

TULSA

WHERE BUSINESS GROWS.



BUSINESS LOCATION DATA

TULSA OKLAHOMA BUSINESS LOCATION DATA



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FACILITIES

A customized listing of available properties and sites is available through the Tulsa Regional Chamber's Economic Development Division: 800.624.6822 or 918.585.1201

INDUSTRIAL BUILDINGS

- Market size – 78,014,064 sq. ft.
- Available sq. ft. – 4,008,072 Vacancy – 5.1%
- Rental rates – \$4.41 to \$6.45 sq. ft. triple net
- 2014 city construction permits – 26 issued for 1,352,500 sq. ft. or \$30.1 million

INDUSTRIAL MARKET SUMMARY

| SUBMARKET | LEASABLE SQ. FT. | VACANT SQ. FT. | LEASE RATE \$ | VACANCY % |
|---------------------|-------------------|------------------|---------------|------------|
| Northeast | 21,346,125 | 715,092 | 5.82 | 3.3 |
| Northwest | 13,704,328 | 146,445 | 4.41 | 1.1 |
| South Central | 18,110,023 | 1,430,776 | 6.45 | 7.9 |
| Southeast | 14,779,388 | 1,255,130 | 6.17 | 8.5 |
| Southwest | 10,074,200 | 460,629 | 4.90 | 4.6 |
| Market Total | 78,014,064 | 4,008,072 | 5.55 | 5.1 |

CBRE Oklahoma Tulsa Industrial Mid-Year 2015 & Research Wizard City/County Library Aug. 2015

OFFICE BUILDINGS

- Market size – 21,927,375 sq. ft.
- Available sq. ft. – 4,367,461 Vacancy – 19.9%
- Average rental rate – \$13.96
- 2014 city construction permits – 23 issued for 2,492,200 sq. ft. or \$98.9 million

OFFICE MARKET SUMMARY

| SUBMARKET | LEASABLE SQ. FT. | % VACANT | AVAILABLE SQ. FT. | AVG. ASKING RENTAL RATE \$ |
|---------------------|-------------------|-------------|-------------------|----------------------------|
| CBD | 10,969,903 | 10.8 | 1,184,750 | 14.59 |
| Uptown | 1,368,879 | 3.7 | 50,649 | 16.09 |
| Midtown | 2,757,756 | 8.9 | 245,440 | 14.22 |
| East | 4,150,382 | 15.8 | 655,760 | 13.28 |
| North | 1,267,372 | 9.8 | 124,202 | 12.31 |
| Southwest | 352,383 | 9.0 | 31,714 | 17.63 |
| South | 9,403,681 | 15.1 | 1,419,956 | 14.93 |
| Market Total | 30,270,356 | 12.2 | 3,692,983 | 14.43 |

CBRE Oklahoma Office Mid-Year 2015 & Research Wizard, City/County Library Aug. 2015

LAND

- More than 31 developed industrial/business districts
- Tulsa Port of Catoosa, Tulsa International Airport & Richard Lloyd Jones Jr. Airport

ESTIMATED LAND COSTS PER SQUARE FOOT

| INDUSTRIAL PARK | LOW COST \$ | HIGH COST \$ | MEDIAN COST \$ |
|---------------------|-------------|--------------|----------------|
| one acre | 1.50 | 5.00 | 3.00 |
| 1 - 5 acres | 1.50 | 4.00 | 2.75 |
| 5 - 10 acres | 0.75 | 3.00 | 1.75 |
| 10 - 20 acres | 0.50 | 2.00 | 1.25 |
| 20 - 40 acres | 0.35 | 1.00 | 0.60 |
| over 40 acres | 0.25 | 0.75 | 0.40 |
| NON-INDUSTRIAL PARK | LOW COST \$ | HIGH COST \$ | MEDIAN COST \$ |
| one acre | 1.00 | 3.00 | 1.75 |
| 1 - 5 acres | 0.75 | 2.50 | 1.25 |
| 5 - 10 acres | 0.50 | 2.00 | 1.00 |
| 10 - 20 acres | 0.25 | 1.50 | 0.75 |
| 20 - 40 acres | 0.15 | 0.75 | 0.35 |
| over 40 acres | 0.10 | 0.50 | 0.15 |
| RETAIL | LOW COST \$ | HIGH COST \$ | MEDIAN COST \$ |
| one acre | 9.00 | 25.00 | 14.00 |
| 1 - 5 acres | 6.00 | 15.00 | 9.00 |
| 5 - 10 acres | 5.00 | 10.00 | 7.00 |
| 10 - 20 acres | 3.50 | 5.50 | 4.50 |
| 20 - 40 acres | 2.00 | 4.00 | 3.00 |
| over 40 acres | 1.50 | 3.00 | 2.25 |

CBRE Oklahoma & Research Wizard City/County Library Aug. 2015

RETAIL BUILDINGS

- Market size – 33,603,533 sq. ft.
- Available sq. ft. – 2,117,023 Vacancy – 6.3%
- Average rental rate (*triple net*) – \$10.51
- 2014 city construction permits – 40 issued for 1,778,100 sq. ft. or \$34.6 million

RETAIL MARKET SUMMARY

| SUBMARKET | RENTAL SQ. FT. | VACANT SQ. FT. | VACANCY % | AVERAGE RATE \$ |
|----------------|-------------------|------------------|------------|-----------------|
| CBD | 739,971 | 42,178 | 5.7 | 22.44 |
| Woodland Hills | 4,842,404 | 82,321 | 1.7 | 13.01 |
| South Memorial | 1,989,266 | 51,721 | 2.6 | 17.80 |
| Midtown | 7,154,638 | 429,278 | 6.0 | 14.22 |
| Southwest | 4,019,750 | 357,758 | 8.9 | 11.92 |
| Southeast | 4,671,519 | 359,707 | 7.7 | 9.57 |
| North | 3,502,321 | 38,526 | 1.1 | 9.84 |
| West | 2,551,268 | 234,717 | 9.2 | 7.04 |
| East | 4,132,396 | 512,417 | 12.4 | 6.63 |
| Total | 33,603,533 | 2,117,023 | 6.3 | 10.51 |

CBRE Oklahoma Tulsa Retail Mid-Year 2015 & Research Wizard, City/County Library Aug. 2015



UTILITIES

ELECTRICITY

■ Provider - Public Service Co. of Oklahoma

COMMERCIAL SERVICE – TYPICAL MONTHLY BILL

| | | | | | | | |
|----------------|-----|-----|-------|-------|--------|--------|---------|
| Kw Bill Demand | 3 | 6 | 12 | 30 | 50 | 100 | 500 |
| Kilowatt Hours | 375 | 750 | 1,500 | 6,000 | 12,500 | 30,000 | 150,000 |
| Cost \$ | 71 | 99 | 155 | 514 | 1,149 | 2,361 | 11,476 |

INDUSTRIAL SERVICE – TYPICAL MONTHLY BILL

| | | | | | | | |
|----------------|-------|-------|-------|--------|---------|---------|---|
| Kw Bill Demand | 150 | 300 | 500 | 1,000 | 5,000 | 10,000 | - |
| Kilowatt Hours | 30 | 60 | 125 | 350 | 1,800 | 3,500 | - |
| Cost \$ | 2,618 | 4,944 | 9,050 | 21,827 | 109,972 | 215,633 | - |

Tulsa City-County Library/AEP:Public Service Company of Oklahoma, Oct. 2015



NATURAL GAS

■ Provider - Oklahoma Natural Gas Co.

COMMERCIAL & INDUSTRIAL SERVICE – TYPICAL MONTHLY BILL

| | | | | | | |
|---------------------|-----|-------|-------|---------|---------|----------|
| Dth/Mmbtu Per Month | 50* | 100** | 500** | 1,000** | 5,000** | 10,000** |
| Monthly Cost \$ | 333 | 400 | 1,586 | 3,105 | 15,737 | 30,950 |

Tulsa City-County Library/Oklahoma Natural Gas, Oct. 2015

* Does not qualify for transport and is based on ONG's 12-month average commodity price of \$5.034 per Dth plus monthly service fees

** Qualifies for transport and third party gas. Costs are based on Inside FERC OGT Index 12-month commodity price of \$2.87 per Dth plus monthly transport fees. Maximum Daily Quantity estimated at flat daily load for 500 Dth/month and above. Large customers should contact ONG for specific costs. Costs for 100 Dth or higher apply to transport customers who purchase gas from a third party supplier, with ONG transporting it for them. One Dekatherm (Dth) of natural gas is equal to one million British thermal units (Btu) dry.

WATER & SEWER

- Provider - City of Tulsa (two city-owned lakes)
- Capacity / Usage (mgd) Water 200+/100 Sewer 100+/52

COMMERCIAL SERVICE – COST PER THOUSAND GALLONS*

| | | |
|-------|--------------|---------|
| Water | Inside City | \$3.05 |
| | Outside City | \$4.52 |
| Sewer | Inside City | \$6.15 |
| | Outside City | \$10.04 |

INDUSTRIAL SERVICE – COST PER THOUSAND GALLONS*

| | | |
|-------|--------------|---------|
| Water | Inside City | \$2.23 |
| | Outside City | \$3.26 |
| Sewer | Inside City | \$3.834 |
| | Outside City | \$5.867 |

*Does not reflect monthly meter charge, size based on need

Tulsa City-County Library/City of Tulsa, Oct. 2015

TELECOMMUNICATIONS

- Local service providers include AT&T, Verizon, Cox Business Services, TW Telecom, EasyTEL Communications and Windstream
- The Tulsa area offers the latest in telecommunications technology including 100 percent fiber and digital switching networks with near instantaneous self-healing capabilities
- Numerous area Points of Presence





WORK FORCE

AREA LABOR FORCE

| | TULSA COUNTY | TULSA MSA | STATE |
|----------------|--------------|-----------|-----------|
| September 2015 | 314,448 | 472,318 | 1,841,459 |
| September 2014 | 306,783 | 460,404 | 1,783,144 |

Oklahoma Employment Security Commission

WAGE AND SALARY EMPLOYMENT

| | TULSA MSA | STATE |
|----------------|-----------|-----------|
| September 2015 | 441,700 | 1,663,900 |
| September 2014 | 440,800 | 1,662,700 |

Oklahoma Employment Security Commission

MSA EMPLOYMENT BY SECTOR

| | SEPTEMBER 2015 | SEPTEMBER 2014 | CHANGE |
|---|----------------|----------------|---------|
| Total Non-Farm | 441,700 | 440,800 | 900 |
| Natural Resources & Mining | 7,200 | 7,900 | (700) |
| Construction | 25,100 | 22,000 | 3,100 |
| Manufacturing | 47,500 | 52,300 | (4,800) |
| Trade (Wholesale & Retail) | 66,000 | 64,000 | 2,000 |
| Transportation, Warehousing & Utilities | 20,800 | 21,000 | (200) |
| Financial Activities | 22,800 | 22,800 | 0 |
| Information | 7,400 | 7,500 | (100) |
| Professional & Business Services | 60,300 | 58,800 | 1,500 |
| Education & Health Services | 69,800 | 69,000 | 800 |
| Leisure & Hospitality | 39,700 | 41,100 | (1,400) |
| Other Services | 17,100 | 17,100 | 0 |
| Government | 58,000 | 57,300 | 700 |

Oklahoma Employment Security Commission

UNEMPLOYMENT RATES

| PERIOD | COUNTY % | MSA % | STATE % |
|----------------|----------|-------|---------|
| September 2015 | 4.1 | 4.3 | 4.2 |
| 2014 Average | 4.5 | 4.7 | 4.5 |
| 2013 Average | 5.4 | 5.6 | 5.3 |
| 2012 Average | 5.5 | 5.6 | 5.3 |
| 2011 Average | 6.4 | 6.6 | 5.9 |

Oklahoma Employment Security Commission

WAGE RATES

2015 TULSA MSA ESTIMATE OF ANNUAL MEDIAN BASE SALARIES

| POSITION | SALARY \$ |
|----------------------------|-----------|
| Accountant | 52,466 |
| Administrative Assistant | 35,724 |
| Bank Teller | 24,789 |
| Bookkeeper | 31,510 |
| Chemical Technician | 44,938 |
| Computer Operator | 36,484 |
| Computer Programmer, Lead | 83,853 |
| Controller, Top Corporate* | 175,456 |
| Electrical Engineer | 75,421 |
| Electronics Assembler | 27,844 |
| Engineering Technician | 47,129 |
| File Clerk | 27,558 |
| General Clerk | 27,820 |
| Internal Auditor | 56,084 |
| Light Truck Driver | 30,053 |
| Machinery Mechanic | 41,893 |
| Market Research Analyst | 52,024 |
| Mechanical Engineer | 72,280 |
| Millwright | 50,423 |
| Order Clerk | 31,093 |
| PC Specialist | 44,779 |
| Personnel Clerk | 35,564 |
| Production Supervisor | 53,537 |
| Secretary | 28,592 |
| Stationary Engineer | 45,334 |
| Systems Analyst, Lead | 85,289 |
| Warehouse Worker | 26,839 |

| POSITION | SALARY \$ |
|------------------------|-----------|
| Accounting Clerk | 32,389 |
| Aircraft Mechanic | 50,391 |
| Benefits Analyst | 52,729 |
| Chemical Engineer | 81,551 |
| Chemist | 54,275 |
| Computer Programmer | 66,974 |
| Construction Worker | 32,265 |
| Data Entry Operator | 25,923 |
| Electrician, Certified | 46,272 |
| Electronics Technician | 49,481 |
| Executive Secretary | 38,275 |
| Fork Lift Operator | 28,154 |
| Heavy Truck Driver | 39,458 |
| Janitor | 23,737 |
| Machine Tool Operator | 34,124 |
| Maintenance Worker | 36,672 |
| Material Handler | 28,394 |
| Medical Lab Technician | 36,258 |
| Office Manager | 47,761 |
| Payroll Clerk | 38,185 |
| Personnel Analyst | 54,818 |
| Physicist, PhD | 93,221 |
| Receptionist | 37,334 |
| Shipping Clerk | 30,905 |
| Systems Analyst | 64,342 |
| Tool & Die Maker | 49,001 |
| Welder | 39,005 |

Economic Research Institute, Jan. 2015. Data is for employees with three years' experience *Controller with company of \$100 million revenue or more

UNION INFORMATION

UNION MEMBERSHIP

| | 2014 | 2013 | 2012 | 2011 | 2010 |
|-------------------|---------|---------|---------|---------|---------|
| Employment | 388,210 | 404,444 | 422,281 | 415,158 | 423,400 |
| Union Members | 22,892 | 28,350 | 28,712 | 29,399 | 25,041 |
| Percent Unionized | 5.9% | 7.0% | 6.8% | 7.1% | 5.9% |

Union Membership and Coverage Database (UnionStats.com), Jul. 2015. Membership includes both private & public sectors

2014 REGIONAL PERCENTAGE OF UNION MEMBERSHIP

- **Tulsa – 5.9%**
- *National average – 11.1%*
- Albuquerque, NM – 6.2%
- Denver, CO – 8.6%
- Kansas City, MO – 8.1%
- Little Rock, AR – 5.7%
- Louisville, KY – 15.7%
- St. Louis, MO – 11.6%

Union Membership and Coverage Database (UnionStats.com), July 2015

PETITIONS

| | 2014 | 2013 | 2012 | 2011 | 2010 |
|-------------------|------|------|------|------|------|
| Petitions | 5 | 2 | 0 | 4 | 4 |
| Wins | 3 | 1 | 0 | 2 | 2 |
| Losses | 2 | 1 | 0 | 2 | 2 |
| Percent of Losses | 40% | 50% | 0 | 50% | 50% |

National Labor Relations Board, July 2015

WORKERS COMPENSATION

- Rates are only quoted by job code. Oklahoma offers three options for insurance:

Private Carrier *(for list of private carriers)*

Oklahoma Insurance Commissioner's Office
 Property & Casualty Rates Division
 (405) 521-3681 or www.ok.gov/oid

Self Insurance

Oklahoma Worker's Compensation Court
 Insurance Department
 (405) 522-8680 or www.owcc.state.ok.us

CompSource OK

State Underwriting
 (405) 232-7663 (800) 347-3863 or www.compsourceok.com

Research Wizard - City County Library, January 2015



MARKET ACCESS

AIR *Tulsa Airport Authority, Jan. 2015*

TULSA INTERNATIONAL

- Located on 4,000+ acres – 700+ acres available for immediate development
- Ten minutes from most points in the city including downtown and the Port of Catoosa
- 22 gates and three runways – 10,000, 7,376 and 6,101 feet in length
- Approximately 2.8 million people served annually
- Non-stop service to 17 cities with an average 55+ departures per day
- Three freight carriers; 2014 air freight – 58,000+ tons
- Six fixed base operators, 30 hangars and general aviation services
- U.S. Customs offices
- 14,000+ people employed – American Airlines, HP Enterprise Services, Spirit AeroSystems, Lufthansa and others
- Daily flights on American, Delta, Southwest, United & Allegiant Air
- www.TulsaAirports.com

RICHARD LLOYD JONES JR.

- 700-acre facility with three runways – 5,101, 4,207 and 2,641 feet in length
- Two fixed-base operators with six hangars for 70 aircraft
- 211 commercial and private hangars
- Home to Spartan College of Aeronautics and Technology and five other flight schools
- Home to Tulsa Technology Center's aviation campus
- Ten minutes south of downtown
- Base for 500+ aircraft and 350+ employees
- Among top 100 busiest general aviation airports in the nation
- Annual economic output of \$36.5 million
- www.TulsaAirports.com

- Central location for major distribution centers
- Access to I-44, I-40 & I-35
- One-to-two day delivery time to major cities in West South Central region
- Numerous carriers including FedEx, UPS, Melton, Yellow, and others

ROAD DISTANCE TO MAJOR MARKETS

| CITY | MILES | KILOMETERS |
|---------------|-------|------------|
| Atlanta | 772 | 1,242 |
| Boston | 1,537 | 2,473 |
| Charlotte | 990 | 1,593 |
| Chicago | 683 | 1,099 |
| Cleveland | 925 | 1,488 |
| Dallas | 263 | 423 |
| Denver | 681 | 1,096 |
| Detroit | 909 | 1,463 |
| Houston | 478 | 769 |
| Kansas City | 248 | 399 |
| Los Angeles | 1,452 | 2,336 |
| Memphis | 401 | 645 |
| New Orleans | 647 | 1,041 |
| New York | 1,344 | 2,162 |
| Oklahoma City | 105 | 169 |
| St. Louis | 396 | 637 |
| Seattle | 1,982 | 3,189 |
| San Francisco | 1,760 | 2,832 |



- Two mainline carriers – BNSF & Union Pacific
- Four short line carriers – Sand Springs, Tulsa-Sapulpa Union, St. Louis Southwestern & SK&O
- Area switching services and piggyback facilities
- Rail serves major industrial parks including the Tulsa Port of Catoosa
- Expediter services

RAIL DISTANCE TO MAJOR MARKETS

| CITY | DAYS |
|-------------|------|
| Atlanta | 3 |
| Cleveland | 3 |
| Denver | 2 |
| Houston | 2 |
| Little Rock | 1 |
| Memphis | 2 |
| Nashville | 3 |
| New York | 4 |
| Phoenix | 3 |
| Seattle | 4 |

| CITY | DAYS |
|---------------|------|
| Chicago | 2 |
| Dallas | 1 |
| Detroit | 3 |
| Kansas City | 1 |
| Los Angeles | 4 |
| Miami | 4 |
| New Orleans | 2 |
| Oklahoma City | 1 |
| Pittsburgh | 3 |
| St. Louis | 2 |

WATERWAY *Tulsa Port of Catoosa, Jan. 2015*

- Provider – Tulsa Port of Catoosa
- Year round service – ice free
- Foreign Trade Zone 53
- 500-acre terminal facilities
- 1,500-acre industrial park
- 2014 tonnage – 2.4 million
- 2014 port industry employment – 70 businesses; 4,200+ people
- Stevedore services
- 200-ton bridge crane
- Roll-on/Roll-off dock
- Port-owned rail service, truck and barge loading facilities

RIVER MILEAGE & TIME

| DESTINATION | MILES | KILOMETERS | DAYS |
|-------------------|-------|------------|---------|
| Mississippi River | 445 | 716 | 4 – 5 |
| New Orleans | 937 | 1,508 | 8 – 10 |
| Memphis | 584 | 940 | 5 – 6 |
| Houston | 1,340 | 2,156 | 10 – 12 |
| Pittsburgh | 1,799 | 2,895 | 15 – 20 |
| Little Rock | 324 | 526 | 2 – 3 |
| Chicago | 1,368 | 2,201 | 10 – 12 |



BUSINESS ENVIRONMENT

LARGEST EMPLOYERS 2015

- Aaon*
- American Airlines Maint. Base*
- AT&T
- Baker Hughes
- Bank of Oklahoma*
- Blue Cross Blue Shield of Oklahoma*
- Broken Arrow Public Schools*
- DirecTV
- Hard Rock Hotel & Casino*
- Hillcrest Healthcare System*
- IC of Oklahoma
- Jenks Public Schools*
- NORDAM Group*
- ONEOK*
- Osage Casinos*
- OSU Medical Center*
- OU-Tulsa
- Owasso Public Schools*
- Public Service Co. of Oklahoma*
- QuikTrip Corp.*
- Reasor's Foods*
- River Spirit Casino*
- Saint Francis Health System*
- Spirit AeroSystems Inc.
- St. John Health System*
- State Farm Insurance
- Tulsa Community College*
- Tulsa Public Schools*
- Tulsa, City of*
- Tulsa, County of*
- Union Public Schools*
- University of Tulsa*
- U.S. Postal Service
- Verizon Business
- Wal-Mart Stores/Sam's Club
- Williams Companies*

1,000 or more employees

* Denotes Headquarters or Primary Location



2015 INCENTIVES OKLAHOMA DEPT. OF COMMERCE, JAN. 2015

- Quality Jobs Program
- 21st Century Quality Jobs Program
- Quality Jobs + Investment Tax Credit
- Engineer Tax Credit Program
- Small Employer Quality Jobs Program
- Ad Valorem Tax Exemptions
- Freeport Law
- Sales Tax Exemptions
- Sales & Use Tax Refunds
- Investment/New Jobs Income Tax Credit
- Oklahoma Quick Action Closing Fund
- Employee Training
- Enterprise Zones
- Transportation Infrastructure Assistance
- Finance Programs

EXAMPLE I - MANUFACTURER (NAICS 332) - \$30 MILLION INVESTMENT

200 JOBS - ANNUAL SALARY OF \$38,000

| | | |
|---|-----------------------|------------------|
| 1a Quality Jobs | \$3,800,000 (5% area) | 10 years |
| 1b Alternative to Quality Jobs | | |
| Investment/Jobs Tax Credit | \$1,425,000 | 5 years |
| Sales Tax Reimbursement on Construction Materials | \$347,700 | One-time |
| 2 Five-Year Property Tax Exemption | \$1,296,713 | 5 years |
| 3 Freeport Tax Exemption | \$644,529 | Annual Perpetual |
| 4 Sales Tax Exemption on Machinery & Equipment | \$1,738,500 | One-time |
| 5 Sales Tax Exemption on Goods Consumed in Mfg. Process | \$19,553,489 | Annual Perpetual |
| 6 Sales Tax Exemption on Energy Used in Mfg. Process | \$645,774 | Annual Perpetual |

Estimated total value of incentives over 10 years

| | |
|---|-------------------------------|
| With 1a, Quality Jobs Cash Incentive | \$27,679,005 (5% area) |
| With 1b, Investment Tax Credit Package | \$25,651,705 |

Oklahoma Business Incentives & Tax Information Guide, Oklahoma Dept. of Commerce, Jan. 2015

EXAMPLE II - DATA CENTER (NAICS 518210) - \$100 MILLION INVESTMENT

15 JOBS - ANNUAL SALARY OF \$100,000

| | | |
|---|--------------|------------------|
| 1 Quality Jobs (21st Century Quality Jobs) | \$1,500,000 | 10 years |
| 2 Five-Year Property Tax Exemption | \$5,108,659 | 5 years |
| 3 Sales/Use Tax Exemption on Mach. & Equip. | \$6,068,363 | One-Time |
| 4 Est. Telecomm Usage Savings per \$Million Spent | \$10,224,000 | Annual Perpetual |

Estimated total value of incentives over 10 years **\$22,901,022**

Oklahoma Business Incentives & Tax Information Guide, Oklahoma Dept. of Commerce, Jan. 2015



TAXES

PRIMARY OKLAHOMA BUSINESS TAXES 2015

| TYPE | BASE OR MEASURE | RATE | AGENCY |
|---------------------------------|--|--------------------------------------|---|
| Corporate Income | Net income (<i>three-factor formula</i>) | 6% | Ok. Tax Commission |
| Franchise | Capital employed to produce state income | \$20,000 max \$1.25 per \$1,000 | Ok. Tax Commission |
| State Sales & Use | Receipts from sales/use of taxable items | 4.50% | Ok. Tax Commission |
| Local Sales & Use | Receipts from sales/use of taxable items | 3.167% City & 0.85% County | Ok. Tax Commission |
| Unemployment Insurance | Wages to approximately \$14,900 | 1% - 1.8% New Loca- tions | Ok. Employment Security Com- mission |
| Workers' Compensation Insurance | Payroll and occupation | Variable | Workers' Compensation Court |
| Personal Income | Taxable income | 0.5 – appx. 5.25% | Ok. Tax Commission |
| Local Property | Valuation of property | Approximately 1% of taxable value | County Assessor |

Oklahoma Business Incentives & Tax Information Guide, Oklahoma Dept. of Commerce, Jan. 2015



COMMUNITY DATA

TULSA REGIONAL SERVICES

- City bond rating – Standard & Poors AA; Moody’s Aa1
- Class of post office – 1st
- Fire insurance class rating – 3 out of 10 ISO rating
- Fire protection – 675 authorized personnel and 30 fire stations
- Police protection – 783 authorized officers
- Meeting facilities – 14,500 hotel rooms and 781,650 sq. ft. of exhibit space

Research Wizard City County Library, Jan. 2015

FINANCIAL INSTITUTIONS HEADQUARTERED IN TULSA

| INSTITUTIONS | NUMBER | COMBINED ASSETS |
|------------------|--------|------------------|
| Banks | 34 | \$38,736,665,000 |
| S&L/Credit Union | 25 | \$3,622,809,081 |

FDIC & National Credit Union Administration, Quarter 3, 2014 – Jan. 2015

CLUBS & ORGANIZATIONS

- Business & Professional – 123
- Civic & Service – 197
- Cultural – 62
- Educational – 230
- Special Interest – 165

Tulsa Organizations & Services Database Jan. 2015

NEW BUSINESS

| COMPANY | PRODUCT / SERVICE | LOCATION | SQ. FEET | JOBS |
|---|----------------------------------|----------|----------|------|
| Midstates Petroleum | Oil & Gas HQ | Tulsa | n/a | 25 |
| BH Media Group | Customer Solution Center | Tulsa | n/a | 63 |
| Atalaya Resources | Oil & Gas HQ | Tulsa | n/a | 6 |
| Calyx Energy III | Oil & Gas HQ | Tulsa | n/a | 40 |
| ARC Facility LLC | Mfg. Custom Modular Components | Catoosa | n/a | 27 |
| Containment Solutions | Mfg. Fuel Storage Tanks | Tulsa | n/a | 85 |
| Ctr. for Orthopedic Reconstruction & Excellence | Specialty Hospital | Jenks | 51,000 | 130 |
| Intensity Midstream LLC | Oil Pipeline, Storage & Proc. HQ | Tulsa | n/a | 2 |
| Big Elk Energy Systems | Engineering, Design & Mfg. | Tulsa | 100,000 | 340 |
| Financial Samaritan | HQ Web-Based Credit Services Co. | Tulsa | n/a | 140 |

EXPANDING BUSINESS

| COMPANY | PRODUCT / SERVICE | LOCATION | SQ. FEET | JOBS |
|--|------------------------------------|-----------------|----------|------|
| Summit ESP | Submersible Pump Solutions | Tulsa | 30,000 | n/a |
| Samson Exploration | Energy Development | Tulsa | n/a | 40 |
| D&L Oil Tools | Mfg. Down-Hole Energy Equip. | Tulsa | n/a | 100 |
| PCES | Engineering and Design | Tulsa | 10,000 | n/a |
| Magellan Midstream Partners | Oil Pipeline and Storage | Tulsa | 44,000 | n/a |
| Audubon Field Solutions | Field Solutions for Energy Ind. | Tulsa | n/a | 93 |
| Blueknight Energy Partners | Oil & Gas | Tulsa | n/a | 34 |
| National Steak and Poultry | Restaurant Meat Supplier | Owasso | n/a | 50 |
| Chart Cooler Service Company | Mfg. Cryogenic Equipment | Tulsa | n/a | 140 |
| WPX Energy | Oil & Gas | Tulsa | n/a | 103 |
| Oseco | Mfg. Fire & Energy Products | Broken Arrow | 40,250 | 70 |
| Compression Solutions | Mfg. Durable Medical Equipment | Tulsa | 20,000 | n/a |
| Faith Technologies | Electrical/Engineering Services | Tulsa | n/a | 130 |
| Flintco | Construction Company | Tulsa | n/a | 10 |
| Saint Francis Health System | Health Care | Tulsa | n/a | 396 |
| Bearwood Concepts | Mfg. Retail Fixtures | Tulsa | n/a | 31 |
| Lauren Engineering & Constructors | Custom Fabricator | Port of Catoosa | n/a | 216 |
| United Recovery | Data Recovery | Tulsa | n/a | 40 |
| Consumer Affairs | Consumer Product/Service Reviews | Tulsa | n/a | 220 |
| EAN Services Inc. | Rental Car Shared Services Ctr. | Tulsa | n/a | 214 |
| Palmer Manufacturing & Tank | Tank Manufacturing | Skiatook | n/a | 82 |
| Word Industries | Mfg. Oil & Gas Equipment | Port of Catoosa | n/a | 135 |
| Tulsa Teachers' Credit Union | Banking HQ | Tulsa | 90,000 | n/a |
| Central Tube and Bar | Mfg. Tubing and Bar | Tulsa | 55,000 | 4 |
| Champagne Metals | Metal Service Center | Glenpool | n/a | 52 |
| RAM Energy | Oil & Natural Gas Producer | Tulsa | n/a | 31 |
| Commercial Fitness Concepts | HQ Fitness Sales & Service | Tulsa | 100,000 | n/a |
| Tactical Electronics & Military Supply | Military Device Mfg. | Broken Arrow | n/a | 31 |
| Evans Enterprises | Service Electric Motors/Generators | Tulsa | n/a | 12 |
| R.L. Hudson & Co. | Mfg. Rubber & Plastic Parts | Broken Arrow | n/a | 50 |
| Explorer Pipeline Co. | Energy Pipelines | Tulsa | n/a | 50 |
| Consumers Unified | Software Development | Tulsa | n/a | 220 |



QUALITY OF LIFE

TULSA MSA DEMOGRAPHICS

2015-20 POPULATION STATISTICS

| DESCRIPTION | 2010 CENSUS | 2015 ESTIMATE | 2020 PROJECTION |
|---|-------------|---------------|-----------------|
| Total Population | | | |
| Tulsa MSA | 937,478 | 975,666 | 1,009,942 |
| % White | 70.9 | 70.1 | 68.5 |
| % Black | 8.4 | 8.3 | 8.1 |
| % Asian | 1.8 | 2.0 | 2.3 |
| % Hispanic | 8.3 | 9.0 | 9.6 |
| % American Indian | 8.2 | 8.3 | 8.4 |
| Total Households | 367,091 | 382,413 | 397,480 |
| % Male of Population | 49.0 | 49.0 | 49.0 |
| % Female of Population | 50.9 | 50.9 | 50.9 |
| Population Density <i>(per square mile)</i> | 153.52 | 151.03 | 156.34 |
| Household Income <i>(percent in dollars)</i> | | | |
| \$0 – 14,999 | 13.3 | 12.8 | 10.3 |
| \$15,000 – 24,999 | 12.3 | 11.3 | 9.8 |
| \$25,000 – 34,999 | 12.1 | 11.2 | 9.7 |
| \$35,000 – 49,999 | 14.8 | 14.4 | 12.8 |
| \$50,000 – 74,999 | 19.3 | 19.8 | 19.3 |
| \$75,000 – 99,999 | 11.8 | 12.4 | 14.4 |
| \$100,000 – 149,999 | 10.6 | 11.3 | 15.0 |
| \$150,000 + | 5.4 | 6.4 | 8.4 |
| Median Household Income | \$46,887 | \$50,098 | \$59,868 |
| Average Household Income | \$65,082 | \$68,210 | \$79,274 |
| Per Capita Income | \$25,669 | \$26,913 | \$31,372 |
| Median Age Total Population | 36.4 | 36.7 | 37.4 |
| High School Grad. Attainment | 30.0% | 29.9% | 29.7% |
| Bachelor's Degree Attainment | 17.1% | 17.6% | 17.8% |

Gale Cengage Learning, Nov. 2015

TULSA POPULATION

| YEAR | CITY | COUNTY | MSA |
|-------|---------|---------|-----------|
| 1990 | 367,302 | 503,341 | 708,954 |
| 2000 | 392,707 | 563,305 | 859,537 |
| 2010 | 391,831 | 603,403 | 937,478 |
| 2015* | 402,662 | 633,152 | 975,666 |
| 2020* | 404,779 | 651,425 | 1,009,942 |

Gale Cengage Learning, Nov. 2015 * Estimate

COST OF LIVING INDEX (C2ER 2015 THIRD QUARTER - OCTOBER 2015)

- Home price (new 4-bedroom, 2-bath, 2,400 sq. ft.) - \$202,477
- Apartment rent (950 sq. ft., 2-bedroom, 2-bath) - \$632
- Monthly total residential energy costs - \$146.44
- Doctor visit - \$108 Dentist visit - \$75.75

COST OF LIVING INDEX REGIONAL COMPARISON

| COMMUNITY | COMPOSITE | GROCERY | HOUSING | UTILITIES | TRANSPORTATION | HEALTH CARE | MISC. |
|---------------|-----------|---------|---------|-----------|----------------|-------------|-------|
| Tulsa | 87.2 | 96.5 | 64.9 | 100.6 | 87.3 | 90.8 | 90.9 |
| Dallas | 96.1 | 95.5 | 80.0 | 97.8 | 102.4 | 100.8 | 106.8 |
| Houston | 96.5 | 84.5 | 100.3 | 92.1 | 90.5 | 92.1 | 102.9 |
| Indianapolis | 91.3 | 93.9 | 82.1 | 90.8 | 92.6 | 98.5 | 96.8 |
| Kansas City | 93.7 | 98.7 | 89.1 | 85.9 | 101.3 | 92.4 | 95.4 |
| Little Rock | 94.4 | 91.2 | 89.7 | 119.3 | 92.0 | 85.9 | 94.1 |
| Louisville | 91.2 | 92.4 | 79.3 | 91.8 | 101.1 | 88.5 | 97.4 |
| Oklahoma City | 86.8 | 92.3 | 73.6 | 100.6 | 87.3 | 90.8 | 90.9 |
| Shreveport | 86.8 | 96.0 | 81.5 | 79.7 | 78.6 | 85.6 | 93.0 |
| St. Louis | 92.7 | 105.9 | 71.5 | 119.4 | 99.9 | 96.7 | 93.7 |

EDUCATION

HIGHER EDUCATION INSTITUTIONS 2015-16 YEAR

| INSTITUTION | BUDGET \$ | ENROLLMENT | FACULTY* |
|--|-------------|------------|----------|
| Langston University** | 75,561,336 | 2,567 | 141 |
| Northeastern State University** | 98,675,417 | 8,276 | 545 |
| Oral Roberts University | 113,856,032 | 3,611 | 321 |
| OSU Center for Health Sciences | 179,534,411 | 808 | 98 |
| OSU Tulsa | 23,962,808 | 2,559 | 52 |
| OU Tulsa (includes School of Community Medicine) | 132,505,590 | 1,466 | 293 |
| Rogers State University | 34,506,921 | 4,090 | 258 |
| Spartan College of Aeronautics and Technology | n/a | 900 | 100 |
| Tulsa Community College | 115,223,076 | 16,708 | 956 |
| University of Tulsa | 180,708,614 | 4,677 | 357 |

* Full & Part-time Faculty except Univ. of Tulsa which are full-time only **Includes all campuses Tulsa City-County Library, Nov. 2015

HIGHER EDUCATION DEGREE PROGRAMS 2015-16 SCHOOL YEAR

| INSTITUTION | ARTS | BUSINESS | SCIENCE | SOCIAL SCIENCE & EDUCATION | GRADUATE |
|---|------|----------|---------|----------------------------|----------|
| Langston University - Tulsa | 1 | 2 | 1 | 6 | 5 |
| Northeastern State University, B.A. | 0 | 9 | 8 | 9 | 17 |
| Oral Roberts University | 36 | 8 | 15 | 17 | 14 |
| OSU Center For Health Sciences | - | - | - | - | 6 |
| OSU Tulsa | 6 | 6 | 2 | 5 | 28 |
| OU Tulsa | 1 | - | 3 | 2 | 32 |
| Rogers State University | 13 | 21 | 10 | 13 | 1 |
| Spartan College of Aeronautics & Technology | - | 1 | 4 | - | - |
| Tulsa Community College* | 10 | 35 | 47 | 57 | - |
| University Of Tulsa | 13 | 6 | 22 | 26 | 63 |

*School grants associate degrees only Tulsa City-County Library, Nov. 2015

TECHNICAL & TRADE SCHOOLS

TULSA TECHNOLOGY CENTER (VO-TECH)

- Enrollment – 4,910 (Fall 2015)
- Sixty seven full-time programs
- Eight area campuses
- Administers FREE Training for Industry Program for eligible new and expanding companies

SPARTAN COLLEGE OF AERONAUTICS AND TECHNOLOGY

- Enrollment – 900 (Fall 2015)
- Five programs in aerospace, avionics and non-destructive testing

TULSA PUBLIC SCHOOLS 2013 - 2014 SCHOOL YEAR

- Largest school district in the region
- Elementary, Middle and High School Magnet and Charter schools
- Number of 2014 high school graduates – 1,533
- Percent of 2014 graduates seeking higher education – 55%
- Spending per student - \$7,589
- Number of 2014 Merit Scholarship Semifinalists – 14
- 54 CareerTech Programs

Tulsa Public Schools, Jan. 2015

TULSA PUBLIC SCHOOL DATA 2013 – 2014 SCHOOL YEAR

| | ELEMENTARY | MIDDLE SCHOOL | HIGH SCHOOL |
|---|------------|---------------|-------------|
| Number of Schools | 55 | 13 | 11 |
| Enrollment | 25,648 | 5,986 | 8,518 |
| Student/Teacher Ratio | 24:1 | 26:1 | 29:1 |
| Total Staff (Certified Teachers & Professional Support Staff) | 1,766 | 476 | 608 |
| Regular Teaching Staff | 1,063 | 351 | 456 |
| Pre-Kindergarten & Kindergarten Staff | 288 | N/A | N/A |
| Counselors/Guidance | 64 | 23 | 33 |
| Gifted & Talented | 49 | 6 | N/A |
| Special Education | 185 | 80 | 74 |
| Librarians | 56 | 10 | 16 |
| Staff Development Teachers | 26 | 6 | 10 |
| Nurses | N/A | N/A | 13 |
| Speech Pathologist | 35 | N/A | 6 |
| Principals & Asst. Principals | 74 | 26 | 42 |

Tulsa Public Schools, Jan. 2015

TULSA COUNTY SCHOOLS 2013 - 2014 SCHOOL YEAR

- Total student population – 118,699
- Total employees – 8,325 certified staff & 6,498 support staff
- Total school districts – 13 independent & one dependent
- Average teacher salary - \$43,435 (*bachelor degree*) \$49,376 (*masters degree*) \$50,252 (*doctorate*)

Staffing represents full-time equivalents; avg. salary with fringe benefits for teachers

TULSA COUNTY SCHOOLS 2014 TESTING SCORES

| | ACT | SAT VERBAL | SAT MATH |
|----------------------|------|------------|----------|
| Tulsa Public Schools | 19.4 | - | - |
| Berryhill | 21.1 | - | - |
| Bixby | 22.0 | - | - |
| Broken Arrow | 21.6 | - | - |
| Collinsville | 21.2 | - | - |
| Glenpool | 20.5 | - | - |
| Jenks | 23.5 | 577 | 582 |
| Liberty | 18.4 | - | - |
| Owasso | 22.4 | - | - |
| Sand Springs | 20.7 | - | - |
| Sperry | 20.9 | - | - |
| Skiatook | 20.3 | - | - |
| Union | 21.4 | 594 | 617 |

Oklahoma State Dept. of Education and contact with schools, Jan. 2015

REVENUE 2013 - 2014 TULSA COUNTY SCHOOL YEAR (OKLAHOMA STATE DEPT. OF EDUC., JAN. 2015)

| REVENUE | AMOUNT \$ | PERCENT |
|--------------------------------------|-------------|---------|
| Total Local & County | 345,160,613 | 41.9 |
| Total State Dedicated & Appropriated | 403,730,650 | 49.1 |
| Total Federal | 73,981,437 | 9.0 |
| Grand Total | 822,872,700 | 100 |

HEALTH CARE

AREA SERVICES (Research Wizard, Tulsa City-County Library, Jan. 2015)

- Physicians – 1,726
- Dentists – 513
- Local HMO's – 4
- Ambulatory surgery centers - 9
- Medical clinics – 115

TULSA HOSPITALS (VISION TULSA 2015, FEB. 2015)

| FACILITY | BEDS | BASSINETS | BIRTHS | INPATIENT -OUTPATIENT ADMISSIONS | EMERGENCY ADMISSIONS |
|--|-------|-----------|--------|----------------------------------|----------------------|
| Cancer Treatment Centers of America | 40 | N/A | N/A | 929/27,958 | N/A |
| Hillcrest Medical Center | 727 | 48 | 2,781 | 23,153/120,687 | 44,675 |
| Laureate Psychiatric Clinic & Hospital | 91 | N/A | N/A | 3,099/10,871 | N/A |
| OSU Medical Center | 249 | 15 | 493 | 5,706/29,475 | 46,558 |
| Saint Francis Hospital | 1,112 | 34 | 3,977 | 34,082/291,210 | 98,137 |
| Children's Hospital at Saint Francis | 162 | N/A | N/A | 7,816/N/A | N/A |
| St. John Medical Center | 542 | 20 | 2,200 | 27,500/445,000 | 63,000 |
| Hillcrest Hospital South | 180 | 26 | 1,487 | 6,488/71,002 | 28,886 |
| Saint Francis Hospital South | 84 | 12 | 1,397 | 4,355/27,091 | 26,755 |

CULTURE & RECREATION

MUSEUMS

- Alexandre Hogue Gallery
- Black Settlers
- Gilcrease Museum
- Ida Dennie Willis Museum
- International Linen Registry
- Mac's Antique Car Museum
- OK Jazz Hall of Fame
- ORU Elsing Museum
- Philbrook Museum of Art
- Sherwin Miller Museum of Jewish Art

PERFORMING ARTS

- American Theatre Company
- Theatre Tulsa
- Tulsa Ballet Theater
- Tulsa Opera

FESTIVALS & FAIRS

- Tulsa State Fair
- Mayfest
- Oktoberfest
- July 4th Celebrations
- Gatesway Intl. Balloon Festival
- Jazz on Greenwood Festival
- Chili Cookoff & Bluegrass Festival
- Winterfest Holiday Festival
- Christmas & Holiday Festivals
- Numerous Ethnic Festivals

LOCAL ENTERTAINMENT & OUTDOOR RECREATION

- BOK Center Arena
- Cain's Ballroom & Brady Theater
- Oklahoma Aquarium
- Golfing – 24 public; 10 private
- 138 area parks
- Expo Square Events
- Big Splash Waterpark
- Tulsa Zoo & Mohawk Park
- Oxley Nature Center
- Municipal Rose Garden
- Seven area lakes
- River Parks and trails

SPORTING EVENTS

- Tulsa Drillers Baseball
- Tulsa Oilers Hockey
- Tulsa Athletics Soccer
- Tulsa Roughnecks USL Pro Soccer
- Annual Tulsa Run
- University of Tulsa Golden Hurricane
- Oral Roberts University Golden Eagles

MAJOR SHOPPING DESTINATIONS

- Woodland Hills Mall – 165 stores including Sears, Dillard's, Macy's & JC Penney
- Tulsa Promenade Mall – 96 stores including Dillard's, Macy's & JC Penney
- Utica Square – 60 stores including Saks Fifth Avenue & Miss Jackson's
- The Farm – Unique outdoor center with more than 40 specialty shops
- Tulsa Hills – 146-acre outdoor center including Lowe's, Belk, Target, Sam's and 46 others
- And 149 other centers

CLIMATE

- Average annual rainfall – 41 in., snowfall – 9 in.
- Average humidity – 81% morning & 56% afternoon
- Average temperature

| MONTH | HIGH | LOW |
|---------|------|-----|
| July | 94 | 73 |
| January | 46 | 25 |

- Direction of prevailing wind and speed – southerly, 10 mph.
- Average days of sunshine per year – 227

OTHER FACTS

TULSA MSA CITY CRIME RATES (PER 100,000 POPULATION)

- Robberies – 113.8
- Rapes – 58.8
- Homicides – 6.7
- Assaults – 337.5

FBI Uniform Crime Reports, Jan. 2015

MEDIA

- 23 local radio stations
- 100+ digital/HD cable-television channels
- One daily metro newspaper and numerous weekly

VISITOR COSTS

- Estimated average hotel costs - \$77 per day
- Number of hotels and motels – 231
- Estimated average food and other costs - \$46 per day
- Number of restaurants – 2,251

ERI Geographic Reference Report, Jan. 2015

MISCELLANEOUS FACTS

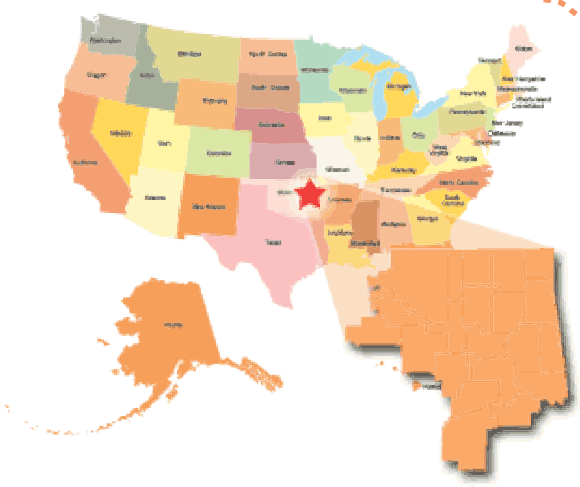
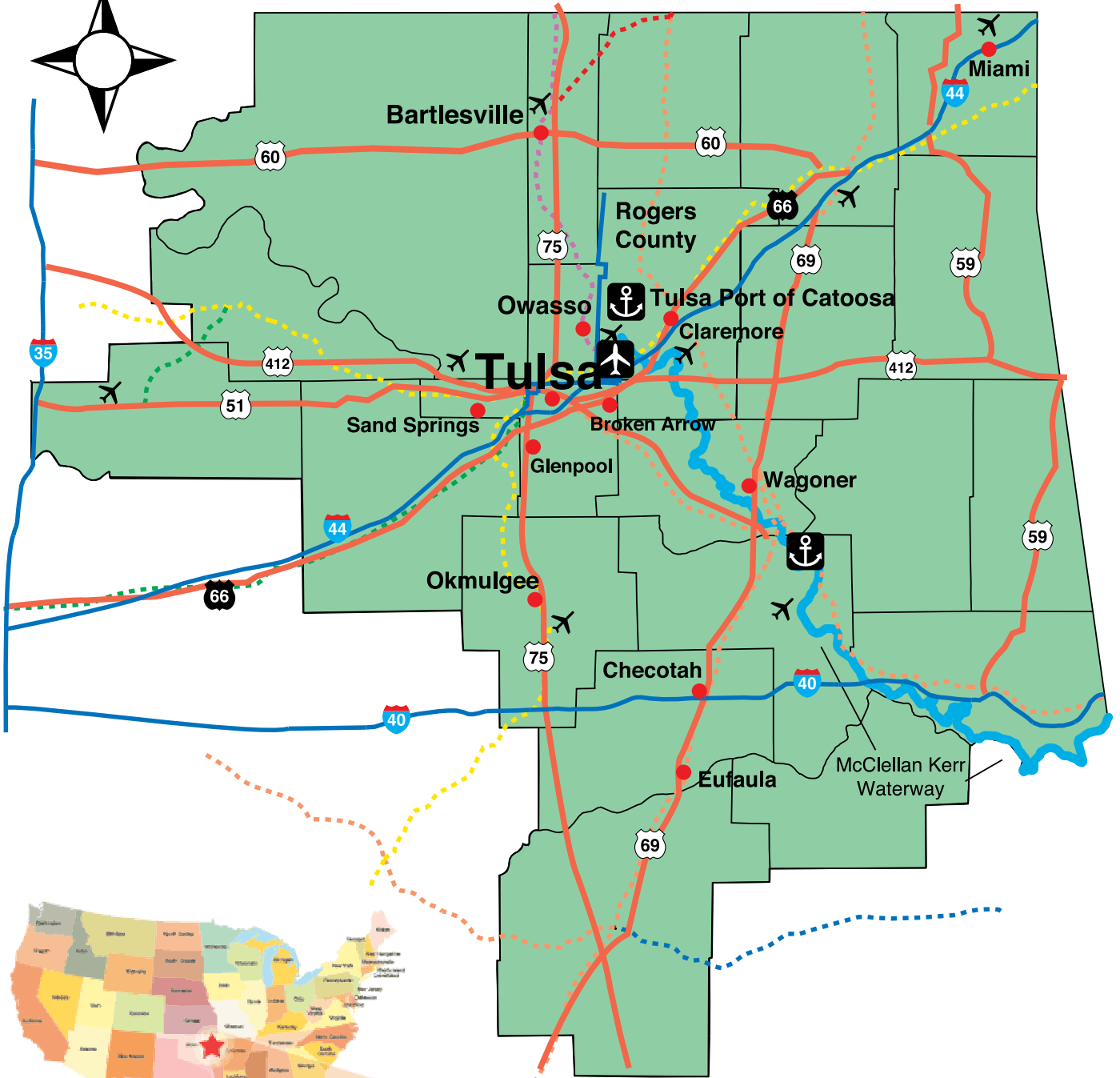
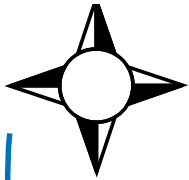
- Central time zone
- Area code – 918 or 539
- Founded in 1898
- Metro area square miles – 5,151
- City area square miles – 192
- Elevation – 725 feet above sea level



TULSA AND VICINITY

0 1 2 3 4 5 6 MILES

* Map courtesy of Oklahoma Department of Transportation



TULSA

WHERE BUSINESS GROWS

Tulsa Regional Chamber
Economic Development
Williams Center Tower I
One W. 3rd St., Ste. 100
Tulsa, OK 74103
918-585-1201
800-624-6822
Fax 918-585-8386
www.GrowMetroTulsa.com