



I Believe in   
OKLAHOMA

In Oklahoma small businesses (less than 500 employees) account for:



- 83% of employees
- 78% of annual payroll
- 99.8% of business establishments



# e-Synchronist:

**Business Retention  
and Expansion  
Survey 2005-06**

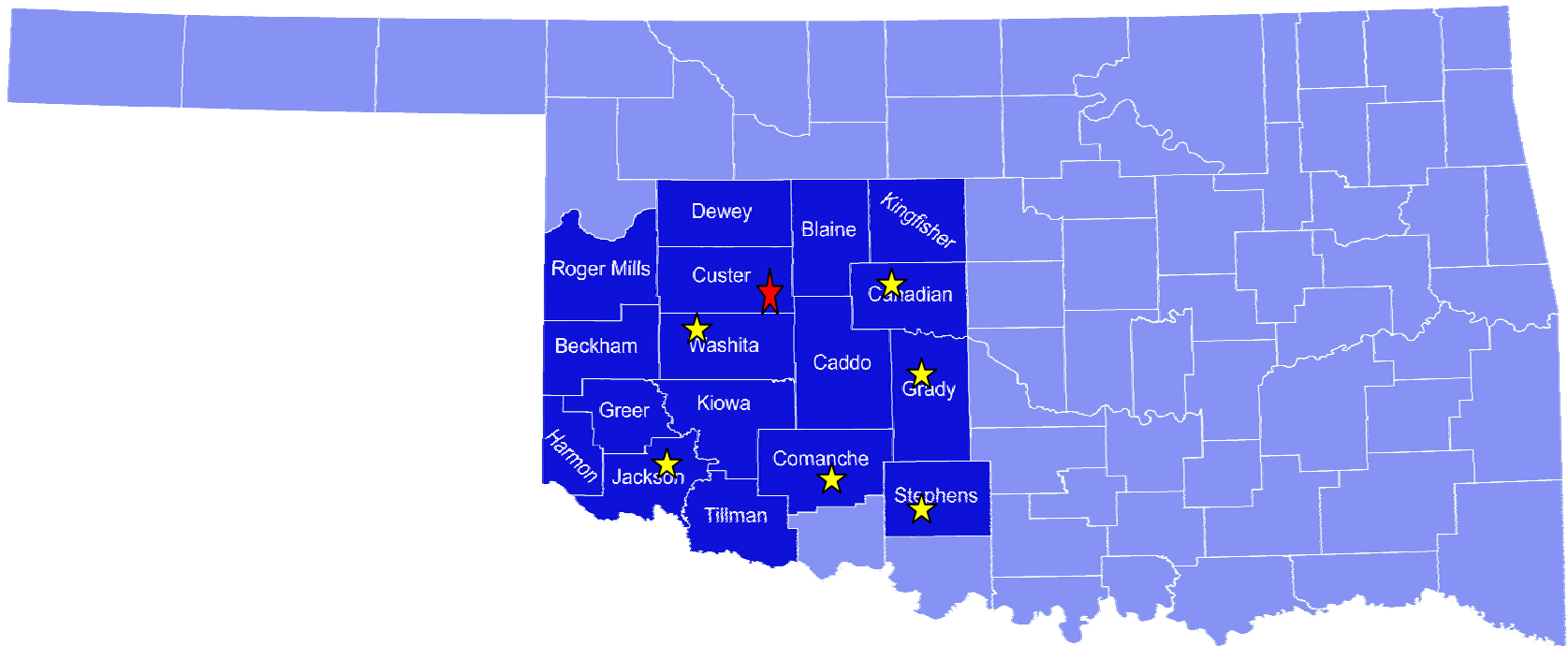


e-Synchronist:

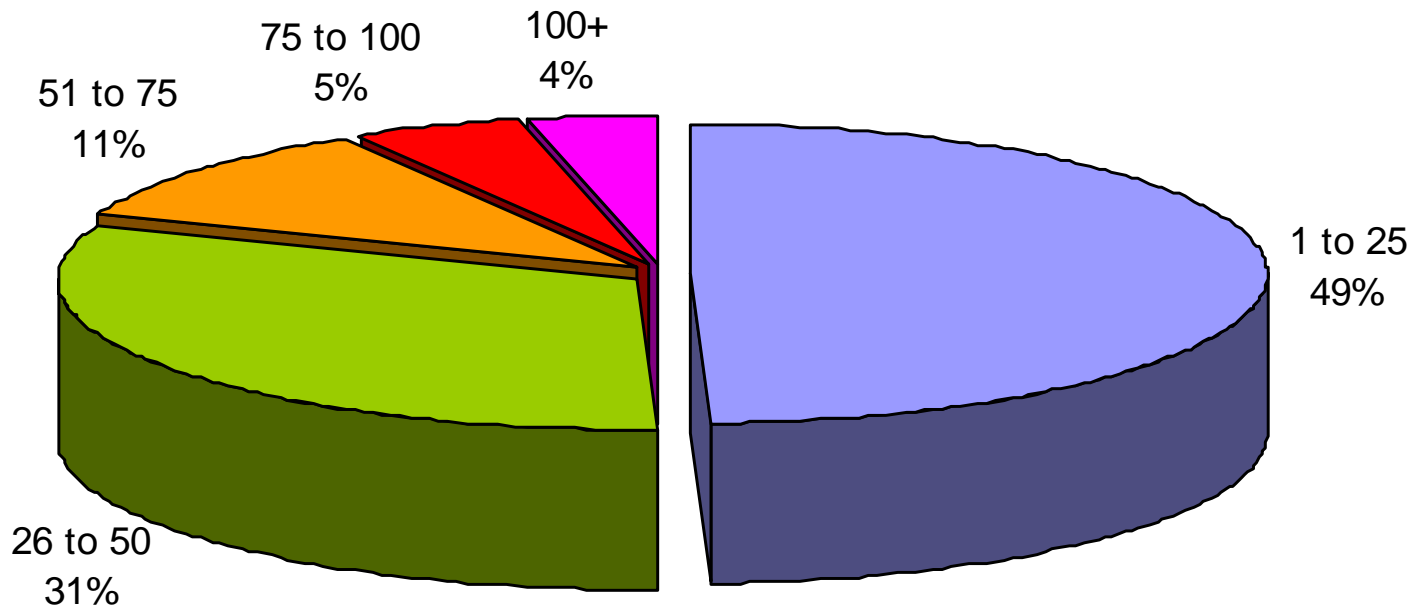
# Focus on Manufacturing

*OK-SWEST*

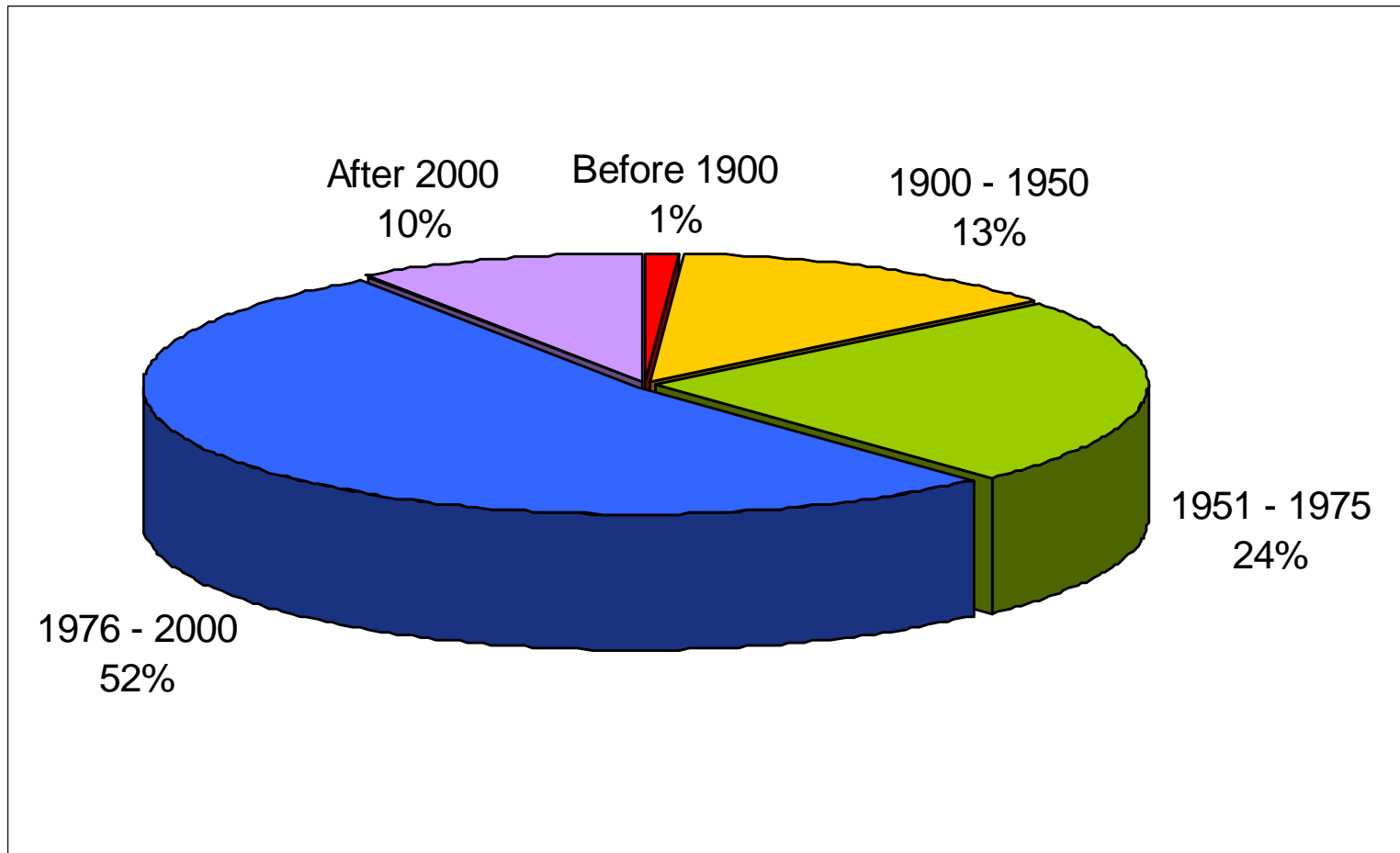
The **Southwestern Oklahoma Impact Coalition** (SWOSU, WOSC, USAO, CU, RCC, SWODA, ASCOG) provides leadership for e-Synchronist in 17 counties.



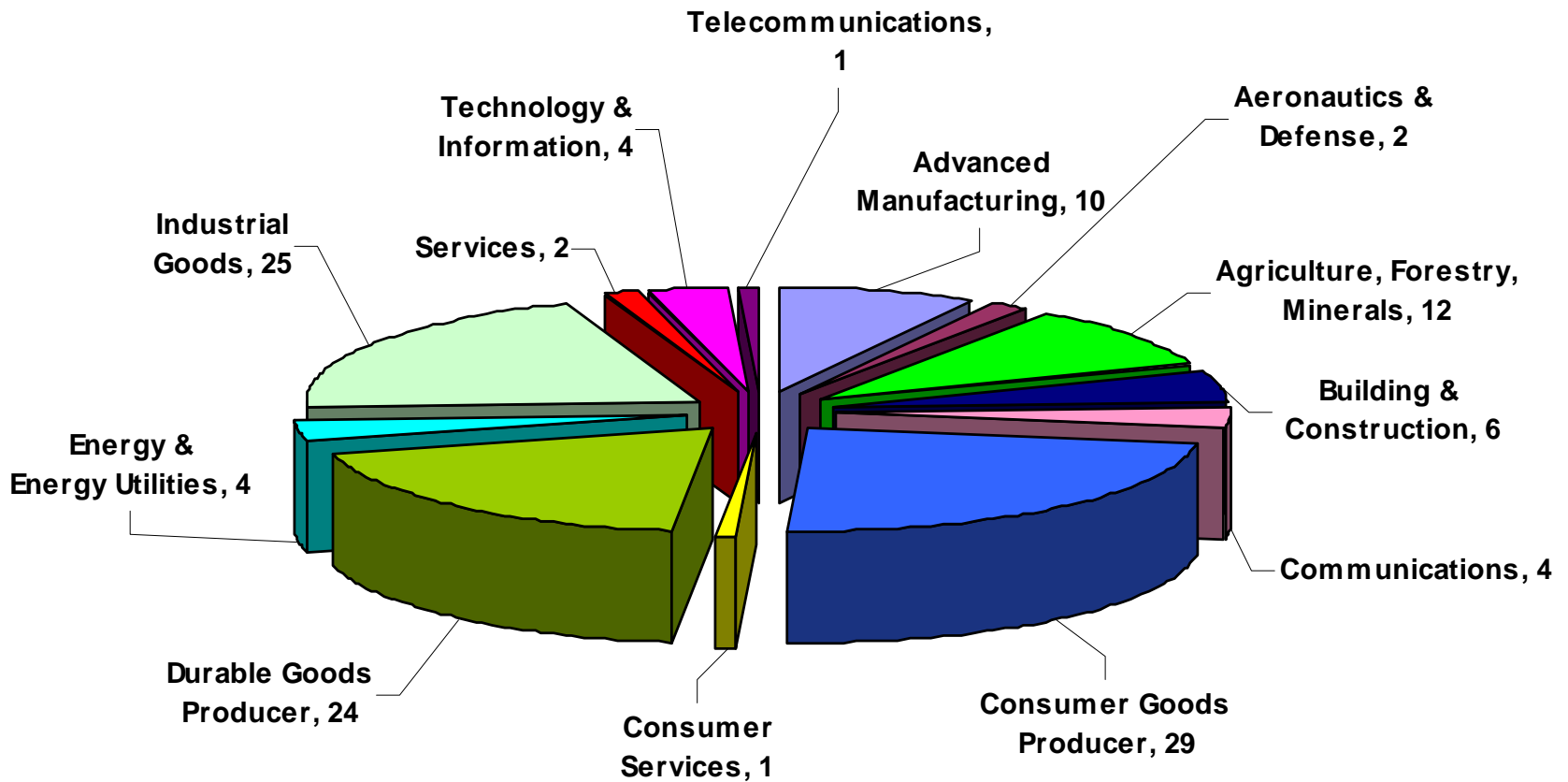
# Years In Business



# Year Established in Community

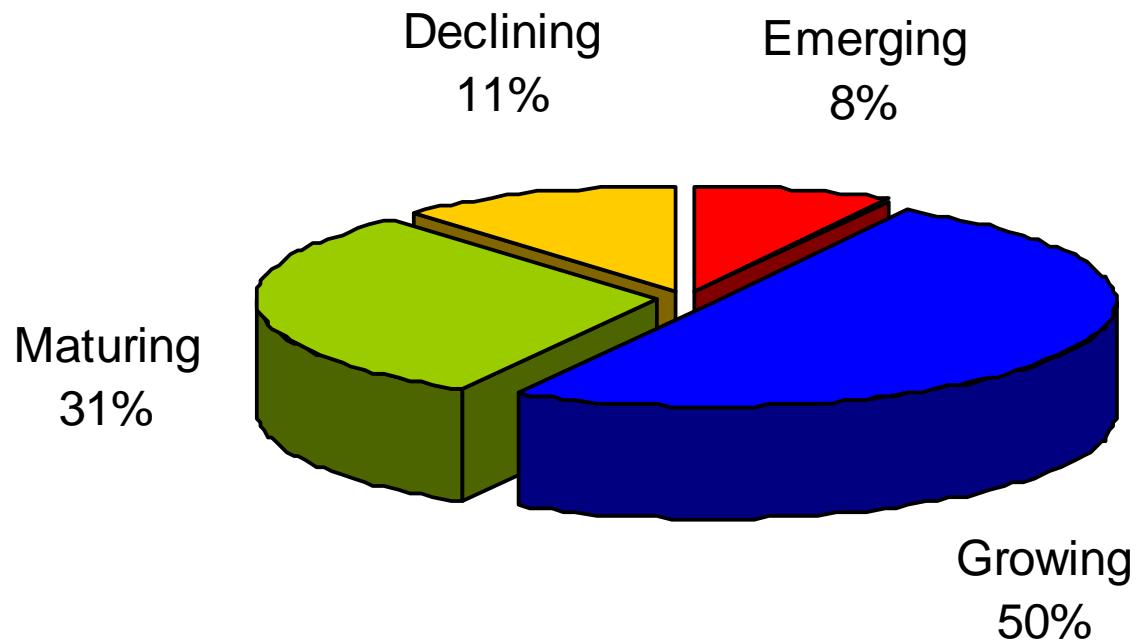


# Business Sector

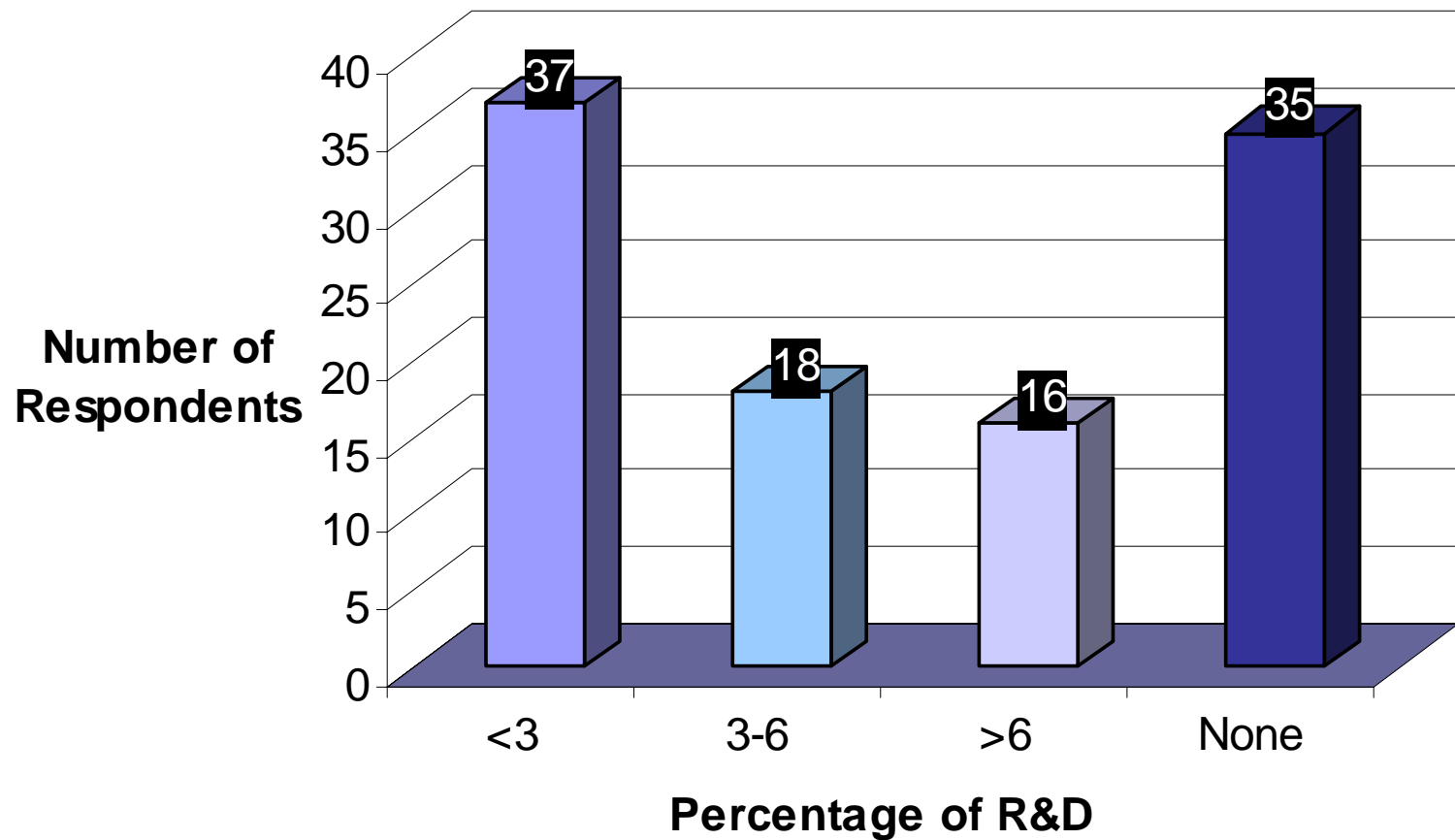




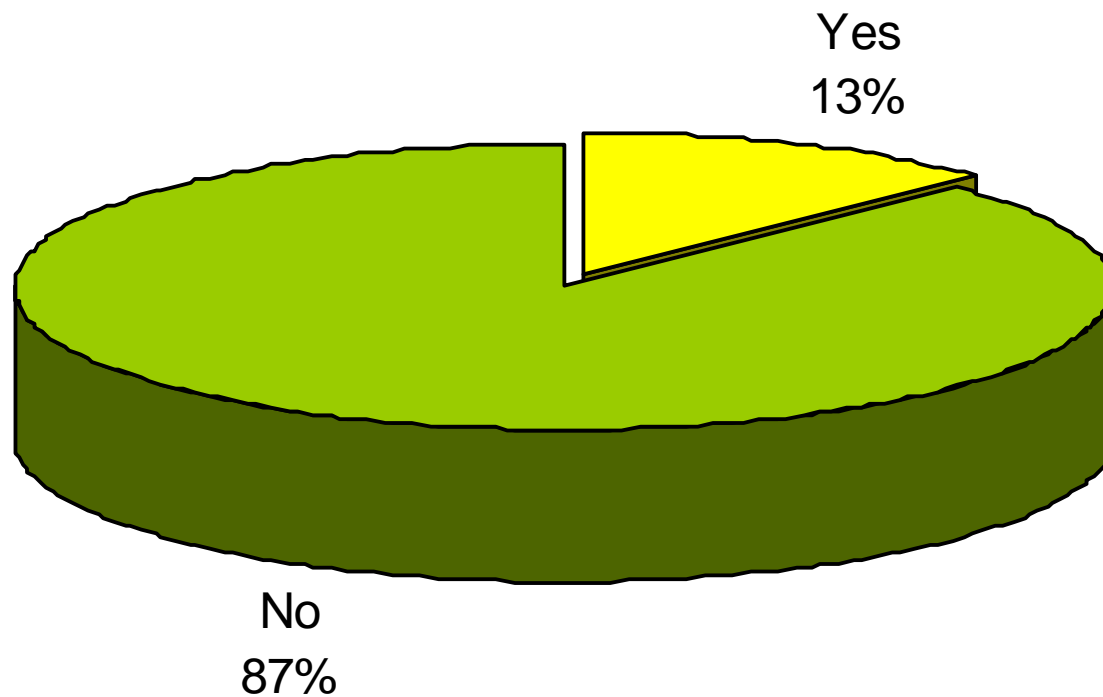
# Primary Product in Life Cycle



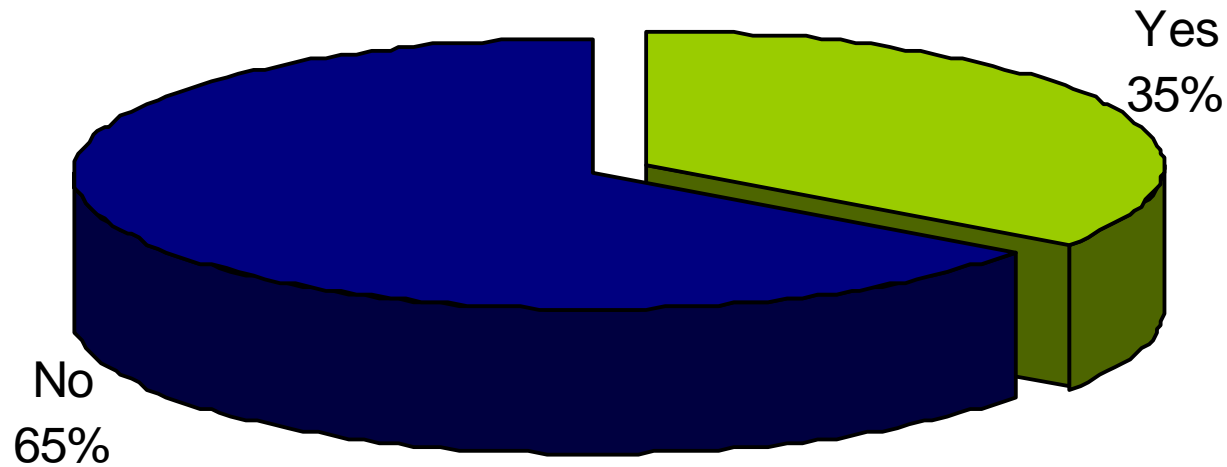
# R&D as a Percentage of Sales



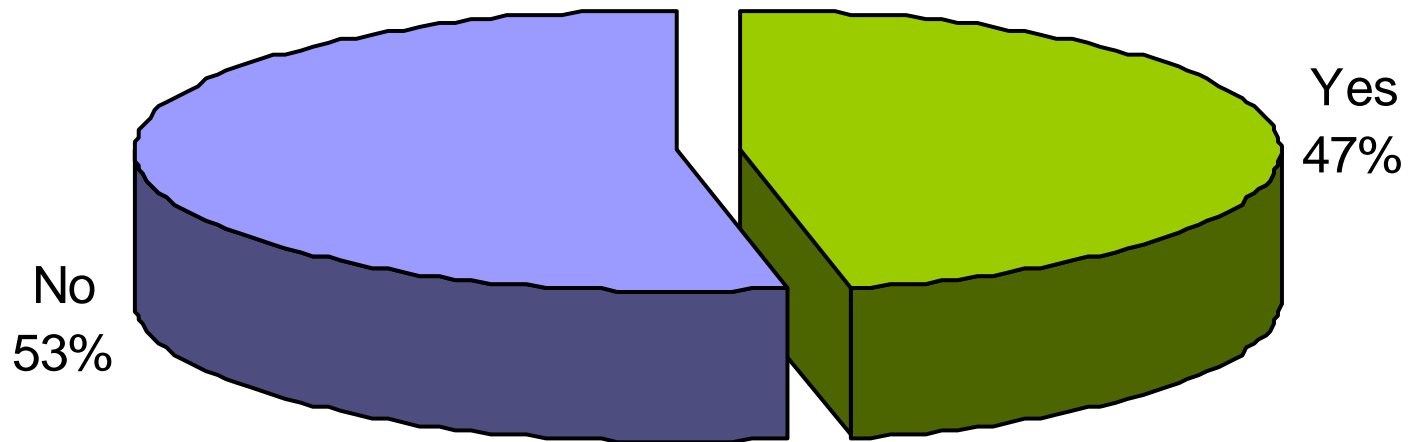
# Primary Market: Local



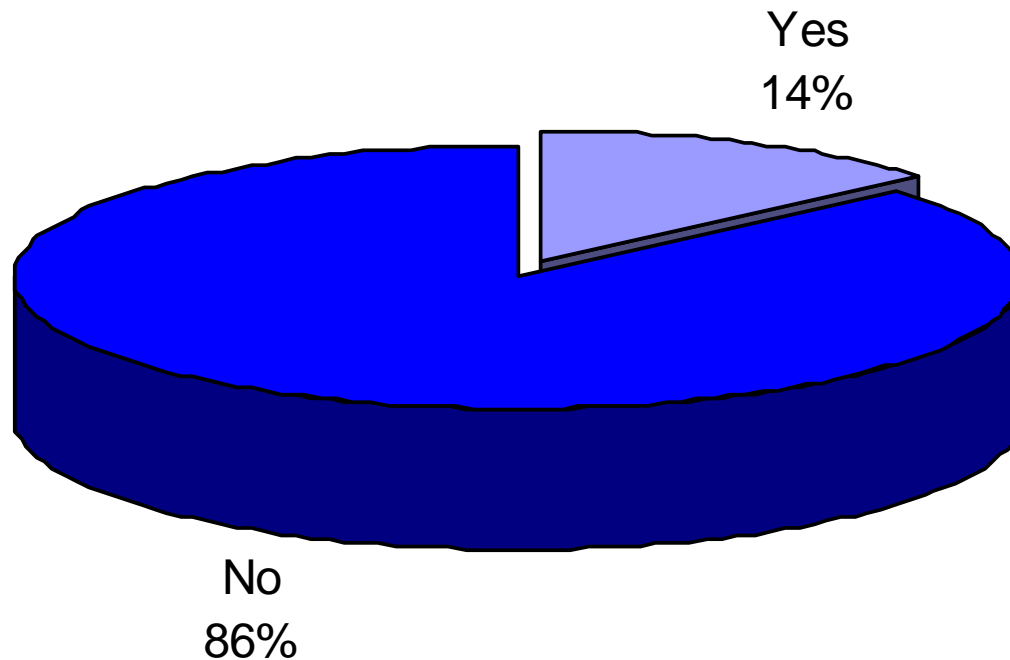
# Primary Market: Regional




# Primary Market: National



# Primary Market: International





# What Suppliers or Services Would You Like To Have Located Closer?

- Steel
- Truck and Tire Service
- Equipment Maintenance and Repair
- Parts
- Animal Health Suppliers
- Fertilizer

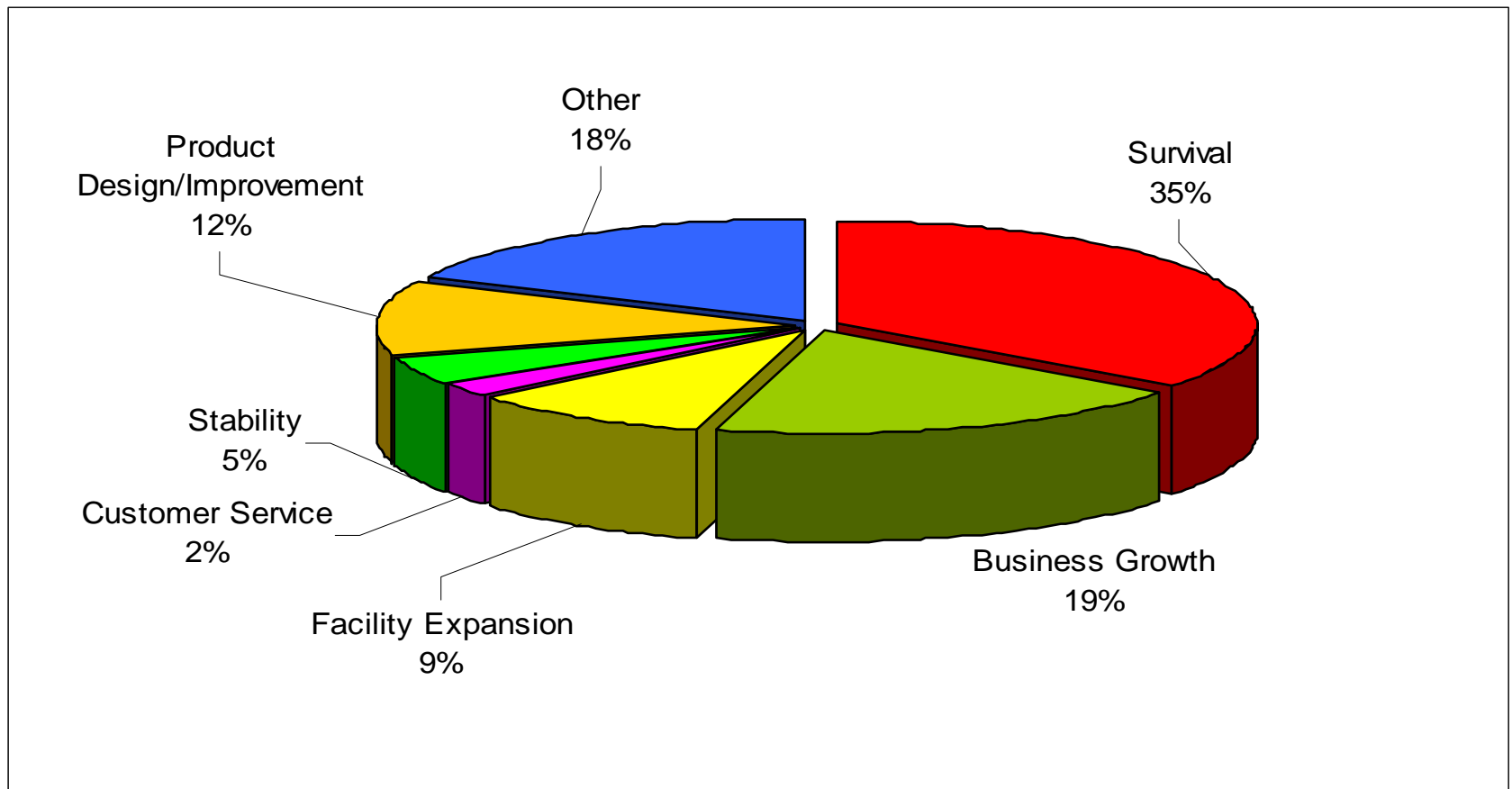


# Greatest Achievement

When queried about their ‘greatest achievement’ in the last three years, 35% of the respondents replied,  
**“Survival.”**



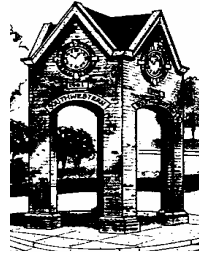
# Greatest Achievement





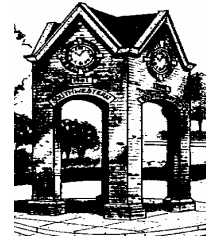
# e-Synchronist: **Potential Business Change**

# Business Change Report



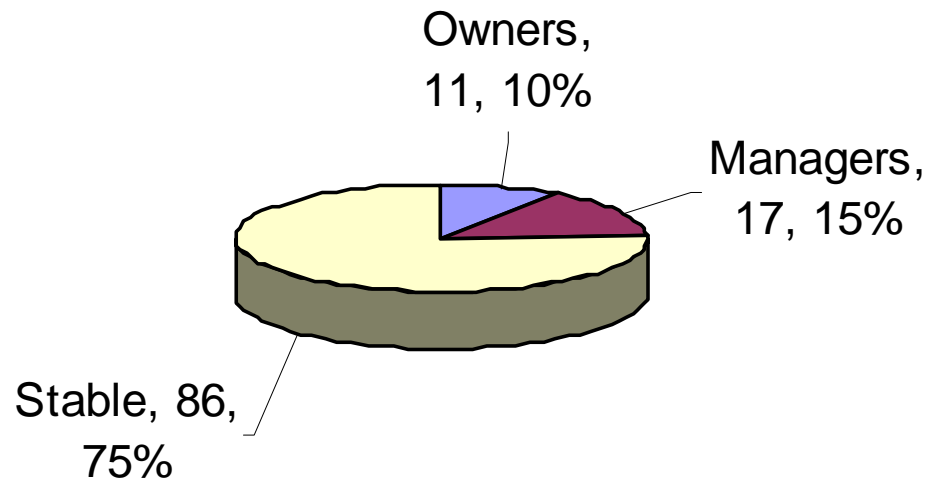
- 23% of respondents indicated Owner/Mgt. changes either made or imminent.
- 30% of respondents believe there is legislation that may be created that will *adversely* affect their company.
- 47% of respondents believe there is legislation that may be created that will *positively* impact their company.

# Business Change Report



- Of the 28 top level changes, 11 companies changed ownership and 17 changed top level management (25%).

## Top Level Management Change





e-Synchronist:

# Expansion Opportunities

# Expansion Opportunities



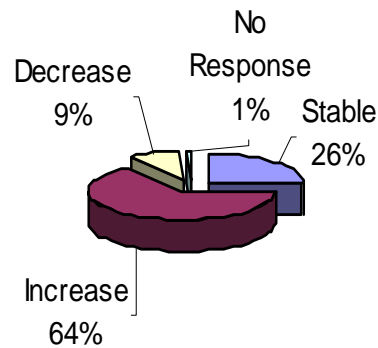
- 72% of respondents indicated new products were incorporated in the last 5 years. 94% indicated new products in the next 2 years.
- 48% of respondents indicated they currently have room for expansion.
- 27% indicated they need more space.

# Expansion Opportunities

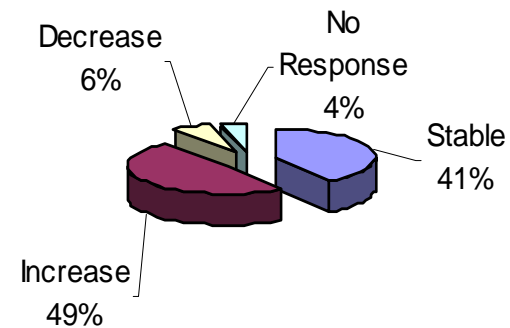


## ■ Production

**Individual Company Total Sales**



**Individual Company Market Share**



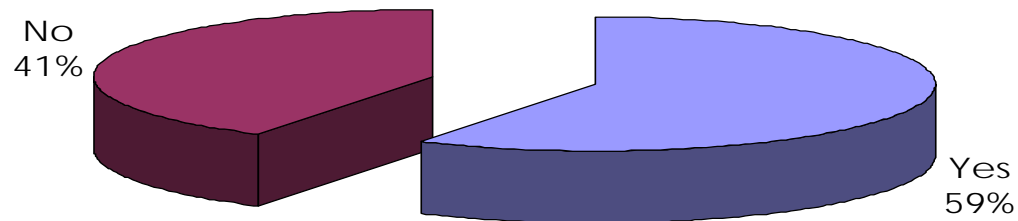
# Expected Expansion Opportunities Facilities -



Estimated investment =

**\$226,572,000** in the region.

Does the Company Plan to Expand in the Next 3  
Years?





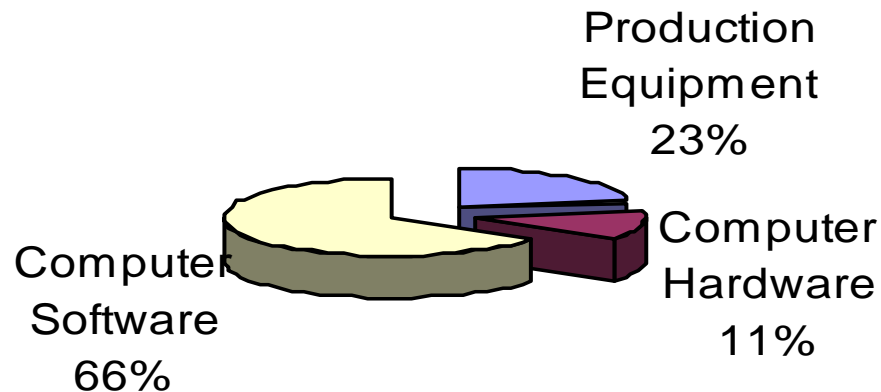


e-Synchronist:

# Emerging Technology

...today, “Technology is more evolutionary than revolutionary.”

50% of the companies surveyed expect to introduce new technology in their business in the next 3 years.





e-Synchronist:  
**Community  
Services**

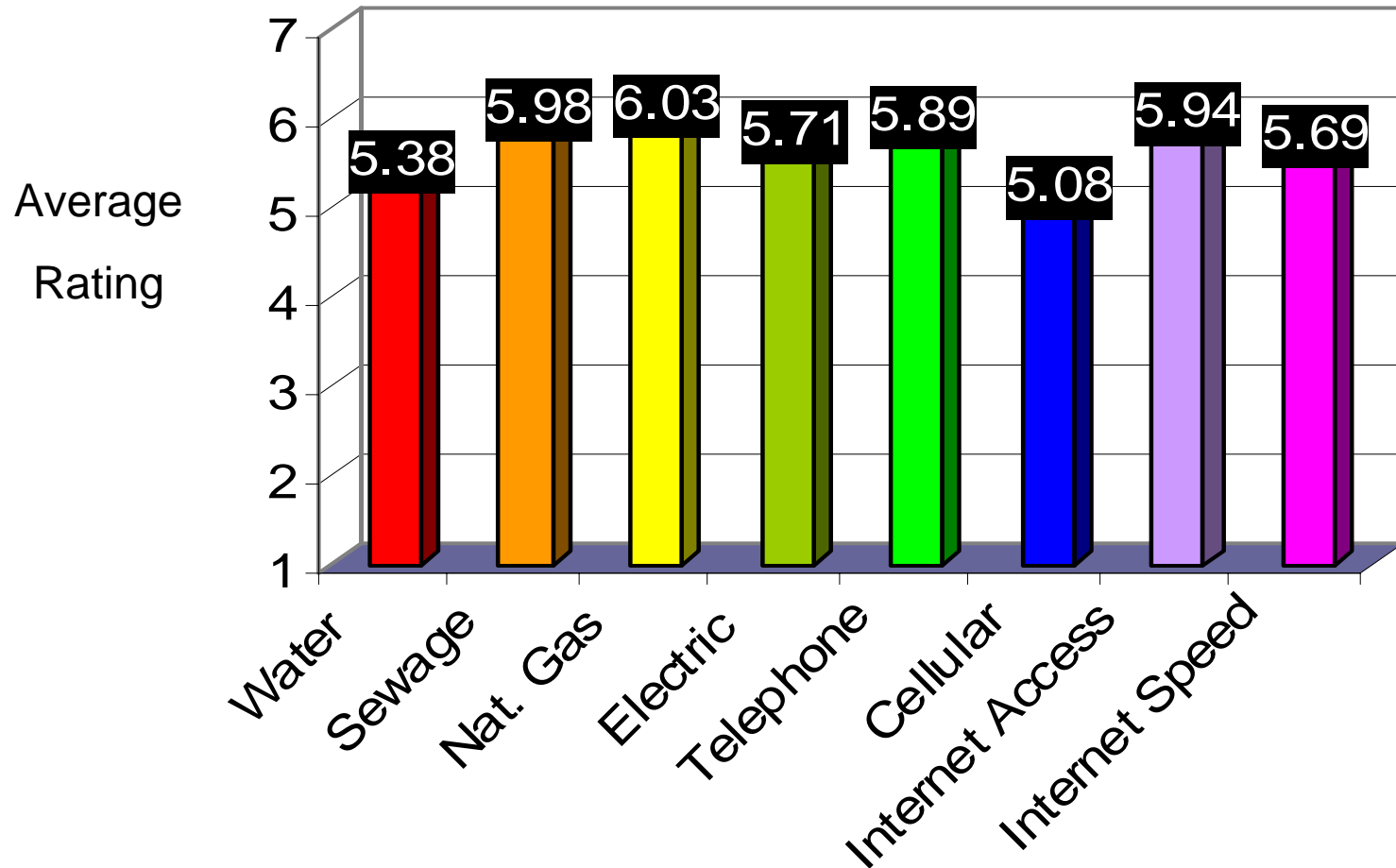


# Utilities Information

- The overwhelming majority of the respondents indicated that cellular telephone service was a prominent issue.
- Water quality and quantity were the issues of second greatest concern among respondents.

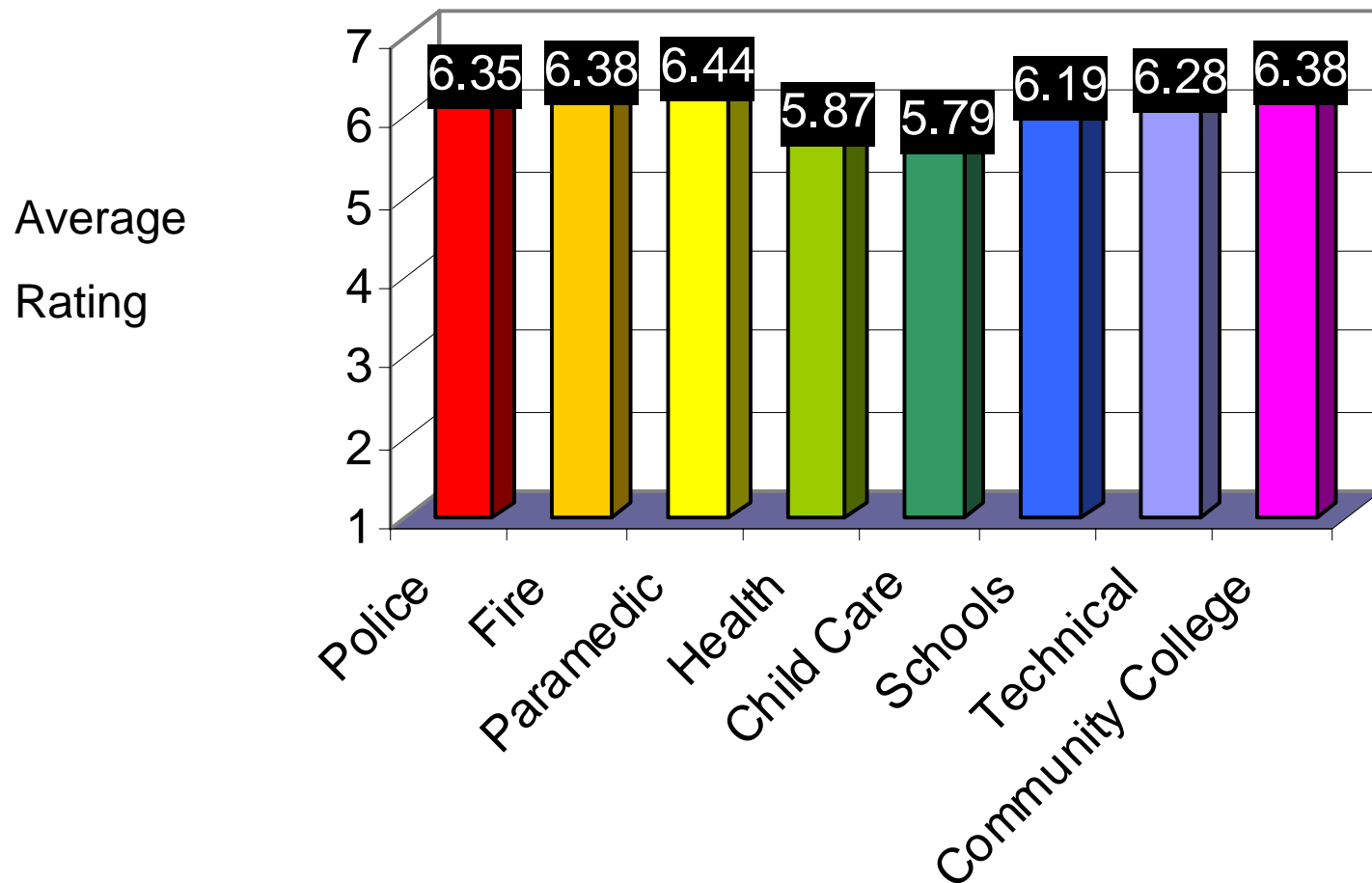
# Satisfaction w/Utilities

(On a scale of 1 to 7)



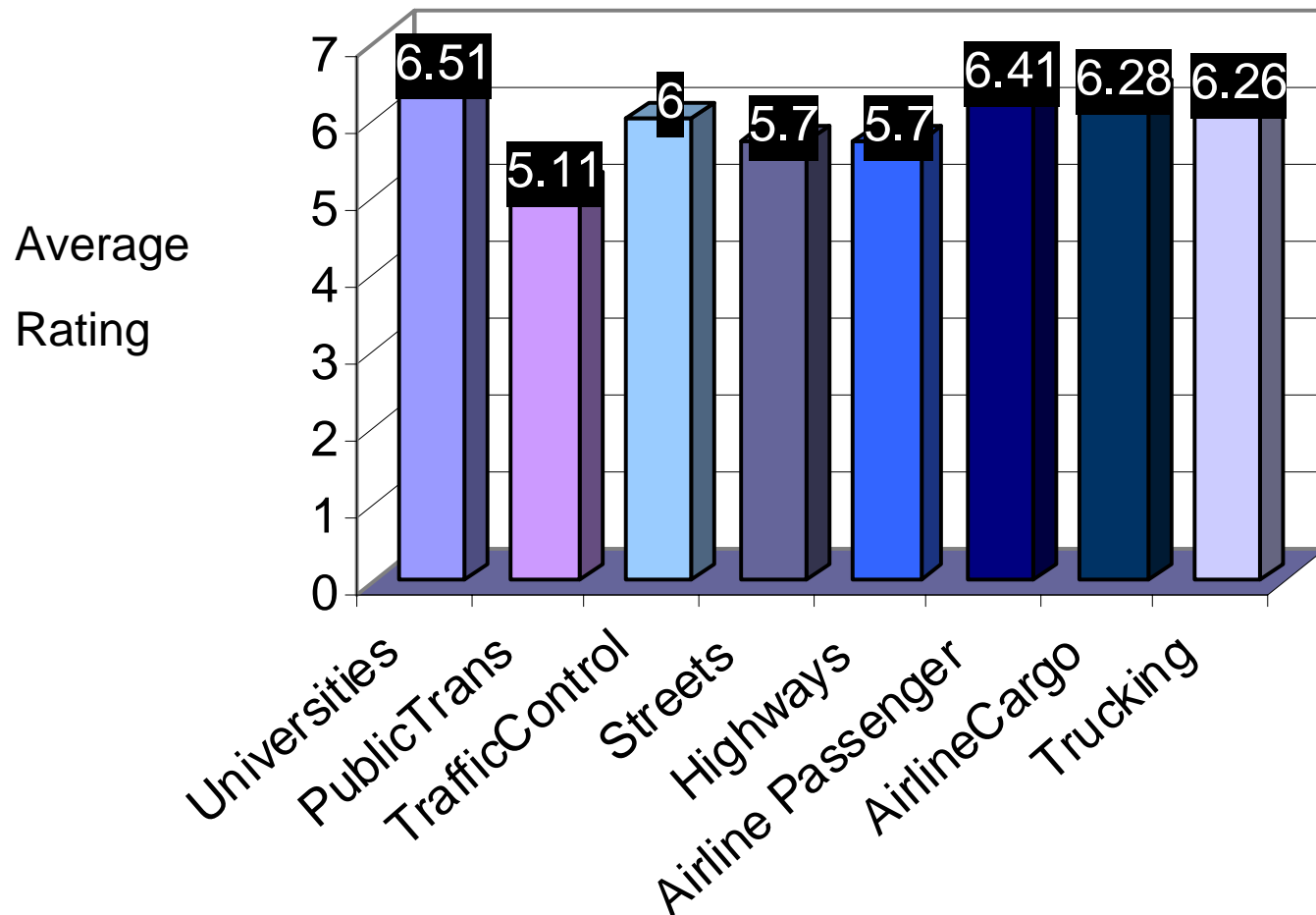
# Satisfaction w/Community Services

(On a scale of 1 to 7)



# Satisfaction w/Community Services

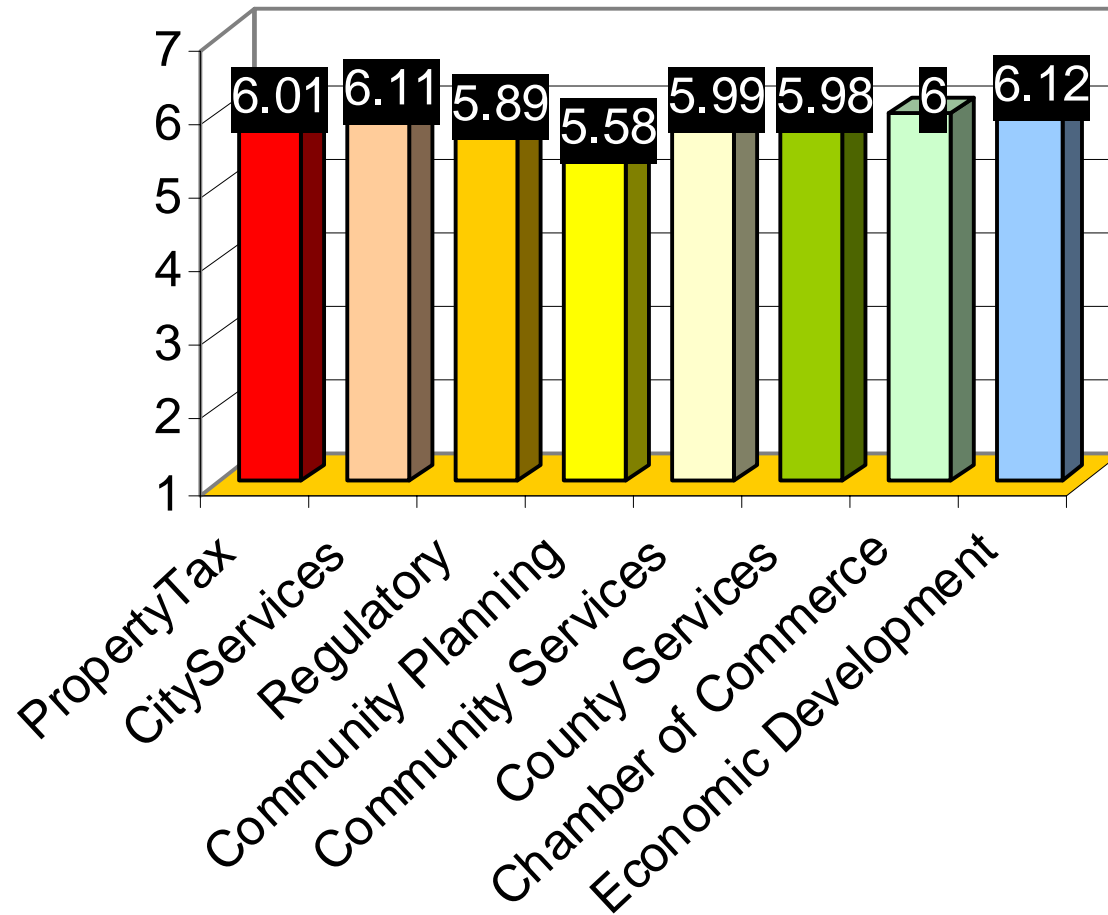
(On a scale of 1 to 7)



# Satisfaction w/Community Services

(On a scale of 1 to 7)

Average  
Rating



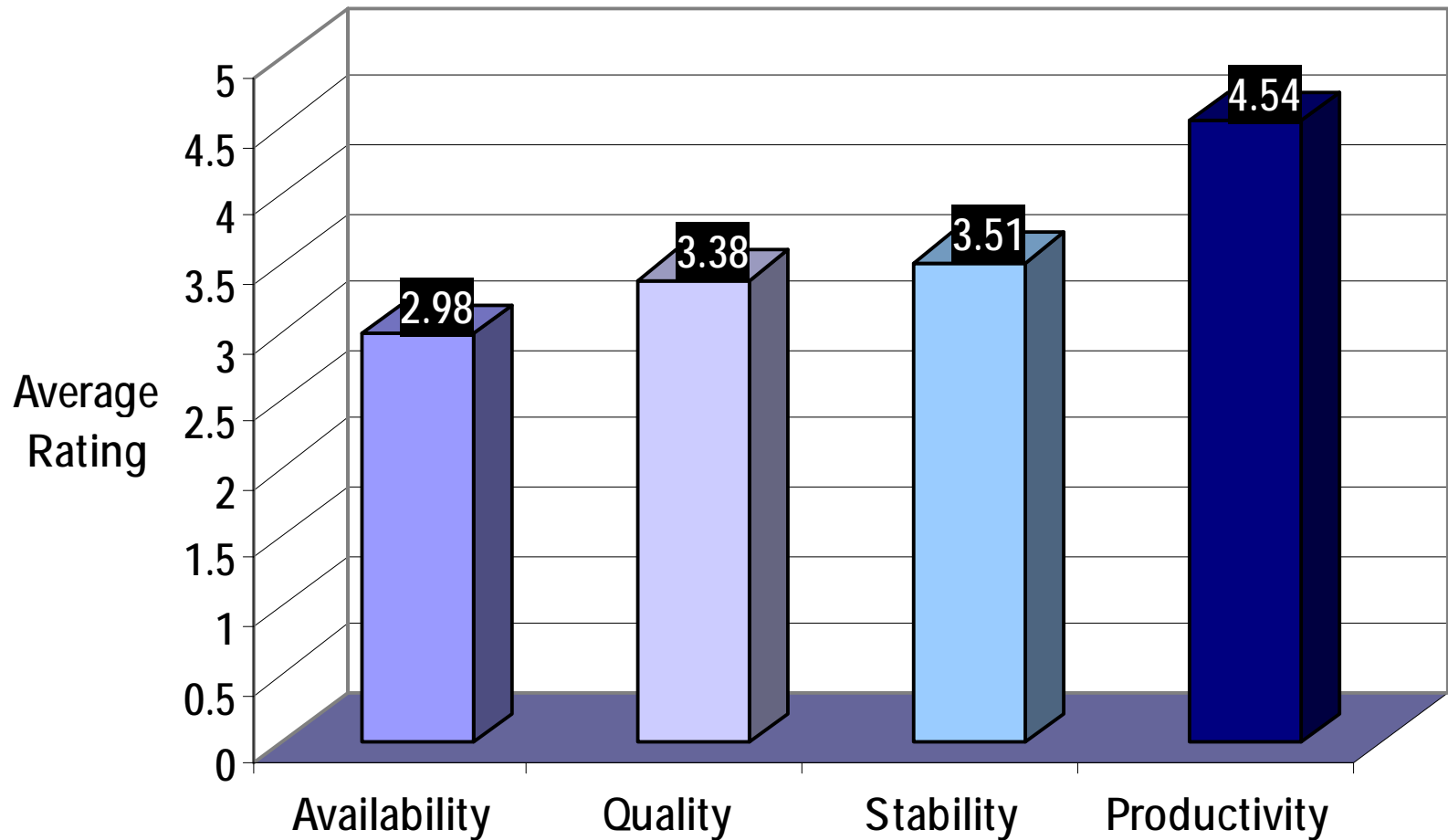




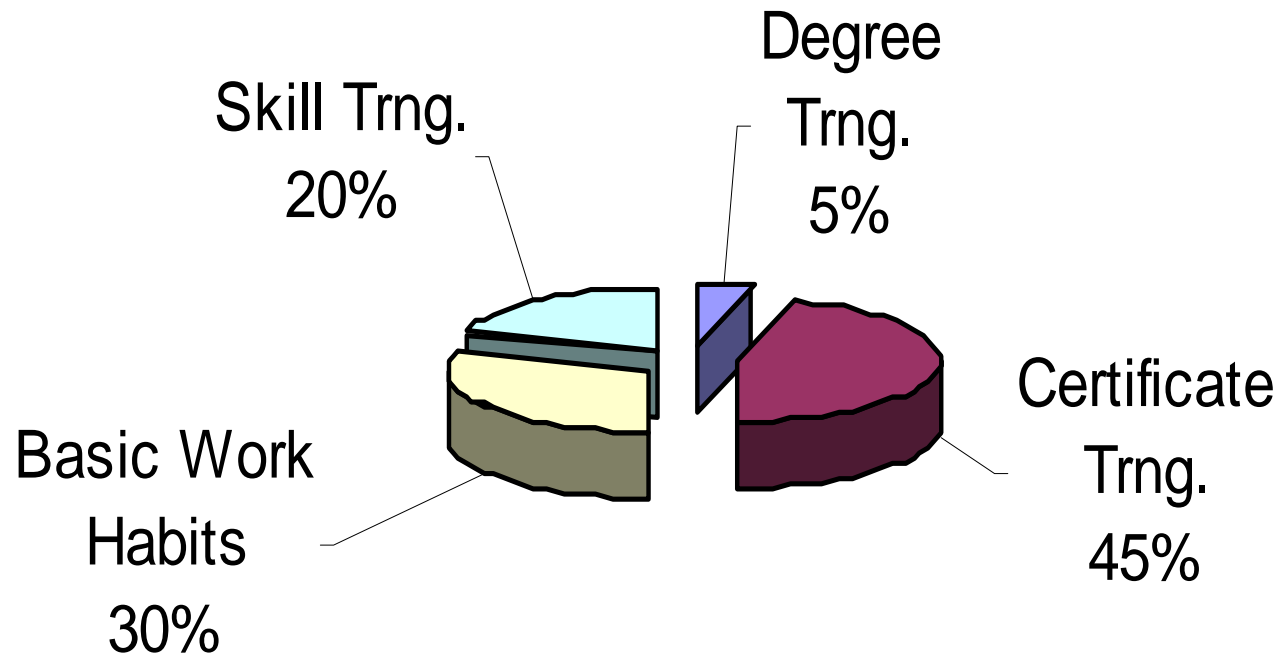
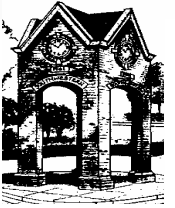
e-Synchronist

# **Workforce Data Summary**

# Work Force Evaluation



# Skill Gap Training Areas

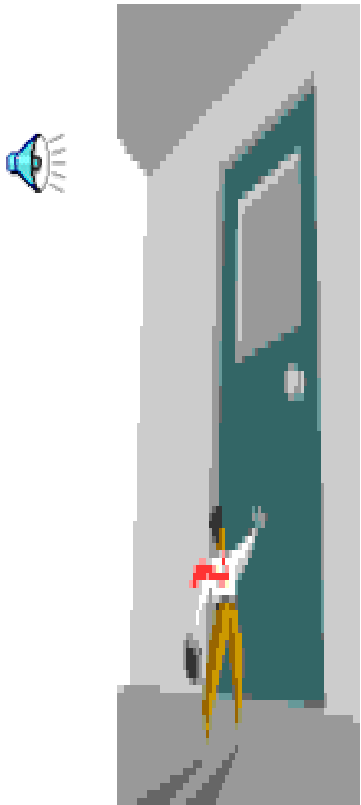


# Training Budget Utilization



- 47% of companies with specific training budgets identified a focus on improving workers **technical skills**. (New Technology and new products and/or processes will drive this training.)
- (19%) of the companies identified a focus on remediation of **basic work skills and work habits**. (Reading, writing, applied math, and interpreting and applying information are examples of basic work skills.)

# Opportunity is knocking...



What's the next step?



# 10 Reasons For Communities to Adopt A Business Retention and Expansion Initiative

## 10 Reasons For Communities to Adopt A Business Retention And Expansion Initiative



- 1. Improve mutual awareness between business and government**
- 2. Identify concerns, problems, and opportunities for business in Oklahoma communities**
- 3. Refine policies and strategies to improve the overall climate for investment, employment, and competitiveness**

## 10 Reasons For Communities to Adopt A Business Retention And Expansion Initiative



- 4. Prevent overlap and duplication in government's dealings with business**
- 5. Cost-effective business development; in the U.S., cost per new job of business retention and expansion programs typically range from a few hundred to \$3,000, compared with up to \$300,000 per job for new inward investment**
- 6. Increase incomes, employment, and opportunity**



## 10 Reasons For Communities to Adopt A Business Retention And Expansion Initiative



- 7. 90% of closures arise from mergers and acquisition, consolidations, restructuring, and planned relocation, all of which can be addressed through business retention and expansion**
- 8. 40% to 80% of new jobs come from existing, expanding companies**
- 9. Demonstrate to business that they are important to Oklahoma and our communities**
- 10. Our competition is doing business retention and expansion in their states and communities!**



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