



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 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 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 gage 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 join 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

Total	External Leads & Proposals	Visits
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

Total	BRE Visits
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

Project	Source	Target Industry	Jobs	Capital Investment	Bldg./Land Requirements	Notes
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	Build to suit not allowed. 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	Build to suit not allowed 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	Rail Spur required on 100-acre site.
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	Requires Existing Manufacturing Company 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
Site Selectors Guild Annual Conference, Atlanta, GA		March 9-11
SEDC Meet the Consultants, Atlanta, GA		March 26-27
ODOC FDI Consultant Visit to Oklahoma	Full Staff	April 6-8
OU EDI Training	Michelle Ondak	May 2-6
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
IEDC Economic Future Forum, Calgary, AB		June 21-23
TRC Site Consultant In-Market Hosting		June TBD
Farnborough Air Show, London, UK		July 20-24
SEDC Annual Conference, Nashville, TN		August 16-18
IAMC Professional Forum, Boise, ID		September 12-16
TRC Site Consultant In-Market Hosting		September TBD
Area Development Consultants Women in Econ. Dev., Chicago	Darla Heller	October 4-6
2020 NBAA Business Aviation Expo, Orlando	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

	Residential Starts	Commercial Starts	Sales Tax Reported	Use Tax Reported
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!**

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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

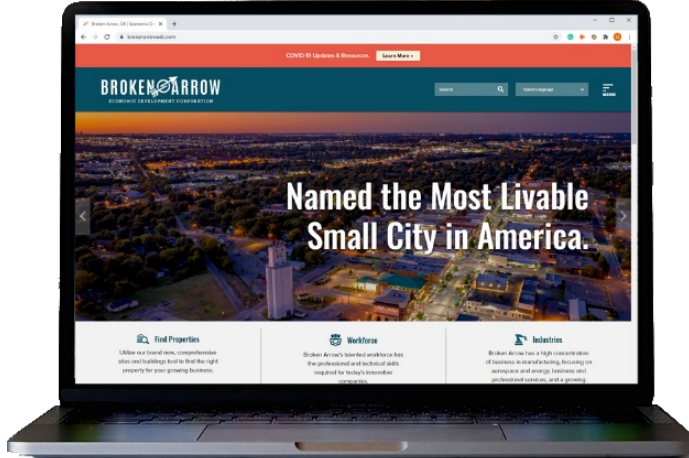
Visit www.2020census.gov or
call 844-330-2020 and respond today!



New Website: 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.



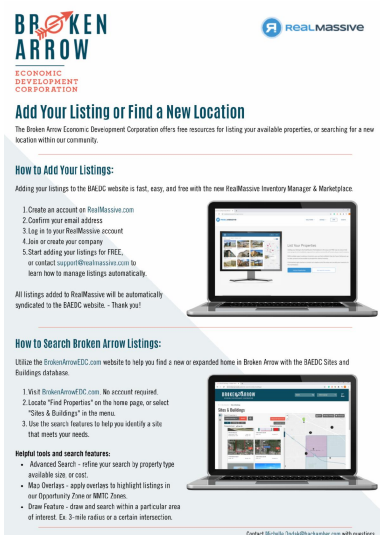
We are thrilled to contribute this website to help share that message in our community and beyond.

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

Darla Heller

Vice President of Economic Development

(918) 893-2112

Darla.Heller@bachamber.com

Michelle Ondak

Economic Development Director of Marketing and Research

(918) 893-2107

Michelle.Ondak@bachamber.com



BrokenArrowEDC.com