



**City of Broken Arrow**  
**Meeting Agenda**  
**Broken Arrow Economic Development**  
**Authority**

*Chairperson Craig Thurmond*

*Vice Chair Scott Eudey*

*Trustee Johnnie Parks*

*Trustee Debra Wimpee*

*Trustee Christi Gillespie*

---

**Tuesday, October 20, 2020**

**Council Chambers**  
**220 S. 1st Street**  
**Broken Arrow, OK**

---

**TIME: Follows City Council meeting which begins at 6:30 p.m. and the Broken Arrow  
Municipal Authority meeting which follows City Council.**

**1. Call to Order**

**2. Roll Call**

**3. Consideration of Consent Agenda**

- A.     [20-66](#)           Approval of the Broken Arrow Economic Development Authority Meeting Minutes of October 6, 2020
- B.     [20-1299](#)       Approval of the September 2020 Broken Arrow Economic Development Corporation's Monthly Report
- C.     [20-1231](#)       Approval of and authorization to execute Budget Amendment Number 8 for Fiscal Year 2021
- D.     [20-1315](#)       Approval of and authorization to execute a Third Amendment to the Contract for Economic Development Services between the Broken Arrow Economic Development Authority and the Broken Arrow Economic Development Corporation and Approval of and authorization to execute Budget Amendment No. 13 for Fiscal Year 2021
- E.     [20-1287](#)       Ratification of the Claims List Check Register dated October 13, 2020

**4. Consideration of Items Removed from Consent Agenda**

**5. Presentations**

- A.     [20-1277](#)       Presentation of an Economic Development update including recruitment efforts for retail, restaurants and manufacturing in the City of Broken Arrow

**6. General Authority Business - NONE**

**7. Remarks and Updates by City Manager and Staff**

**8. Executive Session for the purpose of confidential communications between the Broken Arrow Economic Development Authority, the City Manager, the City Attorney and any other pertinent staff members discussing, conferring on matters and possible action in open session pertaining to:**

**1. Economic development and specifically discussing an economic development proposal involving real property located on and encompassing approximately twenty acres in the general area North of the Creek Turnpike and East of Aspen to include the possible transfer of property, including possible purchase or appraisal, financing, and creation of a proposal to entice business to locate within the City of Broken Arrow, and taking appropriate action in open session including the direction to the City Manager and Staff to negotiate for an economic development proposal under 25 O.S. § 307(C)(11).**

**In the opinion of the City Attorney, the Authority is advised that the Executive Session is necessary because public disclosure of the matter would interfere with the development of products or services or if public disclosure would violate the confidentiality of the business. After conclusion of the confidential portion of Executive Session, the Authority will reconvene in open meeting and the final decision, if any, will be put to a vote.**

**9. Adjournment**

**NOTICE:**

If you wish to speak at this evening's meeting, please fill out a "Request to Speak" form. The forms are available from the City Clerk's table or at the entrance door. Please turn in your form prior to the start of the meeting. Topics are limited to items on the currently posted agenda, or relevant business.

All cell phones and pagers must be turned OFF or operated SILENTLY during meetings.

Exhibits, petitions, pictures, etc., shall be received and deposited in case files to be kept at the Broken Arrow City Hall. If you are a person with a disability and need some accommodation in order to participate in this meeting, please contact the City Clerk at 918-259-2400 Ext. 5418 to make arrangements.

POSTED this \_\_\_\_ day of \_\_\_\_\_, 2020, at \_\_\_\_\_ a.m./p.m.

\_\_\_\_\_  
City Clerk



# City of Broken Arrow

## Request for Action

---

**File #:** 20-66, **Version:** 1

---

**Broken Arrow Economic Development Authority  
Meeting of: 10-20-2020**

**Title:**

Approval of the Broken Arrow Economic Development Authority Meeting Minutes of October 6, 2020

**Background:**

Minutes recorded for the Broken Arrow Economic Development Authority Meeting.

**Cost:** None

**Funding Source:** None

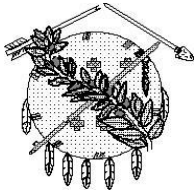
**Requested By:** Russell Gale, Assistant City Manager of Administration

**Approved By:** City Manager's Office

**Attachments:** October 6, 2020 Broken Arrow Economic Development Authority Minutes

**Recommendation:**

Approve the minutes of the October 6, 2020 Broken Arrow Economic Development Authority Meeting.



**City of Broken Arrow**  
**Minutes**  
**Broken Arrow Economic Development Authority**

City Hall  
220 S 1st Street  
Broken Arrow OK  
74012

*Chairperson Craig Thurmond*  
*Vice Chair Scott Eudey*  
*Trustee Johnnie Parks*  
*Trustee Debra Wimpee*  
*Trustee Christi Gillespie*

---

**Tuesday, October 6, 2020**

**Council Chambers**

---

**1. Call to Order**

Chairperson Craig Thurmond called the meeting to order at approximately 9:08 p.m.

**2. Roll Call**

**Present: 5 -** Christi Gillespie, Debra Wimpee, Johnnie Parks, Scott Eudey, Craig Thurmond

**3. Consideration of Consent Agenda**

- A. 20-65 Approval of the Broken Arrow Economic Development Authority Meeting Minutes of September 15, 2020**
- B. 20-1198 Approval of and authorization to execute Amendment No. 2 to Professional Services Agreement with Ghost and Anglin**
- C. 20-1212 Ratification of the Claims List Check Register dated September 29, 2020** Chairperson Thurmond asked if there were any items to be removed from the Consent Agenda. There were none.

MOTION: A motion was made by Scott Eudey, seconded by Christi Gillespie.

**Move to approve the Consent Agenda**

The motion carried by the following vote:

**Aye: 5 -** Christi Gillespie, Debra Wimpee, Johnnie Parks, Scott Eudey, Craig Thurmond

**4. Consideration of Items Removed from Consent Agenda**

There were no items removed from the Consent Agenda; no action was required or taken.

**5. Presentations**

There were no Presentations.

**6. General Authority Business**

- A. 20-1219 Consideration, discussion, and possible approval of a request to provide funding to the Broken Arrow Economic Development Corporation to staff a Career / Workforce Center for eighteen months, beginning December 31, 2020 and ending July 30, 2022** Jennifer Conway, President and CEO of the Broken Arrow Chamber of Commerce, reported economic recovery was underway; however, job losses were still being experienced. She stated the Broken Arrow Economic Development Corporation was consistently assessing Broken Arrow businesses; a recent survey completed in July (with 90 businesses responding) revealed 17.86% of businesses reported trouble finding or keeping employees, and most recently more than 40% reported furloughing or laying off staff or anticipating further layoffs and furloughs. She noted the Broken Arrow unemployment rate was at 8% (which was excellent, down from 15%), but a year ago today, there was only a 3% unemployment rate. She stated combining Tulsa and Wagoner County in August 2020, 30,000 individuals were drawing unemployment benefits, and 2,500 had exhausted the benefits. She stated Broken

Arrow needed to help its citizens as it could. She stated a gap in workforce services for Broken Arrow businesses and residents had been identified. She noted currently most direct workforce services were located within the Tulsa City Limits. She stated the Chamber/EDC was proposing a virtual and physical center for intake, assessment, career counseling and referrals. She stated the Center would provide one on one skills assessment, provide upscaling and retraining opportunities, and provide in-person and virtual job fairs in Broken Arrow. She stated the Center would offer a vetted validated resource for businesses to continue economic recovery and eventual growth by locating talent and employees, providing employer recruitment support, career services, and job placement. She stated there would be no duplication of services in the region; the Center would work with existing service providers and continue to work with education partners such as Broken Arrow Public Schools, Union, Tulsa Tech, and TCC. She noted as a service center it was proposed the Center would work with a State of Oklahoma Hiring Rep, through OESC, for job identification for veterans as well. She stated possible funding included the Special CARESs Act Fund from the County which was required to be spent by December 30, 2020; this proposal had been approved and recommended by the Tulsa Economic Development Council who was managing the CARES Act Funds for Tulsa County and would go before the County Commissioners on October 12, 2020 for final approval. She stated the Chamber and EDC sought funding approval from Broken Arrow though the CARES Act in the amount of \$150,000 dollars which would pay for 1.5 employees for 18 months. She stated the EDC would seek and secure permanent funding immediately from other sources to be sure this program continued. She stated the provision of 18 months would provide a solid foundation for the program and enable the EDC to obtain additional funding sources. She noted she received an RFP yesterday where the potential business informed the EDC the workforce pipeline and services in the community was just as important as the land and the building offered. She stated for Broken Arrow to continue to grow this workforce placement program was vital. She noted the Center would be ready to open in four weeks; the virtual resources would be available sooner. She noted existing Chamber office space and the front desk area of the Public School Central Main building, would be utilized for this project. She noted this would be an excellent partnership.

City Manager Spurgeon noted the EDC was in full support of this project. He stated Broken Arrow received the CARES Act Funds and he believed the majority of the funds would go towards personnel costs related to public safety and a portion to assist with recovery from the pandemic; he stated he felt this project was an excellent use of these funds. He stated if BAEDA approved, the agreement with the EDC would be amended to outline the use of these funds, and a budget amendment would be needed to bring these funds into the budget to pay the EDC for this program. He recommended approval. He noted the Chamber and EDC were committed to raising funds to continue the program past 18 months.

Council Member Wimpee asked if there were employees lined up for this program. Ms. Conway responded in the negative; there was a job description being created; it was important for the candidate to have workforce development, career service, and HR experience, but the job description would be posted as soon as Broken Arrow and Tulsa approved. She noted buildout would be accomplished quickly as it was mostly placement of computers, desks, phones, etc.

Council Member Gillespie stated she felt this was an excellent program which would enable Broken Arrow to continue to prosper and grow.

MOTION: A motion was made by Scott Eudey, seconded by Debra Wimpee.

**Move to approve the request to provide funding to the Broken Arrow Economic Development Corporation to staff a Career / Workforce Center for eighteen months, beginning December 31, 2020 and ending July 30, 2022**

The motion carried by the following vote:

**Aye:**     **5 -**     Christi Gillespie, Debra Wimpee, Johnnie Parks, Scott Eudey, Craig Thurmond

**7. Remarks and Updates by City Manager and Staff**

There were no remarks or updates by City Manager and Staff.

**8. Executive Session**

There was no Executive Session.

**9. Adjournment**

The meeting adjourned at approximately 9:20 p.m.

MOTION: A motion was made by Johnnie Parks, seconded by Debra Wimpee.

**Move to adjourn**

The motion carried by the following vote:

**Aye:**     **5 -**     Christi Gillespie, Debra Wimpee, Johnnie Parks, Scott Eudey, Craig Thurmond

\_\_\_\_\_  
Chairperson

\_\_\_\_\_  
Secretary



# City of Broken Arrow

## Request for Action

---

**File #:** 20-1299, **Version:** 1

---

**Broken Arrow Economic Development Authority  
Meeting of: 10-20-2020**

**Title:**

Approval of the September 2020 Broken Arrow Economic Development Corporation's Monthly Report

**Background:**

The Broken Arrow Economic Development Authority contracts with the Broken Arrow Economic Development Corporation in the amount of \$387,504.00 annually with the goal to encourage and facilitate economic development within and near the City of Broken Arrow by attracting new industry and commercial businesses to the Broken Arrow area, and to promote the economic health and expansion of existing industry and commercial businesses within the City. Per the Economic Development Agreement, each month BAEDC shall submit a Monthly Activity Report detailing services and activities that accurately state the progress made in implementing the terms, conditions and scope of work required by the Contract. Attached is the Monthly Activity Report for September 2020.

**Cost:** \$32,292.00 per month

**Funding Source:** Fund 87

**Requested By:** Norman Stephens, Economic Development Manager

**Approved By:** City Manager's Office

**Attachments:** BAEDC Monthly Activity Report for September 2020

**Recommendation:**

Approve the September 2020 Broken Arrow Economic Development Corporation's Monthly Report.



## Economic Development Activity Update September 2020

Chamber of Commerce / Economic Development Corporation Staff:

Jennifer Conway, President & CEO

Darla Heller, Vice President Economic Development

Michelle Ondak, Director of Research & Marketing

### Narrative Report

#### **Broken Arrow EDC Response to COVID-19 Pandemic**

- Continued to execute **BA Rising Taskforce**
  - Taskforce continues to monitor increase in cases and opening strategy of the City of BA.
  - Participated in video community updates to communicate current cases and strategy.
  - Maintained [www.barising.com](http://www.barising.com) which provides businesses access to PPE, opening up guidance, signage, CDC guidance and access to capital.
  - Promoted Tulsa County and State of Oklahoma business relief grant programs.
- Fielded questions from Broken Arrow businesses directing businesses on opening directives on sanitation, funding, and labor issues as well as funding opportunities still available.
- Participated in monthly briefing calls for industry and economic development with the Oklahoma Department of Commerce.
- Maintained platform on Facebook to list job openings in Broken Arrow; searched for and posted actively hiring jobs to the page; researched and removed phishing schemes on page.
- Assisted with proposal for greater funding from Tulsa County to assist local restauranteurs and WiFi connection in poverty portions of the city.
- Created and collected survey on economic pulse of the community 6 months into the global pandemic. Results are enclosed in report.

#### **Business Attraction/Industry Recruitment**

- [www.brokenarrowedc.com](http://www.brokenarrowedc.com) analytics:
  - In September the site received:
    - 289 Users
    - 357 Sessions
    - 651 Pageviews
  - Site users had an average session duration of one minute and twenty-one seconds.
  - The top locations for users in the United States were Broken Arrow, Tulsa, Dallas, Columbus, OH, and Oklahoma City, with a total of 56 U.S. cities.
  - Internationally the sites top users were Russia, Switzerland, and Finland with users from seven countries outside of the United States.
  - The property data stream listings have increased from 75 at launch to 112.
- Working with Creek 51 developer on ODOC site certification for the 90-acre site.



- Participated in monthly Foreign Direct Investment (FDI) committee through the Oklahoma Department of Commerce.
- Promoted “Grounds for Development”, a local inventory marketing piece for retail recruitment.
- Met with real estate brokers to determine interest in new retail projects.
- Working with Livability Magazine to create a marketing piece that will highlight the assets of Broken Arrow for business and workforce recruitment.
- Met with site locators focused on retail projects: Pegasus
- Participate on the Governor ‘s Marketing Team for Economic Development to participate in setting policy, recruitment efforts and state engagement.
- Working with two local landowner/developers for industrial development by providing demographics, research, and contacts.
- Continue to assist Creek 51 by marketing property.
- Participated in CCIM and NAIOP for greater connection to deal flow in the community.
- Targeted meetings with developers including Davis Robson, Steve Easley, Rex Robertson, Steve Walman, Josh McFarland, Dewberry Architects, and Ascend Construction.
- Met with Abdul Alhlou, Commercial Real Estate Agent and developer on office and warehouse space in Broken Arrow and provided research on availability.
- Site research for Newmark Grubb Levy Strange Beffort associate Collier Imgrund on North Broken Arrow land.
- Participated in ODOC training for RFIs to improve the level of submissions.



## Business Retention/Expansion

- One on one meetings with existing companies: Paccar, AG Equipment
- Virtual meetings with companies include: OSECO, Paccar, FlightSafety, Baker Hughes, Rise Armament, ChampionX, Zeeco, L3Harris, Blue Bell, and St. Francis Healthcare.
- Completed planning for MFG month in October highlighting existing industries.
- Participated in monthly calls with the Oklahoma Department of Commerce due to COVID19 focused on resources for manufacturers and economic developers.
- Project Referee: Working with confidential company on expansion possibilities in Broken Arrow. Project moving forward despite COVID 19.
- Sent out quarterly newsletter to share information with existing industry.
- Provided extensive data for major health care provider in northeast Oklahoma to determine expansion into Broken Arrow.
- Virtual meeting with the Oklahoma Small Business Development Center representative to discuss resources for small businesses.
- Virtual meeting with HR&A Focus Group for Tulsa’s Future and their upcoming yearly plan.



## #BAisManufacturing

Its that time of year again! The weather is changing and holiday decorations are coming out which means it is finally time for **Manufacturing Month!**

Manufacturing Month was developed to improve public perception of manufacturing and is supported by thousands of manufacturers nationwide. It is a celebration of modern manufacturing designed to inspire the next generation on how they can make a difference through manufacturing and provide guidance on how to take the first steps in starting a career in modern manufacturing.

The Broken Arrow Economic Development Corporation has planned so many upcoming events to celebrate our BA manufacturing companies this year. We hope you will follow

## Workforce Development Activities

- Participated in Tulsa Higher Education Task Force per invitation by Dr. Steve Turner.
- Maintained platform on Facebook to list job openings in Broken Arrow.

- Workforce development volunteer working to catalog opportunities for remoting working and childcare resources that are specific in Broken Arrow and the state of Oklahoma.
- Maintained workforce resources page for displaced workers <https://brokenarrowchamber.com/home/key-resources-for-displaced-workers/>.
- Researched and created application to fund a Workforce Career Center based on labor need of area businesses as well as displaced workers in the area and presented to Tulsa County and City of Broken Arrow for funding. Initiative will be called RiseUp BA.
- Resubmitted BA application to be designated as a Center for Workforce Excellence after review changed the application process.
- Working on a state-wide taskforce researching a workforce recruitment effort. This is in the early stages.
- Participated in an NSU roundtable hiring event with students to gauge job market as well as providing resources.



## Advocacy

- Attended bi-monthly Broken Arrow City Council Meetings to engage local business community with city business and development.
- Working with ODOC and Oklahoma economic development community to review existing state incentives and offer suggestions to make them more user-friendly while reducing cost to the State of Oklahoma.
- Continued to help draft language for MSEP protection and revenue stream for facilities like innovation center to be funded with ODFA funds.
- Worked with economic developers around the state to offer suggestions in streamlining state incentives per ODOC.
- Attended OEDC monthly meeting for greater advocacy on economic development legislation.
- Held legislative discussion with area businesses to develop a legislative agenda for the next session in February.
- EDC staff participated in more than 10 hours of Tulsa's OneVoice Legislative discussions on topics such as transportation, workforce, economy, education, small business, and energy. Input is utilized to develop a regional legislative agenda. Broken Arrow has 20 volunteers participating in this effort.
- Met with Sec. of Commerce Sean Kouplen to discuss BA's application for OK Center of Workforce Excellence.
- Presented to a joint task force on heavy loads and long-haul routes to ODOT, ODPS, Oklahoma municipalities and utilities findings from survey per Sen. John Haste's invitation.
- Held Legislative Breakfast highlighting Tulsa County updates on CARES funding and infrastructure projects.

## Entrepreneurship Activity

- Provide detailed information to small businesses via email, social media, webinars and personal calls on SBA loan programs.
- Provided property searches, research, and demographics for 10 small businesses and realtors.
- Met with Oklahoma Small Business Development Center staff for greater clarification of services.

## Innovation District

- Research EDA grant possibilities to take advantage of COVID19 funding with ODOC, INCOG, EDA and City of Broken Arrow. It was deemed that COVID19 would not support the project.

- Created promotional piece/ presentation, proposed innovation center and innovation district for greater clarification to stakeholders and decision makers.
- Continued to work with HR&A on cluster analysis and deliverables for Innovation District planning.
- Researched funding generation avenues for Rose District development.
- Met with education partners to garner support and determine a possible funding stream as well as other partners.
- Met with landowners to establish connection. Researched land options for Innovation District.

## **Research, Planning and Administration**

- Monthly board organization and planning including budgeting, board orientation and nominating committee organization.
- Worked on annual budget creation.
- Meetings with city leadership to align strategic planning.
- Promoted census responses on social media to the community.
- Working with Livability Magazine to produce a marketing piece that will assist in recruitment and retention of business and workforce in Broken Arrow.
- Attended BA City Council meetings to for greater connection to issues of development in the city.
- Conducted interviews and hired administrative staff to support the BAEDC.
- Worked with the nominating committee to determine new EDC board members.
- Participated in Chamber Management Institute for professional development and national standards.
- Received scholarship award for Director of Research and Marketing to attend OUEDI through OEDC.

## **Measurements**

### **Business Attraction Activity – RFIs and Community Requests**

<b>Total</b>	<b>External Leads &amp; Proposals</b>	<b>Visits</b>
September	14 (10 leads; 4 RFIs)	0
August	15 (12 leads/property searches; 3 RFIs)	0
July	11 (9 leads/property searches; 2 RFIs)	0
June	8	0
May	4	0
April	6	0
March 2020	3	0
February 2020	12	0

January 2020	6	1
2019	37	3

### **Business Retention & Expansion Activity**

<b>Total</b>	<b>BRE Visits</b>
September	11
August	15
July	15
June	11
May	13
April	22
March	19
February 2020	14
January 2020	8
2019	103

### **Monthly Proposals Submitted/Rejected**

#### **September - Submitted**

<b>Project</b>	<b>Source</b>	<b>Target Industry</b>	<b>Jobs</b>	<b>Capital Investment</b>	<b>Bldg./Land Requirements</b>	<b>Notes</b>
Anchor	ODOC	AM and PHQ	Unknown	Unknown	15,000 – 60,000 for HQ & MFG or just MFG facility	Tulsa area company looking to move. Accepted build to suit.
Sprite	ODOC	AM	210	\$40M	260,000 Sq. Ft.	Accepted greenfield site for this project. International automotive parts mfg project with special energy use requirements. Avg. Wage - \$120K/year.
OKBound	ODOC	AM	20+	Unknown	40K SF Existing	Accepted greenfield

### September 2020- Passed

Project	Source	Target Industry	Jobs	Capital Investment	Bldg./Land Requirements	Notes
Point	ODOC	AM and PHQ	190	\$60,000	70,000 Sq/ft	<b>Build to suit not allowed.</b> Lack of inventory in this size. Designs and Manufactures archery equipment.

### August – Submitted

Project	Source	Target Industry	Jobs	Capital Investment	Bldg./Land Requirements	Notes
Zoom	Tulsa Chamber	AM	85	NA	70K SF existing	Submitted warehouse had to pass on office space wanted downtown Tulsa
Cactus	Tulsa Chamber	AM	NA	NA	100-120k sq. ft. 7-12 acres	Submitted Creek 51
FDI Request	ODOC	AM	747	\$100M	1.5M SF- 80 Acres	Submitted 230 acre site

### July – Submitted

Project	Source	Target Industry	Jobs	Capital Investment	Bldg./Land Requirements	Notes
Igloo	ODOC	AM	300	10 Million	30K SF Building	Submitted greenfield.

### July – Rejected

Project	Source	Target Industry	Jobs	Capital Investment	Bldg./Land Requirements	Notes
Superhero	ODOC	AM	180	100 Million	100K SF Building	Rejected Criteria: Site must have 100K SF rail served site in an opportunity Zone.

### June – Submitted

Project	Source	Target Industry	Jobs	Capital Investment	Bldg./Land Requirements	Notes
Augustus	Tulsa Chamber	Manufacturing	135	\$40 M	40 Acres	Food Processing and Distribution
Liquid	ODOC	Manufacturing	170	\$20 M	80K SF	Water desalination system start up

### June – Rejected

Project	Source	Target Industry	Jobs	Capital Investment	Bldg./Land Requirements	Notes
TIG	ODOC	Software Development	100	N/A	20K-30K SF	*Looking for nontraditional space- warehouse. BA does not have inventory.

### May – Rejected

Project	Source	Target Industry	Jobs	Capital Investment	Bldg./Land Requirements	Notes
GRO	ODOC	AM	200	1.25M	15,000 Existing and 40 Acres Greenfield	Passed on required community investment of \$750,000 needing to be confirmed without time for city council vote

### April 2020 – Submitted

Project	Source	Target Industry	Jobs	Capital Investment	Bldg./Land Requirements	Notes
Fixx	ODOC	Data Center	Unknown	Unknown	50+ Acres	Heavy Water Requirements
Lucy	PSO/AEP	AM	Unknown	Unknown	100,000-200,000 sq. ft. site	

### March 2020 – Submitted

Project	Source	Target Industry	Jobs	Capital Investment	Bldg./Land Requirements	Notes
October Sky	PSO/AEP	Manufacturing/R&D	50 in Year 1	\$14,000,000 - \$18,000,000	50,000 Sq Ft or large greenfield site	Submitted Creek 51 and Henshaw Business Park

### March 2020- Passed

Project	Source	Target Industry	Jobs	Capital Investment	Bldg./Land Requirements	Notes
MEDS	ODOC	AM Medical device	267	\$2,500,000 Year 1 \$12,000,000 Year 5	40,000 Sq/ft Expandable to 80,000	<b>Build to suit not allowed</b> 15,000 office, 10,000 clean room, 35,000 manufacturing & warehouse, 7,000 Lab - Chemical processing, Loading Dock required: 2 minimum, Ceiling height requirements: 14' clear Minimum, Floor 4" minimum slab, Must be air conditioned
Sundance	ODOC	Manufacturing & distribution	300	Between \$80,000,000 - \$151,000,000 estimated and up to \$225,000,000 by 2027	100-acre site	<b>Rail Spur required on 100-acre site.</b>
Coyote	ODOC	AM Fiberglass	50	Between \$400,000 and \$800,000	15,000 SF existing building Additional 1-5 acres of space for outdoor storage	<b>Requires Existing Manufacturing Company</b> Site operational within 4 months 4K-5K SF needs to have 18 ft eave ceiling height office space for up to 8 offices and a break room

## February 2020 – Submitted

Project	Source	Target Industry	Jobs	Capital Investment	Bldg./Land Requirements	Notes
Ocho	ODOC	Beverage Mfg.	50	\$35M	Existing 75K SF / 10 acres	contract beverage manufacturing company
Augusta	TRC	Recycling	TBA	TBA	40 – 50Acres	Recycling Facility
Rocket	TRC	TLD	1000	TBA	+/- 1 m sf building or +/- 200 acres	large distribution company
Flagship	Direct	Retail / Auto Dealership	15-17	\$0.9M	Leasing existing	Auto Dealership Concept
Spectrum	ODOC	AM Plumbing	220	\$33M	Greenfield- 250SF building	Prefer Existing Building - plumbing fixtures - Hazardous material storage
Val	ODOC	AM Food/Beverage	TBA	TBA	1000 SF	R&D Food & Beverage
Albatross	ODOC	AD	100	TBA	OFC ____ Est. 15,000 SF	UAS – looking for office space near two preidentified airfield sites, Muskogee and Ardmore. Tulsa Metro has been eliminated

## February Projects – Passed

Project	Source	Target Industry	Jobs	Capital Investment	Bldg./Land Requirements	Notes
MEDS	ODOC	AM Medical	55	\$12M	80K SF w/clean room	Required existing

## January 2020

Project	Source	Target Industry	Jobs	Capital Investment	Bldg./Land Requirements	Notes
Breeze	ODOC/FDI	Auto- MFG	80-900	\$10M	Existing / 40 Acre	Exercise for benchmarking

\*TDL: Transportation, Distribution & Logistic, PHQ: Professional Services & Regional Headquarters, AM: Advanced Manufacturing, AD: Aerospace & Defense, E: Energy, IT: Information Technology, HC: Health

## Proposals Submitted

Total	Proposals Submitted
YTD 2020	21; (19 actual & 2 mock)
2019	19

## 2020 Trade Shows & Events

EDC staff intended to attend the highlighted events. Many events have been cancelled due to COVID19 concerns. Those cancellations are shown in strike through. Leadership is determining if or when staff travel will resume for professional development and marketing events.

Destination	Staff Participating	Event Dates
GEDMT Dallas Reception & Consultant Dinner, Hotel ZAZA	Darla Heller Jennifer Conway	January 16
IEDC Leadership Conference, Tampa, FL		February 8-11
Site Selector's Guild FDI Conference, NYC, NY		February 16-17
<del>Site Selectors Guild Annual Conference, Atlanta, GA</del>		March 9-11
<del>SEDC Meet the Consultants, Atlanta, GA</del>		March 26-27
ODOC FDI Consultant Visit to Oklahoma	Full Staff	April 6-8
<del>OU EDI Training</del>	<del>Michelle Ondak</del>	<del>May 2-6</del>
IAMC Spring Conference, Biloxi, MS		May 2-6
IMPACT Manufacturing with ODOC, Las Vegas, NV		May 17-19
Select USA Investment Summit with OEDC/GEDMT, Washington, DC	Darla Heller	June 1-3
Area Development Consultants Forum, Richmond, VA		June 2-4
<del>IEDC Economic Future Forum, Calgary, AB</del>		<del>June 21-23</del>
TRC Site Consultant In-Market Hosting		June TBD
Farnborough Air Show, London, UK		July 20-24
<del>SEDC Annual Conference, Nashville, TN</del>		<del>August 16-18</del>
<del>IAMC Professional Forum, Boise, ID</del>		<del>September 12-16</del>
TRC Site Consultant In-Market Hosting		September TBD
Area Development Consultants Women in Econ. Dev., Chicago	Darla Heller	October 4-6
<del>2020 NBAA Business Aviation Expo, Orlando</del>	Darla Heller	October 6-8
IEDC Annual Conference, Dallas, TX	Jennifer Conway	October 11-14
CoreNet Global Summit, Washington, DC		October 25-28
GEDMT 21 Club Event & Call Trip with/ODOC & GEDMT, NYC, NY	Jennifer Conway	TBD
ODOC / GMEDT Houston Reception, Houston	Michelle Ondak	November
TRC Site Consultant In-Market Hosting		November TBD



## **City Economic Indicators**

	<b>Residential Starts</b>	<b>Commercial Starts</b>	<b>Sales Tax Reported</b>	<b>Use Tax Reported</b>
September 2020	57	3	\$4,783,938.08	\$665,896.31
August 2020	60	2	\$5,293,354.77	\$675,470.02
July 2020	95	4	\$4,782,575.01	\$675,099.53
June 2020	83	7	\$4,330,080.90	\$676,933.23
May 2020	37	2	\$4,232,752.29	\$537,145.46
April 2020	69	2	\$4,202,919.67	\$599,490.47
March 2020	6	10	\$4,014,276.69	\$397,481.25
February 2020	57	5	\$4,900,588.79	\$812,770.12
January 2020	61	3	\$4,714,611.97	\$626,947.59
2019	571	150	\$52,825,964.40	\$5,547,237.65
2018	457		\$51,256,804.46	\$3,967,691.22
2017	508		\$47,678,600.19	\$3,290,603.62
2016	392		\$40,841,583.33	\$2,094,425.62

## **Attachments**

EDC Newsletter



BROKEN ARROW ECONOMIC DEVELOPMENT  
CORPORATION NEWSLETTER

## EVENTS AND NEWS UPDATE

# #BAisManufacturing

It's that time of year again! The weather is changing and holiday decorations are coming out which means it is finally time for **Manufacturing Month!**

Manufacturing Month was developed to improve public perception of manufacturing and is supported by thousands of manufacturers nationwide. It is a celebration of modern manufacturing designed to inspire the next generation on how they can make a difference through manufacturing and provide guidance on how to take the first steps in starting a career in modern manufacturing.

The Broken Arrow Economic Development Corporation has planned so many upcoming events to celebrate our BA manufacturing companies this year. We hope you will follow along with us.

## Events

**City Officials Support  
Manufacturing  
October 6, 2020**

Did you know?  
Broken Arrow  
is home to  
**300**  
Manufacturing  
Companies

# OCTOBER IS MANUFACTURING MONTH



*2019 Manufacturing Month Proclamation*

## #BAisManufacturing

### Social Media Campaign Every Day in October

We will be highlighting Broken Arrow manufacturers all throughout the month of October. Watch Facebook and LinkedIn to learn about how Broken Arrow companies are making an impact.

Watch the City Council Meeting via [livestream](#) on October 6th, as the City of Broken Arrow recognizes the impact manufacturing has on Broken Arrow.



**October 20, 2020**

Manufacturing Career Day will be held again this year at the Broken Arrow Freshman Academy. Manufacturers and Educators will introduce more than 1,200 students at BAFA to the array of careers in manufacturing.

**Volunteers Needed!**

**This event won't work without you;** please sign up to spend 50 minutes in a classroom telling students about your role at your company and why you work in manufacturing. Help students start their journey toward a career in manufacturing.

**Sign Up to Volunteer**



## **MANUFACTURING LUNCHEON**



**October 27, 2020**

**Manufacturing Luncheon featuring keynote speaker  
United States Senator James Lankford**

**Register Today**

Senator Lankford will be speaking about the national economy and trade issues that affect manufacturing. Manufacturing has a tremendous impact on our local and national economy. More than 300 manufacturers reside in BA, pay an average wage of \$60,000, and employ more than 7,000.

In addition, the luncheon will feature resources for manufacturers including; training, exporting, internships, supply chain connections and automation.

**Event Details:**

- October 27, 2020 - 11:15am-1:00pm
- Hosted at Stoney Creek Hotel & Conference Center Ballroom
- Socially Distanced Event
- Virtual Option Available

**The following representatives will be on hand before and after the luncheon to speak about their resources for manufacturers:**

- Tulsa Tech
- Oklahoma State University Center for International Trade Development
- Oklahoma Small Business Development Center
- Oklahoma Center for the Advancement of Science and Technology
- Oklahoma Department of Commerce
- Oklahoma Manufacturing Alliance

**2020 Census Update: October 5th Deadline**

# TIME IS RUNNING OUT TO RESPOND.

## MAKE SURE YOU COUNT!



# www.census.gov

Visit [www.2020census.gov](http://www.2020census.gov) or  
call 844-330-2020 and respond today!

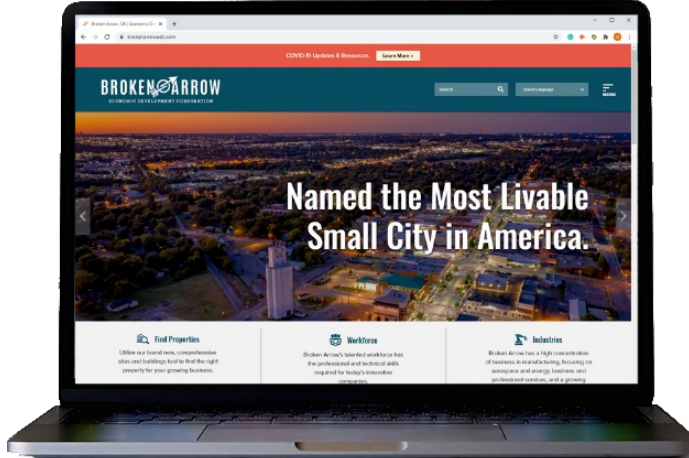


## New Website: [BrokenArrowEDC.com](http://BrokenArrowEDC.com)

We are excited to share the Broken Arrow Economic Development Corporation (BAEDC) launched a new website this summer!

Broken Arrow is a thriving community with a lot to offer to residents and businesses.





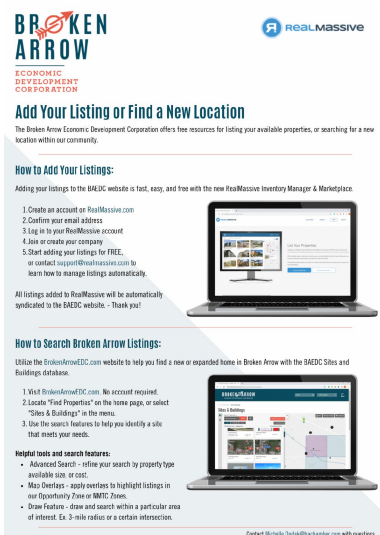
We are thrilled to contribute this website to help share that message in our community and beyond.

This website will be a resource to prospective and existing businesses in Broken Arrow to identify sites in and information about our community.

This effort would not have been possible without so many of our partners and we are

grateful for their support to make this happen.

**Visit BrokenArrowEDC.com Today!**



One of the many resources that can be utilized on this website is the ability to list or search for available properties or search for a new location within the Broken Arrow Community.

Our team has created an informational sheet to help guide you through this process. Click the photo to the left to enlarge and download.

## PPP Loan Forgiveness

### Loan Forgiveness:

### Loan Forgiveness Applications & Updated Forms

Under the Paycheck Protection Program (PPP) created by the CARES Act, loans may be forgiven if borrowers use the proceeds to maintain their payrolls and pay other specified expenses.

Congress recently changed the rules regarding loan forgiveness. The Treasury Department and Small Business Administration are responsible for updating the application form and instructions for loan forgiveness.

#### Loan Forgiveness Application:

- [Loan Forgiveness Application \(Revised\)](#)

- [Loan Forgiveness Application Instructions](#)

### **Loan Forgiveness Application EZ Form:**

The EZ form may be used if the borrower meets certain criteria found on the Form Instructions.

- [Loan Forgiveness Application EZ Form](#)
- [Loan Forgiveness Application EZ Form Instructions](#)

### **Loan Forgiveness Calculator:**

- [PAYCHEX](#) offers an online estimator to help estimate your PPP forgiveness amount. We recommend checking with your payroll provider or accountant for assistance filling out your forgiveness application.

You can find the most up-to-date information [HERE](#).

---

## **Broken Arrow Economic Development Corporation Staff**

### **Jennifer Conway**

President and CEO of the Broken Arrow Chamber and EDC

(918) 893-2117

[Jennifer.Conway@bachamber.com](mailto:Jennifer.Conway@bachamber.com)

### **Darla Heller**

Vice President of Economic Development

(918) 893-2112

[Darla.Heller@bachamber.com](mailto:Darla.Heller@bachamber.com)

### **Michelle Ondak**

Economic Development Director of Marketing and Research

(918) 893-2107

[Michelle.Ondak@bachamber.com](mailto:Michelle.Ondak@bachamber.com)



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





# City of Broken Arrow

## Request for Action

---

**File #:** 20-1231, **Version:** 1

---

**Broken Arrow Economic Development Authority  
Meeting of: 10-20-2020**

**Title:**

Approval of and authorization to execute Budget Amendment Number 8 for Fiscal Year 2021

**Background:**

The Municipal Budget Act adopted by the City Council and the Authority allows the amendment of the budget at any time during the year for necessary expenditures incurred that exceed the original budget or when circumstances warrant the action.

For budgetary compliance required by law, Budget Amendment Number 8 is to provide funding for purchase orders issued or contracts entered into during the previous fiscal year that continue into Fiscal Year 2021. The City's practice is to liquidate encumbrances at the end of the previous fiscal year and re-encumber in the current fiscal year. Funds are available in Fund Balance as a result of the liquidated encumbrances.

**Cost:** \$58,327.00

**Funding Source:** Fiscal Year 2020 liquidated encumbrances

**Requested By:** Cynthia Arnold, Finance Director

**Approved By:** City Manager's Office

**Attachments:** Budget Amendment #8 for Fiscal Year 2021

**Recommendation:**

Approval of and authorization to execute Budget Amendment Number 8 for Fiscal Year 2021.

**Fund 887**  
**BUDGET AMENDMENT # 8**  
**FISCAL YEAR 2021**  
**20-Oct-20**

**Estimated Revenue, Fund Balance or Transfers in**

<b>Account Number</b>	<b>Project</b>	<b>Description</b>	<b>Balance before Amendment</b>	<b>Amount of Amendment</b>	<b>Balance after Amendment</b>
Fiscal Year 2020 Liquidated Encumbrances		To use the fund balance that resulted from the liquidation of encumbrances in Fiscal Year 2020.	\$ 58,327	\$ (58,327)	\$ -
			<u>\$ 58,327</u>	<u>\$ (58,327)</u>	<u>\$ -</u>

**Appropriations**

<b>Account Number</b>	<b>Project</b>	<b>Description</b>	<b>Balance before Amendment</b>	<b>Amount of Amendment</b>	<b>Balance after Amendment</b>
8871700-570150	201711	DHTCA EDA-SEWER	\$ -	\$ 43,327	\$ 43,327
8871700-570150	201714	EKD LLC SIGNALS		\$ 15,000	\$ 15,000
			<u>\$ -</u>	<u>\$ 58,327</u>	<u>\$ 58,327</u>

**Explanantion**

For budgetary compliance required by law, Budget Amendment Number 8 is to provide funding for purchase orders issued or contracts entered into during the previous fiscal year that continued into Fiscal Year 2021

Approved by the Broken Arrow  
Economic Development Authority  
Tuesday, October 20, 2020

Attest by Secretary

\_\_\_\_\_  
Chairman, Craig Thurmand

\_\_\_\_\_  
Curtis Green





# City of Broken Arrow

## Request for Action

---

**File #:** 20-1315, **Version:** 1

---

**Broken Arrow Economic Development Authority  
Meeting of: 10-20-2020**

**Title:**

Approval of and authorization to execute a Third Amendment to the Contract for Economic Development Services between the Broken Arrow Economic Development Authority and the Broken Arrow Economic Development Corporation and Approval of and authorization to execute Budget Amendment No. 13 for Fiscal Year 2021

**Background:**

The Broken Arrow Economic Development Corporation has entered into an economic development contract with the Broken Arrow Economic Authority previously. This contract has been amended twice previously to provide additional incentives to promote economic growth within the City of Broken Arrow. The purpose of the current amendment is a request by Broken Arrow Development Corporation for the sum of \$150,000 in additional funding for the purpose of establishing and staffing a Career/Workforce Center for a period of eighteen months, beginning December 31, 2020 through June 30, 2022. This program establishment is designed to combat the rising rate of unemployment within the City of Broken Arrow due to the COVID-19 Pandemic and will offer a lifeline to citizens of the City of Broken Arrow who seek gainful employment.

**Cost:** \$150,000.00

**Funding Source:** Transfer from Special Cares Act Fund

**Requested By:** Norman Stephens, Director of Economic Development

**Approved By:** City Manager's Office

**Attachments:** Third Amended Contract  
Budget Amendment No. 13

**Recommendation:**

Approve and authorize execution of a third amendment to the contract for economic development services between BAEDA and BAEDC and approve and authorize execution of Budget Amendment No. 13 for fiscal year 2021.

**Fund 887**  
**BUDGET AMENDMENT # 13**  
**FISCAL YEAR 2021**  
**20-Oct-20**

**Estimated Revenue, Fund Balance or Transfers in**

<b>Account Number</b>	<b>Project</b>	<b>Description</b>	<b>Balance before Amendment</b>	<b>Amount of Amendment</b>	<b>Balance after Amendment</b>
887-491347		TRANSFER IN - SPECIAL CARES ACT FUND	\$ -	\$ 150,000	\$ 150,000
			<u>\$ -</u>	<u>\$ 150,000</u>	<u>\$ 150,000</u>

**Appropriations**

<b>Account Number</b>	<b>Project</b>	<b>Description</b>	<b>Balance before Amendment</b>	<b>Amount of Amendment</b>	<b>Balance after Amendment</b>
8871700-550700		ECONOMIC DEVELOPMENT	\$ 479,000	\$ 150,000	\$ 629,000
			<u>\$ 479,000</u>	<u>\$ 150,000</u>	<u>\$ 629,000</u>

**Explanantion**

Budget Amendment Number 13 is to recognize and budget the transfer from the Special Cares Act Fund and appropriate that transfer for the economic development payment to the Broken Arrow Economic Development Corporation for funding to staff a Career/Workforce Center for 18 months to greater assist Broken Arrow residents and businesses navigating job separations, placements and training resources.

Approved by the Broken Arrow  
Economic Development Authority  
Tuesday, October 20, 2020

Attest by Secretary

\_\_\_\_\_  
Chairman, Craig Thurmand

\_\_\_\_\_  
Curtis Green



**THIRD AMENDMENT TO THE CONTRACT FOR ECONOMIC DEVELOPMENT  
SERVICES BETWEEN THE BROKEN ARROW ECONOMIC DEVELOPMENT  
AUTHORITY AND THE BROKEN ARROW ECONOMIC DEVELOPMENT  
CORPORATION**

This Third Amendment to the Contract is made and entered into this 20<sup>th</sup> day of October, 2020, by and between the Broken Arrow Economic Development Corporation, an Oklahoma non-profit corporation, hereinafter referred to as “BAEDC,” and the Broken Arrow Economic Development Authority, hereinafter referred to as “BAEDA” a public trust, whose sole beneficiary is the City of Broken Arrow.

**WHEREAS**, on December 18, 2018, BAEDC and BAEDA entered into a contract for economic development services “Agreement”; and

**WHEREAS**, on March 5, 2019, BAEDC and BAEDA entered into a First Amended Contract for the purposes of amending the amount of payment made from BAEDA to BAEDC for the employment of a full time President;

**WHEREAS**, the Agreement provides that BAEDA will pay BAEDC for the rendering of professional services, including but not limited to, Retail & Restaurant Development, Business Retention and Expansion, Business Attraction, Entrepreneurialism and Economic Outlook; and

**WHEREAS**, since the date of the Agreement and due to the COVID-19 pandemic, small businesses within the City of Broken Arrow have been restricted from conducting their usual and normal operations; and

**WHEREAS**, on May 5, 2020, the BAEDC and BAEDA entered into a Second Amended Contract for the purposes of requesting \$100,000 in additional funding from BAEDA for the funding of a Microgrant Program. This Program was designed to offer a lifeline to local small businesses which resulted in greater continuity of business operations and sustained viability during the application period for State and Federal relief programs and incentives, helping such small businesses to survive the closing of the City’s economy due to the COVID-19 Pandemic;

**WHEREAS**, the BAEDC has requested \$150,000 in additional funding from BAEDA for the purpose of staffing a Career/Workforce Center for a period of eighteen months, beginning December 31, 2020 and ending June 30, 2022. This program is designed to combat the rising rate of unemployment within the City of Broken Arrow due to the COVID-19 pandemic and will offer a lifeline to citizens of the City of Broken Arrow who seek to become gainfully employed.

**NOW, THEREFORE**, in consideration of the covenants and mutual obligations set out herein and in the Agreement, as amended, and other consideration, the sufficiency of which the parties hereby acknowledge, the parties hereto hereby covenant and agree to the following Amendments:

**ARTICLE A**

**AMENDMENT TO AGREEMENT**

**SECTION 5: PAYMENT AND ACTIVITY REPORTS**

A.1 Amendment to Section 5 of the Contract: Section 5, Payment and Activity Reports, is hereby amended to read in its entirety as follows:

On or before the 30<sup>th</sup> day of each month, the BAEDC shall submit to BAEDA a Monthly Activity Report detailing services and activities that accurately state the progress made in implementing the terms, conditions and scope of work required by this Contract.

That BAEDA shall pay to the BAEDC, a one-time payment in the amount of \$150,000.00 for the purpose of staffing a Career/Workforce Center for a period of eighteen months, beginning December 31, 2020 and continuing until June 30, 2022.

## **ARTICLE B**

### **CONTINUING TERMS OF AGREEMENT**

B.1 Except as amended herein, all terms of the Agreement, as amended, remains in full force and effect without modification or change. The Agreement, as amended by this Amendment, is in all respects ratified and confirmed, and the Agreement, as so amended by this Amendment, shall be read, taken and construed as one and the same instrument.

IN WITNESS WHEREOF, each of the parties has caused this Third Amendment to be executed by its duly authorized officials and its official seal to be impressed hereon, as of the date first above written.

Approved as to Form:

Broken Arrow Economic Development  
Authority

\_\_\_\_\_  
Deputy City Attorney

By: \_\_\_\_\_  
Chairman

Date:

Attest:

\_\_\_\_\_

\_\_\_\_\_  
Secretary (Seal)

Broken Arrow Economic Development  
Corporation

By: \_\_\_\_\_  
Chairman



State of Oklahoma     )  
  ) ss:  
County of Tulsa         )

Before me, a Notary Public, on this \_\_\_\_\_ day of October, 2020, personally appeared \_\_\_\_\_, known to me to be the Chairman of the Broken Arrow Economic Development Corporation and the identical person who executed the within and foregoing instrument, and acknowledged to me that (s)he executed the same as his/her free and voluntary act and deed for the uses and purposes therein set forth.

\_\_\_\_\_  
Notary Public

My commission no.

My commission expires:



# City of Broken Arrow

## Request for Action

---

**File #:** 20-1287, **Version:** 1

---

**Broken Arrow Economic Development Authority  
Meeting of: 10/20/2020**

**Title:**

Ratification of the Claims List Check Register dated October 13, 2020

**Background:**

Council on September 3, 2019 approved Ordinance No. 3601 allowing ratification of the claims list. For the period from September 30, 2020 through October 13, 2020 checks, V-Cards or ACH were processed for a total of \$4,609,176.47 for the various funds.

Governmental Funds	\$2,555,690.72
BAMA	\$2,029,525.35
BAEDA	<u>\$ 23,960.40</u>
Total	\$4,609,176.47

A summary by funds and detail are attached.

**Cost:** \$23,960.40

**Funding Source:** BAEDA Operational and Capital accounts

**Requested By:** Cynthia S. Arnold, Finance Director

**Approved By:** City Manager's Office

**Attachments:** Check Register dated October 13, 2020.

**Recommendation:** Approve Ratification of Claims List Check Register dated 10/13/2020

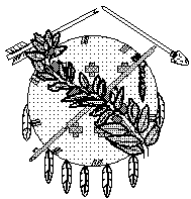
**City of Broken Arrow**  
**Check Register by Fund**  
**RECAP**



FUND	DESCRIPTION	AMOUNT
110	GENERAL	282,452.78
220	BA MUNICIPAL AUTHORITY	2,028,525.35
221	BAMA SALES TAX DEBT SERVICE	1,000.00
226	STORMWATER CAPITAL IN LIEU OF	3,596.73
227	CVB-HOTEL MOTEL	827.88
330	SALES TAX CAPITAL IMPROVEMENT	532,369.36
331	POLICE ENHANCEMENTS	10,248.00
332	PARK & REC CAP IMPROV	35.96
337	POLICE BLOCK GRANT	2,315.78
342	STREET LIGHT FUND	6,176.08
343	STREET SALES TAX FUND	192,287.31
344	PS SALES TAX POLICE	121,058.17
345	PS SALES TAX FIRE	80,212.94
591	2011 BOND ISSUE	275,848.79
592	2014 BOND ISSUE	146,099.15
593	2018 BOND ISSUE	213,864.35
660	WORKERS COMPENSATIONS	4,391.29
661	GROUP HEALTH AND LIFE	155,701.54
882	AGENCY FUND DEPOSITS	7,642.50
887	ECONOMIC DEVELOP AUTHORITY	23,960.40
910	PAYROLL LIABILITY	520,562.11
Total		4,609,176.47

Page Number 91 of 96

CHECK DATE	CHECK #	VENDOR	NAME	INVOICE	DESCRIPTION	G/L NUMBER	AMOUNT
10/02/2020	272535	1496	TWIN CITIES READY MIX INC	209790	CONCRETE	8871700  570150	225.00
						<b>Total For Check # 272535</b>	<b>225.00</b>
10/02/2020	272542	385	WATKINS SAND COMPANY INC	23538X	MASONRY SAND	8871700  570150	3,665.00
						<b>Total For Check # 272542</b>	<b>3,665.00</b>
10/09/2020	272775	44	UTILITY SUPPLY	139084	111342	8871700  570150	20,070.40
						<b>Total For Check # 272775</b>	<b>20,070.40</b>
						<b>Total For Fund 887</b>	<b>23,960.40</b>



# City of Broken Arrow

## Request for Action

---

**File #:** 20-1277, **Version:** 1

---

**Broken Arrow Economic Development Authority**  
**Meeting of: 10-20-2020**

**Title:**

Presentation of an Economic Development update including recruitment efforts for retail, restaurants and manufacturing in the City of Broken Arrow

**Background:**

Broken Arrow Economic Development Manager will present an update of recruitment efforts for new businesses in the City of Broken Arrow. Broken Arrow Chamber of Commerce Vice President of Economic Development Darla Heller will present an update concerning manufacturing in Broken Arrow. The presentation will also include information related to common social media misconceptions about economic development administration.

**Cost:** \$0

**Funding Source:** None

**Requested By:** Norman Stephens, Economic Development Manager

**Approved By:** City Manager's Office

**Attachments:** PowerPoint

**Recommendation:**

No action required.

CITY OF BROKEN ARROW

# ECONOMIC DEVELOPMENT UPDATE

Norm Stephens, Economic Development Manager



BAEDA 10.20.2020





# PROJECT UPDATES

---

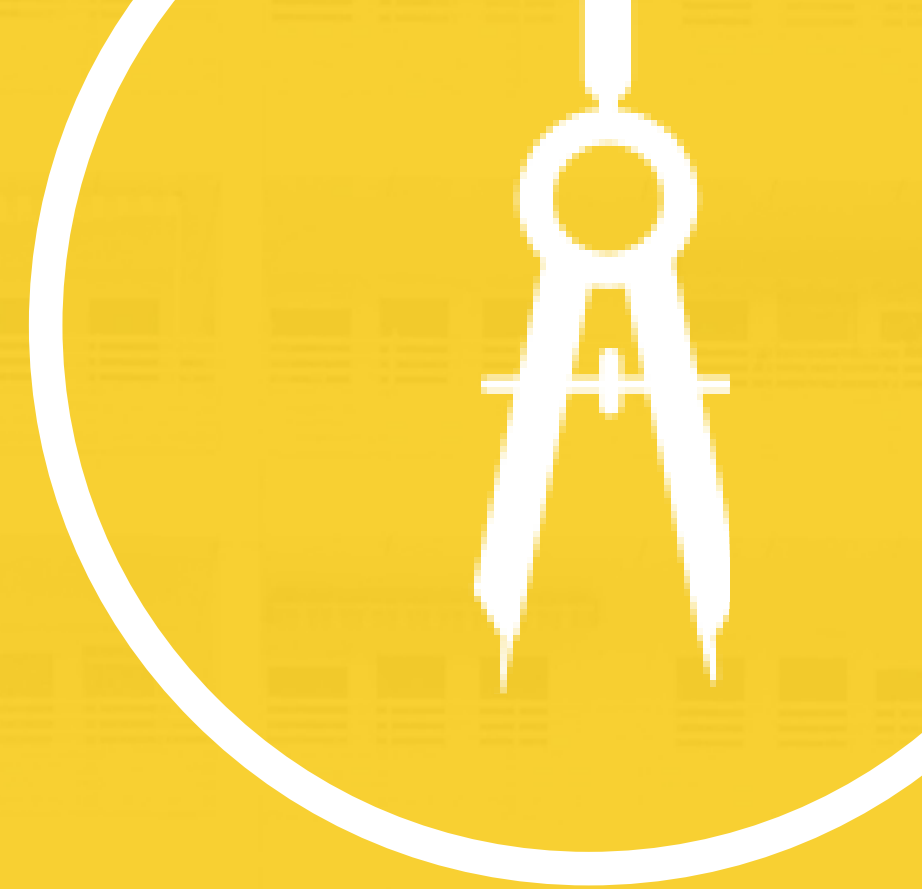


## NE Crossroads



# PROJECT UPDATES

---



- BRIO
- Tiger Hill Plaza
- Russo's Coal Fired Italian Cafe
- Shoppes at Aspen Creek
- Warren Theatre



# City of Broken Arrow

## Main Street Rose District

### Sales Tax Received

	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
January	\$ 8,588.96	\$ 11,234.07	\$ 9,956.28	\$ 11,306.28	\$ 22,750.30	\$ 29,832.68	\$ 39,251.59	\$ 45,071.22	\$ 41,975.45	\$ 37,093.85
February	8,272.75	14,767.18	12,734.43	14,988.96	24,024.08	33,879.67	39,800.24	49,266.09	48,286.87	34,863.27
March	4,136.34	8,879.36	9,426.02	11,700.71	22,774.55	30,633.59	33,760.76	35,496.50	35,308.70	36,462.27
April	5,819.30	12,144.97	10,561.22	14,549.69	22,047.87	45,071.74	38,873.38	40,674.55	40,635.95	35,478.01
May	6,171.17	9,394.81	13,081.37	13,771.94	20,927.88	39,505.12	43,035.39	51,268.00	44,267.24	56,487.15
June	6,376.32	12,632.92	11,516.11	16,514.49	22,164.73	32,989.92	42,227.48	39,253.95	34,788.16	58,006.20
July	8,409.91	9,950.49	13,625.72	19,013.94	23,525.59	36,236.60	38,735.68	42,673.74	41,598.67	37,878.53
August	5,759.59	11,426.80	12,385.85	17,771.72	22,138.48	31,753.64	35,531.12	44,082.44	44,820.49	59,309.28
September	7,988.79	11,575.09	11,745.47	15,169.34	22,990.09	33,228.35	40,399.94	42,952.61	35,051.10	48,411.39
October	9,898.66	8,776.07	11,560.00	16,866.44	23,472.33	30,527.14	43,623.46	42,629.86	25,003.01	
November	11,136.61	9,828.43	6,035.56	19,062.58	20,756.85	32,791.01	42,236.24	38,021.16	47,371.46	
December	5,946.76	9,611.61	14,150.32	21,140.59	21,820.48	24,225.27	34,704.34	36,651.02	25,184.19	
Year-to-Date	61,523.13	102,005.69	105,032.47	134,787.07	203,343.57	313,131.31	351,615.58	390,739.10	366,732.63	403,989.95
Total	\$ 88,505.16	\$ 130,221.80	\$ 136,778.35	\$ 191,856.68	\$ 269,393.23	\$ 400,674.73	\$ 472,179.62	\$ 508,041.14	\$ 464,291.29	\$ 403,989.95



Total Calls Made By TED Team: 1,238

Lori Hill & Norm Stephens

Store	In-Store Visit	Phone Call	Drive-By Visit	Total Calls
Aldi		1	1	5
Kum & Go 81st & Garnett		2	2	9
QuikTrip – 71st & Elm		2		4
QuikTrip – 81st & Garnett		3	1	9
QuikTrip – 71st & Olive		3	1	9
QuikTrip – 81st & Aspen		2		4
Walgreens 71st & Garnett		4	1	8
Walgreens – 91st & Olive		2		4
Walmart – Kenosha & Aspen		2		4
Walmart – 81st & Garnett		3	2	7
CVS – 81st & Aspen		1		2
<b>Total</b>		<b>25</b>	<b>8</b>	<b>65</b>
				<b>98</b>

	Number of Days Phone Calls		Total
Steve Yoder			
Bars, restaurants, gyms, salons, funeral homes, churches advising the Governor was shutting down the State	10	11	110
COVID-19 related visits to retail, both in person or on the phone	20	9	180
Calls/ visits as the Governor’s Phase II plan went into effect	10	9	90
Total	73	39	380

Brian Barger

Bars, restaurants, gyms, salons, funeral homes, churches advising the Governor was shutting down the State	10	10	100
COVID-19 related visits to retail, both in person or on the phone	20	10	200
Calls/ visits as the Governor’s Phase II plan went into effect	10	8	80
<b>Total</b>	<b>153</b>	<b>96</b>	<b>380</b>

Brent Brassfield

Bars, restaurants, gyms, salons, funeral homes, churches advising the Governor was shutting down the State	8	10	80
COVID-19 related visits to retail, both in person or on the phone	20	10	200
Calls/ visits as the Governor’s Phase II plan went into effect	10	10	100
<b>Total</b>	<b>231</b>	<b>154</b>	<b>380</b>

# TOP 10 SOCIAL MEDIA MISCONCEPTIONS





”

#7

If there is sufficient  
rooftops in a specific  
area, the site selector  
will choose that area  
to develop."

---





# 8

Retailers avoid  
competition“



# Looking Forward:

## Nov. 17, 2020 - BAEDA

---

### Social Media Misconceptions:

#9 Retailers like to be the first business in a particular location

#10 If the City offers enough incentives, they can convince a developer to build in their city

An aerial night photograph of a town. A prominent white tower stands on the left. In the center, a building with a green roof is illuminated. A colorful light display is visible in a parking lot. The town is surrounded by trees and other buildings, with city lights visible in the distance.

# BROKEN ARROW

## EDC

**BROKEN  
ARROW**  
ECONOMIC  
DEVELOPMENT  
CORPORATION

# Broken Arrow Economic Development Corporation



**Market Broken Arrow – Tell the BA Story**



**Drive Research for our Community**



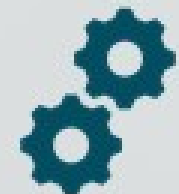
**Business Retention and Expansion**



**Workforce Development**



**Facilitate New Ideas – The Innovation District**



**Highlight: Manufacturing Impact**

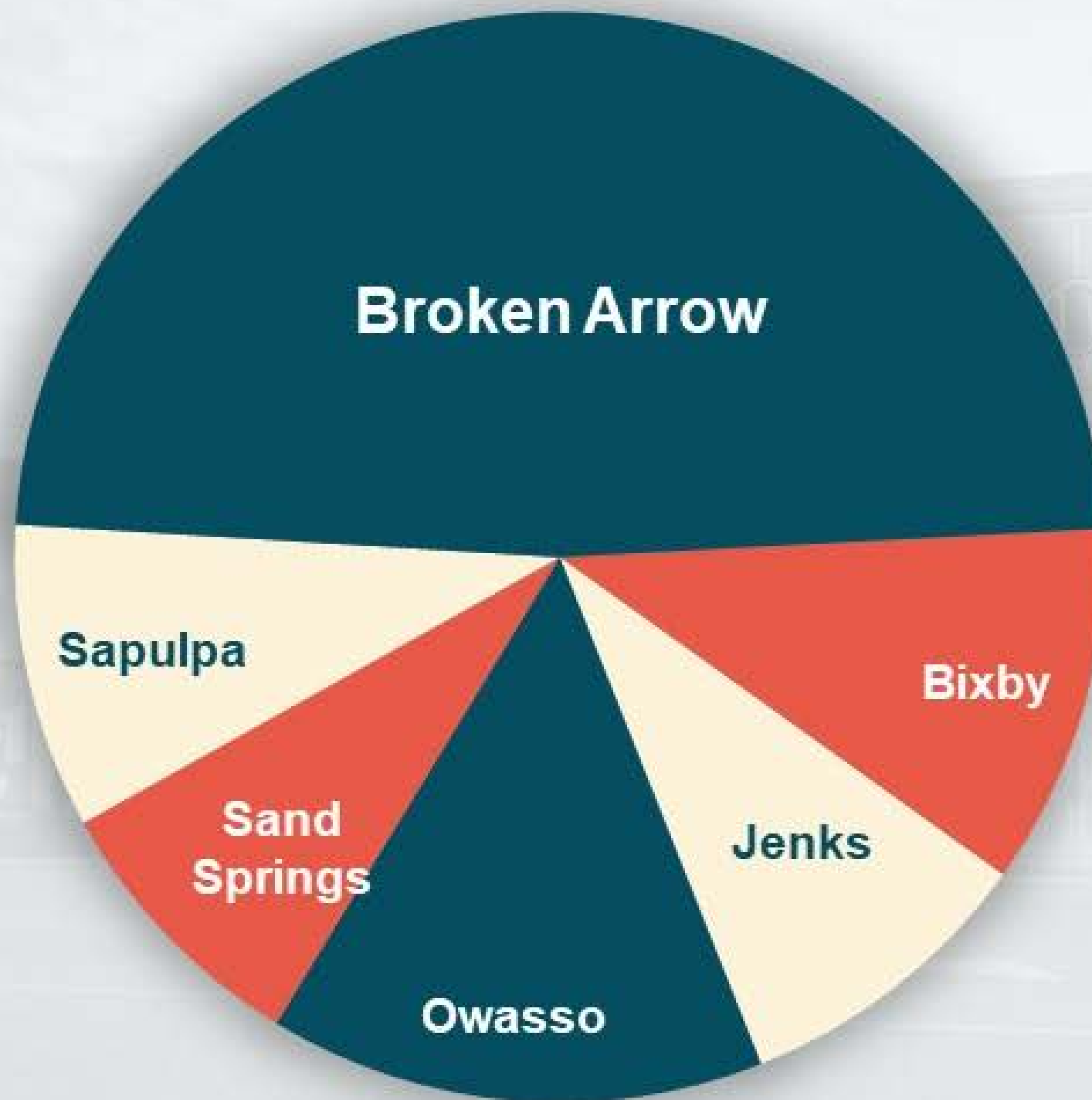


# Telling the BA Story

- 55 Square miles
- 4th largest city in Oklahoma
- 277th Largest City in the US
- Median Household Income is \$75,124
- Median Home Value is \$175,129
- 34% of the population of the community holds a Bachelor's degree or higher
- Average commute time is 20.7
- Cost of Living Index is 97.4
- Nearly \$1.5 billion in taxable goods sold in



# Setting BA Apart

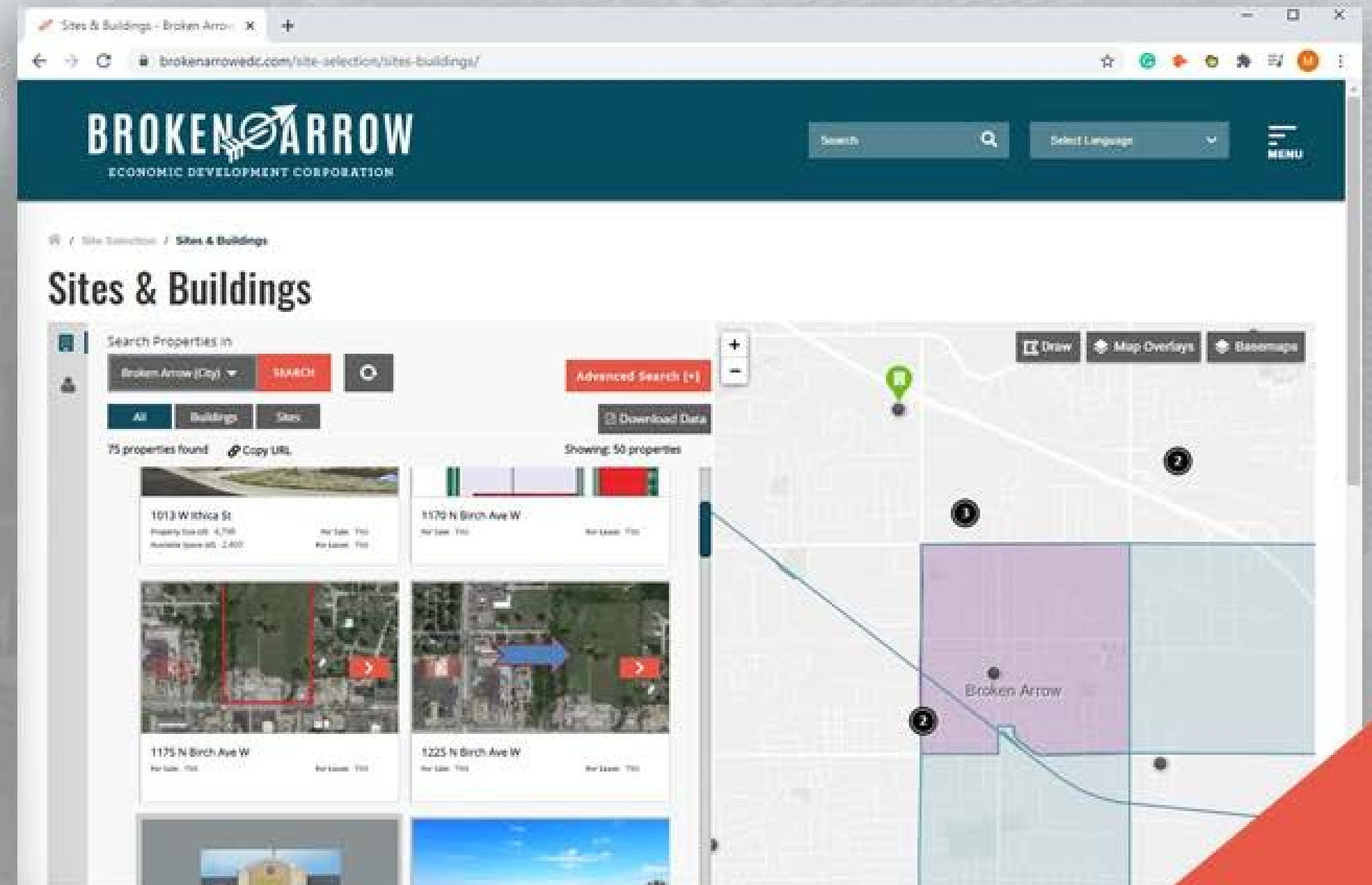
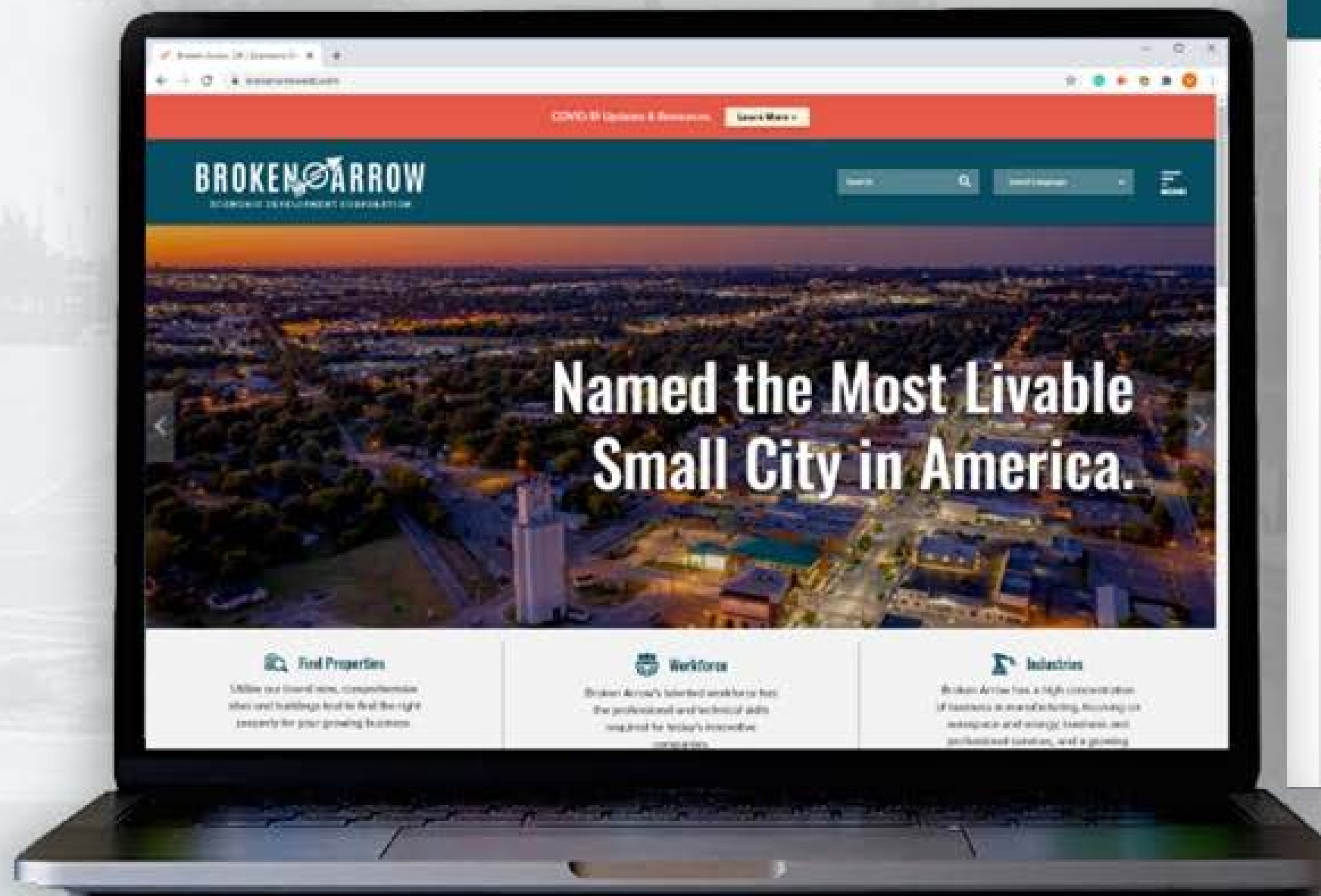


**Broken Arrow's Population is almost equal to Tulsa's other surrounding suburban communities combined.**

- **Broken Arrow – 114,212**
- **Jenks – 21,511**
- **Owasso – 34,811**
- **Sapulpa – 21,447**
- **Sand Springs – 19,432**
- **Bixby – 25,421**

# Marketing Broken Arrow

BrokenArrowEDC.com





# Marketing Broken Arrow



## 2020 - 2021 GROUNDS FOR DEVELOPMENT

FOURTH-LARGEST CITY IN OKLAHOMA

SPONSORED BY **FOREST RIDGE**

### Stone Wood Hills

Home to Oklahoma's largest Bass Pro Shop, Stone Wood Hills sits on 430 acres along the Broken Arrow Expressway (SR-51). This site provides an outstanding view of Broken Arrow and Tulsa, centered around a combination of retail, restaurant, and office development. Sites front along Broken Arrow's busiest highway traveled by 90k cars per day. This site is home to a new conference center and hotel project with 35,000 sq ft of conference space and 180 room hotel capacity.

Demographics	1 Minute Drive Time	15 Minute Drive Time	30 Minute Drive Time
2025 Projection	21,463	426,766	625,508
2020 Population	25,811	413,084	605,452
2020 Median HH Income	\$76,864	\$57,838	\$37,451

Source: US Census for 2020 and 2025 Model Projections

# Research: Spending Potential Index in Broken Arrow

Retail Category	Spending Potential Index
Apparel and Services	104
Computers & Hardware for Home Use	103
Computer Accessories	109
Entertainment & Recreation	103
Fees and Admissions	106
Toys/Games/Crafts/Hobbies	107
Sports/Recreation/Exercise Equipment	113
Food	102
Food at Home	101
Food Away from Home	103

Retail Category	Spending Potential Index
Financial	--
Value of Stocks/Bonds/Mutual Funds	111
Health	--
Eyeglasses & Contact Lenses	102
Home	--
Mortgage Payment and Basics	109
Household Furnishings and Equipment	--
Furniture	106
Rugs	113
Major Appliances	108

Retail Category	Spending Potential Index
Household Operations	--
Child Care	110
Insurance	--
Owners and Renters Insurance	109
Transportation	--
Payments on Vehicles excluding Leases	108
Travel	--
Airline Fares	103
Auto/Truck Rental on Trips	105
Food and Drink on Trips	104

# Retail Leakage in Broken Arrow

Industry Group	NAICS	Retail Gap	Number of Businesses
Furniture Stores	4421	\$15,561,823	114
Electronics & Appliance Stores	443	\$4,330,774	225
Food & Beverage Stores	445	\$302,002,057	441
<u>Grocery Stores</u> ←	4451	\$289,568,637	230
Specialty Food Stores	4452	\$10,373,271	90
Beer, Wine & Liquor Stores	4453	\$2,060,149	122
<u>Gasoline Stations</u> ←	447,4471	\$375,455,374	328
Jewelry, Luggage & Leather Goods Stores	4483	\$43,492,291	80
Book, Periodical & Music Stores	4512	\$24,047,241	45
Florists	4531	\$4,363,197	83
Office Supplies, Stationery & Gift Stores	4532	\$2,158,198	142
Other Miscellaneous Store Retailers	4539	\$3,571,453	333
Electronic Shopping & Mail-Order Houses	4541	\$779,515	28
Special Food Services	7223	\$3,906,158	38

# Business Retention & Expansion

**FlightSafety**<sup>®</sup>  
international

**oce**  
OIL CAPITAL ELECTRIC

Blue Bell  Ice Cream

**Baker Hughes** 

 **AIR HYGIENE**

 **ZEECO**<sup>®</sup>

**AG**



# Workforce Development



Virtual / In-person Career Center  
Job Listings  
Resource Sharing  
Career Fairs  
Career Awareness  
Internship Program





# Innovation District

## Project Steps and Timeline

	Now	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10
Obtain City Council Support											
Determine Site											
Develop Concept Drawings											
Purchase Land											
Finalize Design & Create Budget											
City Planning on Site											
Identify Partners and Funding Stream											
Determine Incentive Structure											
Secure Developers & Clients											
Construction											

August

## HIGHLY COLLABORATIVE SPACE



## AUTHENTIC DEVELOPMENT



## INSPIRATIONAL



## ACCESSIBLE & AFFORDABLE



# Reporting Out

**BROKEN  
ARROW**

ECONOMIC  
DEVELOPMENT  
CORPORATION

**2019**

ANNUAL REPORT

**BROKEN ARROW**  
ECONOMIC DEVELOPMENT CORPORATION

## EDC MISSION • VISION

The Broken Arrow Economic Development Corporation strives to create wealth, jobs and economic growth through the creation, attraction, and retention of business and talent in the community while facilitating innovation and creativity. BAEDC is a partnership of and is governed by the business community, the municipality and education.

## EDC SUMMARY OF GOALS

### BUSINESS RETENTION AND EXPANSION **SUCCESS STATEMENT**

Success is that we retain 90% of businesses and have an annual net positive-growth in new jobs through 2023.

#### GOAL

Success is that we retain 90% of businesses and have an annual net positive-growth in new jobs through 2023.

### NEW BUSINESS ATTRACTION **SUCCESS STATEMENT**

Success is we have a net positive annual job growth from retail, suppliers, or related businesses and targeted diverse businesses locating in Broken Arrow over the next 3 years.

#### GOALS

Pursue diverse industry clusters that align with Broken Arrow's strengths and resources while promoting existing properties in Broken Arrow for business location.

Work in association with City of BA ED staff to identify and target retail and attractions that are suitable for South BA, 101st St, Rose District, and North BA.

Target diverse industries and investors to build spec buildings or invest in business parks. In 2020 encourage either building a spec building or have a development for at least one spec building ready or site ready location.

### ENTREPRENEURSHIP PROGRAMMING **SUCCESS STATEMENT**

Success is having a fully functioning, funded program by 2023 in order to diversify and grow the business base of small businesses (fewer than 25 employees) within selected researched targets.

#### GOALS

Address needs for programming in entrepreneurship/ small business development through awareness and resource brokering.

Develop mentoring programming (BACE: Broken Arrow Center for Entrepreneurship) that addresses retail and targeted industries.

**BROKEN ARROW**  
ECONOMIC DEVELOPMENT CORPORATION

## Economic Development Activity Update April 2020

Chamber of Commerce / Economic Development Corporation Staff:  
Jennifer Conway, President & CEO  
Daria Heller, Vice President Economic Development  
Michelle Ondak, Director of Research & Marketing

### Executive Report

#### Broken Arrow EDC Response to COVID-19 Pandemic

Created and executed BA Rising Taskforce

- Developed strategic plan and administered work of the taskforce (detailed plan attached.)
- Organized and facilitated 14 virtual industry roundtable discussions and 11 virtual workgroups with more than 400 attendees (findings attached.)
- Created and populated "open-up" survey responded to by 120 businesses to determine business need as economy reopens (findings attached.)
- Created and obtained funding for BA Rising Small Business Microgrant for Broken Arrow Businesses that were deemed non-essential.
- Created [www.barisling.com](https://www.barisling.com) which provides businesses access to PPE, opening up guidance, signage, CDC guidance and access to capital.

Fielded daily, hourly questions from Broken Arrow businesses directing businesses through the shutdown process and guidance on opening directives on sanitation, funding and labor issues. Assisted City's economic development team on the process of declaring essential retail business per Governor's Stitt's executive order and Mayor Thurmond's proclamation.

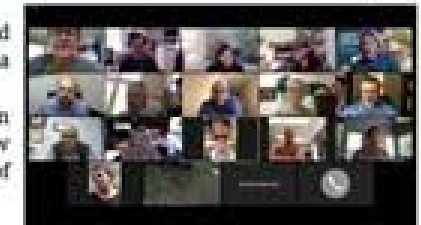
Assisted Chamber staff with development of comprehensive listing of restaurants in the community that provide take-out services during safer at home order.

Maintained BA Rising resources page on Chamber website for status updates, new legislation explanation and small business loan assistance <https://brokenarrowchamber.com/home/soronordna/>. Attended numerous webinars to gain greater insight to economic conditions, forecasting and resources in reference to COVID-19.

Participated in weekly briefing calls for industry and economic development with the Oklahoma Department of Commerce.

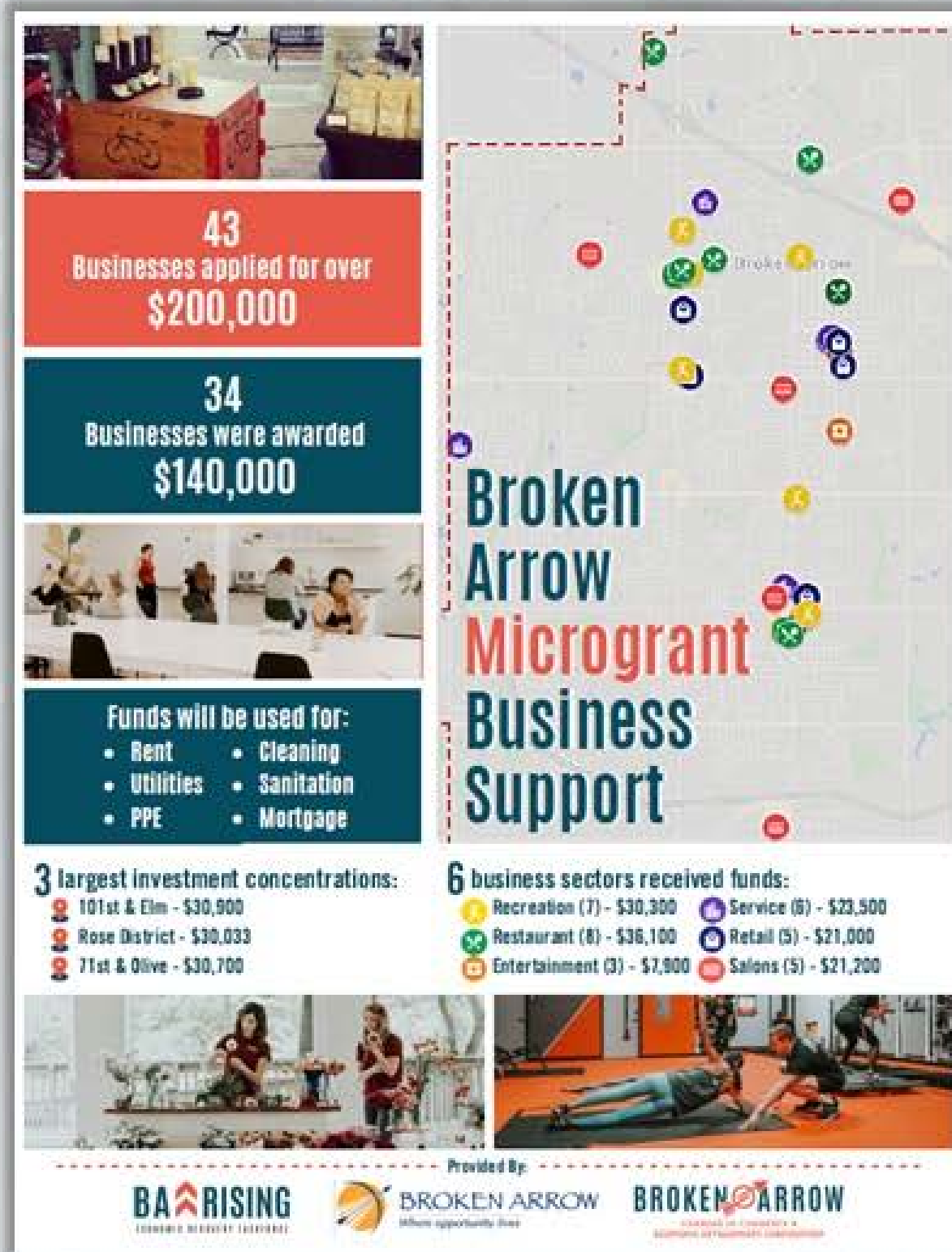
Monitored legislation and facilitated discussion through virtual venues so that Broken Arrow businesses understand how to take advantage of resources and loan programs.

**BA RISING**  
ECONOMIC RECOVERY TASKFORCE



**BROKEN ARROW**  
ECONOMIC DEVELOPMENT CORPORATION

# 2020 What a Year



**BA RISING**  
ECONOMIC RECOVERY TASKFORCE



# Major Industry Sectors

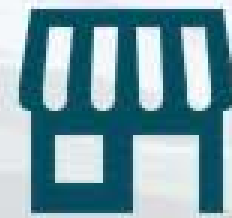
## Existing Industries



Manufacturing



Construction



Retail Trade

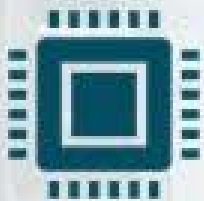


Accommodation & Food Service



Health Care & Social Assistance

## Target Industry Clusters



Circuitry, Circuit Boards, & Wire Focused Companies



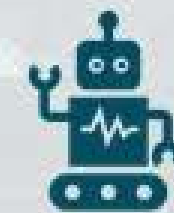
Software for OEMS & Simulation



Metal Insert Manufacturing



High-Tech Machining & Welding



Robotics & AI-based Manufacturing

# #BAisManufacturing



**300**

Manufacturing  
companies located  
in Broken Arrow

**132,500**

Oklahomans employed  
in the manufacturing  
industry

**7,000**

Broken Arrow citizens  
employed in  
manufacturing

**\$60,000**

Average Wage for  
manufacturing jobs in  
Broken Arrow

# We Are Here To



**Darla Heller**  
Vice President of  
Economic  
Development

[Darla.Heller@bachamber.com](mailto:Darla.Heller@bachamber.com)



**Jennifer Conway**  
President & CEO  
of the Broken  
Arrow Chamber  
and EDC

[Jennifer.Conway@bachamber.com](mailto:Jennifer.Conway@bachamber.com)



**Michelle Ondak**  
Economic  
Development Director  
of  
Marketing &  
Research

[Michelle.Ondak@bachamber.com](mailto:Michelle.Ondak@bachamber.com)

- Promote this Community
- Drive Project Development (any size)
- Provide Research
- Help Existing Business Grow
- Facilitate New Projects