

# Greater Oklahoma City Chamber

Quality Jobs-Interim Study Report

# Greater Oklahoma City Regional Economic Development Goals

Increased Economic Diversity  
Increased Income and Wages Across Economic Spectrums  
Increase **Strategies** and Tax Base

## Supporting Existing Economic Engines

**Tinker/FAA (Gov. More Broadly)**  
**Aircraft Maintenance**  
**Technology Clusters**  
**Bioscience/Healthcare**  
**Back-Office**  
**Existing Headquarters**  
**Manufacturing/Distribution**  
**Energy Companies**

## Binders

TALENT  
□ □  
INNOVATION  
□ □  
INFRASTRUCTURE  
E  
□ □  
RESOURCES  
□ □  
QUALITY OF

## Questions

What work does Chamber staff need to do?  
What work do our partners need to do?  
What leverage/effort does our leadership need to provide?

## Recruiting New Strategic Investment

**Aerospace/Transportation Life Cycle**  
(Ex. R&D □ Manif. □ Software □ Maint.)  
**Higher-End Shared Services/Regional Headquarters**  
(Ex. Software, Accounting, Purchasing, Small HQ)  
**Manufacturing/Distribution**  
(Ex. Lower Cost Labor/Utilities, Geographic Needs)  
**Technology/Biotech**  
(Ex. Scaling Existing, Recruitment New)  
**High-End Destination Retail**

# ED Division Work Buckets

## Innovation/ Entrepreneurship

Foster a best practice innovation ecosystem with:

- Community resources
- Appropriate capital
- Additional research
- Appropriate real estate
- Appropriate talent (TBG)

Assist existing tech/bio employers scale in region

- Work expansion projects
- Connect to resources
- Create new

## Talent and Business Growth

Assist existing companies meet growth potential

- Includes project management function

Inventory mission critical skills needs in OKC economy

Provide matchmaking between existing skills needs/regional providers

Create framework for additional skill development or skills

## Recruitment

Recruit previously identified opportunities

- Destination retail
- Shared services/Small HQ
- Life-cycle aerospace
- Manufacturing
- Bioscience
- Technology

Identify future economic opportunities...

- Transportation R&D?
- Cyber security?
- Tech company back office services?
- Others???

## Research

Support other parts of ED team

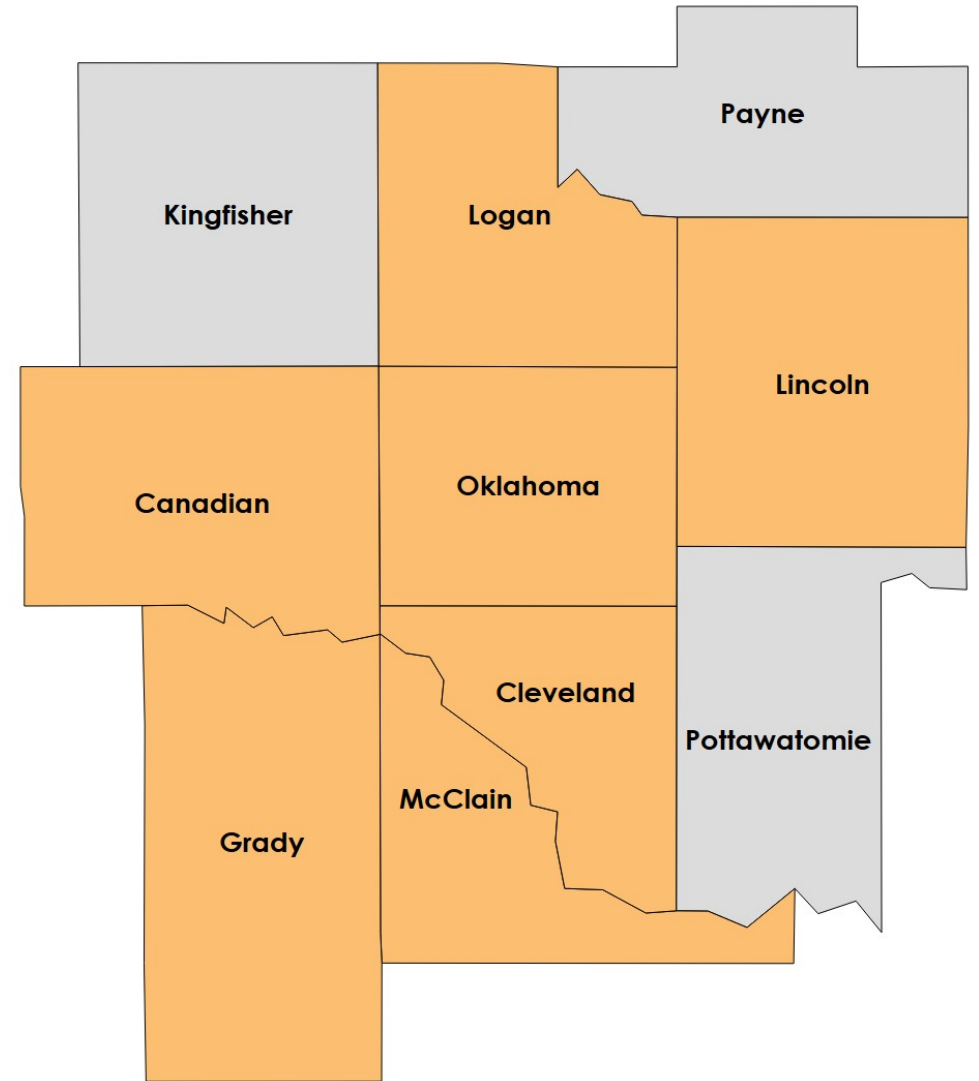
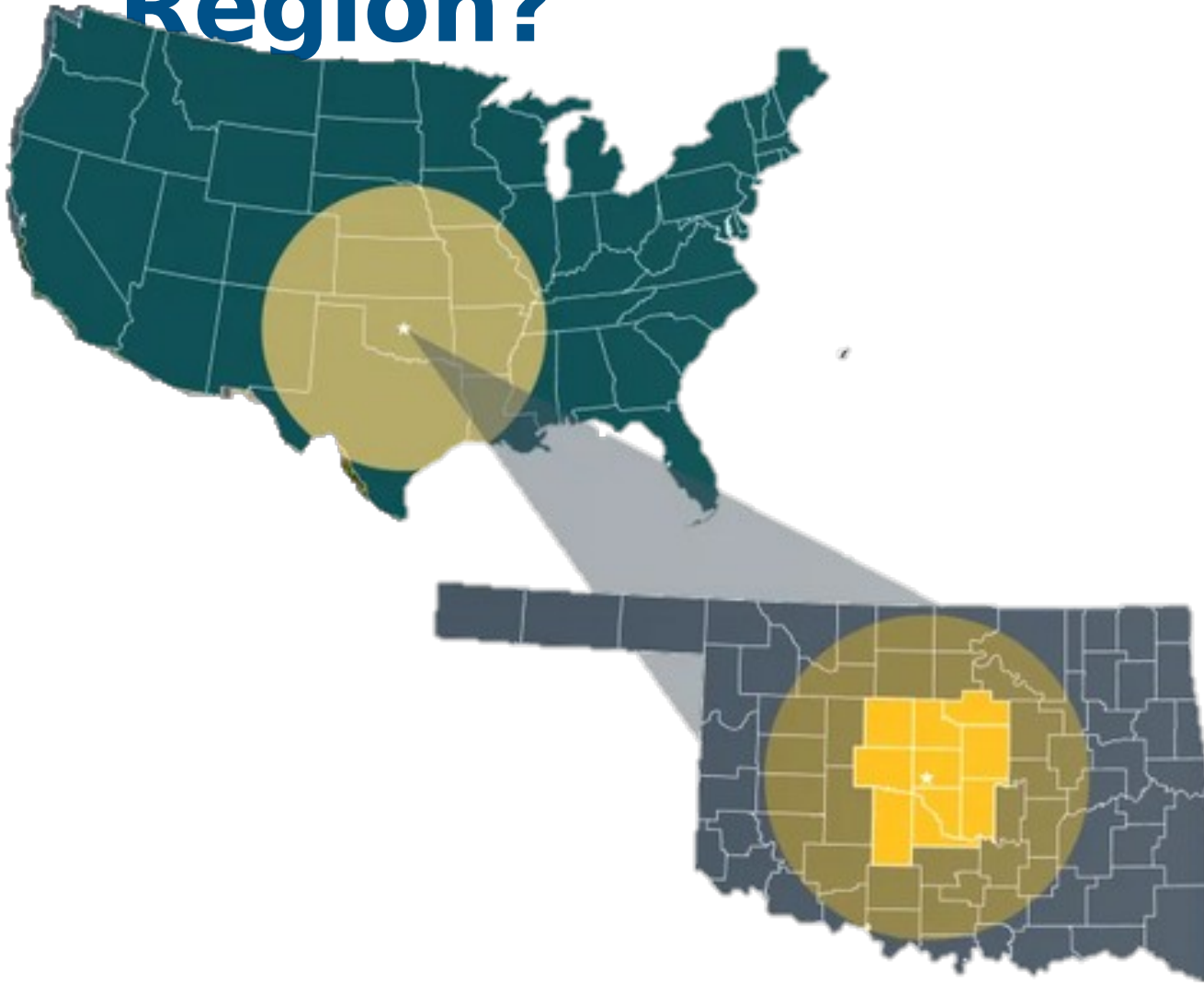
- Research tools
- GIS
- Real estate
- RFP Responses

Support other partners (internal and external)

Identify ways to better leverage existing tools/develop new tools

Creatively think about opportunities other teams haven't thought about pursuing

# What is the Greater Oklahoma City Region?



7-county Oklahoma City MSA displayed in orange

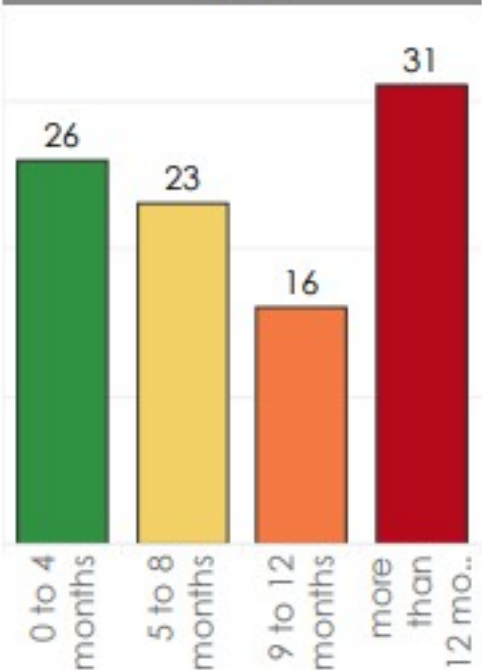
### Pipeline Totals

Project Count	Total Jobs	Payroll	CapX	LowSF	HighSF	LowAc	HighAc
96	35,089	\$0.9B	\$32.3B	23M	29M	5,903	9,661

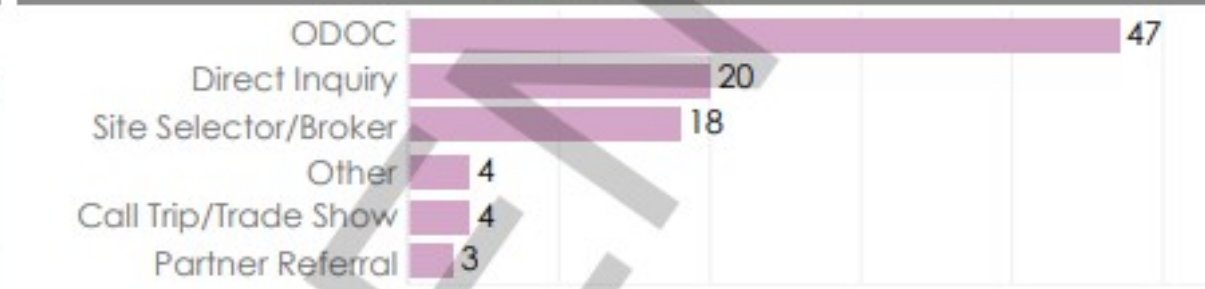
### Pipeline Stage

Initial Conversation 20	Proposal Submitted 37	Site Visit Completed 18
Pending Decision 7	Short Listed 2	Temporary Hold 5
		Long Term Hold 7

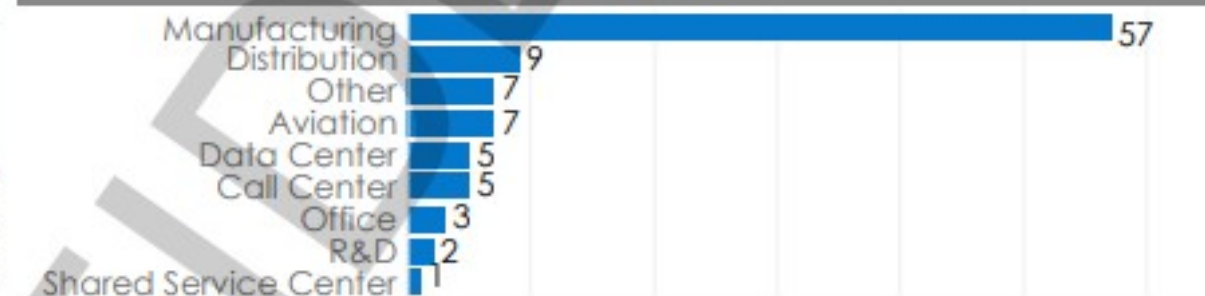
### Age



### Lead Source



### Facility Type



# Quality Jobs Thoughts/Recommendations

- We view QJP as Oklahoma's premier statutory incentive tool to support both new and existing company growth
- Greater OKC Chamber supports the continuous review and update of state economic incentive programs (incentive review committee)
- Economy and sectors continue to evolve necessitating program updates
  - NAICS code updates (historic example of back-office projects as problematic sector)
  - Concerned that high-end companies won't apply for 21<sup>st</sup> Century QJP at risk of "falling out" of program (resort to applying for normal QJP)
- Support a thoughtful approach to geographic considerations around wage qualifications for program (U.S. Census tract or zip code as example)
- Appreciate need for specific wage considerations for rural regions of State
- Recommend wage threshold changes be made gradually and over time