

To: Honorable Mayor and City Councilors
From: Michael Spurgeon, City Manager
Date: November 13, 2015
Re: Notes to Council

1. STAFF REPORTS / ITEMS REQUIRING IMMEDIATE ATTENTION

- Tulsa's Future - Regional Economic Development Activity Report – October 2015

2. GENERAL CORRESPONDENCE / NOTIFICATION

- N/A

3. SPECIAL EVENTS / ACTIVITIES

- Parks & Recreation Report – Upcoming Sports Tournament

Respectfully submitted,



Michael L. Spurgeon

jmh
Attachments

INTEROFFICE MEMO

To: Michael Spurgeon, City Manager

From: Norman Stephens, Assistant to the City Manager / Economic Development
Coordinator

Date: November 12, 2015

Re: Tulsa's Future Report

Sir, I am providing you with the Regional Economic Development Activity Update for Tulsa's Future, dated October 1 – October 31, 2015.



**Regional Economic Development Activity Update
October 1 – October 31, 2015**

Announcements & New Jobs Created

- New Jobs Created
 - Number of new jobs created per month and year
 - Number of jobs greater/less than \$50,000

	Greater than \$50,000	Less than \$50,000	Total Jobs
For the month of October	217	0	217
Total for 2015	1,919	983	2,725
Total for 2014	3,259	2,933	6,192
Total for 2013	2,484	3,514	5,998
Total for 2012	2,425	1,078	3,503
Total for 2011	<u>4,100</u>	<u>4,105</u>	<u>8,205</u>
Totals for 2011-2015	14,227	12,613	26,840

Business Attraction

Describe the efforts and results to attract business with regards to:

- New Prospects & Site Visits/Number of New Prospects and/or Site Visits
Current Month: 0
Year-to-Date: 13
- New Inquiries – Proposals Submitted
Current Month: 1
Year-to-Date: 21
- Open Projects – Phase 2/Additional Information Submitted
Current Month: 0
Year-to-Date: 7
- Lead Development
Current Month: 6
Year-to-Date: 63

Lead Development Companies, GKN Sinter Metals, LLC, Ulbrich Stainless Steels & Special, Metals, Inc., Gibraltar Industries Inc., North American Stainless, AM General LLC, Victaulic Company of America

ID	Start Date	Number of Jobs	Status	Target Industry	Community	New Business/Expansion
372	10-23-2015	8-10	Active	Warehouse & Distribution	Tulsa Region	New Business

Regional Partner Scheduled Appointment Opportunities

We would like to extend the opportunity for you to attend any or all of these scheduled appointment events. We will be setting up scheduled appointments with site consultants and corporate real estate executives in the targeted cities below. In order to participate, we ask that you inform us of your participation by the deadline and arrange for your individual travel expenses.

Scheduled Appointments for 2015

Destination	Participation Deadline	Scheduled Appointment Dates	Communities Attending
Phoenix, AZ	January 17	February 17-19	
Minneapolis, MN	March 1	March 31-April 2	City of Owasso
Chicago, IL	June 4	July 7-9	City of Owasso & Muskogee City County Port Authority
Dallas, TX	July 2	August 4-6	Claremore Industrial & Economic Development Authority
North Carolina/South Carolina	September 11	October 12-15	Muskogee City County Port Authority, MidAmerica, ODOC & Owasso

Business Retention & Expansion

Existing Company Visits
 Current Month: 53
 Year to Date: 657
 Total for 2014: 700

External Marketing

Scheduled Appointments, North and South Carolina, October 12-15

VP of Economic Development visited Charlotte, Greenville, and Columbia with Christie Myers, Oklahoma Department of Commerce; Dave Stewart, MidAmerica Industrial Park; Chelsea Levo, City of Owasso; and Eric Miller, Muskogee City-County Port for scheduled appointments with key consultants in the region. Over the course of four days, the group hosted 11 meetings, with a total of 22 consultants. The group received two project leads, with the potential for an additional two project leads. A key theme throughout the visit included the growing focus on Foreign Direct Investment (particularly from Germany).

IEDC Annual Conference, October 4-7

Chamber staff attended the IEDC Annual Conference which is attended by economic developers from around the world. Site consultants and top economic development professionals gave presentations and seminars on current trends in the industry, as well as best economic development practices. Tulsa Regional Chamber staff promoted the IEDC Economic Future Forum to be held June 12-14 in Tulsa.

Upcoming Meeting

- **Tulsa's Future Regional Partner "Meet the Consultant"**

Alison Benton, CEcD, is the President of Aliquantus Consulting, specializing in negotiating incentives, she has more than twenty years experience in the economic development field. Her practice focuses on site selection and negotiating customized incentive solutions, including federal and state training grants and solving issues related to real estate expansions/relocations. A sampling of clients include HCA, Shell Oil, IBM, Citigroup, Target, American Airlines, ExpressJet, Hilton, Sprint, and American Greetings. Prior to starting her own firm, Ms. Benton was a Principal at UHY Advisors, and a Director with RSM McGladrey. She was a Senior Manager at Deloitte Tax, Vice President of Government Partnerships for Strategic Partnerships, and Director of Economic Development for the West Central Texas Council of Governments and the Town of Flower Mound, Texas.

Ms. Benton has served on the board of Keep Texas Beautiful and the Greater Keller Chamber of Commerce, and as board chair for the Keller Economic Development Board and Abilene Clean & Proud. She is a longtime member of the Texas Economic Development Council and the International Economic Development Council. She received her undergraduate degree in Communication from Arizona State University and completed graduate level work at the Economic Development Institute program at the University of Oklahoma. Ms. Benton is a Certified Economic Developer (CEcD) and a frequent lecturer regarding creative incentive opportunities that work positively for both the business and the government.

Tulsa's Future Regional/Municipality Partner "Meet the Consultant"

Featuring: Alison Benton, CEcD, EDFP, President, Aliquantus Consulting

Date: Monday, December 7, 2015

Time: 2:00 p.m. to 3:30 p.m.

Location: Tulsa Regional Chamber, Plaza Level, JD Young Conference Room, One West Third Street, Tulsa

Regional Partner Educational Forums with National Site Consultants

- March 2015 – Josh Bays, Principal, Site Selection Group, LLC, Dallas, TX
- April 2015 – Mac Holladay, President/CEO & Founder, Market Street Services
- July 2015 – Courtney Dunbar, Economic Development Leader, Olsson Associates

2016 Regional Partner Meetings

- February 11, 2016
- May 26, 2016
- August 25, 2016
- November 17, 2016

All are meetings 12:00 p.m. to 1:30 p.m. Please notify Angie Zaricor if you are interested in hosting a meeting.



CITY OF BROKEN ARROW

Parks & Recreation Notes to Council

Event/Program: Fall Recreation Soccer Tournament Dates: November 14-15, 2015

DETAILS			
<i>Location</i>	Indian Spring Sports Complex, 1400 W Shreveport St.	<i>Attendance</i>	Estimated 5,000 people
<i>Manager</i>	Broken Arrow Soccer Club	<i>How long has the event been going on?</i>	34 Years
DESCRIPTION / NOTES			
<ul style="list-style-type: none"> • A total of 137 teams have registered for the Fall Rec Tournament. • There are 70 teams are from the Broken Arrow area. • A total of 60 teams are from outside the Broken Arrow area but within the state of Oklahoma. • There are 7 teams from outside the state of Oklahoma. (Texas, Missouri, Arkansas) • Age groups participating in the tournament are from under 6 to women's under 19. • Under 7 division through under 19 division first and second place finishers will receive awards. • All of the under 6 division will play three games and receive participant medals. • Each team will play a minimum of three games. • This tournament has been taking place annually for 34 years at the Indian Spring Sports Complex. 			
LINK TO EVENT: HTTP://WWW.BASCOK.COM/TOURNAMENTS/2015FALLTOURNEY/INDEX_E.HTML			

Event/Program: BAVC Fall Volleyball Tournament Dates: November 14, 2015

DETAILS			
<i>Location</i>	Nienhuis Park Community Center, 3201 N 9 th Street	<i>Attendance</i>	Estimated 600 people
<i>Manager</i>	Broken Arrow Volleyball Club	<i>How long has the event been going on?</i>	2 Years
DESCRIPTION / NOTES			
<ul style="list-style-type: none"> • A total of 18 teams have registered for the Tournament. • There are four teams from the Tulsa area coming to participate. • There is one Broken Arrow private school participating in the Tournament. • Age groups participating in the tournament are 9 to 16 years of age. • There are two age divisions in the Tournament, 9-12 and 12-16. • Trophies will be awarded to first, second, and third place. All participants receive a Tournament shirt. • The Broken Arrow High School mascot will be in attendance and High School volleyball players will be volunteering. 			



Event/Program: Heart of BA Craft Show Dates: November 14, 2015

DETAILS			
<i>Location</i>	Central Park Community Center, 1500 S Main Street	<i>Attendance</i>	Estimated 4,000+ people
<i>Manager</i>	Broken Arrow Main Street Merchants	<i>How long has the event been going on?</i>	24 Years
DESCRIPTION / NOTES			
<ul style="list-style-type: none"> • Vendors from Broken Arrow and surrounding communities will be in attendance. • Vendors range from handcrafted jewelry to handmade clothes. • If you are looking for something unique for Christmas this is a great place to start. • A total of 75 vendors will be participating in the event. • The Craft Show will be from 9am to 4pm. • It is FREE to the public. 			