

**The Oklahoma City Economic Development Foundation, Inc.
and
The City of Oklahoma City Economic Development Trust**

**Contract for Professional Services
Fiscal Year 2023-2024**

**Fourth Quarter
April 1, 2024 to June 30, 2024**

**Report
On
Economic and Community Development Activities
And
Accomplishments**

July 15, 2024

Oklahoma City Economic Development Trust
c/o Ms. Joanna McSpadden
100 N. Walker, 4th Floor
Oklahoma City, OK 73102

RE: Fourth Quarter FY 2023-2024 Economic Development Contract Report

Dear Trustees and Staff:

It is my pleasure to submit the attached report describing the Greater Oklahoma City Chamber's efforts during the 4th Quarter of 2023/2024 to support an economic development services contract with the City of Oklahoma City.

This quarter has seen continued steady activity surrounding economic growth opportunities. To that end, below are several highlights of the Chamber's work for this quarter.

- Three project wins were announced during this quarter.
 - Project Boyfriend/Kingspan, an Irish company and a global leader in the building materials industry, will manufacture commercial roofing products in the region. The company identified a specific building in the region and due to our strong relationships with the local broker and local ED partner, we were brought in to support the project. The company will locate in Stillwater at the former Armstrong building. The company will create 75 jobs, have an annual payroll of \$5.4M+ and make an \$82M+ capital investment.
 - Project Frozone/Nortek Data Center Cooling is a local company expansion. It manufactures large data center cooling machinery for large customers like Amazon and Meta. They recently won a contract that would create between 350-450 jobs in OKC and make a capital investment of \$5 million.
 - Project Letterkenny/Vortex Doors is a door/framing contractor, including hangar doors. They will create 30 new jobs and make a \$350,000 capital investment.
- Staff members, in partnership with multiple regional partners, hosted Newmark consulting's entire site consulting team for a team retreat/site visit in May. The 29-member consulting team met with community leaders, toured key employment assets (FAA) and engaged with regional partners important to the development of the Oklahoma City economy. Newmark team leaders provided valuable feedback on continued growth opportunities in the market.

- Held OKC FAME Signing Day and Orientation – a total of 8 students will be OKC FAME’s first cohort of students in the new learn & earn manufacturing pipeline program. Local manufacturer partners – Climate Control Group, IDEX Advanced Flow Solutions, and OMADA International – will employ students part-time three days a week while they take classes toward their Associate of Applied Sciences degree in Engineering Technologies and Advanced Manufacturing Technician certificate two days a week at OSU-OKC. Chamber staff and members, OSU-OKC leaders, sponsor employers, community leaders and FAME students and their families came together for the launch to celebrate.
- Supported the April “Talent Link” event connecting second chance/non-traditional hiring programs with local human resource/staffing professionals. Approximately 30 individuals representing multiple different firms participate in the event.
- Retail recruitment staff lead outreach ULI’s Next America’s event in New York and is supporting planning for ULI’s in-market leadership event in Summer, 2024.
- Spoke on several podcasts to highlight retail trends and the OKC Market – Bigger than Food Podcast & CRE World Podcast
- Research team members provided a variety of support to regional and statewide partners including the Small Minority Business Utilization Program and MIT’s consulting group providing data and analytics to support small business growth and support for analyzing the current and growth potential of the state’s bio economy, respectively.
- Life Science Oklahoma, Oklahoma’s updated bio and life-science industry leadership organization was launched at this year’s Bio International show. The focus of Life Science Oklahoma includes driving internal partnerships between research, industry and community members, serving as a PR/marketing for the bio and life science industry externally and advising on public policy and industry education with various stakeholders.

Thank you again for your long-term support for partnerships providing inclusive economic development outcomes. We look forward to continuing our partnership into the 2023-2024 fiscal year.

Best,



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TABLE OF CONTENTS

Narrative Report of Accomplishments and Measurements

A. Report to Trust by Contract Area

- Program 1 - Create Additional Local Economic Outcomes
 - Diversify the Local Economic Base
 - Increase Income and Wages Across Income Brackets
 - Increase Local Investment in Oklahoma City and Increase the Tax Base
 - Improve Oklahoma City's Reputation (Marketing and Research Support)
- Program 2 - Retail Recruitment and Development
 - Improve Oklahoma City's Brand Recognition with Retailers and Developers
 - Recruit New Destination Retail to Oklahoma City
 - Assist the City of Oklahoma City Predict and Increase Sale Tax Collections
 - Increase Oklahoma City Residents' Quality of Life/Support Existing Retailers
- Overall Outcomes Summary

B. Charts

- Measurements

Narrative Report of FY 23/24 Accomplishments and Measurements

Project(s)/Initiative(s) underway or completed – April 1, 2024 – June 30, 2024

Business Recruitment

APRIL

- Site Visits:
 - Held two site visits for projects related to the data center industry.
- Attended two events to build relationships with executives in the shared services industry and to promote OKC: *Shared Services Outsourcing and Executive Forum* in Dallas, which is put on by consulting firm, Deloitte, and the Chamber sponsored; and *Shared Services & Outsourcing Week* in Orlando.
- Attended *MRO Americas*, the leading MRO event in the US, and helped sponsor the Oklahoma booth. The national event brings together 16,000 industry professionals and an opportunity to connect with the entire aviation aftermarket.
- Attended *IAMC Spring Forum* in Greenville, SC to connect with site location consultants, business executives, and partner organizations involved in industrial real estate.
- Hosted site location consultants in Dallas with the Greater OKC Partnership for our *I-35 MegaMixer* event. Several partners joined us to promote the region. Held a dinner for partners afterward to continue to build relationships.
- Hosted local brokers for our *Pickles, Paddles + Properties* event, to build relationships and make connections.
- Met with OG&E to discuss how best to plan ahead as well as move forward with power heavy competitive projects.
- Provided support to Onward OKC as it develops a promotional brochure related to career training opportunities in manufacturing, which can be used during site visits.

MAY

- Project Wins:
 - Announcement of Project Letterkenny – the company, Vortex Doors, specializes in hangar and commercial/industrial doors and has selected a property in OKC. Project will create 30 new jobs and bring \$350,000 in capital investment.
- Site Visits:
 - Hosted company representative and national broker on site visit to evaluate property for bioscience project.
 - Supported regional partner in planning in planning and execution of site visit for energy-related project.
 - Assisted with property tour for film-related project.
- Consultant Visits:
 - OKC was selected to host the site selection firm, Newmark's, team strategy retreat after two years of bidding. Planned and executed a 3-day retreat for 29 national and international leading site selection consultants. Promoted OKC as place to do business and built and strengthened relationships. It was the first time in the state for many, and several consultants noted a positive perception of OKC following the visit.
 - Hosted national site selection consultant to run the OKC Memorial Marathon and incorporated market familiarization tour to share information about OKC during his visit.
- Continued monthly touch base meeting with OG&E.
- Supported strategy discussion for City of OKC's upcoming GOLT Bond.

JUNE

- Project Win:
 - Project Boyfriend/Verde – Kingspan, an Irish company and a global leader in the building materials industry, will manufacture commercial roofing products in the region. They identified a specific building and due to our strong relationships with the local broker and local ED partner, the company will locate in Stillwater at the former Armstrong building. The company will create 75 jobs, have an annual payroll of \$5.4M+ and make an \$82M+ capital investment.
- Site Visit:
 - Hosted an aerospace and defense company considering OKC for its next business operation.
- Site Consultant Events:
 - Hosted a virtual site visit for Deloitte's Enterprise Services & Location Strategy team
 - Attended Area Development's Spring Consultant Forum in Virginia Beach to continue building relationships with site location consultants.
- Supported Project Neigh/Professional's Choice at OK Dept of Commerce's Incentive Approval Committee meeting where they were awarded the Quality Jobs state incentive.
- Met with Bulk Industrial Group to discuss Will Rogers Business Park development possibilities and other opportunities.

Business Growth and Expansion

APRIL Activity:

- Staff served as panelist on Roundtable on Affordable Housing & Fair Chance Employment
- Staff represented Chamber on OKC Mental Health taskforce
- Engaged 30 employers

APRIL BRE Observations:

- Continue to hear of various expansion projects across different industries in the OKC region (manufacturing, shared services, healthcare, and energy).
- Hiring velocity seems to have slowed down for entry level roles while hiring for key positions such as technicians, welders, engineers, and other higher skill level roles remains vigorous.
- Increased traffic from job seekers attending career fairs at recent hiring events, across multiple industries
- Several companies are leading the way in their organizations as "centers of excellence" by leading the way in productivity, efficiency, talent, growth, and capital investments compared to other markets.

APRIL Challenges/Opportunity:

- The need for non-profit workforce agencies to speak with a single voice to employers to maximize hiring is an ongoing opportunity.
- Innovations among employers that will expand opportunities for hiring "hidden talent" offer opportunity to expand the city's talent base.

MAY Activity:

- Announced Project Frozone/Nortek Data Center Cooling as a win/locate, creating 400 new jobs and \$5 million in capital investment in their existing facility and equipment.

- Attended multiples job fairs connecting with HR leaders/recruiters to discuss their growth, workforce, trends, challenges and opportunities to support (Francis Tuttle Job Fair, Work Ready Oklahoma Job Fair, OESC Job Fair, and Hire Oklahoma Job Fair).
- Attended and spoke at multiple grand openings/ribbon cuttings (CACI, Swing 365, Advanced Call Center Technologies and Boyett Petroleum).
- Participated at the city of Spencer's golf tournament supporting their parks development and building relationships with the Spencer Chamber and Bancfirst.
- Volunteered/supported the team at the OKC Chamber's Elevate Conference, Newmark's Global Site Selection Retreat, and the Women's College World Series.
- Attended the State of the Aerospace Industry, networking/connecting with key employers in the aviation/aerospace industry.
- In total for May: 17 retention calls, 9 talent calls, and 13 assists.

MAY BRE Observations:

- Although interest rates have impacted residential development, those rates with commercial/industrial development have not discouraged companies from expanding, relocating, or acquiring new space,
- Vast majority of employers remain nearly fully staffed with the ability to take time to recruit and select quality over quantity leading to better retention.
- Requests for wage analyses, welcome guides, OKC chamber events, and other resources remains high as more talent moves to OKC.
- More employers are continuing to invest in themselves from new machinery/equipment, and property, to diversification of services/products and modernized technology.

MAY Challenges/Opportunity:

- Even with the growth we've seen, there are still a couple of employers being cautious due to this being an election year.
- Although the gap is shrinking, efforts remain to help employers seek different avenues to find talent and fill roles through fair chance employment, veteran employment organizations, and others.

JUNE Activity:

- Staff launched the OKC FAME Chapter (see below) with orientation for eight participating students and three sponsoring employers
- Staff assisted with various partner initiatives
- In total for June: 47 Retention Calls, 19 Talent Calls, and 26 Assists

JUNE BRE Observations:

- Despite high interest rates and slowing impact on residential development, commercial/industrial development has not been slowed significantly, with several companies expanding, relocating, or acquiring new space.
- Vast majority of employers remain near fully-staffed, slowing recruiting velocity allowing more selectivity with applicants, which is likely to have a positive impact on retention
- Requests for wage analyses, welcome guides, OKC chamber events, and other resources remains high as recruiters continue to see talent interested in locating to Oklahoma
- More employers continue to invest internally, with investments ranging from new machinery/equipment, and property to diversification of services/products and modernized technology
-

JUNE Challenges/Opportunity:

- Some employers reporting that potential consequences of November election is driving a very cautious business outlook.

- Despite low unemployment, more employers are looking to non-traditional pathways to find and develop talent to fill critical roles; including working with non-profits, veteran's organizations and establishing apprenticeships etc.

Talent

APRIL

- Staff executed TalentLink with 17 employers and 13 non-profit partners attending, resulting in new talent acquisition connections.
- Met with Onward OKC – superintendents from the five local Career Techs - to build relationships and discuss partnership opportunities.
- Met with Rose State College to discuss partnership opportunities.
- Staff met with students, parents and administration at several local high schools, recruiting applicants for the new FAME program that will launch in August 2024.

MAY

- Attended ACCE Talent & ED Annual Meeting in Baton Rouge, LA and attended site consultant dinner to promote OKC.
- Held FAME Chapter meetings to discuss candidates and specifics related to onboarding at participating employers, and the Chapter's launch at OSU-OKC. Also met with Capitol Hill High School and other candidates to support student recruitment efforts for FAME.
- Supported Elevate conference as room emcees and provided help at the registration desk.
- Served as a panelist for the Asian American Chamber's program on living and working in OKC, which focused on employee engagement, retention and development.
- Participated in ACCE's Fellowship Alumni Panel.
- Met with Metro Tech's Superintendent and community partners.

JUNE

- Staff managed InternOKC, for over 250 summer interns, with professional development, coaching and resourcing to retain key talent and equip for common professional gaps
- Held OKC FAME Signing Day and Orientation – a total of 8 students will be OKC FAME's first cohort of students in the new OKC FAME program. Local manufacturer partners – Climate Control Group, IDEX Advanced Flow Solutions, and OMADA International – will employ students part-time three days a week while they take classes toward their Associate of Applied Sciences degree in Engineering Technologies two days a week at OSU-OKC. The two year program will be the first of its kind in the state and will help building a strong manufacturing talent pipeline. Signing day was a celebratory event which included the students and their families, employers, and leaders from OSU-OKC, OKC Chamber and the community. The event also received press coverage. Orientation was provided to the students over the course of 3 days, which highlighted the OKC FAME program goals and expectations, Advanced Manufacturing Technician and AAS Engineering Technologies curriculum, professional development, personal achievement and well-being, and employers tours/team introductions/onboarding.
- Attended OSU Polytech workforce development industry roundtables to hear from industry leaders about workforce needs. Several of our OKC FAME employer partners also attended as well.
- Staff presented strategy for engaging non-profit workforce partners and employers to fill critical roles to the Oklahoma City working group working on the Labor Peace Agreement for the new arena.
- Staff met with the new OKCPS Superintendent to talk about emerging trends in workforce and assisted their workforce development team in a roundtable on workforce with OKCPS principals.

Entrepreneurship and Innovation

APRIL

- Chamber team members supported a site visit by Birmingham, AL corporate innovation leadership to look at programming that could be launched in the OKC regional market. This program, which supports internal and external innovation programming and relationship is based on best-practices in other mid-sized and large markets.
- Team members continue to support engagement with other bio-science ecosystem partners. Evolving partnerships include the formal rebranding and relaunch of the Oklahoma Bioscience organization-to be unveiled at the June Bio International Show. Work supporting that organization includes the launch of a bio-science advisory board (to support marketing/public relations, outreach, storytelling and public policy work on behalf of the industry).

MAY

- Chamber team members are coordinating the launch of “Life Science Oklahoma”, Oklahoma’s updated statewide initiative to support thoughtful leadership in growing the presence of life science and bio science investment in the state. Efforts include deepening engagement at the Federal level to support capital and programmatic investment in the sector, developing a policy agenda to support the industry at the state and Federal level (running alongside other related industry verticals) and increased connectivity between existing research and industry partners with a presence in Oklahoma. These efforts are supported by organization members and U.S. EDA funds.

JUNE

- Chamber staff participated in and led an Oklahoma delegation’s attendance at Bio International in San Diego, CA. Show focus areas included support for existing Oklahoma companies and researchers to connect them to outside partners and branding/marketing for the State’s bio and life science industry as a whole.
- Life Science Oklahoma, Oklahoma’s updated bio and life-science industry leadership organization was launched at this year’s Bio International show. The focus of Life Science Oklahoma includes driving internal partnerships between research, industry and community members, serving as a PR/marketing for the bio and life science industry externally and advising on public policy and industry education with various stakeholders. Life Science Oklahoma was pleased to represent the State of Oklahoma at the Bio International show with Chamber staff also representing the organization at the Council of State Bioscience Associations prior to the show.
- Chamber staff are working with the University of Oklahoma to support a large Federal grant request through the National Science Foundation. This grant would support the use of weather/radar technology and industry partnerships to better prepare for, and respond to, large scale weather events.

Aerospace/Tinker Leadership Community

APRIL

- A member of the Economic Development Division participated in the Aero Oklahoma Day at the State Capitol on April 3. The purpose of the day was to recognize Oklahoma’s aviation, aerospace, and defense industry as a vital economic engine for our state. Additionally, many of the state’s top aerospace entities participated in this Aviation and Aerospace Advocacy Day and had exhibit booths to promote their organizations and to show what impact they and the rest of the state’s aerospace industry have on Oklahoma’s economy.
- Chamber staff participated in the tour of the FAA Mike Monroney Aeronautical Center’s 43,000 square foot WiWaves facility currently under construction. The research facility will be used to establish test criteria and standards for the performance of aircraft evacuation slides, rafts, and other safety devices simulated under "rough seas environments."

Simulations will occur in a 100' x 80' x 17' deep water research tank. Rough sea conditions replications involve winds up to 27 knots and maximum waves of 10' high. The completion should occur late summer or early fall.

- Senator Jack Reed, Chairman of the U.S. Senate Armed Services Committee, Senator Markwayne Mullin and Congresswoman Stephanie Bice were in Oklahoma City during April. Each gave a chamber member an opportunity to advocate for the needs of Tinker AFB as well as challenges Mike Monroney Aeronautical Center is facing with the current language of the FAA Reauthorization Act.

MAY

- The Chamber hosted the annual State of the Aerospace Industry event on May 8. Steve Fendley, the President of Kratos' Unmanned Systems (UAS) Division, was the keynote speaker and spoke about recent developments of Collaborative Combat Aircraft and the increasing demand for the UAS drones being manufactured in Oklahoma City. In addition, a panel comprised of representatives of the Choctaw Nation, Oklahoma National Guard, and NASA spoke about uses of UAS in support of the community and how they will be integrated into the National Airspace System.
- A member of the Economic Development Division participated in an Air Force Sustainment Center's (AFSC) Civic Leaders Program (CLP) meeting with Lt Gen Stacey Hawkins, the Commander of AFSC. He shared information regarding the reorganization efforts throughout the Air Force and its potential impact for Tinker AFB. He stressed that there are no changes occurring to the senior leaders and no loss of positions at the base as a result of these efforts. He also stressed that there is a significant backlog of software engineering workload and that the need for more of these engineers is critical.

JUNE

- A member of the Economic Development Division orchestrated and participated in a presentation for Senator James Lankford on the new Cybersecurity Maturity Model Certification (CMMC) requirements for DoD contractors. The purpose of the CMMC is to verify that the information systems used by DoD contractors to process, transmit, or store sensitive data are compliant with the mandatory information security requirements. The costs of complying with certain CMMC requirements will dramatically affect small businesses and could impact many of our regional DoD contractors.
- Chamber staff participated in the ribbon cutting ceremony for CACI's new Enterprise Service Desk, dedicated to supporting the Air Force military personnel. The opening of the ESD is a major milestone for the Department of the Air Force and will provide 24/7/365 support across the service for 800,000 military personnel.

Retail

APRIL

Retail Trends:

Demography is changing how retailers need to respond. There are 170 million people under the age of 40 years old. There is a hole in the population base. Baby boomers are retiring, and Generation X cannot supply the population. Considering the age of the population is everything. 75% of the countries in the world are below replacement level fertility. Currently, the baby boomers are causing a strain on the US Healthcare System. Companies like Starbucks, IKEA, Amazon, Pizza Hut and Microsoft are becoming more open to the idea of hiring felons and ex-offenders due to workforce shortage.

Monthly Highlights

- Attended ULI Spring National Conference and toured Hudson River waterfront development. Participated in ULI NEXT Americas Leadership Development and made a pitch for the ULI Summer Retreat in OKC.
- Assisted with the local broker mixer to build relationships with the development community.
- Had over 20 retail specific brokers/developers attend the 1-35 mixer in Dallas.
- Attended ULI Advisory Board meeting featuring Craig Freeman.
- Moderated a panel discussion with Mayor Holt and other key leaders for CREW for downtown development and the new arena and what it means for Oklahoma City.
- Toured Boiling Point Media and met with owner about long term planning.
- Involved in planning discussion for the CREC Forecast session that will be held in the Fall.

MAY

Retail Trends:

Discretionary retail sales were largely depressed in 2023. Hybrid is here to stay and influencing how consumers work and shop. More office space is currently sitting empty in the United States than at any point since 1979. Retailers are managing inventory conservation as the supply chain remains key. Store capital investment is directed towards new, smaller formats and remodels with the exception of discount retailers. Technology is proving more valuable in the back of house, than consumer-touching front of the house. User-generated and social content is popular and evolving (tik tok generation). E-commerce and brick & mortar are complementary not substitutes.

Monthly Activity:

- Attended the annual grocery conference to understand the latest trends affecting national grocery chains and looked at the analytics and data driving decision-making efforts.
- Met with Crest, a local grocery chain, to understand their expansion plans, growth and discuss the overall grocery landscape.
- Co-led the ULI Next National Marketing Committee discussion on goals, outcomes and initiatives.
- Attended CREC luncheon featuring a national economist discussing trends in real estate.
- Participated in the highlight reel with the Visit OKC team on highlighting Tizo's Pops & Ice Cream concept in south OKC.
- Attended the Paseo Arts District Streetscaping Ribbon Cutting.
- Led the efforts for planning and executing over 25 meetings at the ICSC National Deal Making Conference in Las Vegas, highlighting OKC as a destination for growth and development.
- Assisted with the Newmark site visit highlighting the quality of life in Oklahoma City.
- Attended and promoted the grand opening for Spark and Dave's Hot Chicken at Chisholm Creek adding to the culinary concepts in OKC by The Social Order.
- Met with the owner of Big Biscuit who is opening a new breakfast concept at 63rd and May. Reached out to permitting and development to aid in discussion on timing and licensing etc.

Toured OAK development with the new GM to understand timing on store openings, placemaking components, artwork and overall design of the mixed-use masterplan development.

JUNE

Retail Trends:

Using Analytics and Data for Placemaking and Building Community: Retail has moved from being transactional to relational that builds loyalty, association and communities' long term. Creating public spaces, encouraging dwell time and co-tenant clustering is key. Time influences what happens in a place. Understanding how people travel through a project is important. Artificial intelligence's immediate impact is trading papers, analyzing huge datasets, marketing, lease analytics and in-store analytics. Analyzing data and being able to defend data and understand how it is calculated is crucial in driving decision-making.

Monthly Activity

- Strategy meeting with consulting company working with local developer on marketing plan for Oklahoma Tourism Incentive.
- Ran demographic analytics for Hispanic grocer evaluating two sites for expansion opportunities.
- Met with site selection consultant for new-to-market restaurant concept that is evaluating the OKC market for new locations.
- Guest speaker on Bigger than Food Podcast, highlighting retail trends and OKC market.
- Participated in the planning meeting for CREC Forecast event that will be held in November 2024.
- Meeting with new-to-market concept evaluating 1-40 west corridor for a potential 60-acre development.
- Worked with music venue concept on understanding the opportunities in our market and connected them to key players in the community.

- Toured OAK mixed-use masterplan development with GM to see new art installation, Cloud Puncher, and Heartwood Park and the connectivity these design elements add to the overall aesthetics of the project.
- Attended the OKC Beautiful sustainability social hour to better understand long-term strategy for trails.
- Collaborated with Visit OKC team on new market sporting related facility and discussed opportunities in the OKC market.
- Attended ULI Advisory Service Panel with ULI District Councils from across the US to understand how OKC rebuilt after the bombing.
- Attended Commercial Real Estate Summer Reception connecting with professionals in the industry and discussing projects underway.
- Met with the team from Johnson and Associates to collaborate and identify efforts to help recreate the Meridian Corridor.
- Met with team at Pegasus Retail Group to discuss new mobile analytics tool and see how we can continue to collaborate on more projects.
- Guest speaker on CRE World Podcast on retail sector and OKC Market.
- Connected with leadership team for Fogo de Chao and connected them to resources to help integrate them into the fabric of OKC. Opening in July 2024 at Penn and Memorial.

Research

APRIL

- Research staff trained United Way business development team on lead development research tools.
- Toured The Oak, a mixed-use development project in Oklahoma City, to assist Alumni Leadership Oklahoma City to prepare for a future visit to highlight economic development activity in the market.
- Invited to participate in the Progress OKC Generation Impact Business Accelerator Pitch Night. The event is in follow-up to research training performed by the research team to assist small businesses owners in Cohort 5.
- Research Analyst participated in the IEDC Heartland Economic Development Basic Course, a training program that touches upon all aspects of the economic development profession.
- Conducted fieldwork for C2ER's Q2-2024 Cost of Living Index.
- Participated in the Mentor Swarm Event hosted by gener8tor OKC to help mentor small business start-ups.

MAY

- Worked with stakeholders to offer commentary and assistance to the MIT Consulting Group regarding the Oklahoma BIO Dashboard that is under development to track and display BIO related metrics.
- Research staff supported start-up business community by attending the Progress OKC Generation Impact Business Accelerator Pitch Night and the i2E Entrepreneur's Cup Awards Banquet.
- Research staff (Monique Walker and Lily Terry) were session speakers at Elevate Conference on the topic, "Party with Your Data: Market Research for Small Business."
- Met with the Small Local Minority Business Utilization Program lead to discuss how the economic development team can optimize resources to promote offerings.

JUNE

- Presented at True Sky Federal Credit Union's Multicultural Community Advisory meeting and OKCMAR on the topics of "Oklahoma City Economic Outlook" and "What's New – What's Next"
- Research staff participated in the annual Community & Economic Research (C2ER) Annual Conference in Norfolk, VA (June 11-14).
- Provided research tool training to NEDC Norman Economic Development Council staff.
- Research staff member was a Beta tester for the anticipated fall release of the Oklahoma Housing Finance Agency (OHFA) web portal that will allow users to search and analyze housing data across the state.

State/Regional/International Engagement

APRIL

- Attended Innovation District's Aerospace Innovative Training Symposium
- Held Greater OKC Partnership monthly meeting, which featured a legislative update, and an informative overview from ONG & OGE about site selection questions typically asked about natural gas and electric service. This educational session is helpful for local EDOs for site development and competitive project proposals.
- Toured OU National Weather Center and Advanced Radar Research Center and Radar Innovations Lab
- Attended the OKC Black Chamber Annual Meeting & Awards Luncheon
- Attended Select Oklahoma Monthly Membership meetings. Several staff members attended monthly committee meetings for education, marketing and membership.
- Presented to Leadership OKC Class 41, as well as to the Central Oklahoma Home Builders Association, about economic development and new happenings in the region.

MAY

- Participated in training for the OK SITES Ready Program put on by Oklahoma Department of Commerce and site consultants from InSite Consulting and submitted initial material on sites to the program & PREP Program.
- As part of Memorial Marathon consultant visit & Newmark Global Strategy Summit programming, incorporated various networking opportunities for Greater Oklahoma City Partnership engagement.
- Economic Development team toured Public Strategies new HQ and discussed ways to collaborate.
- Attended the Chamber's State of the Aerospace luncheon and met with key partners across the state in aerospace industry.

JUNE

- Held monthly Greater OKC Partnership meeting, which featured an overview of SXSW conference and a panel discussion about the economic impact the movie Twisters had on participating communities in the region
- Held monthly strategy meeting with OG&E to discuss active projects and strategy
- Attended Select Oklahoma monthly membership meeting

**OKLAHOMA CITY ECONOMIC DEVELOPMENT FOUNDATION
FY 23/24 PROGRAM PERFORMANCE MEASUREMENT**

PROGRAM 1: CREATE ADDITIONAL LOCAL ECONOMIC OUTCOMES

DIVERSIFY THE LOCAL ECONOMIC BASE

Performance Measure- Recruitment	FY 23/24 Target	Progress Indicators	
		4 th Qtr.	YTD
Engage in efforts to maintain and grow the number of active prospects considering locations or expansions	Average number of projects each month (goal of 45).	97	92
	Number of company prospect visits/virtual tours annually (goal of 15).	6	21
	Projects in pipeline that reached a stage of active negotiation (goal of 15 annually).	1	7
Conduct outreach to national site consultants and company decision makers	Contact 250 national site consultants and real estate executives annually.	220	576
	Conduct outreach to 100 corporations annually.	56	221
Participate in target industry trade shows and forums to market Oklahoma City (examples include aerospace shows, back-office/shared services, manufacturing/logistics, software/cyber/tech, bioscience)	Participate in 8 target industry shows or forums annually.	3	10

Performance Measure- Recruitment	FY 23/24 Target	Progress Indicators 4 th Qtr. YTD
<p>Active recruitment of projects in the following key areas:</p> <ul style="list-style-type: none"> • aerospace • back-office, shared service, and other office user projects • Manufacturing and Warehouse/distribution 	<p>Implement specific business development campaigns and outreach efforts in the described sectors.</p>	<p>The Chamber is currently managing a pipeline of 17 aerospace, 15 shared services/office/data center, 7 distribution, and 48 manufacturing projects.</p> <p>Chamber staff continued specific outreach in aerospace, manufacturing, and logistics this quarter:</p> <ul style="list-style-type: none"> • Attended MRO Americas, the leading MRO event in the U.S., in partnership with Oklahoma Department of Commerce. • Hosted consultants in-market that work aerospace recruitment projects, as well as hosted aerospace prospects in market for site visits/FAM tours • Attended Deloitte’s Shared Services Outsourcing and Executive Forum and Shared Services & Outsourcing Week to build relationships with site consultants and potential prospects, and to learn about industry trends.
<p>Strategic Investment Program</p>	<p>Assist in the review of applicants to the SIP program and conduct economic modeling to determine incentive offerings.</p>	<p>Chamber team continues to run RPAS incentive analyses and discusses them with the City and the Alliance before making offers to prospects with active relocation/expansion projects.</p> <p>The Chamber, Alliance and City continue to discuss overall available SIP funds.</p>

Performance Measure – Innovation / Entrepreneurship	FY 23/24 Target	Progress Indicators 4th Qtr. YTD
Actively support Innovation District	<p>Actively assist Innovation District board and staff launch and promote programming.</p> <p>Provide project management for recruitment/expansion projects that could locate in the Innovation District boundaries.</p>	Continue to support promotion of the Convergence property in the Innovation District.

Performance Measure – Innovation / Entrepreneurship	FY 23/24 Target	Progress Indicators 4th Qtr. YTD
Research and Development	<p>Support the expansion of research and development efforts and partnerships in the Oklahoma City metro.</p> <p>Examples include further development of the Bioscience and aerospace clusters. Also support the development of new research and development initiatives.</p>	<p>Launched Life Science Oklahoma, an updated statewide initiative to support thoughtful leadership in growing the presence of life science and bio science investment in the state.</p> <p>Chamber staff participated in and led an Oklahoma delegation's attendance at Bio International in San Diego, CA.</p> <p>Team members continue to support engagement with other bio-science ecosystem partners.</p>
Impacts in diverse communities	<p>Support specific programming that provides outreach and assistance to diverse entrepreneurs and provides technology skills to diverse communities</p>	<p>Oklahoma City Chamber partners are proud to continue to support the work of gBeta and gener8tor pre-accelerator and accelerator programming in the Oklahoma City market that supports diverse cohorts of founders in the regional market.</p> <p>In addition, the Chamber is working with the Alliance for Economic Development to support other funding programming for diverse entrepreneurs through City of OKC ARPA program funds.</p>
Support existing and new programs	<p>Identify/support programming with the following emphasis areas:</p> <ul style="list-style-type: none"> • Expanding technology skills for Oklahoma City residents including diverse communities • Business technical capabilities including accounting, marketing, and other forms of • business acumen Pre-accelerator and accelerator programming 	<p>Supported a site visit by Birmingham, AL corporate innovation leadership to look at internal and external innovation programming that could be launched in the OKC regional market. This program is based on best-practices in other mid-sized and large markets.</p> <p>Chamber staff are working with the University of Oklahoma to support a large Federal grant request through the National Science Foundation. This grant would support the use of weather/radar technology and industry partnerships to better prepare for, and respond to, large scale weather events.</p>

	<ul style="list-style-type: none">• Corporate innovation and partnerships between existing businesses and existing entrepreneurs in the metro area• R&D/business and technology partnerships• Early/growth-stage company growth including programming to support additional financial and mentorship partnerships• New technology/entrepreneur business recruitment	
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Performance Measure – Inventory	FY 23/24 Target	Progress Indicators 4th Qtr. YTD
Assist the Alliance for Economic Development and the City of Oklahoma City identify and accelerate development of industrial land sites.	Identify and work on two (2) industrial land sites to engage with owners/representatives in a process of moving them forward for use.	Staff continues to support the development of the OKC 577 site and the development of other property in the western corridor of the metro region.
Create meaningful relationships with brokers and developers to assist in the creation and marketing of primary job site locations.	<p>Actively market Oklahoma City primary job employment sites to outside developers.</p> <p>Host at least two formal annual local broker engagement events.</p>	<p>Continued to respond to requests from developers interested in Oklahoma City to invest in land for industrial/warehousing/distribution/manufacturing facilities.</p> <p>1 2</p>
Assist Will Rogers Airport actively market Lariat Landing property for new investment	Actively partner with airport to market sites to brokers, developers and tenants throughout year.	Airport Department staff continue to be included in responses to RFPs, site visits, and site development where airports match project requirements.

INCREASE INCOME AND WAGES ACROSS INCOME BRACKETS

Performance Measure – Talent	FY 23/24 Target	Progress Indicators 4th Qtr. FYTD
Actively meet with existing Oklahoma City companies regarding current and future talent needs	Formal one-on-one surveys of 50 companies regarding talent development needs.	28 47
Talent consortium	<p>Continue talent consortium work in the following areas:</p> <ul style="list-style-type: none"> • Digital skills including IT/cyber/software and automation • Aerospace sector skills 	<p>Continue to support Oklahoma City messaging and branding in key aerospace markets.</p> <p>Launched OKC FAME to support manufacturing and maintenance roles across a variety of industries. In partnership with 3 local companies, including an aerospace company, we created a learn-earn model, where students attend OSU-OKC 2x/week and work part-time at a local manufacturing facility 3x/week. After 2 years, they will have earned an AAS degree in Engineering Technologies and an Advanced Manufacturing Technician certificate, and gained significant work experience. Employer partners include Climate Control Group (HVAC), IDEX Advance Flow Solutions (Oil & Gas), and OMADA International (Aerospace).</p>

INCREASE LOCAL INVESTMENT IN OKLAHOMA CITY AND INCREASE THE TAX BASE

Performance Measure – Local Companies	FY 23/24 Target	Progress Indicators 4th Qtr. YTD
Existing Company engagement	Have one-on-one contact with 250 primary businesses in Oklahoma City supporting opportunities for growth, expansion and service provision (provide assist to 125-150 of these companies).	<p>One-on one contacts with primary businesses: Q4 122 FYTD 294</p> <p>Assists: Current Quarter YTD 47 134</p>
	<p>Actively maintain at least 5 expansion projects as part of project pipeline.</p> <p>Conduct, publish and report an annual existing business survey.</p>	<p># of expansion projects</p> <p>Current Quarter 14 14</p> <p>(Will occur at calendar year end)</p>

IMPROVE OKLAHOMA CITY'S REPUTATION (Marketing and Research Support)

Performance Measure – Marketing	FY 23/24 Target	Progress Indicators	
		4th Qtr.	YTD
<p>Marketing: Increased unique visitors to greateroklahomacity.com, okcretail.com and abetterlifeokc.com</p> <p>Increase sessions generated by online marketing initiatives on greateroklahomacity.com and abetterlifeokc.com</p>	<p>Five percent gain year over year</p> <p>10% gain year over year</p>	<p>7% decrease www.greateroklahomacity.com</p> <p>23% decrease www.abetterlifeokc.com</p> <p>7% decrease www.okcretail.com</p> <p>60% decrease www.greateroklahomacity.com</p> <p>47% decrease www.abetterlifeokc.com</p> <p>NOTE: Google changed how they processed web analytics in July, 2023. This has led to difficulties in comparing certain web analytics to the same periods of the past year.</p>	<p>2% decrease</p> <p>6% decrease</p> <p>18% decrease</p> <p>25% decrease</p> <p>2% decrease</p>
Media Relations: Number and quality of stories pitched/placed and assisted.	Up to 300 media stories nationally	667 National media stories	693
Research tool capacities	Maintain a robust array of research tools capable of analyzing local, regional and national economic trends as well as providing local data to support existing and new companies.	Maintain 32 research tools and databases that are used in the attraction of new businesses to Oklahoma City and in helping existing companies grow. Tools include input/output economic impact modeling, job forecasting, business performance tracking wage analysis, demographics, data visualization, and others.	
Economic impact analysis	Maintain specific research tools to help the City and Alliance review and analyze request for Strategic Investment Program funding	Ongoing assistance provided through the Regional Project Assessment System (RPAS), which provides economic impact and fiscal tax impact analysis for each new to market project evaluated for the Strategic Investment Program (SIP).	

PROGRAM 2: RETAIL RECRUITMENT AND DEVELOPMENT

IMPROVE OKLAHOMA CITY'S BRAND RECOGNITION WITH RETAILERS AND DEVELOPERS

Performance Measure – Brand Recognition	FY 23/24 Target	Progress Indicators	
		4th Qtr.	YTD
Participate in key retail industry shows and forums to highlight Oklahoma City retail offerings	Participate in at least 8 shows and forums annually	6 Attended the ICSC Red River, Entertainment Experience Evolution, ICSC OAC, ULI Spring Conference, Gravisite Grocery Conference and ICSC Las Vegas. *this is for 3 & 4 Quarter	12
Industry Leadership	Maintain an active role in the leadership of ICSC, ULI, CREC and other industry leadership programs as appropriate. Participate in speaking events and best practice forums to highlight Oklahoma City retail successes (goal of 2 annually)	Ongoing. Continue to elevate OKC at National conference by participating in panel discussions and serving in leadership capacity for trade associations. 2 Participated in ICSC Red River panel discussion for retail runway and moderated CREW panel on OKC development.	5
Maintain online and physical material that highlights Oklahoma City's strength and opportunities for new retail development	Maintain and market a retail-focused website that highlights Oklahoma City retail strengths and opportunities. Support the creation of marketing/sales materials that highlight Oklahoma City's advantages and assets.	Worked with research team to create an overview map of Oklahoma City highlighting major shopping districts, traffic counts and retail corridors. Ongoing. Updated marketing material for ICSC Las Vegas in May.	

RECRUIT NEW DESTINATION RETAIL TO OKLAHOMA CITY

Performance Measure – Recruit Retail	FY 23/24 Target	Progress Indicators	
		4th Qtr.	YTD
Meet with target destination retailers and developers on ongoing basis	Goal of 35 annually	28	58
Maintain an active pipeline of new destination retail projects	Maintain an average of 20 projects Coordinate and host a minimum of three (3) site visits or virtual site visits from new to market retailers and developers in Oklahoma City.	34 2	34 6
Lead Oklahoma City's retail recruitment efforts at ICSC Las Vegas Event Lead Oklahoma City's retail recruitment efforts at other industry events as appropriate	Lead Oklahoma City's effort to coordinate the meetings, logistics and booth responsibilities for ICSC Las Vegas as appropriate. Develop an annual program of work to market Oklahoma City retail opportunities at national and regional events.	Held over 23 meetings at the national ICSC Las Vegas show. Met with key individuals at ULI Spring Conference, held leadership role with ULI Next Americas, attended annual grocery conference, and hosted mega mixer connector in Dallas.	
Continue an active partnership with Oklahoma City, national and local brokers/developers to identify and recruit destination and high-quality retail in targeted areas of the city.	Contact and track 100 individual brokers, retailers, or developers	57	147

ASSIST THE CITY OF OKLAHOMA CITY PREDICT AND INCREASE SALES TAX COLLECTIONS

Performance Measure – Brand Recognition	FY 23/24 Target	Progress Indicators	
		4th Qtr.	YTD
Provide data and reports to the City regarding retail trends to support public policy.	Present an annual retail industry report for the City of Oklahoma City.	Already happened in Q3. Usually happens in December but meeting was postponed to January.	
Assist the City of Oklahoma City and other partners to determine the viability and need for retail project incentives.	Support retail development incentive discussions as appropriate.	Continue to look for opportunities to engage with developers and property owners to discuss creative opportunities to elevate second generation spaces in economically challenged districts and enhance the retail offerings in OKC.	

INCREASE OKLAHOMA CITY RESIDENT'S QUALITY-OF-LIFE/SUPPORT EXISTING RETAILERS

Performance Measure – Quality-of-Life	FY 23/24 Target	Progress Indicators	
		4th Qtr.	YTD
Recruit destination retailers and developers to economically challenged regions.	Continue to actively support retail development in NE OKC, Innovation District and South/Southeast OKC.	0	3
Support existing retail districts and neighborhoods.	Goal of engagement with 5 OKC retail or neighborhood districts annually. Support can include marketing and product development or partnership matchmaking support.	2	9
		Worked with developers in Adventure District and helped Western Avenue with data for grant application.	

Support existing retailers	Assist 36 local retailers.	<div>17</div> <div>38</div> <p>Utilized new RetailStat platform to assist local districts and existing owners on understanding analytics and patterns of consumers.</p>
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OVERALL OUTCOMES SUMMARY

The combined components of the Chamber/Foundation's divisions have a key role in supporting The City of Oklahoma City. A group of topline outcomes is being monitored relative to the goal of the ongoing work by the Chamber/Foundation.

Selected Topline Performance Outcomes based on Calendar Year

	Five Year Targets (2021-2025)	Five Year Actuals To Date	Annual Targets	2024 Actuals
New jobs resulting from Chamber-assisted projects (Existing Business Support + Recruitment)	20,000-24,000	17,458	4,000-4,800	2,865
Average salary of new jobs	20% higher than the MSA avg \$52,781	\$51,930	20% higher than the MSA avg \$52,781	\$46,191
Capital investment from projects	\$2 billion	\$8.5 billion*	\$400 million	\$563.5 million
Increase in taxes from Chamber-assisted companies and efforts	\$120 million	\$353.3 million*	\$24 million	\$26.2 million

*In 2023, a single project, Southern Rock Energy Partners Refinery accounted for \$5.5 billion in capital investment and \$227 million in local tax revenue.

NOTE: Targets and Actuals are provided on a calendar year to coincide with Forward Oklahoma City VI reporting. For jobs outcome measure, the overall target is an annual average of 4,000. That likely would be split between existing employer growth (est. 2,500) and new employer locations (est. 1,500). Target wages for existing employment growth is 10% above metro average and for new locations it is 15-20% above metro average (overall target wage for new jobs is 15% above average wage).

Q4 New-to-Market Recruitment and Existing Company Expansion Projects

CODE NAME	Company Name	PROJECT DESCRIPTION	NAICS Code	Location Selected	Announced Success Date	Announced-Jobs	Announced-Total Investment
Project Letterkenny	Vortex Doors	Commercial door/framing contractor to establish a service center in OKC.	5416	30 NE 38th St., Oklahoma City, OK 73105	5/2/2024	30	\$ 350,000
Project Frozone	Nortek Data Center Cooling	Expansion of local facility to support large customers like Amazon and Meta on data center cooling.	333415	200 John Kilpatrick Service Road Oklahoma City, OK 73114	5/8/2024	400	\$ 5,000,000
Project Boyfriend/Verde	Kingspan	Irish-owned company to build commercial roofing products.	321219	4115 N Perkins, Stillwater, OK 74075	5/31/2024	75	\$82,415,000

Q4 Chamber-Assisted Existing Business Growth and Ongoing Engagement

Company Name	NAICS Code	NAICS Description	Retention Call Date	Physical City	County	Full Time Jobs Created	Capital Investment
Delaware Resource Group, a Busey Group Company (DRG)	336413	Aerospace Product and Parts Manufacturing	4/22/2024	Oklahoma City			\$ 1,500,000
Dow Aero Logistics, LLC	488190	Other Support Activities for Air Transportation	4/22/2024	Oklahoma City	Oklahoma	7	\$ 1,000,000
Simple Modern	326160	Plastics Bottle Manufacturing	4/22/2024	Moore	Cleveland	1	
T-Mobile Customer Experience Center	541990	All Other Professional, Scientific, and Technical Services	4/22/2024	Oklahoma City	Oklahoma		
Aerobrazo Engineered Technologies	811490	Industrial Machinery Manufacturing	4/23/2024	Oklahoma City	Oklahoma	5	\$ 1,500,000
Progressive Stamping	332119	Metal Crown, Closure, and Other Metal Stamping (except Automotive)	4/23/2024	Oklahoma City	Oklahoma		\$ 600,000
Niagara Bottling, LLC (OKC)	312112	Bottled Water Manufacturing	4/23/2024	Oklahoma City	Canadian		\$ 250,000
OnCue Marketing LLC	447190	Gasoline Station	4/23/2024	Stillwater			
Reel Power International	551112	Offices of Other Holding Companies	4/23/2024	Oklahoma City	Oklahoma		
Medley Material Handling Company	423830	Industrial Machinery and Equipment Merchant Wholesalers	4/23/2024	Oklahoma City	Oklahoma	10	
180 Medical	423450	Medical, Dental, And Hospital Equipment And Supplies Merchant Wholesalers	4/23/2024	Oklahoma City	Oklahoma		
CompSource Mutual Insurance Company	524210	Insurance Agents and Brokerages	4/23/2024	Oklahoma City	Oklahoma	30	
Enterprise Rent-A-Car	532112	Automotive Equipment Rental and Leasing	4/23/2024	Oklahoma City	Oklahoma		
Mint Turbines	336412	Aircraft Engine and Engine Parts Manufacturing	4/23/2024	Stroud		4	
Wilder Systems	541715	R&D in the physical, engineering, and life sciences	4/23/2024	Midwest City			
Capital Distributing	424810	Beer and Ale Merchant Wholesalers	4/25/2024	Oklahoma City	Oklahoma	30	
Northrop Grumman - OKC	334511	Search, detection, navigation, guidance, aeronautical system and instrument manufacturing	4/25/2024	Oklahoma City	Oklahoma		
My Defence	336411	Other nonscheduled air transportation	4/25/2024	Midwest City		2	
McClarín Composites	326130	Laminated Plastics Plate, Sheet (except Packaging), and Shape Manufacturing.	4/25/2024	Oklahoma City		20	
North Star Scientific Corporation	541330	Engineering Services	4/25/2024	Oklahoma City			

United Dynamics	336413	Other Aircraft Parts and Auxiliary Equipment Manufacturing	4/25/2024	Shawnee			
Critical Components	237120	Oil and Gas Pipeline and Related Structures Construction	4/25/2024	Oklahoma City	Oklahoma		
Swanda Brothers (Swanda Aerospace)	336412	Aircraft engine and engine parts manufacturing	4/25/2024	Oklahoma City	Oklahoma		
Shock Box Test Boxes / E.T Mechanical	336413	Other aircraft parts and auxiliary equipment manufacturing	4/25/2024	Bethany			
First Fidelity Bank	522110	Commercial Banking	4/25/2024	Oklahoma City	Oklahoma		
Drov Technologies	336390	Other Motor Vehicle Parts Manufacturing	4/25/2024	Oklahoma City			
I.S. Technologies (dba Computer System Designers CSD)	541512	Computer Systems Design and Related Services	4/25/2024	Oklahoma City	Oklahoma		
LSB Industries	325180	Other Basic Inorganic Chemical Manufacturing	4/25/2024	Oklahoma City	Oklahoma		
The Climate Control Group	333914	Measuring, Dispensing, and Other Pumping Equipment Manufacturing	4/25/2024	Oklahoma City	Oklahoma		
Canoo, Inc.	336111	Automobile Manufacturing	4/25/2024	Oklahoma City			
AAR Aircraft Services	336413	Other Aircraft Parts and Auxiliary Equipment Manufacturing	5/8/2024	Oklahoma City	Oklahoma		\$ 37,500,000
Advanced Call Center Technologies, LLC	561421	Telephone answering services	5/8/2024	Norman	Cleveland	750	
Five Rivers Analytics	517410	Satellite telecommunications	5/9/2024	Oklahoma City		80	
Locke Supply Co. Corporate Office	423610	Electrical Work	5/10/2024	Oklahoma City	Oklahoma		\$150,000,000
AeroCore X	336411	Aircraft manufacturing	5/13/2024	Del City		5	\$ 500,000
Titan & Grit Resources	541612	Human Resource Consulting Services	5/13/2024	Oklahoma City			
Acts 29 Roofing	238160	Roofing contractors	5/14/2024			3	
Excel Construction Group	238160	Roofing contractors	5/14/2024	Oklahoma City			
F & C CPA's (Finley & Cook)	541211	Offices of certified public accountants	5/14/2024	Shawnee			
Oklahoma Blood Institute	621991	Blood and Organ Banks	5/14/2024	Oklahoma City	Oklahoma		
MHC Kenworth	441110	New vehicle dealer	5/14/2024	Oklahoma City		35	
Future Point of View (FPOV)	541715	Research and development in the physical, engineering and life sciences	5/14/2024	Edmond			
Leidos	541512	Computer Systems Design Services	5/15/2024	Midwest City			
W & W Steel Co.	332312	Industrial / Fabricated Structural Metal Manufacturing	5/23/2024	Oklahoma City	Oklahoma		\$ 6,000,000

Pelco Inc.	332510	Hardware Manufacturing	5/23/2024	Edmond	Oklahoma		\$ 1,500,000
ViaCore Nutrition	311514	Manufacturing condensed, evaporated, or powdered whey	5/23/2024	Kingfisher		1	\$ 400,000
Gallagher	524210	Insurance agencies and brokerages	5/23/2024	Oklahoma City			
Tailwind	541613	Marketing Consulting Services	6/3/2024	Oklahoma City	Oklahoma		
Paycom	541214	Payroll Services	6/21/2024	Oklahoma City	Oklahoma	100	\$ 90,000,000
Ditch Witch	333120	Construction Machinery Manufacturing	6/21/2024	Perry			\$ 35,000,000
Dynamic Gaming Solutions	713290	Other gambling industry services	6/21/2024	Oklahoma City			
Malarkey Roofing Products	324122	Asphalt Shingle and Coating Materials Manufacturing	6/21/2024	Oklahoma City	Oklahoma	25	
City of Oklahoma City - EMBARK	485113	Bus and Other Motor Vehicle Transit Systems	6/21/2024	Oklahoma City		10	
Midwest Wrecking Co.	238910	Site Preparation Contractors	6/21/2024	Oklahoma City	Oklahoma	25	
CACI - Enterprise Services Center	541512	Computer Systems Design Services	6/21/2024	Oklahoma City	Oklahoma	100	
Goodwill Industries of Central Oklahoma	624310	Vocational rehabilitation services	6/24/2024	Oklahoma City			\$ 2,700,000
Waste Connections Inc.	562991	Septic Tank and Related Services	6/24/2024	Oklahoma City	Oklahoma	20	\$ 2,000,000
Signify Health	621610	Home Health Care Services	6/24/2024	Oklahoma City	Oklahoma		
Public Strategies	541611	Administrative Management and General Management Consulting Services	6/24/2024	Oklahoma City			
Enel Greenpower North America, Inc.	221118	Other electric power generation	6/24/2024	Oklahoma City			
The Morrison Group	424130	Industrial and Personal Service Paper Merchant Wholesalers	6/24/2024	Edmond	Oklahoma	15	
ATC Drivetrain LLC	336350	Motor Vehicle Transmission and Power Train Parts Manufacturing	6/24/2024	OKLAHOMA CITY	Oklahoma		
Flywheel Energy	211111	Crude Petroleum and Natural Gas Extraction	6/24/2024	Oklahoma City	Oklahoma		
TTEC	561320	Temporary help services	6/24/2024	Oklahoma City	Oklahoma		
Canadian Aviation Electronics (CAE)	336413	Aerospace product and parts manufacturing	6/24/2024	Oklahoma City			
Ford Audio Video Systems	443142	Electronics Stores	6/24/2024	Oklahoma City	Oklahoma		
Volunteers of America - Oklahoma	624190	Other individual and family services	6/24/2024	Oklahoma City			

Aetna	524114	Direct health and medical insurance carriers	6/24/2024	Oklahoma City	75
Dolese Bros Co	327320	Ready-Mix Concrete Manufacturing	6/24/2024	Oklahoma City	Oklahoma
Continental Resources	211111	Crude Petroleum and Natural Gas Extraction	6/24/2024	Oklahoma City	Oklahoma
Seeds 'n Snacks, LLC	311941	Mayonnaise, Dressing, and Other Prepared Sauce Manufacturing	6/24/2024	Oklahoma City	
FSB	541310	Architectural Services	6/24/2024	Oklahoma City	Oklahoma 6
Diversion Hub	624190	Individual and Family Services	6/24/2024	Oklahoma City	
Hertz Technology Center	532111	Passenger Car Rental	6/24/2024	Warr Acres	
Tomcat Aviation	423860	Aircraft parts distributors	6/24/2024		
Qualified Coating Services	325998	All Other Miscellaneous Chemical Product and Preparation Manufacturing	6/24/2024	Oklahoma City	Oklahoma
All-America Bank	522110	Commercial banking	6/24/2024	Oklahoma City	
Nortek Data Center Cooling	333415	HVAC Commercial and Industrial Refrigeration Equipment Manufacturing	6/24/2024	Oklahoma City	
Professional's Choice	112920	Horse and other equine production	6/24/2024	Oklahoma City	Oklahoma
Electrical Solutions of Oklahoma	238210	Electrical contractors and other wiring installation contractors	6/24/2024	Oklahoma City	
ARVEST Bank	522110	Commercial Banking	6/24/2024	Oklahoma City	Oklahoma
Griffin Communications	515120	Television Broadcasting	6/24/2024	Oklahoma City	Oklahoma
Hobby Lobby Stores, Inc.	4539	Other Miscellaneous Store Retailers	6/24/2024	OKLAHOMA CITY	Oklahoma 100
Associated Wholesale Grocers, Inc.	424410	General Line Grocery Merchant Wholesalers	6/24/2024	Oklahoma City	Oklahoma
The Boldt Company	236220	Commercial and Institutional Building Construction	6/24/2024	Oklahoma City	Oklahoma
Saltgrass Modular Homes	236100	Residential building construction	6/25/2024	Oklahoma City	
Accenture	541618	Other Management Consulting Services	6/25/2024	Oklahoma City	Oklahoma
Echo Investment Capital	523910	Venture Capital companies	6/25/2024	Oklahoma City	Oklahoma
Oklahoma Bitcoin Association	523910	Cryptocurrency investors and traders	6/25/2024	Oklahoma City	
Oklahoma Medical Research Foundation (OMRF)	5417	Scientific Research and Development Services, 541712 - Research and Development in the Physical, Engineering, and Life Scienc	6/25/2024	Oklahoma City	Oklahoma

Red Dirt Mining	518210	Virtual currency mining	6/25/2024	Oklahoma City		
CVS Workforce Innovation Talent Center (WITC)	6111519	Technical and trade schools	6/25/2024			
Field Aerospace	336411	Aircraft manufacturing	6/25/2024	Oklahoma City	Oklahoma	
IDEX Energy - Advanced Flow Solutions	333912	Air and Gas Compressor Manufacturing	6/25/2024	Oklahoma City	Oklahoma	25

Downtown Retail FY2023-2024



Openings

Q1 07/2023 - 09/2023

West Village	Grind Prep Academy	July 2023
City Center	JK by Chef King	July 2023
Bricktown	The Poe	August 2023
Auto Alley	Paizley Park	July 2023
Auto Alley	Little DPC	August 2023
West Village	The OKC Colorist Salon	August 2023
West Village	Royal Sandwich Shoppe	September 2023
Bricktown	Bibbs Smokehouse & Catering	September 2023
West Village	Elevate Pet Boutique	September 2023
West Village	Sailor & The Dock	September 2023

Q2 10/2023 - 12/2023

Deep Deuce	Levitare Grill	November 2023
West Village	Klutch OKC	November 2023
West Village	Big Biang	November 2023

Q3 1/2024 - 3/2024

West Village	Club House Cafe	March 2024
West Village	Chrome	March 2024
West Village	The Portside	February 2024
West Village	The Candle Bar	March 2024
West Village	Que Bella Bakery	March 2024
West Village	Roxy's Ice Cream Parlor	February 2024
City Center	King Ranch Saddle Shop	February 2024

Q4 4/2024 - 6/2024

Midtown	Alma	June 2024
Auto Alley	Photographic Society of America	May 2024
Midtown	Farfalle & Focaccia	May 2024
Deep Deuce	Two Fish Poke	June 2024
Auto Alley	Shots on Rocks	June 2024
West Village	Story Tellers OKC	April 2024
Auto Alley	CK 12 Design	May 2024

Closings

Q1 07/2023 - 09/2023

Bricktown	The Mantle Wine Bar	August 2023
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Q2 10/2023 - 12/2023

Midtown	1492 New World Latin Cuisine	October 2023
Midtown	Okie Pokie	October 2023
Midtown	Molly's Tamales	October 2023
Midtown	City Garden	November 2023
Midtown	Render Fitness	November 2023
Midtown	Sunset Patio and Grill	November 2023
Midtown	Louie's Bar and Grill	November 2023
Midtown	Twinkle Apothecary	November 2023
Midtown	Pacific Moon	November 2023
West Village	The Social Club Shop	December 2023

Q3 1/2024 - 3/2024		
<i>Auto Alley</i>	Paizley Park	January 2024
<i>West Village</i>	Drip to Drip	February 2024
<i>West Village</i>	Grow Untamed	February 2024
<i>Bricktown</i>	Rajin Cajun	March 2024
Q4 4/2024 - 6/2024		
<i>Midtown</i>	<i>Packard's New American Kitchen</i>	June 2024
<i>Midtown</i>	<i>Mi Xian</i>	June 2024
<i>Midtown</i>	<i>GHST Kitchen & Bar</i>	May 2024
<i>Midtown</i>	<i>Razors and Tonic</i>	June 2024
<u>Upcoming New Retail*</u>		
<i>Auto Alley</i>	Urban Grange	TBD
<i>Auto Alley</i>	Highball Sushi	TBD
<i>West Village</i>	Club House Café	TBD
<i>Midtown</i>	The Goose Sandies & Bar	TBD
<i>Midtown</i>	The Chalkboard Kitchen + Bar	TBD