

# Newsletter

August 2022

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## Chairman's Update



John Patrick Lopez, Chairman

Oklahoma Business Roundtable Members:

Thank you for your continued support of the Oklahoma Business Roundtable as we begin our 32<sup>nd</sup> year of service to our state.

It is an honor to serve as your Chairman for FY 2022-2023 and I look forward to a productive and meaningful year for our great organization.

Our company is proud to be a member of this organization because our “collective” efforts help better position our state for business development. Long-term economic opportunity in communities across the state builds a stronger Oklahoma.

Creating quality jobs and growing Oklahoma's economy is our priority and we continue to make a difference. This past year, the Department of Commerce and its partner communities worked directly on 71 projects creating over 8100 new jobs and over \$4 billion in capital investment. New and announced private sector investment was more. Your membership in the Roundtable helps support these efforts.

I am happy to report that we continue to have strong membership, a focused program of work and an outstanding Board of Directors from across the state leading our efforts. We are supporting dozens of projects to advance industry expansion and new location, trade activities for our companies, site development for our communities, workforce development and global marketing and promotion.

Our latest **Oklahoma Business Leaders Poll**, in conjunction with The State Chamber, identifies workforce as the most significant issue facing Oklahoma businesses, as it was last year. A majority of those surveyed voiced confidence in the Oklahoma economy but cited the need for more focus on education and talent development, reducing the cost of doing business and improving the supply chain. The Roundtable stands ready to help assist strategic projects that make our state more competitive for business.

We appreciated your participation in our successful annual meeting on June 9<sup>th</sup> in Tulsa. It was good to meet in person to discuss and approve projects to support business development. Special thanks to former Chairman Mita Bates of The Ardmore Development Authority for her outstanding leadership this past year!

As business and community leaders, our continued investment supporting job creation and long-term economic opportunity in communities across the state builds a stronger Oklahoma. I welcome your advice and suggestions as we better position Oklahoma for business growth.

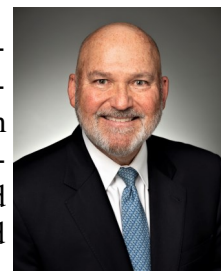
Our fall membership meeting/networking reception will be held October 20, 2022 at 4:30 P.M. at the Oklahoma History Center in Oklahoma City. We have a very informative program planned and I look forward to seeing you there.

John Patrick Lopez  
Lopez Foods

## 2022 Business Leaders Poll

### Roundtable Members:

Please look over the second annual Oklahoma Business Leaders Poll below. The 2022 survey included a broad base of State Chamber and Roundtable members in addition to business leaders that are not members of either organization. This represents a real cross section of business leader's thoughts. The survey process is a partnership between the State Chamber, The State Chamber Foundation and the OK Business Roundtable. The results are used to develop public policy and economic development priorities that will drive continued growth for Oklahoma. The Roundtable's primary focus is on economic development. Workforce and education are key elements that help drive economic development for both existing companies wanting to expand and grow and for those looking to move here. As the state's only economic support organization, the Roundtable will work in partnership with other organizations to identify and focus on opportunities to improve in these areas. The survey covered a variety of areas and provides a good sense of what business leaders are thinking right now. The survey certainly reflects a fair bit of optimism about where we stand as a state and the future but also identifies areas that need work. This survey will be posted on our website for future reference. If this information generates any ideas on your part about what the Roundtable should be doing or working on, please contact us with your thoughts.



Mark Funke, CEO & President  
Oklahoma Business Roundtable

### **Statewide Poll Finds Business Leaders High on Oklahoma, but concerned about Workforce, Taxes, and Education**

Business leaders view Oklahoma as a good place to do business, with an overwhelming majority of those surveyed saying they will make investments in Oklahoma in the coming year.

Despite generally believing Oklahoma's economy is headed in the right direction, Oklahoma business leaders identify challenges related to workforce, education, and taxes the state needs to tackle to remain competitive regionally and nationally.

Those are among the opinions business leaders expressed in the 2022 Business Leaders Poll, an annual collaborative project of The State Chamber, the Oklahoma Business Roundtable, and the State Chamber Research Foundation (SCRF) that has recently been released. This year's survey polled more than 350 business executives and leaders.



The annual poll is the only statewide, scientific survey that annually measures the sentiments, concerns, and outlook of business leaders—from the C-suites to the corner stores—who shape Oklahoma's economy.



Oklahoma business leaders were positive about the current and future business environment in Oklahoma.

- **79%** of leaders say their company will make investments in Oklahoma over the next year.
- **63%** say compared to the national economy, Oklahoma's is going in the right direction.
- **62%** identified workforce challenges as their top concern.

"Oklahoma businesses are the engine of our state's growth and success," said Chad Warmington, President and CEO of The State Chamber. "The goal of the Business Leaders Poll is to ensure state leaders understand the perspectives of the people on the front lines of Oklahoma's economy, the men and women who run businesses, large and small."

According to the poll, business leaders are unified in the belief that Oklahoma needs better results from its education system.

- **87%** think Oklahoma's higher education system needs to do a better job of incentivizing students to study in fields where there is a greater workforce need.
- **62%** believe that school choice options like charter schools and funding for private school options will increase the overall effectiveness of the K-12 education system.

"It's clear from the survey data that business leaders see improving Oklahoma's education system as the top priority for improving the workforce talent pipeline," said Ben Lepak, Executive Director of the State Chamber Research Foundation. "This matches what we see in educational outcomes statistics, where Oklahoma is routinely near the bottom of the national rankings. Today's students are tomorrow's workforce, and businesses have to plan for the long-term."

"I think overall, business leaders are positive about Oklahoma's economic climate and the state's business-friendly attitude, but it's also clear that they have some strong concerns about particular issues," said Mark Funke, President and CEO of the Oklahoma Business Roundtable.

Business leaders also identified Oklahoma's individual income tax as in need of reform. While a majority think the overall tax burden on their business is not too high, leaders say reform of the individual income tax needs to be prioritized to stay economically competitive.

To read more about the **The 2022 Oklahoma Business Leaders Poll**, visit [here](#).

[To access the full report, please click here.](#)

## Important Dates

### **SAVE THE DATE**

**October 20, 2022**

OBR Membership Meeting & Networking Reception  
Oklahoma History Center, Oklahoma City  
4:30 p.m.—Membership Meeting  
6:00 p.m.—Networking Reception

**RSVP: [tconstable@okbusinessroundtable.org](mailto:tconstable@okbusinessroundtable.org)  
405-235-3787**

### **The Roundtable welcomes the following new members:**

- Blueknight Energy Partners L.P.—Tulsa—Andrew Woodward, CEO
- Consumer Cellular—Oklahoma City—Ed Evans, CEO
- Flywheel Energy—Oklahoma City—Greg Boxer, Chief Financial Officer
- Hough Ear Institute—Oklahoma City— Pam Timmons, Director of Development
- Muskogee City-County Port Authority—Muskogee—Kimbra Scott, Port Director
- Spencer Fane LLP—Oklahoma City—Patrice Douglas, Attorney

## Roundtable News

### **Please Update Your Membership Profile**

Thank you to our members who have already updated your membership profile. We are very close to launching our new website that will include a “members only” section. In this section we will have a membership directory. Please update your profile by clicking the box below. This will take you to a .pdf form for you to fill out. If there is information you do not want shared, please check the box next to that information. When you are finished, click submit in the top right-hand corner. If you would like a logo included with your profile, please email to [tconstable@okbusinessroundtable.org](mailto:tconstable@okbusinessroundtable.org).

**[Click here to access the membership profile form.](#)**

We appreciate your membership and look forward to receiving your updated profile.

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### **Annual Membership Dues**

Our annual membership billing is in process. Our fiscal year began July 1, 2022, and ends June 30, 2023. We hope you will continue to support and invest in the Roundtable and economic development in Oklahoma. You should have received an electronic invoice in the past weeks. Please process or [contact us](#) if you need any follow-up information.

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### **Annual Meeting—June 9, 2022**

We had a very productive annual member’s meeting in Tulsa at Southern Hills on June 9th. We heard good comments from the Governor, Lt. Governor and the Department of Commerce on all the activities they are dealing with and working on. The Roundtable is involved in and financially supporting many of the economic development activities at the state level. We also heard from i2e on the Love’s Cup competition which the Roundtable sponsors and provides scholarship dollars to young entrepreneurs.

We announced over 30 new members to the Roundtable this year. We are honored to have this diverse group of companies that have joined to support our economic development activities.



Our keynote speaker for the program was Christina Gungoll Lepore, the Director of the Governor's office in Washington DC. This office was started one year ago and has already accomplished a great deal for our state. Christina outlined various projects she has been involved with and offered her support and the DC office's resources to help Oklahoma businesses navigate regulatory or other federal issues. She encouraged those in attendance to call her office on any matter where she could be helpful navigating the federal bureaucracy. The DC office contact information is:

**Washington, D.C. | Office of Oklahoma Governor J. Kevin Stitt**

**Christina Gungoll Lepore, Director**

**Cell:** 405-766-1633

**Email:** [christina.lepore@gov.ok.gov](mailto:christina.lepore@gov.ok.gov)

**Geoff Smith, Deputy Director**

**Cell:** 405-889-6457

**Email:** [geoff.smith@gov.ok.gov](mailto:geoff.smith@gov.ok.gov)

**Address:** 444 N. Capitol St. NW | Suite 414 | Washington, D.C. 20001



Washington Office Director Christina Gungoll Lepore visits with Roundtable Member Jed Dillingham

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## Roundtable Announces 2022-2023 Board of Directors

At the recent Roundtable annual meeting in Tulsa, members approved the 2022-2023 Officers and Board of Directors. They include:



**Chairman**

John Patrick Lopez  
Lopez Foods  
Oklahoma City



**Chair-Elect/Vice Chairman**

Dave Stewart  
MidAmerica Industrial Park  
Pryor



**Secretary/Treasurer**

Jeff Davis  
Acorn Growth Companies  
Oklahoma City



**Past Chairman**

Mita Bates  
Ardmore Dev. Authority  
Ardmore



**Director**

Leigh Goodson  
Tulsa Community College  
Tulsa



**Director**

Steve Hahn  
AT&T  
Oklahoma City



**Director**

Sean Kouplen  
Regent Bank  
Tulsa



**Director**

Greg Massey  
First United Bank  
Durant



**Director**  
 Brian McClain  
 Choctaw Nation  
 Durant



**Director**  
 Rick McCune  
 Presbyterian Health Fdn.  
 Oklahoma City



**Director**  
 Ken Miller  
 OG&E  
 Oklahoma City



**Director**  
 Heather Nottingham  
 Dell Technologies  
 Oklahoma City



**Director**  
 Chris Van Denhende  
 Mint Turbines  
 Stroud



**Ex-Officio Director**  
 Mike Neal  
 Tulsa Regional Chamber  
 Tulsa



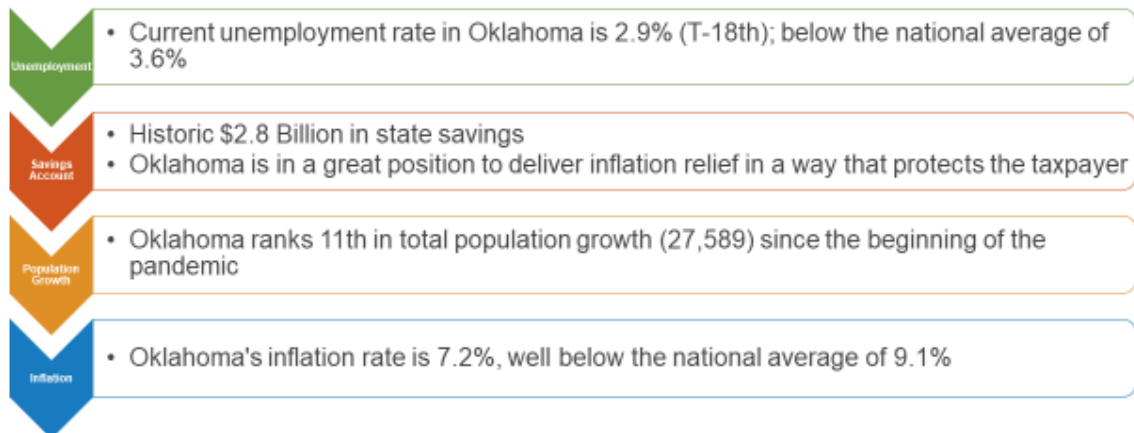
**Ex-Officio Director**  
 Chad Warmington  
 State Chamber of Oklahoma  
 Oklahoma City



**Ex-Officio Director**  
 Roy Williams  
 Greater OKC Chamber  
 Oklahoma City

## Commerce/Workforce News

### The Oklahoma Economic Story



**OKLAHOMA**  
 Commerce

## Business Development Update

The Commerce Department has reported FY22 business development results. They include:

- 71 projects
- 7100 new jobs,
- \$4 billion investment
- \$62,000 average wage.

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### Recent Expansions and New Locations

Several new investment announcements have occurred across the state in recent months. These projects represent several hundred new primary jobs. They include:

Name	Industry	City	Type
Chisholm Trail Meats	Food Processing	Enid	New Location
Georgia Pacific	Manufacturing	Muskogee	Expansion
CP Kelco	Manufacturing	Okmulgee	Expansion
USA Rare Earth	Manufacturing	Stillwater	New Location
Jasco Products	Consumer Electronics	Oklahoma City	Expansion
Renew Energy	Manufacturing	Enid	Expansion
PepsiCo	Distribution	Lawton	Expansion



AT-802 "Sky Warden" Military Plane

### Tulsa's L3 Harris Facility to Produce New Military Aircraft

U.S. Special Operations Command has selected L3Harris Technologies and Air Tractor, Inc.'s AT-802U Sky Warden™ system for its Armed Overwatch program. The program includes delivery of up to 75 manned, fixed wing aircraft, with an initial program contract award of \$170 million. Production of the new, fully-modified, Armed Overwatch mission-configured aircraft will begin in 2023 at L3Harris' Tulsa, Okla. modification center, following initial production at Air Tractor's Olney, Texas aircraft manufacturing facility.



LUFKIN Manufacturing—Expansion  
Claremore



Rare Earth Minerals—New Location  
Stillwater





Jasco Products—Expansion  
Oklahoma City



Renew Energy—Expansion  
Enid

## Oklahoma Delegation Promotes Aerospace Industry at Global Trade Show



Oklahoma's largest-ever delegation of company and community partners at the Farnborough Airshow in July.

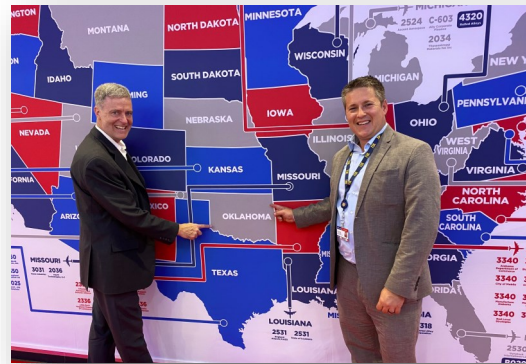
Governor Kevin Stitt led a special Oklahoma business and economic development mission to the UK in July for the biennial Farnborough International Airshow, the world's largest civil and military airshow. The primary goal was to support the growth of Oklahoma-based companies and connect potential investors with state location and expansion opportunities. With support from the Commerce Department, the Roundtable and partners, the group held over 75 meetings with prospects and executives including Boeing, GE Aviation, Raytheon, Airbus, Embraer, Spirit Air Systems and Kratos. Ten Oklahoma companies, three universities and three communities worked out of the Commerce Trade Pavilion. A survey of the participating Oklahoma companies reported upward of \$47 million in direct and planned sales and 152 jobs retained or created as a result of attending the show.

The following week the Oklahoma business development team attended the EAA AirVenture trade show in Oshkosh, Wisconsin. This event was a great opportunity for the state to showcase its impressive training programs. [Oklahoma is ranked #1 in the U.S. for high schools teaching aviation curriculum.](#) During the upcoming school year, 57 schools in Oklahoma will be teaching the Aircraft Owners and Pilots Association (AOPA) High School Aviation STEM curriculum.





Several Roundtable-member companies participated in the 2022 Farnborough Airshow. Pictured (l-r) are Mint Turbines CFO and Chief Strategy Officer Chris Van Denhende and International Sales Manager Holger Beh.



While in Europe, Governor Stitt conducted a wide ranging interview with The Investment Monitor, an international business news site focused on decision makers, influencers, and opinion leaders across the world. The Governor highlighted Oklahoma's opportunities for investment and provided an update on Oklahoma's position as an energy and aerospace leader.

[Oklahoma Governor Kevin Stitt talks energy transition - Investment Monitor](#)

## Other Trade Events Supported by the Oklahoma Business Roundtable

September 13-15, 2022

The Battery Show, Novi, Michigan  
(Automotive/Business Development/Recruitment)

THE **BATTERY** SHOW  
NORTH AMERICA

September 18-21, 2022

International Economic Development Council, OKC  
(Business Development)



October 6, 2022

International Trade Mission (Consulates), Houston  
(Business Development/Trade)



October 18-20, 2022

NBAA Convention and Exhibition, Orlando, FL  
(Aerospace)



October 18-20, 2022

MRO Europe, London, UK  
(Aerospace/Business Development/Recruitment)



November 1-4, 2022

Specialty Equipment Market Association, Las Vegas  
(Automotive/Business Development/Recruitment)



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## OCAST Announces Business Accelerators

As a result of recent legislation, OCAST has announced plans for three new business accelerators to help job creation statewide. In 2021, the State Legislature appropriated a total of \$15 million dollars towards the program. All money expended require matching funds and create a public/private partnership worth a total of \$30 million.

The Oklahoma City program will be administered by gener8tor, a nationally ranked venture capital firm and accelerator. The Oklahoma Farm Bureau, with its 77 county reach, will manage programs in the rural areas of the state. The third accelerator will be based in Tulsa – the provider is to be announced soon.



**OKLAHOMA**  
Center for the  
Advancement of  
Science and  
Technology

OCAST will be the state partner and is responsible for oversight and review of the program in conjunction with the Oklahoma Department of Commerce.

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## Oklahoma Manufacturers Networking Sessions Continue Statewide

The Roundtable continues to partner with the Oklahoma Manufacturing Alliance, local communities and partners for a series of statewide Business to Business networking events to grow-in-state supplier links and company sales. The latest event was held June 16 in Claremore. Participants included 15 regional manufacturers and several local and state business support partners.



June 16 Manufacturers  
Networking Session held at Rye  
Designs in Claremore.

Fall 2022 Manufacturer Networking Luncheons  
will be held :

- September 28, 2022—Weatherford
- October 27, 2022—Chickasha
- November 2, 2022—Enid
- December 1, 2022—Pryor



## Impact Partnership Grants To Benefit Workforce Growth

The Governor's Council for Workforce and Economic Development (GCWED) and the Oklahoma Office of Workforce Development (OOWD) have awarded five Impact Partnership Grants for investment in workforce growth.



Impact Partnerships promote and fill high-demand occupations in Oklahoma and strive to build lasting, collaborative relationships between business, education, workforce development, economic development and government and community organizations.

The Oklahoma Office of Workforce Development awarded five new applicants up to \$175,000 to invest in their industry-led, collaborative community projects. A total of \$1,000,000 in funding will be allocated to the awardees, extension projects, and Regional Workforce Boards.

The 2022 Impact Partnership Grant recipients are:

- Oklahoma Rural Water Association (ORWA): Working with education and community partners to create a sustainable workforce for the essential water sector for Oklahoma.
- The STEAM Engine: A collaborative of companies in the areas of Architecture, Engineering and Construction (AEC) working to build a more cohesive and thriving AEC workforce. ADG, Blatt Architects, CMS Willowbrook, Guernsey and J.E. Dunn are participating.
- Enid Regional Development Alliance: Aerospace is the second largest and fastest growing industry sector in Oklahoma. The Enid Regional Development Alliance will use the Impact Partnership Grant to promote careers in aerospace including maintenance and repair and pilots as well as developing a pipeline for existing aviation support careers.
- Broken Arrow Economic Development Corporation (BAEDC): As a STEM Workforce Center of Excellence, the BAEDC plans use the Impact Partnership Grant to create a navigable ecosystem for STEM education, training and career pathways. Their mission is to connect talent with education partners and businesses engaged in engineering.
- Southern Workforce Board: Development of a healthcare sector partnership to build a stronger talent pipeline. The southern Oklahoma consortium includes the Southern Workforce Board, Murray State College and the Executive Committee of JBAMM (Johnston, Bryan, Atoka, Marshall and Murray County regions) with additional resources from local chambers, education partners and community partners.

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## Monthly Commerce Update for Oklahoma Business and Industry

The Commerce Department hosts a brief monthly economic development information session targeted specifically to Oklahoma business and industry. The interactive program is held at 10:00 a.m. on the first Wednesday of each month and usually is completed in less than an hour. You will receive project reports by Commerce Executive Director Brent Kisling, his staff and other key economic development partners.

**The next meeting is Wednesday, September 7, 2022 at 10:00 a.m.**

Join via Zoom:

<https://okcommerce.zoom.us/j/91855148566>

Meeting ID: 918 5514 8566

Call-in: 346-248-7799



## Office Visit: Transformative changes coming to Oklahoma Timothy Pehrson, President and CEO, Integris Health

For too long, Oklahoma has lagged behind the rest of our nation in health outcomes. A significant reason for this comes from the way we pay for health care. This year, the Oklahoma Legislature and governor made transformational reform to our payment structure, which should improve health outcomes of Oklahomans over time. Senate Bills 1337 and 1396 will change the way our health care system is paid by moving Medicaid, the government health care program for the underserved, toward value-based care. Value-based care means physicians and hospitals will be paid to keep patients healthy, rather than being paid a fee for service (FFS) or being paid per visit/procedure. FFS incentivizes all the wrong behaviors, resulting in overutilization of services, and often creating poorly coordinated care.



Starting in October of 2023, physicians, hospitals and health plans will be rewarded for collaborating to keep Oklahomans healthy rather than being siloed as they have been for too long. Taking care of patients in this coordinated way is a new skill that will require time, energy and money to develop the capabilities to do this well. Thankfully, the Legislature created incentives to encourage investment in developing these value-based care capabilities. The good news is that as the health care industry develops new competencies to better coordinate care in the Medicaid population, they can be applied to all Oklahomans as well. This should not only result in better health outcomes for our state, but also create more sustainable costs overtime.

The skills to practice medicine in this new value-based world won't be learned at once. We should not expect Oklahoma to move from 48th in the country for overall health to top 10 in a few years. However, the bold and forward-thinking move by the Legislature and governor have put Oklahoma on the right track to make improvements. Without this kick-start, Oklahoma would have been forever stuck at the bottom.

In the middle of political campaigns and the finger-pointing that accompanies them, it can be hard to notice the times when our elected leaders come together across parties and geography and solve problems together. Congratulations to Gov. Kevin Stitt, Rep. Marcus McEntire, Sen. Greg McCortney, and the bipartisan majorities in both chambers of the Legislature for accomplishing such a transformational reform during this year's legislative session. Generations of Oklahomans will be healthier because of their bold and creative move.

Article appeared in the July 12th edition of the *The Journal Record*.




## Boeing Dedicates New OKC Facility on B-52 Bomber's 70th Anniversary

After 70 years of flying global missions with distinction, the Boeing B-52 bomber will receive a design and operational facelift. In April, the 70<sup>th</sup> anniversary of the first flight of the B-52 bomber, Boeing dedicated a new 60,000-plus square-foot addition to Boeing's Oklahoma City facilities, which has been specifically designed and built to modernize the historic long-range bombers.

## UCO Named Top Design School

Graphic Design USA has named The University of Central Oklahoma's School of Design as one of the top 50 design schools in the country.

- Oklahoma's June 2022 workforce of 1,817,175 people represents the largest number of workers in state history.
- Oklahoma City is now ranked as the 20th biggest city (by population) in America. according to latest U.S. Census estimates. Oklahoma City has an estimated population of 687,000 people. Tulsa is ranked 47th with a population of 411,000. Both Oklahoma metro areas (MSA's) register over 1 million in population.
- Jennifer McGrail is the new Executive Director of the Oklahoma Center for the Advancement of Science and Technology (OCAST). McGrail takes over for C. Michael Carolina who retired at the end of June. McGrail comes to OCAST following more than four years as the Director of the AXIS business incubator at Francis Tuttle Technology Center. 
- *WalletHub* ranked Oklahoma City 16th) and Tulsa (17th) among the 100 best metros to visit on vacation this summer.
- Significant bridge reconstruction projects statewide have helped move Oklahoma up to No. 5 in the nation for having the lowest percentages of structurally deficient bridges on the highway system.
- 36 Degrees North, Tulsa's largest hub for entrepreneurs, has generated a combined economic impact of \$572.5 million over the last five years, the organization said in July. For the year, 36 Degrees North served 387 member companies that created or retained 2,181 jobs and generated sales of \$111.3 million. Additionally, companies at 36 Degrees North secured more than \$25 million in external funding, with the majority (84%) coming from venture capital investment.
- The Tax Foundation's 2022 *State Business Tax Climate Index* ranks Oklahoma 26th in the country. The state by state Index enables business leaders, government policymakers, and taxpayers to gauge how well states structure their tax systems and provides a road map for improvement. Oklahoma's recent legislative tax initiatives will be included in the next set of rankings.
- Working age people across the U.S. are searching for a better quality of life in the wake of the Covid-19 pandemic, according to a national survey conducted by Development Counsellors International (DCI).The *Talent Wars report*, was conducted among 1,000 people who relocated at least 100 miles from their previous residence.

What were the primary triggers that caused you to relocate in the past 24 months?

- To have a better quality of life—46%
- Wanted to be closer to family—31%
- Realization that you wanted a different lifestyle—27%
- To lower my overall cost of living—25%
- Access to larger living space—23%
- Accepted a new job that required relocation—21%
- Access to more open space/less congestion—18%
- To move to an area better aligned with my social and political values or beliefs—16%
- Desire for home ownership—16%
- Remote work allowed me to move anywhere and I just wanted to try something new—14%
- Visited/traveled to a location and decided to move there—13%
- Realization you wanted a different career—10%
- Loss of job—9%
- Moved for additional education/training opportunity—9%
- Other—6%

- New Digital Toolkit Helps Connect Business with Oklahoma Higher Education Services. The Oklahoma State Regents for Higher Education (OSRHE) has unveiled a new web link that provides quick access to tools for your workforce and services for your business. It includes a searchable database of campus-based employer services, a directory of business support services by institution, workforce projection data for Oklahoma's critical occupations and materials you can share in the workplace. The site also highlights a variety of programs and services for your employees. [Oklahoma State Regents for Higher Education | Economic Development | Business Support Services \(okhighered.org\)](https://okhighered.org)

## Oklahoma Treasurer's Monthly Report

### Oil & Gas Revenue Skyrockets in July

State collections from oil and gas production again climbed to record levels in July, only a month after setting an all-time high.

[Click here](#) to read Oklahoma State Treasurer Randy McDaniel's latest *Economic Report*.

