

THE CHAMBER REPORT

CHAMBER INAUGURATES 2018 CHAIR
STEVE BRADSHAW
PRESIDENT AND CEO
BOK FINANCIAL CORPORATION

TULSA REGIONAL CHAMBER

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ON THE COVER: At the Chamber's Annual Meeting in January, 2018 Chair Steve Bradshaw cast a bold vision for the region. Photographed at TU's H.A. Chapman Stadium, Bradshaw is both an avid football fan and member of the university's board of trustees.

Photo by Rip Stell

UPCOMING EVENTS

OneVoice Day at the Capitol

Feb. 21-22
Oklahoma City

Monthly Capitol Luncheon

March 14 | 11:30 a.m.-1 p.m.
Oklahoma State Capitol

Congressional Forum with U.S. Sen. Jim Lankford

April 5 | Noon-1 p.m.
DoubleTree by Hilton Tulsa
Downtown

TSBC Women Business Leaders: Laugh & Learn

April 10 | 5:30-7 p.m.
Grogg's Green Barn

Legislative Briefing Breakfast

April 20 | 7:30-9 a.m.
DoubleTree by Hilton Tulsa
Downtown

Monthly Capitol Luncheon

April 25 | 11:30 a.m.-1 p.m.
Oklahoma State Capitol

Tulsa Regional Washington D.C. Fly-In

May 9-11
Washington, D.C.

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WE LOVE OUR HOSPITALITY CLUB

DECEMBER VOLUNTEER OF THE MONTH

Nicolas Stolusky, *Tulsa Zoo Management, Inc.*

DECEMBER QUOTA MASTERS

Bob White, *Plan Benefit Analysts; HUB International Mid-America*

Grace Roberts, *Hyatt Place Tulsa South Medical District*

James Joy, *Bank of America Home Loans*

Marvin Krueger, *Melaleuca, Inc.*

Stacie Cato, *Saint Francis Community Services*

Tricia Weis, *The Leukemia & Lymphoma Society*

NOVEMBER VOLUNTEER OF THE MONTH

Kaylen Carpenter, *RibCrib, Inc.*

NOVEMBER QUOTA MASTERS

James Joy, *Bank of America Home Loans*

Jenny Johnson, *American Parkinson Disease Association*

Joy Kelly, *SpiritBank*

Marvin Krueger, *Melaleuca, Inc.*

Nicolas Stolusky, *Tulsa Zoo Management, Inc.*

Rhonda McDaniel, *The Hospitality House of Tulsa*

Stacie Cato, *Saint Francis Community Services*

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SOARING AHEAD

2018 Chair Steve Bradshaw shares his vision for the region

by Chris Wylie

The Tulsa Regional Chamber's board chair is much more than a symbolic figurehead. Chairs work proactively with the Chamber's staff and leverage their experience, connections and expertise to implement the long-term strategy of the organization. Their vision gives tangible focus to many of the Chamber's loftiest strategic goals, and their unique perspectives reveal practical opportunities to positively impact the interests of Chamber member companies.

Well before his inauguration as the Chamber's 2018 chair, BOK Financial Corporation President and CEO Steve Bradshaw settled on three strategic imperatives that complement existing Chamber strategies and programs. Before a record event crowd of nearly 1,400 attendees at the Chamber's Annual Meeting in January, Bradshaw explained how and why public education funding, new economy jobs and direct flights are critical to the region's economic prosperity.



PUBLIC EDUCATION FUNDING

No single state issue has received as much attention as the state of education funding. For business leaders like Bradshaw, the link between economic prosperity and strong public schools is clear.

"As has been said so many times before, education is economic development," said Bradshaw. "A strong public education system is the key to our region's ability to produce a talented, skilled workforce, and to recruit and retain businesses."

The largest barrier to increasing economic prosperity in northeast Oklahoma, however, is an issue of local making.

"The state legislature has been unable to prioritize funding for common education," Bradshaw stated. "It is the single largest barrier to attracting growing businesses to our region, as well as acting as a barrier

for further investment by the businesses that call the Tulsa region home today. So we have to meet this issue aggressively to bring about change."

Bradshaw believes the business community is an essential advocate for education.

"I believe it is incumbent upon us to compel a change in the conversation and, most importantly, action within the legislature," said Bradshaw. "There should not be a

solutions for public education."

Bradshaw's "zero-tolerance stance" included a stern ultimatum.

"Let your legislators know that their votes are being watched, and that elected officials who fail to do right by our students and teachers will find themselves voted out of office."

Building the region's capacity to support new economy jobs will depend on coalitions of industry and education, with the Chamber convening partners that bridge the transition between the classroom and the workplace.

"We are not starting from scratch, as we have a nationally recognized cyber security program at the University of Tulsa," said Bradshaw. "We recently welcomed a new



more compelling voice for that change than the collective business community within the Tulsa region, Oklahoma City and like-minded communities throughout the state."

In advocating for change, Bradshaw admonished members of the business community to take direct action.

"Speak up and let your legislators know that finding sustainable and growing revenue sources to adequately fund core services like education is not a luxury; it is a necessity," Bradshaw said. "This can and should include efforts to recruit new candidates and replace legislators who do not see education funding as a critical priority. We should absolutely have a zero-tolerance stance when it comes to those unwilling to have the courage to seek sustaining

NEW ECONOMY JOBS

Northeast Oklahoma's legacy industries – particularly energy, aerospace and aviation, and manufacturing – remain core pillars of the region's economy. However, global trends have made the need for economic diversification in the "new economy" of high-tech, knowledge-based products and services an immediate, pressing issue.

"Increasingly, many of the greatest growth opportunities are to be found in businesses built around skills such as information technology, research and development, and cyber security," said Bradshaw. "In order to avoid being left behind in the new economy, our region must shift some of our investment focus to attract new talent to our region, folks who already possess these skills or are interested in obtaining training for these skills."

training organization to the region, Coding Dojo, that can help us prepare and retrain talented individuals for new economy job growth."

Existing sectors have begun to capitalize on opportunities presented by the proliferation of "big data," automation and robotics, and machine learning and artificial intelligence.

"This region has always been known for its manufacturing expertise," said Bradshaw. "Historically, Oklahomans have been makers and doers. Our support for production-based businesses should never go away."

Along with supporting existing industries and homegrown entrepreneurs, Bradshaw issued a call to recruit new companies and talent to the region.

"Fully preparing a region for the new economy will demand a multi-level approach," added Bradshaw. "We need to increase our efforts to recruit existing technology-focused businesses, grow our reputation as a technologist-friendly business climate and compel our existing employers with heavy technology investment to create more jobs here as a result of an expanding talent pool. Today's business growth is fueled by technological innovation in almost every line of work – we need a growing pool of well-trained technologists to fuel that growth and to provide an entrepreneurial backdrop for future innovation."

Bradshaw offered two practical ways for Chamber members to assist in growing the region's pool of technologists.

"If you are a Tulsa employer, especially if you employ large numbers of IT personnel, I would urge you to work with the Chamber's education and workforce division, as well as our area higher education institutions, to help develop new internship opportunities," Bradshaw said. "The more accessible we make our market today, the more likely we are to attract the new economy leaders of tomorrow. I would also ask that you work with us to partner with our many providers of higher education to shape curriculum and attract talent to the market – it is in the collective best interest of us all to do so."

DIRECT FLIGHTS

For his third focus, Bradshaw turned to a pragmatic issue.

"We need to add at least one nonstop flight this year, ideally to New York, Los Angeles, San Francisco, Washington D.C., or perhaps even Philadelphia or Seattle," said Bradshaw. "This is an area of great interest



A parting note from 2017 Chair Phil Albert

"During my inaugural address, I outlined three things we could do to move forward as a region. We could curate our regional history. We could collaborate to address challenges. And we could create opportunities for innovation. While our state still has much work to do, especially in the funding of core services such as education and health care, our region made significant progress during 2017 on all three of these fronts. For that I am grateful, and I want to thank our Chamber members for their help in making that progress possible.

"To say that I have been proud to lead the Tulsa Regional Chamber team would be an understatement. The Chamber has an incredible group of staff and volunteers. I want to thank each and every one of them for their assistance and wise counsel this past year. Their hard work never goes unnoticed, even at the national level. The United States Chamber of Commerce again awarded the Tulsa Regional Chamber a five-star rating – the highest possible – at the end of 2017. That's something we can all be proud of.

"So, it's safe to say we are indeed curating, collaborating and creating, and our region is moving forward as a result. The Tulsa Regional Chamber helps lead that charge, and I know we will continue to move forward in 2018 under the expert leadership of Steve Bradshaw.

Thank you again for allowing me the honor and privilege of serving this great region."

WHAT'S IN A CENTERPIECE?

Table centerpieces at the Chamber's 2018 Annual Meeting offered a visual reinforcement of Bradshaw's three strategic imperatives.

The planes remind of the region's need for more direct flights. The various plane parts were all designed and fabricated at Fab Lab Tulsa, a local example of new economy know-how in action. Students at the Union Sixth and Seventh Grade Center and Jefferson Elementary hand-assembled each plane, a signal that properly funding public education will help the Tulsa region soar ahead.



About Steve

Steve Bradshaw is president and CEO of BOK Financial Corporation, one of the largest bank holding companies in the U.S. Bradshaw became the top executive at BOK Financial in January 2014, having joined the company in 1991. He earned his bachelor's degree in business finance from the University of Central Oklahoma and graduated with distinction from the Southwestern Graduate School of Banking at Southern Methodist University in Dallas.

Bradshaw is a former chair of VisitTulsa, the city's convention and visitors bureau housed at the Tulsa Regional Chamber. He serves on The University of Tulsa board of trustees and the board of directors of Oklahoma State University's Lew Wentz Foundation. Bradshaw is a past board member of Tulsa Community Foundation, Tulsa River Parks Authority, Metropolitan Tulsa Urban League, YWCA Tulsa, Tulsa Habitat for Humanity, Domestic Violence Intervention Services (DVIS), and Junior Achievement of Oklahoma. He and his wife, Marla, co-chaired the United Way campaign in 2016.

In his spare time, Bradshaw indulges his flair for cooking, cheers on his beloved Green Bay Packers, relaxes to the music of Dan Fogelberg and tends to his beloved bulldog, Betty.





2017 AWARD WINNERS

Hospitality Club Volunteer of the Year

Nicolas Stolusky
Private Events Sales, Tulsa Zoo
Management, Inc.

Board of Directors Award of Excellence

Wes Mitchell
Vice Chair, Education & Workforce

Regional Partner of the Year

Jim Thomas
City Manager, Claremore

Strategic Partner of the Year

Oklahoma Governor Mary Fallin

Lifetime Achievement Award

Gary Ridley
Former Oklahoma State Secretary
of Transportation

Chairman's Award

Phil Albert
2017 Chairman of the Board, Tulsa
Regional Chamber

and discussion within our business community. It matters greatly when we work to attract new businesses or compel existing businesses to build out their workforce here rather than in other markets that may enjoy easier business travel."

Regional cooperation has already paved the way for substantive progress in adding a nonstop destination at Tulsa International Airport.

"A nonstop flights task force made up of representatives from Tulsa International Airport, the Tulsa Regional Chamber and the George Kaiser Family Foundation has been meeting regularly for some time with a goal of better understanding airline industry dynamics and to develop a strategy to increase flight offerings from Tulsa," noted Bradshaw. "Now is the time to put that work into action."

Bradshaw offered several suggestions for how area companies can help build a business case for additional high-priority destinations.

"Perhaps we can develop ticket purchase

minimums to strengthen our case," said Bradshaw. "Perhaps you would also consider enacting a 'fly local' policy to discourage your employees traveling for business from flying out of airports other than Tulsa."

Such a policy will soon be taken up directly by the Chamber's volunteer leadership.

"I plan to ask the Chamber Board of Directors, Board of Advisors and the Tulsa Small Business Connection leadership to review a potential 'fly local' policy," said Bradshaw. "The more sustained passenger traffic through Tulsa International, the more lobbying power we have when we meet with representatives from American Airlines, Southwest, United, Delta and Frontier about adding direct flights."

PARTNERS IN PROSPERITY

"Leading the Chamber entails many initiatives and areas of engagement – some we can identify today, and certainly some that will be identified as 2018 unfolds," said Bradshaw. "The Tulsa Regional Chamber is an exceptional organization – the accolades

it receives would certainly support that claim. More important than awards, however, is the good work the Chamber does on behalf of – and with the help of – its loyal members. One of my key goals this year is to challenge the Chamber to leverage its people, its influence, and its voice to lift the business profile of our region to an even higher level."

Bradshaw's challenge is an opportunity for all Chamber members to not only take advantage of the benefits of membership, but to be a partner in the Chamber's pursuit of regional economic prosperity.

"Public education funding, new economy jobs and direct flights will be the fuel that enables our region to soar ahead," concluded Bradshaw. "None of these things will happen overnight, but we can and must make significant progress in 2018."

HALL ESTILL

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One of Oklahoma's largest and most trusted law firms since 1966, Hall Estill proudly serves clients regionally, nationally and internationally. With a client-first mentality the firm provides friendly, attentive client service and delivers results through innovative, cost-effective solutions.

Hall Estill attorneys represent clients from Fortune 500 corporations to medium-sized companies, to non-profit organizations, emerging businesses and individuals. Hall Estill attorneys are leaders in their respective fields and in their communities; regularly publishing and lecturing in their areas of expertise, continuing

to build on the firm's reputation of excellence. Hall Estill is nationally recognized and highly respected as a top law firm for a wide range of expertise and depth of legal knowledge.

Further, Hall Estill attorneys and staff members contribute more than 20,000 hours of community and volunteer service annually. Those who volunteer are honored to provide leadership on multiple boards and committees, as well as serve as legal counsel on pro bono cases, because they know donating their time and talent to local charities, worthwhile organizations and those in need is simply the right thing to do.

Ask the ECONOMIST

Have a question for the "Ask the Economist" column?

Email bobball@tulsachamber.com with "Ask the Economist" in the subject line.

Bob Ball, Economist & Economic Research Manager,
Tulsa Regional Chamber

How do tax reform-related bonuses impact the local economy?

In recognition of federal tax reform, two large Tulsa employers recently announced bonuses to their employees.

American Airlines and AAON offered bonuses of \$1,000 to each employee. That infusion of cash reverberates throughout the Tulsa community. The income is spent, saved and invested primarily in the local economy.

AAON, an industrial heating and air-conditioning equipment manufacturer, employs 1,300 people in Tulsa. American Airlines' Tulsa operation includes one of the largest aircraft maintenance facilities in the world and employs 5,300 people. Bonuses to these 6,600 workers total \$6.6 million, or about \$5.1 million after federal income taxes.

That new spending expands the economy, adding actual jobs in service, retail and healthcare among other industries. The added income directly supports 28 new jobs, primarily in businesses where the bonuses are spent. There are 10 additional jobs in companies that provide resources to those first-line businesses. All together, those 38 new jobs then support eight more jobs elsewhere.



The \$5.1 million in additional cash supports \$3.5 million in goods and services produced in Tulsa alongside \$2 million in income. The top 10 industries affected account for 17 of the almost 50 total jobs created in the Tulsa area as a result of bonuses at American Airlines and AAON.

TOP 10 INDUSTRIES AFFECTED BY \$5.1 MILLION IN BONUSES

SECTOR	JOBS	WAGES & SALARIES	GROSS PRODUCTION OF GOODS & SERVICES
Hospitals	3	\$191,687	\$231,230
Limited-service restaurants	2.7	\$48,542	\$110,732
Full-service restaurants	2.5	\$50,994	\$55,877
Real estate	2	\$18,960	\$295,272
Retail – general merchandise	1.5	\$41,864	\$65,414
Physician offices	1.4	\$155,781	\$157,644
Retail – food and beverage	1.1	\$27,569	\$53,895
Wholesale trade	1.1	\$74,435	\$185,912
Banking	1	\$71,591	\$105,081
Individual and family services	1	\$25,426	\$25,659
TOTAL	17.3	\$706,850	\$1,286,717

Meet the Chair



Amy Bates
Owner, Merry Maids Tulsa Metro
merry maids.

What are you most looking forward to while serving as chair of the Tulsa Small Business Connection? I am following in the footsteps of remarkable leaders who have served as chair. It is exciting and a privilege to work to expand our program offerings and reach a broader demographic to ensure all small business owners in Tulsa are thriving. Most importantly, small businesses employ nearly 80 percent of Oklahomans, so we are a vital part of the economy. Working with the Tulsa Small Business Connection to ensure our voices are heard on the local and state legislative levels is critical and a role I will embrace.

What goals do you have for the Connection in 2018? For 2018, I want to focus on innovation. The Connection aims to grow our already successful programs, such as CEO Roundtables, while engaging small business employees with leadership training as well. Just as businesses need to meet the needs of their clients, the Connection stays focused on meeting the changing needs of small businesses. We will push the bar and create programs, content and resources to help companies succeed in an ever-changing economy and culture. In the coming year, the Connection will reach out to businesses in areas of the city where we are currently less visible to increase awareness of the resources we offer and help as many businesses succeed as we can.

What is the greatest value the Connection provides to small businesses? We give a voice to small business owners on a state and local level. We also serve as a resource for business owners by communicating what is happening in Tulsa in terms of economic development, state and local initiatives, and other changes that impact them. From supporting new firms with just one employee to those with 50, we aim to meet their needs and do so with the support and resources

of the Tulsa Regional Chamber. Furthermore, we have ongoing events to connect business owners, educational lunch and learns with relevant and timely topics, our new Women Business Leaders events, CEO Roundtables, and other committees that allow owners to connect with one another while making an impact on their city.

How has being involved in the Connection impacted you and your business? The relationships I have forged – both personal and professional – are priceless. The Connection has given me the tools to grow professionally while also being connected to the development of our city. As a small business owner, it can be hard to feel like you are heard or making an impact, and the Chamber has given me that opportunity via the Connection. I am informed, and it allows my team members to be connected to the community as well. The educational programs keep me up to date and enable me to brainstorm with other small business owners, and that makes me a better businesswoman. I can be as involved as my schedule allows, but it indeed is a place where the more you take advantage of the offerings, the greater the reward.

What made you decide to take over your family's business? I was in a different industry entirely until 1998. It was just a few months before my wedding, and I had a chance to sell the business. After much discussion with my parents and (future) husband, we decided I would temporarily fill an open position at Merry Maids. After a few months, I fell in love with the business and decided to start buying out my folks within a few years. Thankfully, 20 years later, I still love coming to work every single day. I am fortunate enough to make people happy for a living, employ some of the most outstanding women I know and serve wonderful Tulsa residents.

What do you consider your biggest professional accomplishment? As a second-generation owner of a 35-year-old locally owned housecleaning service, I want to ensure the company started by my parents thrives and grows. Before my father passed from Alzheimer's and was still active, we set out to make it our best year yet to honor him. I still vividly remember receiving some top awards for growth and operational excellence at our national convention and him beaming with pride. On both a personal and professional level, that was worth every bit of work I put in that year. But looking at a broader picture, I am thrilled and honored to chair the Connection this year. I love moving things forward to the next level, and I am excited about the challenge. The Connection is made up of fantastic business leaders who are dedicated to being advocates and community leaders. Having this opportunity is one of my top accomplishments by far, so I am determined to work alongside the board to make 2018 a successful one.

What is one thing you would encourage small business owners to do at least once a year? Just one? Sit down and take an "inventory" of your business. From reviewing hiring practices to your operating hours, step "outside" and genuinely look at your company. Have an employment law attorney review your handbook for compliance and make sure it is easy for your employees to understand. An excellent handbook provides a road map to success and job security for your staff while protecting your business. Make sure your services/products and how/when/where they are marketed is relevant. Analyze that your offerings meet the needs of your clientele. Most importantly: the one event you should attend this year is the 2018 Tulsa Small Business Summit on September, 27!

SAY HELLO TO THE NEW TULSASBC.COM

The Chamber's Tulsa Small Business Connection is here to help small businesses start, manage and grow their business.

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2018 TYPros Leadership Team



Arts & Entertainment

Crew Leader: Chelsea Kester, Take Heart Events

Co-Crew Leader: Patrick Garcia, Legal Shield



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Attraction

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Co-Crew Leader: Andrea Nieves, Resolute PR



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Co-Crew Leader: David Tollette, Ernie Graves



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Diversity

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OU Physicians-Tulsa

Co-Crew Leader: Aaron LaBounty,

Steward Consulting



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RELAT
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Government Relations

Crew Leader: Joe Neal, Price Family Properties

Co-Crew Leader: Tanner Sturm, Student



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Next Generation Leadership

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Sign Solutions

Co-Crew Leader: Shannon Kelly,

Fidelity Investments



SUSTAIN
ABILITY

Sustainability

Crew Leader: Jessica Withington, Nextep

Co-Crew Leader: Ashley Boldt, City Year Tulsa



URBANISTS

Urbanists

Crew Leader: Daniel Sperle, Tulsa Bike Share

Co-Crew Leader: Annie Hull, KKT Architects

TYPROS

A letter from the 2018 TYPros chair



I still remember the time I attended my first TYPros event five years ago. I had recently graduated from college and started my professional career. Little did I know then, TYPros would offer me so many experiences to help me grow personally and professionally. All it took was the willingness to say yes and seize those opportunities.

TYPros is multifaceted. At its surface, it provides people the chance to build their network and explore the coolest attractions our great city has to offer. For those who dive a little deeper, TYPros can be a powerful catalyst for personal and professional development. It also provides many opportunities to give back to the community. Whether someone applies to serve as a TYPros intern on a local nonprofit board or attend some of the high-quality professional development workshops offered by our crews, TYPros members are bound to expand their knowledge and skills in areas that will greatly benefit their lives.

TYPros also serves as a platform to pursue our members' wild ideas to make Tulsa awesome. By getting involved in one of our eight crews, our members help us achieve TYPros' mission of attracting and retaining young, creative talent; developing the next generation of leaders; and enhancing Tulsa's sense of place.

I am truly honored and excited to serve as chair alongside capable, energetic, passionate young leaders who make up the TYPros leadership team. Together, we plan to expand our programs' reach, continue to serve as a resource for young talent and be the collective voice of our generation. Together with the Tulsa Regional Chamber, we will work to create a community where young talent wants to work, play and leave a legacy that will be enjoyed by future generations.

Moises Echeverria

2018 TYPros Chair

President & CEO, Oklahoma Center for Community and Justice

#FILMTULSA

Tulsa FMAC hosts reception during Sundance Film Festival

For American filmmakers, Sundance Film Festival is Butch Cassidy's Bolivia. With more than 45,000 attendees for the ten-day gathering, the festival has made the careers of directors like Debra Granik, Paul Thomas Anderson and Steven Soderbergh, and is regularly the gateway for independent films to achieve mainstream distribution.

To showcase Tulsa's film scene at this international theater, the Tulsa Office of Film, Music, Arts & Culture (Tulsa FMAC) debuted an enhanced presence during the 2018 festival. The #FilmTulsa reception on Jan. 20 promoted northeast Oklahoma as a destination for film production.

"Part of the mission of Tulsa FMAC is to promote Tulsa as a creative hub and cultural destination," said Abby Kurin, director of Tulsa FMAC. "Oklahoma's presence at the film festival continues to grow each year, so it was a natural decision to leave Tulsa's mark on the festival by inviting attendees from all over the world to hear what our city has to offer."

#FilmTulsa, held at the Meyer Gallery in Park City, Utah, facilitated meetings between festival attendees from around the world and members of Tulsa's creative community, including filmmakers, musicians and representatives from local film festivals. The reception

also featured live music from Tulsa's own Travis Linville and Eric and Happie.

"Our team is dedicated to promoting Tulsa as a world-class destination," said Ray Hoyt, senior vice president of tourism at the Tulsa Regional Chamber. "In addition to collaborating with local tourism partners on local events and projects, marketing our city outside of Oklahoma is a key component for the success of tourism in Tulsa."

Representatives from Tulsa FMAC have attended Sun-



#FilmTulsa was part of the magazine Beyond Cinema's Media Studio. Tulsa was one of six locations from around the world that worked with the publication to create unique events during the festival. Beyond Cinema is published by the Association of Film Commissioners International (AFCI), through which



dance since 2016. The office sponsored the Oklahoma Film + Music Office "Studio Oklahoma" event in 2017, and did so once again in 2018.

#FilmTulsa was made possible with the support of several community partners, chief among them Blue Sky Bank.

"Blue Sky Bank is proud to sponsor Tulsa FMAC's reception during Sundance Film Festival," said Blue Sky Bank CEO Evans Rector. "Not only does Tulsa have numerous unique film locations, we also have many talented industry professionals ready to support filmmakers from around the world. Blue Sky Bank is committed to helping strengthen Tulsa through economic diversification."

Additional partners in the #FilmTulsa reception included Circle Cinema, Asphalt & Fuel Supply, Doc's Wine & Food, Chad Renfro Design and Buddy FX.





Tulsa FMAC is an accredited film commission. Tulsa FMAC is the only accredited city film commission in Oklahoma.

"When a movie films on location in Tulsa, the economic impact is tremendous," said Rector. "It brings with it jobs and revenue to benefit the local economy. Supporting Tulsa FMAC in Park City is a perfect match for Blue Sky Bank, where we pride ourselves in creative lending solutions for creative people."

Tulsa FMAC regularly sends delegations to many of the world's premier festivals for artists, musicians and filmmakers. In March, Tulsa FMAC will again travel to Austin for South By Southwest (SXSW). An annual conglomerate of festivals and conferences, SXSW brings together innovators, artists and entrepreneurs to celebrate the convergence of the interactive, film, and music industries. Festivals like SXSW and Sundance give Tulsa FMAC a global stage to promote northeast Oklahoma's strengths as a destination for creativity.



TULSA AT SUNDANCE FUN FACTS

A movie about the life of Tulsa minister Carlton Pearson, "Come Sunday," premiered at the 2018 festival. The film stars Chiwetel Ejiofor as Pearson and Martin Sheen as Oral Roberts.

Representatives from Circle Cinema, Tulsa's nonprofit independent movie theater, have attended Sundance since 2006.

Tulsa director Sterlin Harjo's short film "Goodnight, Irene" premiered at the 2005 Sundance Film Festival. His feature film "Four Sheets to the Wind" premiered in 2007.

Tulsa FMAC won "#1 Film Ad in the World" through the AFCI's Creativity Awards. The winning ad appeared in the Beyond Cinema magazine distributed at the 2016 festival.



A REFRESHING CHANGE OF PLACE.

In 1993, CommunityCare was a groundbreaking idea, a managed care organization formed by Saint Francis Health System and St. John Health System. The health care landscape has changed dramatically since then, and we have grown and adapted with it to become Oklahoma's largest locally owned and operated health insurance provider.

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A NEW PARTNERSHIP

Partners In Education to become program of the Foundation for Tulsa Schools

Since 1983, Partners In Education has connected the resources of Tulsa's business community with the needs of public schools. Chamber members have donated untold amounts of time and money to support K-12 student success. That support has been steadfast and essential, especially as state budgets continue to shrink and per-pupil spending declines.

Over the past three decades, however, additional forces have come to bear on student achievement: rapid technological progress, a globalized economy, and increased demands for a highly skilled and trained workforce. As the Tulsa region's economy evolves, the Tulsa Regional Chamber must likewise adapt its programming to align with its strategic priorities.

In its 35th year, Partners In Education will transition to become a program of the Foundation for Tulsa Schools. The transition allows the Chamber to concentrate its efforts on college and career readiness. Leaders from both organizations believe the foundation is well-suited to house Partners In Education, which was established as a joint effort between the Tulsa Regional Chamber and Tulsa Public Schools.

"Partners In Education owes its success to a long history of supporters who have invested in preparing students for the competitive job market," said Mike Neal, president and CEO of the Tulsa Regional Chamber. "By working hard to close the achievement gap for low-income students, these partners help get

students ready for postsecondary education and entrance into the workforce."

Preparing students for the workforce now requires more investment than ever. According to Lumina Foundation, more than 60 percent of the nation's jobs will require a postsecondary certificate or degree by 2025. The Chamber will help ensure northeast Oklahoma's workforce is able to meet these demands by developing programs and convening partnerships focused on the intersection of skills training, emerging industries and in-demand jobs.

"The businesses, nonprofits and faith-based groups that dedicate time and resources to students and teachers demonstrate how collaboration strengthens the regional workforce," said Brett Campbell, senior vice president of education and workforce for the Tulsa Regional Chamber. "To all of our partners, we offer our sincerest thanks for your unwavering commitment to our schools and the economic success of our region. We look forward to continuing to support this important work through the leadership at the Foundation for Tulsa Schools."

Founded in 2001, the Foundation for Tulsa Schools is a 501(c)(3) community-based nonprofit focused on initiatives that increase attendance and graduation, promote teacher retention, and improve cost-efficiencies district-wide. Past and current funding projects include teacher and school leader professional development, novice teacher supports, STEM education, social-emotional student

learning, data enablement, and school innovation. Partners in Education will allow the foundation to mobilize additional resources through the network's partners.

"The Foundation for Tulsa Schools is closely aligned with the needs and strategic vision of the district, so there's a natural ability for our team to help companies and community organizations maximize their impact," said Brian Paschal, president and CEO of the Foundation for Tulsa Schools.

Leading the initiative will be Hallie Green, manager of community engagement and grants for the Foundation for Tulsa Schools. Green joined the foundation in November 2017 and looks forward to bringing a fresh energy to Partners In Education.

"This program allows us to connect closely with individual schools and fulfill our mission of building a better community through the support of Tulsa Public Schools," said Green. "We are grateful to our current partners, and we look forward to building new partnerships that support local schools."

The Chamber will continue to collaborate with the foundation on educational initiatives, including Partners In Education. The collective strength of both organizations presents new opportunities to unite businesses and the community in support of all Tulsa Public Schools students, from kindergarten to graduation and beyond.





D&I 101: DIVERSE SUPPLIERS



Kurt Gwartney
*Senior Director of Seminary Relations,
Phillips Theological Seminary*

Through the Mosaic Inclusive Workplace Cultures Survey, Phillips Theological Seminary learned the value of having a diverse supplier policy. A formal policy reminds our employees that buying what we need can support diversity and inclusion efforts in our community.

It's easy to order office supplies online. We can find products and services of good value with a few clicks of a mouse and have them shipped across the globe to Tulsa. However, we want "value" to mean more than a few pennies saved on the bottom line. For example, when we recently needed updated signage inside our building, we discovered a small, woman-owned business that provided a unique service we would not have found if we were only interested in cutting costs on the project to a minimum.

A recent, urgent need for new staff name badges sent me immediately online to find a company that could provide a decent product and quick turnaround. I was in the middle of completing an order with a large company based in Wisconsin when I remembered our diverse

supplier policy, which encourages us to look for small, local businesses that are minority-owned, women-owned, disability-owned, veteran-owned and/or disadvantaged. I abandoned the order and found a smaller company in Tulsa that looked like it could help. A quick phone call connected me with a person who easily grasped my situation and could meet my deadline. It was because of our diverse supplier policy that I stopped and thought twice about the impact my purchase could make for Tulsa and for diversity.

In a request for proposals on a new website design for Phillips, I included a statement for vendors to review our engaged diversity policy before submitting their proposals. I'm happy to say that nearly every company that responded falls in line with our diverse supplier policy.

Our diverse supplier policy helps expand our values of diversity and inclusion beyond our institution into the larger business community.



THE TULSA OFFICE OF
FILM, MUSIC, ARTS & CULTURE

FEATURED ARTIST

»» Travis Linville

There's something inexplicably authentic about Tulsa's Travis Linville, and it's carried him from dive bars and classrooms to "The Tonight Show" and esteemed theaters across the globe. The Oklahoma Gazette rightly called him a "godfather of modern Oklahoma folk" and noted that his success opened doors for a state teeming with talent - a mentor and contemporary for other Oklahoma acts like John Fullbright, Parker Millsap, Turnpike Troubadours and John Moreland. Linville provided the live music at Tulsa FMAC's #FilmTulsa reception during the Sundance Film Festival.

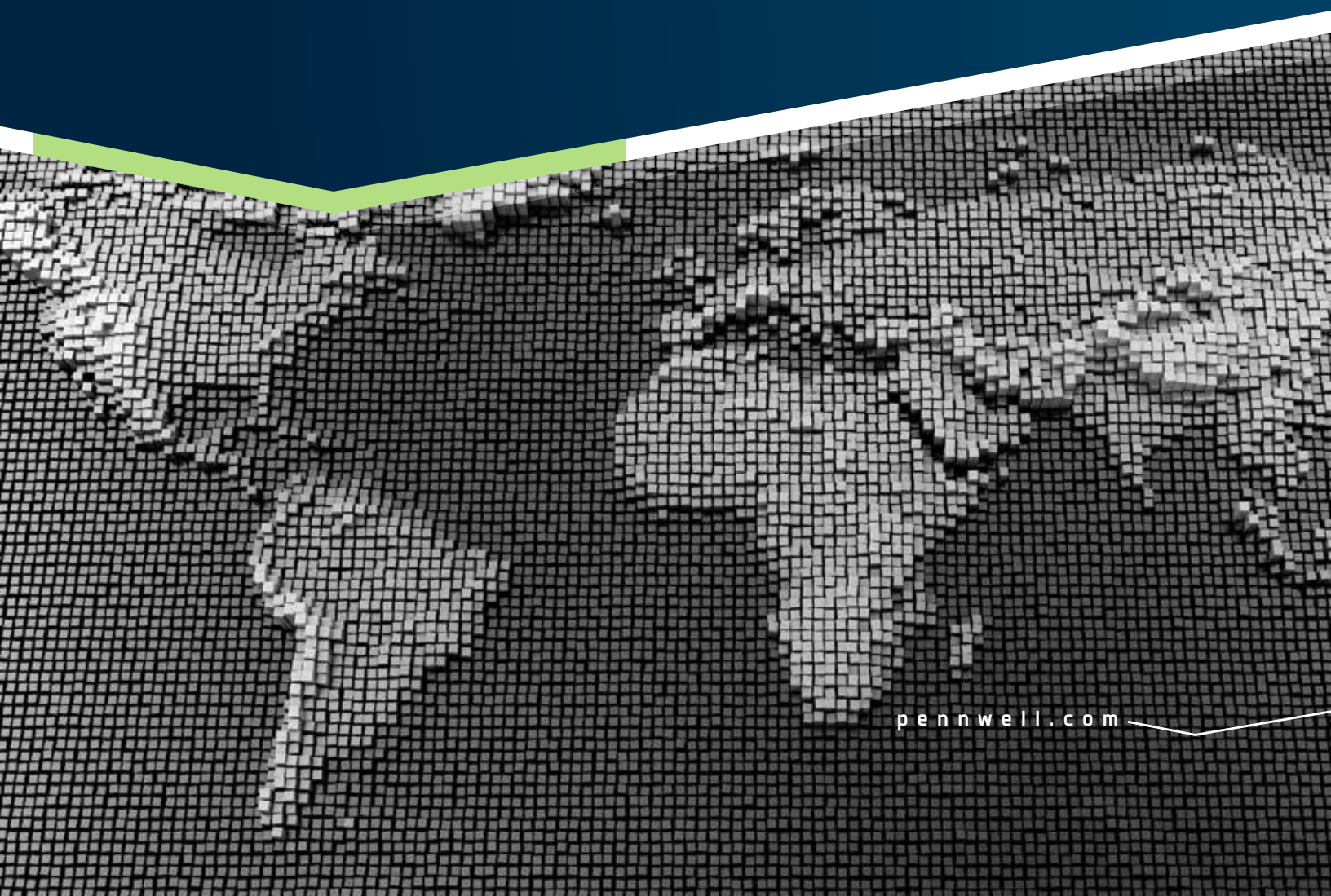


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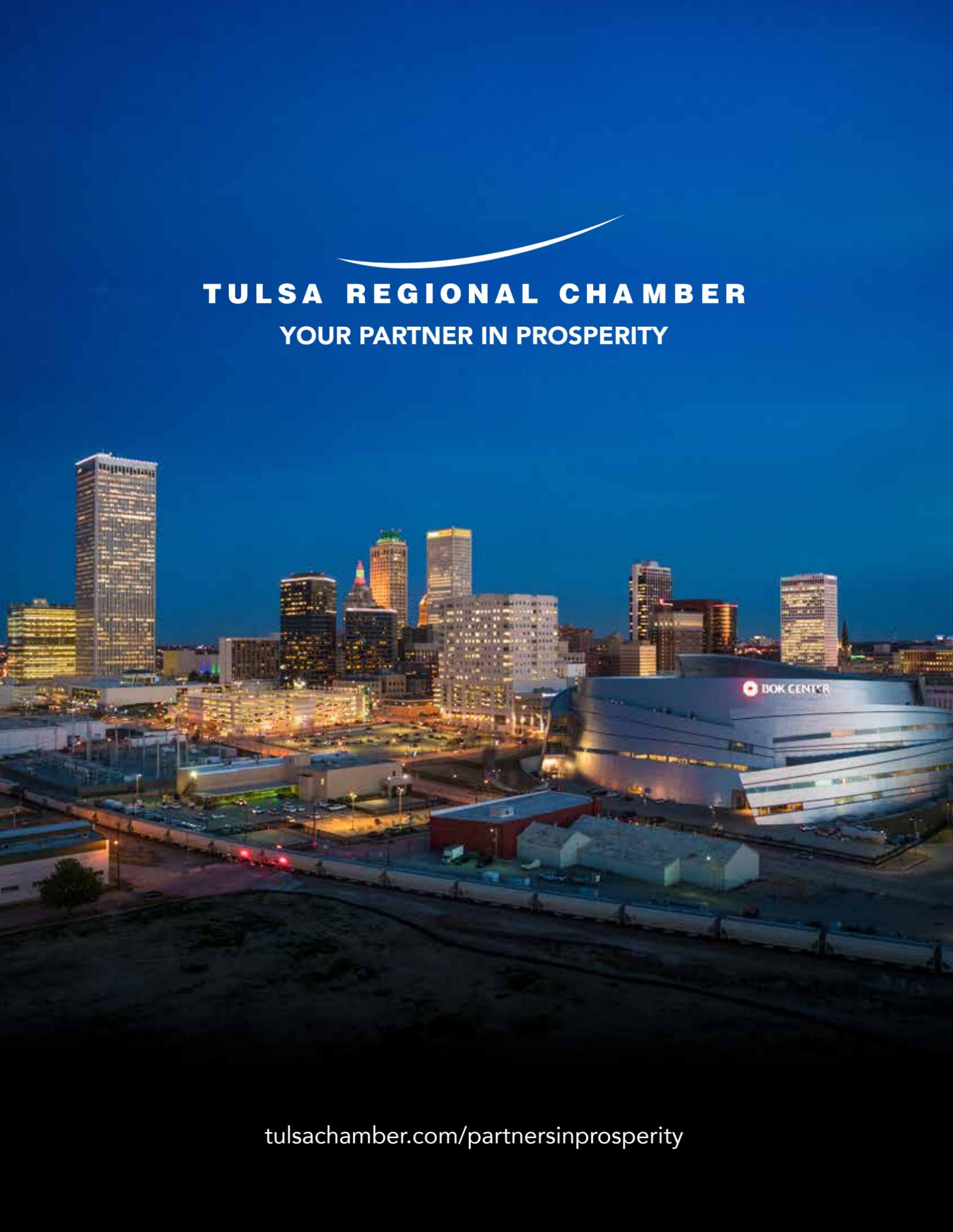


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A large, stylized world map composed of a grid of small squares, creating a pixelated or mosaic effect. The map is centered in the lower half of the image, with the continents clearly visible. A green diagonal line runs across the middle of the image, separating the dark blue header from the map.

pennwell.com



TULSA REGIONAL CHAMBER
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BUSINESS-DRIVEN LEADERSHIP

As BOK Financial President and CEO Steve Bradshaw takes the reins as the Chamber's 2018 board chair, a new executive committee will also serve the organization throughout the year. The committee is made up of board officers, vice chairs aligned with the Chamber's strategic initiatives and major programs, and at-large members. These business and community leaders help implement the Chamber's priorities as committee or program chairs, as well as volunteering their time to emcee Chamber events, fundraise for capital campaigns, and represent the Chamber at press conferences and community functions.

2018 EXECUTIVE COMMITTEE

CHAIR

Steve Bradshaw, BOK Financial Corp.

CHAIR-ELECT

David Stratton, JP Morgan Chase

IMMEDIATE PAST CHAIR

Phil Albert, Pelco Structural

PRESIDENT & CEO

Mike Neal, Tulsa Regional Chamber

LEGAL COUNSEL & SECRETARY

David Keglovits, GableGotwals

TREASURER

Stacy Kymes, BOK Financial

VICE CHAIR, SMALL BUSINESS

Amy Bates, Merry Maids

IMMEDIATE PAST CHAIR, TULSA'S YOUNG PROFESSIONALS

Stephanie Cameron, AAON

VICE CHAIR, EDUCATION

Carlin Conner, SemGroup Corp.

VICE CHAIR, RESOURCE DEVELOPMENT

Shane Fernandez, Nabholz Construction

VICE CHAIR, COMMUNITY DEVELOPMENT

Gordy Guest, Cyntergy

VICE CHAIR, TULSA & OKLAHOMA BizPAC

Jay Helm, American Residential Group

VICE CHAIR, TOURISM

David Jeter, Bank of Oklahoma

VICE CHAIR, MARKETING & COMMUNICATIONS

Jennifer Jezek, York Electronic Systems

VICE CHAIR, ECONOMIC DEVELOPMENT

Sid McAnnally, ONE Gas, Inc.

VICE CHAIR, SPORTS

Mike Mears, Magellan Midstream Partners

VICE CHAIR, GOVERNMENT AFFAIRS

Roger Ramseyer, Cox Communications

VICE CHAIR, TULSA'S FUTURE

Jeff Stava, Tulsa Community Foundation

VICE CHAIR, DIVERSITY & INCLUSION

Rose Washington, TEDC Creative Capital

AT-LARGE MEMBERS

Ken Levit, George Kaiser Family Foundation

Stuart Solomon, Public Service Company of Oklahoma

Bob McGrew, T.D. Williamson, Inc.

Thank You

FOR YOUR COMMITMENT OF TIME AND
ENERGY TO THE CHAMBER AND OUR REGION.



ADVOCATING WITH ONE VOICE

Chamber members hone advocacy and outreach skills

Elected officials know how to communicate their message to constituents – that’s a core part of the job. Too often, however, constituents never get through to their representatives. Those messages can get lost in the deluge of internet comments, faxes, tweets, phone calls and emails a representative’s office receives every day. Effective advocacy depends on communication that cuts through the noise.

In late January, the Chamber’s government affairs staff hosted two seminars to hone the advocacy skills of Chamber members. These Advocacy 101 events trained members how to effectively and persuasively advocate for the 2018 OneVoice Regional Legislative Agenda, a set of business-friendly policy recommendations endorsed by the Chamber and more than 75 organizations across northeast Oklahoma.

Jed Cochran, Oklahoma field representative for U.S. Sen. Jim Inhofe, told Chamber members at Advocacy 101 it’s not unusual for his office to get thousands of faxes every day.

Anna America, a Tulsa City councilor, said she’s often bombarded with emails when a controversial issue erupts, with some including personal attacks. America said she tries to respond to each and every email she gets, but disrespectful emails tend to get dismissed.

Whether for a city, state or federal issue, strong advocacy is about knowing how to

rise above the clutter that elected officials deal with every day, according to Elizabeth Osburn, the Chamber’s senior vice president of government affairs.

“Establish a relationship right now,” said Osburn. “Don’t wait until there’s an important issue. Give their office a call. Get coffee with a staffer. Offer to get lunch with a legislator. Introduce yourself.”

Osburn said being polite and asking for simple information on a topic of interest is one of the best methods to introduce yourself.

“They are all people; they will respond,” Osburn said. “Let them know you are a business member in a certain industry. Let them know you’d like to be a resource for them. Establish that relationship early.”

Meaningful advocacy is a two-way street. Elected officials and their staff are both the public’s voice as well as their ears, and helping them disseminate quality information to relevant constituents can be invaluable. Becoming a resource often begins with letting their office know you can spread information they provide to a larger network, such as a neighborhood organization or around the workplace, Osburn said.

When the time comes to reach out on a particular issue, communicate clearly and personalize the effects of a particular policy.

“Before you email, call or send a letter, I think the most important thing is to be personable

and focus on the issue,” Osburn said. “Don’t use a canned letter. Don’t use jargon. Describe the impact of policies. That’s sometimes the best way to cut through the noise.”

America said that when two or three dozen people flood her email with form letters, it’s hard to give a personal response.

“If I feel someone is genuinely trying to communicate with me, I try to respond,” America said. “Canned messages or ones sent to everyone...are hard to respond to.”

Mass emails can still be helpful, America said. It’s important to her to learn that a large group of people feel passionately enough on a topic to email at all. A personalized letter or email that describes how she can help on a particular issue is always more likely to catch her attention, America said.

2018 is an especially good year to make requests of elected officials.

“I’ll let you in on a secret: it’s an election year,” America said. “If a neighborhood group, PTA or business group invites me to come out and talk, I’ll be there. That’s true for me any year, but almost every elected official will accept every invite during an election year.”

ADVOCATE WITH US

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EDUCATED AND HEALTHY WORKFORCE

STATE PRIORITIES

Address the Teacher Shortage
Fund Public Education for the 21st Century
Health Care Workforce Expansion
Local Funding of Education
Protect Health Coverage
Support Behavioral Health Services
Workforce Development through TANF Funds

FEDERAL PRIORITIES

AmeriCorps Funding
Federal Health Care Reform
Fund Pell Grant Program
Mental Health Reform
Protect Federal Nutrition Programs
Support Pell Eligibility for Short-Term, Industry-Driven Training
Support Training of Middle-Skill Workers

ENSURING A PROSPEROUS ECONOMY

STATE PRIORITIES

Criminal Justice Reform
Economic Incentives
Fund OCAST
Modernize Oklahoma's Alcohol Laws
Municipal Funding Diversification
Promote Robust Energy Production
Support Sensible Water Policy and Environmental Funding

FEDERAL PRIORITIES

Collection of Online Sales/Use Taxes
Eliminate Barriers to Greater Use of Natural Gas
Federal Criminal Justice Reform
Federal Historic Tax Credits
Maintain Funding for EPA Brownfields Program
SBA Loan Programs

BUILDING INFRASTRUCTURE CRITICAL TO BUSINESS

STATE PRIORITIES

Support Critically Needed Road Funding

FEDERAL PRIORITIES

McClellan-Kerr Arkansas River Navigation System
Tulsa's Levee System

TIPS ON MEETING WITH A LEGISLATOR

- Present the facts in an orderly, concise and positive manner.
- Stay on the issue. Don't try to talk about too many different topics or your position may become confused.
- Know the facts of the issue. If discussing a bill, know the number and title.
- Relate the positive impact of legislation you support and the problems it corrects.
- Tell your story and how an issue will impact you or your family.
- Relate the negative impact of legislation you oppose and the problems it would create. Leave fact sheets if possible.
- You may end up meeting with a staff member instead of the legislator if he or she is called away for votes or committee business. The staffer will convey your message to the legislator.

TIPS ON WRITING TO A LEGISLATOR

- A personalized message is always preferred over a form letter.
- Make it quick and to the point. State your purpose. Stick with one subject or issue.
- If writing about specific legislation, cite both the bill title and bill number.
- If you believe that legislation is wrong and should be opposed, say so. Indicate the likely adverse effects and suggest a better approach.
- If you have any family, business or political connection in regard to this issue, explain it.
- Remember that you have more influence with legislators from your own district.
- Write about legislation you approve, as well. Legislators hear mostly from constituents who are against something. A note of appreciation will make your legislator more likely to remember you favorably the next time you write.

TIPS ON CALLING A LEGISLATOR

- Telephone calls are extremely effective when you need to make your views known quickly.
- Talk to staffers and help them convey your message. In addition to telling them how you feel, ask questions to learn the legislator's position.
- Ask for the name of the specific staff person handling the issue you are interested in.
- Offer to be a resource to staffers, which is a great way to form a relationship.

Spotlight: SMALL BUSINESS CONNECTION



JERI BARRIENTOS
First Mate Financial Advisors

When was your business established? March 15, 2011.

What made you decide to open your small business? I grew up in a family business, so I always knew I would have a business of my own. My grandpa started his business out of the back of his truck in the mid-1940s. I started my career out of my car (door-to-door) in 2005, 70 years later. Although my previous firm of six years was a great company, I wanted to offer my future clients more flexibility and a deeper level of service.

What are the greatest challenges associated with small business ownership? In my experience working with business owners, the top two challenges are focus and people. Most are aware that focus is my number one challenge, but they themselves do not identify it as their number one. Most business owners will say people are their biggest challenge.

As an owner, I'm tasked with serving and growing clients and a team, community involvement, family, technology, emails, social media, distractions, distractions, and distractions. Did I mention distractions?! As business owners, we do our best at balancing demands of our business while staying focused and present in the moment.

I have learned to outsource my greatest weaknesses, one of which is human resources, in order to better serve my team. By using a third-party HR department, I have more time to focus on our clients and team development.

What do you find most rewarding about operating a small business?

The freedom to run the business in the best way I see fit in order to do what is in the best interest of my clients at all times. My clients' needs always come first – and we have fun doing it! We host several client educational and appreciation events throughout the year to keep our clients informed, engaged and entertained.

Growing up in a family business and having three children – two, four and nine years old – [means that] maintaining a family-oriented corporate culture has been very rewarding and a priority for our team. I am very blessed and honored to be surrounded by such a wonderful team and clientele.

What advice would you give to any would-be small business owners considering starting a business in the Tulsa area?

I advise and mentor small business owners on a daily basis. My highest recommendation is to first find a great CPA and attorney, then utilize free local sources such as SCORE, OKSBDC (Oklahoma Small Business Development Center) and the Tulsa Regional Chamber. If you are Native American, as I am, there are several resources to help startup businesses such as lending, a career service center, leadership development programs and the American Indian Chamber of Commerce of Oklahoma (AICCO). There are several mentors waiting to help.

What personal trait contributes the most to your success?

What I value most is integrity. I strive to create meaningful relationships with my clients that are based on trust. To me, that's what's most important.

As a 10+ year Rotarian, I run my business and my personal life by Rotary's Four-Way Test:

- 1) Is it the truth?
- 2) Is it fair to all concerned?
- 3) Will it build goodwill and better friendships?
- 4) Will it be beneficial to all concerned?

As an owner, I expand on rule four to meet the client/team/owner test. If a decision is beneficial to all three, then it is a good decision. This test has served my clients, team, family and myself well and will continue to be used for the remainder of my life.

In what ways do you work on your business instead of just in your business?

First and foremost, I believe in executive coaching. I am part of a coaching program where I focus on my business every trimester, out of town and away from distractions. I am also in the process of implementing [the business operations system] Traction.

I'm also part of the Executive Women's Board, formally known as EWF, which consists of like-minded women business owners who meet on a monthly basis to discuss business challenges.

Lastly, weekly team meetings are so important. I could not function without my team, and knowing the status of their focus and their impact on our clients and business rocks.

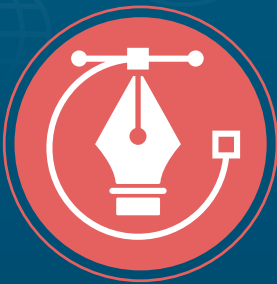


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The Chamber's 10-week, volunteer-driven campaign kicks off in April.
Email karenhumphrey@tulsachamber.com for more information.



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