City Indian Clinic
4913 W. Reno Ave.
Oklahoma City, OK 73127



Robert Half Technology
3817 Northwest Expressway, Suite 790
Oklahoma City, OK 73112



Dunham Engineering, Inc.
6101 Melrose Lane
Oklahoma City, OK 73127



StarSpace46
1141 W. Sheridan Ave.
Oklahoma City, OK 73106



amshot
428 Dean A. McGee Ave.
Oklahoma City, OK 73102



Rodeo Cinema
2221 Exchange Ave.
Oklahoma City, OK 73108
*photo credit Oklahoma Film and Music

ECONOMIC INDICATORS

Oklahoma Has the Lowest Unemployment Insurance Tax, Top 10 Corporate Tax Rank

- The Tax Foundation released its 2019 annual report for state tax structures. Making this list isn't just about having low (or no) taxes, it's about how clear the tax code is and how effectively it raises revenue in balance with its impact on businesses.
- **Oklahoma ranked No. 1 for its unemployment insurance tax structure for the fourth year in a row.** Oklahoma's unemployment insurance tax is particularly friendly towards businesses as it's easy to understand and doesn't penalize companies already struggling.
- **Oklahoma also ranked in the top 10 for the best corporate income tax structure,** outpacing neighbors like Texas (49th), Kansas (34th), Colorado (16th) and Arkansas (40th).

Unemp. Insur. Tax Rank

Rank	State
1	Oklahoma
2	Florida
3	Delaware
4	Louisiana
5	Mississippi
6	Ohio
7	North Carolina
8	Missouri
9	Nebraska
10	New Mexico

Corporate Tax Rank

Rank	State
1	South Dakota
2	Wyoming
3	North Carolina
4	Missouri
5	Utah
6	Florida
7	New York
8	Georgia
9	Oklahoma
10	Virginia

*A rank of 1 is most favorable.
Source: Tax Foundation, 2018.*

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 – 297-8976; elong@okcchamber.com

There's no time like the Christmas Present.

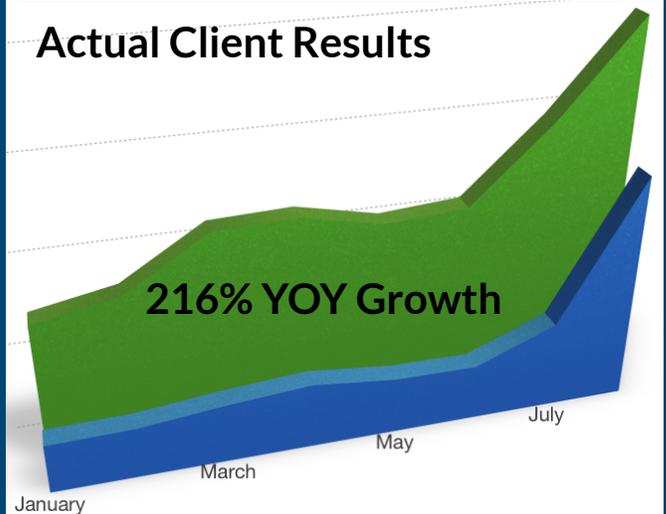
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