

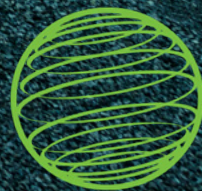
JULY / AUGUST 2021

TULSA REGIONAL CHAMBER

THE CHAMBER REPORT

THE ROAD AHEAD

*NORTHEAST OKLAHOMA AUTOMOTIVE CORRIDOR
POSITIONS THE REGION AS NATION'S NEXT
AUTOMOTIVE MANUFACTURING HUB*



CHAMBER OF THE YEAR
2005 • 2008 • 2010 • 2020

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HEAD TABLE

RECAPPING OUR RECENT
ACTIVITIES, EVENTS,
PROJECTS AND MORE



THE ROAD AHEAD

NORTHEAST OKLAHOMA
AUTOMOTIVE CORRIDOR
POSITIONS THE REGION AS
NATION'S NEXT AUTOMOTIVE
MANUFACTURING HUB



MOSAIC

WHO WE ARE



ONE-ON-ONEVOICE

U.S. REP. STEPHANIE BICE



SMALL BUSINESS SPOTLIGHT

ALPHAGRAPHICS
TULSA



NEW MEMBERS

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HEADTABLE

RECAPPING OUR RECENT ACTIVITIES, EVENTS, PROJECTS AND MORE



STATE FFA CONVENTION TO RELOCATE TO TULSA

Thousands of high school students representing 365 FFA chapters are expected to attend the Oklahoma FFA State Convention and Expo May 3 and 4 at Tulsa's BOK Center and Cox Business Convention Center (CBCC). The event was previously held in Oklahoma City for more than 30 years and is known as the state's largest annual convention of any kind. The convention will remain in Tulsa through at least 2026.

The Chamber's destination marketing organization, Tulsa Regional Tourism, worked with the BOK Center and CBCC for more than a year to secure the event in Tulsa. The 2022 convention is expected to have an \$8.9 million economic impact.



CAMPUS TULSA WRAPS INAUGURAL SUMMER PROGRAMMING

Campus Tulsa, an effort launched by the Tulsa Regional Chamber, George Kaiser Family Foundation and City of Tulsa, works to increase the number of paid internship opportunities in the region, diversify the workforce, and empower college students to build meaningful relationships and strong connections to Tulsa during their internships. Campus Tulsa recently wrapped up its summer programming with a total of 230 intern participants and 40 area businesses as Campus Tulsa partners.

Campus Tulsa will continue to engage with college students throughout the school year by attending college career fairs, hosting a virtual job fair and having student ambassadors on college campuses across the region. You can visit campustulsa.com to sign up your business as a Campus Tulsa partner.



INTERCITY VISIT HEADED TO NORTHWEST ARKANSAS

The Chamber's annual Intercity Visits to peer cities are a powerful way to generate new ideas and fresh energy for making the Tulsa region better. During the past decade, trip destinations have included Nashville, Indianapolis, Fort Worth, Charlotte and Pittsburgh.

The 2021 Intercity Visit will take Tulsa-area business and civic leaders to northwest Arkansas from October 11 through 13. The trip will explore the potential to designate U.S. 412 as an interstate, innovative workforce and talent initiatives, community development projects, and tourism enhancement. This year's trip will also feature a strong focus on the regional collaboration among the various northwest Arkansas communities, including Bentonville, Fayetteville, Springdale and other nearby areas.

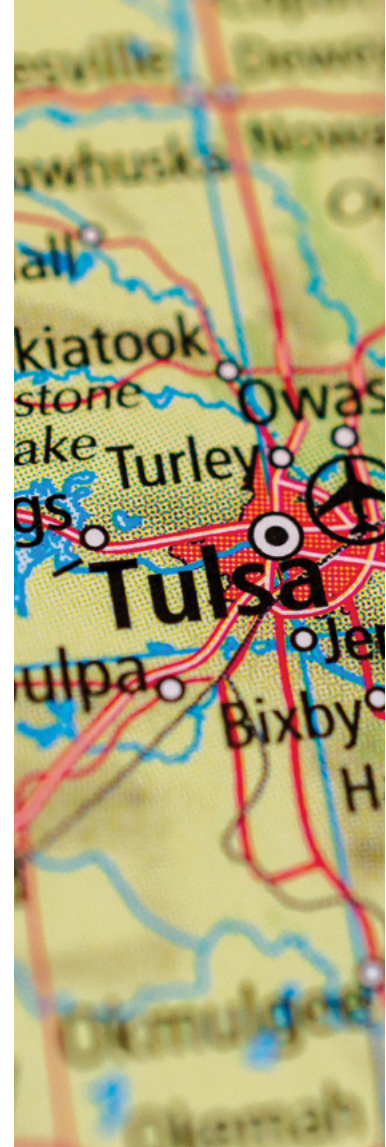
Learn more and register at
tulsachamber.com/intercityvisit.



AMERICAN AIRLINES ADDS NONSTOP SERVICE TO D.C., MIAMI

Starting in November, American Airlines will offer year-round nonstop service to Miami International Airport and Ronald Reagan National Airport in Washington, D.C. The new routes are the second and third destinations added to American's network from Tulsa this year. The airline announced in June direct service to Austin, which also begins in November.

"Increasing the number of direct flights has been a strategic priority of our Chamber for the past several years," said Mike Neal, the Tulsa Regional Chamber's president and CEO. "Expanding Tulsa's connectivity to major markets strengthens our efforts to support existing businesses, attract new companies and increase visitors to the Tulsa region. The Chamber's member businesses have wanted a direct flight to Washington's Reagan National for years, so I'm confident the route will be highly utilized. We thank American Airlines and Tulsa International Airport for their strong partnership and continued investment in northeast Oklahoma."



REGION EXCEEDS POPULATION GROWTH ESTIMATES

According to local-level data recently released by the U.S. Census Bureau, both the City of Tulsa and the Tulsa metropolitan statistical area (MSA) exceeded projections for the 2020 census. The city's population increased by 21,160 people over the 2010 census, a 5.4% growth rate and 12,000 more than 2019 estimates. The Tulsa MSA officially topped a million residents earlier this year.

"Going over 1 million (for the MSA) is very big," Arthur Jackson, the Chamber's senior vice president for economic development, told the Tulsa World in response to the data's release. "That opens a whole new stream (of businesses) that will start looking at us now."



THE ROAD AHEAD

*NORTHEAST OKLAHOMA AUTOMOTIVE CORRIDOR
POSITIONS THE REGION AS NATION'S NEXT
AUTOMOTIVE MANUFACTURING HUB*

BY TAYLOR LIPPITT



On July 22, 2020, Tulsa learned that its bid for a Tesla Gigafactory was, despite enormous effort, unsuccessful.

Tesla CEO Elon Musk announced during an investor call that the company chose Austin for its next U.S. factory. Tulsa was admittedly a longshot underdog, but the region's formal proposal for the project, combined with a grassroots marketing campaign to capture the attention of Tesla executives, nonetheless made a genuine impression.

"We will strongly consider Tulsa for future operations down the road," said Musk during the call.

For most economic development projects, this outcome would have been cause for disappointment. However, the Tesla project was anything but ordinary – Tulsa's contention as a finalist was instead a reason for optimism.

"Tulsa's profile has been elevated substantially, and individuals and organizations that previously might not have given us a serious look now see our advantages – including a low cost of living and short commute times, as well as an eager, well-trained workforce, access to top engineering talent and a centralized location," said Tulsa Regional Chamber President and CEO Mike Neal last July. "Those advantages will no doubt resonate with other companies looking to expand or relocate. Tulsa beat out a host of other significantly larger, world-class cities to be a finalist for the Tesla project, and that has to mean great things for our future."

Rather than accept defeat, several regional economic development partners have chosen to capitalize on this optimism and the attention generated by the Tesla bid. These partners are bullish in their belief that northeast Oklahoma is the nation's next automotive manufacturing hub. Working collaboratively and coordinated by Tulsa's Future, the Chamber's regional economic development partnership supported by public and private investors, the result is the Northeast Oklahoma Automotive Corridor, a collaborative effort to make the Tulsa region a leader in automotive manufacturing.

SHIFTING GEARS

Tulsa's strong roots in the manufacturing and energy industries, coupled with its history of innovation, position the region to be a key player in the future growth of the automotive industry. This strong existing base makes the Tulsa region ideal for both vehicle-makers and their suppliers.

"The region's proven manufacturing talent, available land, central location and low cost of energy means we're primed for large automotive original equipment manufacturers and suppliers," says Arthur Jackson, the Chamber's senior vice president of economic development. "We have an incredible opportunity to proactively recruit new companies to the region and be a major hub for this rapidly growing industry."

The Tulsa region boasts 11 mega sites totaling 9,000 acres that could support a major automotive manufacturer. Rather than each partner marketing their own sites in isolation, the Northeast Oklahoma Automotive Corridor brands these sites collectively to better capture the interest of major automotive companies and their suppliers.

By leveraging the collective strengths of the region's economic development partners, the automotive corridor showcases northeast Oklahoma's infrastructure and advantages to potential businesses to ultimately grow the automotive sector across northeast Oklahoma. Marie Synar, director of Industrial Development for the Muskogee City-County Port Authority, sees this collaborative effort as an opportunity for the region to stand out against its peers.

"Working together allows us to leverage our regional assets and coordinate resources that differentiate northeast Oklahoma from other parts of the country," says Synar. "The goal is that this effort will drive growth within this industry."

The automotive industry's evolution, brought about by a rapid rise in global electric vehicle manufacturing, has created new companies, new technologies and new opportunities in a relatively short amount of time. Tulsa is no stranger to these new opportunities. In April, Amazon announced Tulsa as one of 16 locations across the country where the company will use electric vehicles for home delivery. IC Bus' Tulsa manufacturing facility will fulfill orders for the company's flagship electric school buses. Tulsa-based Francis Energy develops, owns and operates networks of electric vehicle chargers. The Northeast Oklahoma Automotive Corridor aims to strengthen this critical mass through intentional recruitment strategies.

Another major advantage of northeast Oklahoma is its central location and proximity to major highways and interstates. The ports of Catoosa, Inola and Muskogee provide multi-modal access to international shipping lanes. Being located in the middle of the country means most goods can be transported anywhere in the continental U.S. within one day, which significantly increases distribution and supplier efficiency.

The region also has the necessary workforce to support major employers, with 49,800 jobs in electric vehicle manufacturing within a 60-mile radius. Dave Stewart, chief administrative officer at MidAmerica Industrial Park in Pryor, believes the region's existing industries and talent pool make northeast Oklahoma an ideal location for electric vehicle manufacturers.

"We are a manufacturing area which consists of a variety of support industries, including the aerospace industry, that are adaptive," says Stewart. "We are entrepreneurial and can give [companies] the fresh start and new way of thinking they need for the electric vehicle industry."

IN THE DRIVER'S SEAT

Less than a year after Tesla chose Austin over Tulsa, the region turned its momentum into a successful recruitment project. Los Angeles-based electric vehicle manufacturer Canoo announced in June plans to build a 400-acre campus at MidAmerica Industrial Park, making Canoo the first company to locate in the Northeast Oklahoma Automotive Corridor.

The Chamber's economic development team had worked with the Oklahoma Department of Commerce and regional partners in February to submit a bid for the project, and company representatives visited prospective sites in March.

During the company's annual investor relations day in Dallas, Canoo Chairman and CEO Tony Aquila announced the factory location alongside Oklahoma Gov. Kevin Stitt and Secretary of Commerce Scott Mueller.

"We ran a multi-state competition, and Oklahoma was head and shoulders above the other contenders because of its leadership, energy forward initiatives, strategic location and the hardworking ethic of its people," said Aquila.

The mega microfactory, as the company calls it, will include a full commercialization facility with a paint shop, body shop and general assembly plant. The campus will also include a low-volume industrialization facility. Once fully operational in 2023, the factory will employ 2,000 people in high-skill and high-paying jobs.

MidAmerica is the eighth largest industrial park in the United States and home to Fortune 500 companies such as Google and DuPont, but Stewart says preparation for this type of project has been underway for quite some time.

"The Tesla project forced us to think bigger – better," says Stewart. "We had a good foundation, but Tesla helped us raise the bar concerning employment and capacity."



**CANOO CHAIRMAN AND CEO TONY
AQUILA AND MIDAMERICA INDUSTRIAL
PARK CAO DAVE STEWART**



“WE RAN A MULTI-STATE COMPETITION, AND OKLAHOMA WAS HEAD AND SHOULDERS ABOVE THE OTHER CONTENDERS BECAUSE OF ITS LEADERSHIP, ENERGY FORWARD INITIATIVES, STRATEGIC LOCATION AND THE HARDWORKING ETHIC OF ITS PEOPLE.”

MidAmerica has invested more than \$15 million in its education and workforce training programs to support a major automotive manufacturer like Canoo. The park also works with partners such as Northeast Tech, Cherokee Nation and Rogers State University to provide training to its tenants.

Canoo's leadership said MidAmerica, the State of Oklahoma and the Cherokee Nation's support was critical in the selection process, as was northeast Oklahoma's strategic location.

“The area is a hub that we think is going to grow like crazy,” Aquila said. “In addition to that, it puts you dead center for logistics and movement across North America, so you can get anywhere, same day and back, which is pretty important.”

During a recent earnings call with investors, Canoo said it's in the final process of selecting an architect, construction manager, and engineering firm, among other suppliers for the Pryor factory, which will allow the company to begin construction soon. The company also discussed its commitment to northeast Oklahoma by announcing a goal of hiring at least 40% of the workforce from the local community.

This \$400 million investment is not only one of the largest in the region's history, but also solidifies northeast Oklahoma as a driving force in the electric vehicle manufacturing industry.



ACCELERATION

The Tulsa's Future regional partnership is confident that the Canoo project is just the starting line for the Northeast Oklahoma Automotive Corridor. Synar in particular is excited that potential companies are now aware of the advantages the region can offer.

"With our central U.S. location, low energy costs, existing supply chain, skilled labor force and pro-business operating environment, the Northeast Oklahoma Automotive Corridor provides all the ingredients needed to fuel success," says Synar.

In addition to the region's efforts to grow automotive manufacturing, the Oklahoma Department of Commerce thinks the entire state has newfound opportunity in this industry. The state offers a tax credit for companies that hire automotive engineers, and the new Connex Oklahoma supply chain portal launched in April helps manufacturers expand their base of local vendors.

"We have made electric vehicle manufacturing a top priority in our recruitment efforts as we work to further diversify Oklahoma's economy," says Secretary of Commerce Scott Mueller. "We are excited to welcome Canoo and show the rest of the automotive industry that Oklahoma is open for business."

Major project announcements like Canoo, combined with sustained efforts like the Northeast Oklahoma Automotive Corridor, continue to prove how regional collaboration drives industry growth, innovation and transformational results. This collaboration is fundamental to the Tulsa's Future regional economic development partnership, which accelerates progress toward the shared vision of public partners and private investors.

"During the past year, northeast Oklahoma has proven itself as a legitimate player in the automotive manufacturing industry," says Jackson. "We're excited to see the growth and transformation of the industry over the next several years and to hopefully be known globally as one of the leading automotive manufacturing hubs."

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WHO WE ARE

Actionable steps to make diverse, equitable and inclusive integral to who we are

During her inaugural address, 2021 Chamber Chair Rose Washington-Jones spoke of the need to increase access to economic opportunity for more Tulsans. A regional commitment to leveraging diverse talent will be essential to ensuring northeast Oklahoma's economy remains resilient and healthy in the years to come.

"Diversity, equity and inclusion (DEI) should be integral to everything we do and everything we are," said Washington-Jones. "From every individual, to every company, to our entire community, DEI should not just be something we aspire to do well - diverse, equitable and inclusive should be who we are."

The research is clear: diverse and inclusive organizations outperform on profitability, talent retention and attraction, and innovation. The Mosaic Inclusive Workplace Index is a tool for employers to examine their own diversity, equity and inclusion (DEI) efforts and identify strengths, challenges and opportunities.

Taken annually by dozens of Tulsa-area companies and organizations, the index quantifies the region's progress toward inclusivity and equity. The index results provide both macro-level insights and tailored feedback for participants to help them improve their own DEI efforts.

Of the nearly 100 companies that took the 2020 index, 57% had programs to develop a pipeline of diverse leaders, and 60% had programs to recruit diverse candidates. These results show marked improvement compared to 2019. Another strong data trend from 2020 was community engagement - 80% of last year's respondents engaged their employees in community DEI work by encouraging volunteerism with diverse populations.

The 2020 results demonstrated an opportunity for improvement among executive leadership. While the Tulsa region boasts strong corporate engagement with DEI, only a third of participants in the 2020 index reported DEI goals are part of their company's performance evaluation of leadership. More than half of respondents said senior leadership has primary oversight for DEI initiatives, and an equal share offer training for leaders on how to manage diverse populations.

Your company can receive a confidential, individualized scorecard and suggested resources for strategic DEI planning by completing the 2021 index, which is available to take now through Sept. 15. Companies that complete the index will be recognized among the region's top inclusive workplaces at the Chamber's State of Inclusion event in October.

Northeast Oklahoma's economic growth depends on diverse, equitable and inclusive workplaces, and your participation in the index will help ensure the Tulsa region's continued resilience and competitiveness.

Take the Mosaic Inclusive Workplace Index now at tulsa-chamber.com/mosaic.



U.S. REP. STEPHANIE BICE

U.S. Rep. Stephanie Bice is a fourth-generation Oklahoman and the newest member of the state's federal delegation. She was born and raised in Oklahoma's Fifth Congressional District, which includes all or parts of Oklahoma, Pottawatomie and Seminole counties, and was elected to represent the district in November 2020.

Prior to her election to Congress, Bice served in the Oklahoma Senate for six years. During her tenure, she was assistant majority floor leader and chair of the Senate Finance Committee. Bice was a leading voice for the modernization of Oklahoma's alcohol laws and authored several bills in support of the initiative.

Before public service, Bice worked in the private sector for eight years in financial oversight, business strategy and marketing for her family's technology company. She also ran her own marketing company, and later helped lead a boutique digital marketing agency as vice president of business development. She graduated from Oklahoma State University in 1995 with a degree in marketing and international business.

What have been your top legislative priorities since taking office?

My top priority coming to Congress was to grow our nation's economy. We're not anywhere near economic recovery. The August jobs report fell well short of economists' expectations, adding only 235,000 jobs last month compared to an expected 720,000.

As a fiscal conservative, I am also deeply troubled by our nation's ever-growing debt burden, and this administration continues to add to that debt month over month. Washington should respect hardworking taxpayers and balance its budget just like the State of Oklahoma does. We must remember that debt today becomes tomorrow's taxes. For the sake of our children and grandchildren, we urgently need to bring fiscal restraint back to Washington. During my time in Congress, I will support efforts to bring greater transparency to federal spending and to root out waste, fraud and abuse.

Cybersecurity is one of the most pressing issues facing Tulsa-area businesses. As a member of the House Committee on Science, Space and Technology and House Armed Services Committee (HASC), have you seen any promising legislation to address cyber opportunities and challenges?

I'm a member of the new Cyber, Innovative Technologies and Information Systems subcommittee under HASC, so cyber security is certainly something I am focused on. I actually

offered an amendment to the National Defense Authorization Act that passed to prioritize several million in funding for experimentation to strengthen cybersecurity of Industrial Control Systems (ICS). ICS are basically the computers that control advanced manufacturing equipment and even some building access systems. In addition, I am cosponsor of HR 4818, the National Digital Reserves Corps Act, to create a "cyber reserve corps" that would allow skilled citizens in the private sector to put their talent into service for the nation in times of crisis without having to give up their day job.

With such a tight labor market, is your office working on any education or workforce policy initiatives that would help employers find and hire talent?

During the NDAA markup, I proposed the National Defense Workforce Opportunity Act amendment, and it passed. This amendment, and the underlying bill, would establish a Department of Defense-led coalition of workforce and education stakeholders to collaborate on developing career pathways for workers and students to enter manufacturing careers in the defense industrial base. The idea came from my work on the House Supply Chain Task Force, and while we focused on critical issues like rare earth minerals, microelectronics and other critical components, the issue of workforce continued to rear its head. This legislation will be a crucial component in workforce development in my district and across the country. Modern

manufacturing jobs are increasingly high-tech and high-skill, and many positions are left unfilled. By creating partnerships between educational institutions and defense industrial contractors, we're setting both up for success.

Tell us about your experience as the Republican freshman class president for the House of Representatives. What have been some of the common interests among these first-term representatives?

I was honored to be elected as freshman class president. We have such a diverse class, including the largest female class ever. We have more minorities and veterans than ever before. We've all become close through navigating this highly unusual first year in Congress. It's been a challenge from day one - even at our swearing-in ceremony, we could only have one family member present. There have been no delegation trips to learn about issue areas, or to one another's districts. It's really been a challenge.

TULSA, LET'S CREATE SOMETHING GREAT



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Jennifer Jezek
President, York Electronic Systems
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ALPHAGRAPHS TULSA



Lifelong Tulsans Bryant Bynum and Quintin Roberts own AlphaGraphics Tulsa, a print communications company. Located on Route 66, AlphaGraphics specializes in custom print and marketing solutions so clients "get noticed and get business." We spoke with Bynum and Roberts to learn more about their business.

How did you decide to open AlphaGraphics Tulsa?

We were both with a digital marketing company that Bryant owned. We often talked with our clients about the importance of the convergence of print and digital marketing. When that business sold, it just made sense to enter the print side. Now, we're able to help clients on both sides of that convergence. We strongly believe that all forms of communication should play off each other to drive the desired outcome.

Did you face challenges opening a new business in the middle of a pandemic? How are you overcoming those challenges?

For us, the pause gave us time to prepare and find a location. Great things are happening in Tulsa, so finding a location was tough. We were fortunate to find the perfect place right on the Mother Road. We love being part of the Route 66 community and working with our neighbors to support an important part of Tulsa's history.

What are your business goals for the next five years?

Our goal is to establish AlphaGraphics Tulsa as a strong and ever-growing presence that makes a positive impact on our clients, our community and our team. We believe our success will be driven by our passion for the success of those three groups. At this point in our careers, we are not out to change the world

- we just want to make our little part of it better in a significant way and have fun doing it.

What sets AlphaGraphics Tulsa apart from other marketing and printing companies?

Businesses are like people, each with its own personality. You have to find what works for you. We become vested in the success of both our team and our clients. The more value we can create for others, the more value we will receive. Having run other successful businesses, we draw on our broad experiences to develop solutions focused on our clients' objectives.

What piece of advice would you give someone thinking about owning a business?

Find great role models. Get close, ask questions and listen. If you do that, you will make the right decisions for your business.

How did you decide to locate along Route 66? And what are some of your favorite spots on 11th Street?

It was important to locate in an area we could relate to and enthusiastically support. Route 66 feels like home. Besides, how can you beat having a business on the most famous highway in the world?

We love being next to Flo's Burger Diner and The Campbell Hotel, and down the road from Mother Road Market and the University of Tulsa. There are so many unique restaurants,

shops and art studios owned and operated by great Tulsans. Decopolis, Buck Atom's Cosmic Curios, and The Sky Gallery all have great memorabilia and gifts. The art galleries of Joseph Gierick, The Dusty Pig and Atelier MFR are treasures. And the food at Jane's Delicatessen, Flo's Burger Diner, The Wildflower Cafe, The Tulsa BBQ Company food truck and Mother Road Market is irresistible.

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May / June 2021

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fridayhealthplans.com
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Anyone ages 12 and up is eligible for a [free COVID-19 vaccination](https://www.tulsahealth.org/vaccinate918) from the Tulsa Health Department.



To view hours or make an appointment, visit [vaccinate918.com](https://www.tulsahealth.org/vaccinate918).

Those 12-17 years old will need a parent or guardian present for consent to receive the Pfizer vaccine.

Locations

- **James O. Goodwin Health Center**
5051 S 129th E Ave
Tulsa, OK 74134
- **Central Regional Health Center**
315 S Utica Ave
Tulsa, OK 74104
- **Collinsville Health Center**
1201 W Center
Collinsville, OK 74021
- **North Regional Health and Wellness Center**
5635 M.L.K. Jr Blvd
Tulsa, OK 74126
- **Sand Springs Health Center**
306 E Broadway St #7911
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TULSA REGIONAL CHAMBER

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