



TULSA REGIONAL CHAMBER
TULSACHAMBER.COM

2018 ANNUAL REPORT

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Riverside Campus
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Sand Springs Campus
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YOUR PARTNER IN PROSPERITY

The Tulsa Regional Chamber is northeast Oklahoma's principal business-driven leadership organization improving the quality of community life through the development of regional economic prosperity.

["Our Chamber is probably the best chamber of commerce in the United States for starting a business."

*Jennifer Jezek
2018 Vice Chair of Communications*



"Tulsa has been an ideal partner for expanding our operations. We are ready to hit the ground running in 2019 with more in store."

*Jim McIntyre
CEO, Greenheck Group*

We pursue this prosperity through four strategic initiatives: regional economic and workforce development, regional tourism, regional business and education advocacy, and community development.

We are actively **engaged** in the success of our members and the growth of our region, and we exude **positivity** about the communities we serve. We collaborate **inclusively** and seek **innovative** solutions to

the challenges and opportunities ahead of us. Most of all, we're **accountable** to our members, our investors and our community stakeholders.

Your partnership with the Chamber – whether through membership, sponsorship, advocacy or investment – helps make the Tulsa region a community where people want to live, a destination travelers want to visit, and a market in which companies prosper.



86%

**2018 MEMBERSHIP
RETENTION RATE**



\$3.2 MILLION

**TOTAL RAISED DURING THE 2018
RESOURCE CAMPAIGN**



299 NEW MEMBERS

**JOINED THE CHAMBER
IN 2018**

SOARING AHEAD

As 2018 chair of the Tulsa Regional Chamber, BOK Financial President and CEO Steve Bradshaw outlined three imperatives that span the Chamber's strategic initiatives: public education funding, new economy job growth and additional direct flights from Tulsa International Airport. These priorities, as Bradshaw said at the outset of his tenure as chair, "will be the fuel that enables our region to soar ahead."

["Support from local leaders has been instrumental in our ability to come to Oklahoma, and we are grateful for their collaboration to bring thousands of new jobs with benefits starting on day one."

*Mark Stewart
Vice President of North America Customer Fulfillment, Amazon*



"Our state must ensure a long-term commitment to education, even during periods of economic downturn. The Tulsa Regional Chamber, along with the 75 northeast Oklahoma organizations endorsing the OneVoice Regional Legislative Agenda, are committed to being partners in that effort."

*Steve Bradshaw
2018 Chair, Tulsa Regional Chamber*

INVESTING IN THE NEXT GENERATION

Public education advocates scored a major win in March when the Oklahoma legislature approved a significant pay increase for teachers. As it has been for years, the Chamber was a steadfast supporter of increased funding for education. Despite several false starts and heated public discourse over the issue, passage of this historic pay increase is a major investment in Oklahoma's economic competitiveness.

TULSA'S LARGEST NEW EMPLOYER - EVER

Collaboration between the Chamber and the City of Tulsa resulted in the largest new jobs announcement in Tulsa's history. In June, Amazon unveiled plans to construct a 600,000-square-foot fulfillment center near Tulsa International Airport. The company will invest an estimated \$130 million for the state-of-the-art facility, which will employ around 1,500 people.

A DIRECT CONNECTION TO LOS ANGELES

In October, American Airlines announced a daily nonstop flight between Tulsa International Airport and LAX beginning in April 2019. The new flight follows a multi-year strategic effort by the airport, the City of Tulsa, the George Kaiser Family Foundation and the Chamber to add additional direct flights in Tulsa. The LAX flight secures daily service to Tulsa travelers' second most popular final destination.



\$6,100

AVERAGE PAY INCREASE FOR OKLAHOMA TEACHERS



\$50 MILLION

ANTICIPATED PAYROLL FOR AMAZON'S TULSA FULFILLMENT CENTER



18 TOTAL

NONSTOP DESTINATIONS NOW SERVICED FROM TULSA INTERNATIONAL AIRPORT



REGIONAL ECONOMIC & WORKFORCE DEVELOPMENT

Through Tulsa's Future, the Chamber-led regional economic development partnership supported by public and private investors, northeast Oklahoma's communities collaborate - rather than compete - to attract investment and create jobs. From supporting companies relocating to or expanding in the region, to meeting the needs of small businesses and entrepreneurs, the Chamber combines economic and workforce development into a holistic strategy for regional growth.

THE LARGEST CAPITAL INVESTMENT IN OUR REGION IN DECADES

Italian tissue paper manufacturer Sofidel broke ground in March on a \$360 million production facility in Inola. The 1.8-million-square-foot plant is almost 40 percent larger than the Macy's Fulfillment Center in north Tulsa County and will employ 300 people. Coordinated by the Tulsa Regional Chamber, the project involved more partner entities than any other in the 13-year history of Tulsa's Future.

"The Tulsa region thrives due to its regional collaboration. Together, we build strong communities."

*Chelsea Levo Feary
Director of Economic Development, City of Owasso*



"An international company like Sofidel locating here is a tribute to Oklahoma's talented manufacturing workforce."

*Principal Chief Bill John Baker
Cherokee Nation*

BUILDING CONNECTIONS AMONG SMALL BUSINESS OWNERS

The Chamber's Tulsa Small Business Connection launched new programs and strengthened existing offerings to connect small business owners with peers and mentors. Nearly 1,000 people from more than 750 businesses participated in Connection programming in 2018, a 15 percent increase in company representation over 2017.

COLLABORATING TO MEET TALENT NEEDS

The Chamber convened employer collaboratives to discuss shared workforce opportunities in the aerospace and IT sectors. These working groups develop consensus on industry-specific talent needs and give member companies – 53 in 2018 – better leverage to coordinate job-specific training and education with service providers.

LONG-TERM PARTNERSHIP

In November, Whirlpool began construction on a \$55 million, 798,000-square-foot factory distribution center. This is Whirlpool's second expansion in northeast Oklahoma since its initial capital investment in 1994.



\$1.107 BILLION
CAPITAL INVESTMENT FACILITATED BY
TULSA'S FUTURE SINCE 2016



13,773 JOBS
CREATED WITH TULSA'S FUTURE
SUPPORT SINCE 2016



152 STARTUPS
ASSISTED BY THE FORGE AND
36°N SINCE 2016



REGIONAL TOURISM

The Chamber's destination marketing organization, Tulsa Regional Tourism, administers three interdependent entities: VisitTulsa, the city's convention and visitors bureau; the Tulsa Sports Commission, which markets the city as an amateur sports destination; and the Tulsa Office of Film, Music, Arts & Culture, an accredited film commission. Their combined efforts generate a significant economic impact and enhance Tulsa's reputation as a choice destination.

EQUESTRIAN PRESTIGE

In May, the Breeder's Invitational signed a five-year extension to remain at Tulsa's Expo Square through 2023. The equine show has grown as a premier event in the cutting horse industry since its 2009 debut in Tulsa. The show's annual economic impact exceeds \$21 million, making it one of the most high-value events in the region.

"The revenue generated for our community by tourism is beneficial to all Tulsans. We have a lot to be proud of, from the Gathering Place to the city's renowned music scene to national attention on the historic Greenwood District. Our ordinary is truly extraordinary."

*Brandon Oldham
Tourism Committee Chair, 1921 Race Massacre Centennial Commission*



"Through constant collaboration with VisitTulsa and the Tulsa Sports Commission, [we are] committed to bringing top-caliber sporting events to the Tulsa region."

Jeff Nickler
General Manager, BOK Center

QUANTIFYING CREATIVITY

Tulsa FMAClaunched the Tulsa Creativity Database, a searchable online repository of the region's creativity resources and locations for use by filmmakers. The database, which includes nearly 400 entries, is the result of more than a year of planning, fundraising and development.

DESTINATION LEARNING

In July, more than two-dozen business and civic leaders joined Tulsa Regional Tourism staff for Destination Memphis, a learning trip to the Tennessee city. The group's experience at the National Civil Rights Museum set the tone for collaboration and unity in Tulsa as the city makes plans to commemorate the centennial of the 1921 Tulsa Race Massacre.

BIG 12 WRESTLING RETURNS

The Big 12 Conference and the Tulsa Sports Commission announced a partnership to host the Big 12 Wrestling Championship at Tulsa's BOK Center through 2024. Tulsa hosted the tournament in 2017 and 2018, both of which set conference attendance records.



\$267 MILLION

TOTAL ECONOMIC IMPACT FROM TULSA
REGIONAL TOURISM IN FY 2017-18



188,271 ROOM NIGHTS

BOOKED IN FY 2017-18



118% OF GOAL

SALES LEADS GENERATED
IN FY 2017-18



REGIONAL BUSINESS & EDUCATION ADVOCACY

The Chamber-led OneVoice regional legislative coalition is northeast Oklahoma's unified front advocating for policies conducive to economic prosperity. By engaging member companies in legislative advocacy and partnering with area municipalities, chambers of commerce and issue groups, the Chamber helps ensure business-friendly policies at the local, state and federal levels.

["The interaction and discussion with our elected officials is invaluable from a business perspective, as well as an opportunity to advocate for local prosperity and resilience."]

*Matt Newman
Director of Business Management, Covanta*



"The Chamber is a great advocate for us and helps us understand the issues at hand."

Nicole Morgan

Chair, OneVoice Small Business & Entrepreneurship Task Force

CONTINUED MOMENTUM FOR CRIMINAL JUSTICE REFORM

Nearly two years in the making, the governor signed into law six bills that originated as recommendations from the Oklahoma Justice Reform Task Force. The legislation, which the Chamber helped craft, will avert roughly two-thirds of Oklahoma's projected prison population growth over the next decade.

ESSENTIAL INCENTIVES FOR REGIONAL GROWTH

Chamber advocacy helped preserve or enhance a number of vital state economic incentives in 2018. The Oklahoma Quality Events incentive was extended through June 2021, and additional funding was secured for the state's Quick Action Closing Fund. The legislature also raised the threshold for qualifying full-time employees for the Small Employer Quality Jobs incentive from 90 to 500.

ADVOCATING FOR CRITICAL INFRASTRUCTURE IMPROVEMENTS

Much needed progress was made in July toward upgrading Tulsa's aging levee system. Federal funding of a feasibility study for the project marks significant progress on this long-time OneVoice priority, which Chamber members strongly advocated for during May's Tulsa Regional Washington D.C. Fly-In.



77 ENDORSEMENTS
FOR THE 2018 ONEVOICE REGIONAL
LEGISLATIVE AGENDA



89% SUCCESS RATE
OF CHAMBER-AFFILIATED PAC
ENDORSEMENTS IN 2018 STATE ELECTIONS



4,851 PRISON BEDS
PROJECTED TO BE OFFSET THROUGH
CRIMINAL JUSTICE REFORM LEGISLATION



COMMUNITY DEVELOPMENT

All of the Chamber's programs are focused on making northeast Oklahoma a vibrant place to live, work and visit. From developing the next generation of civic and business leaders to fostering equitable economic outcomes, the Chamber engages with a broad network of stakeholders to enhance the quality of community life in the Tulsa region.

ENGAGING INTERNS

The pilot year for TYPros' Intern In Tulsa summer event series wrapped up in August. More than 100 interns participated in dozens of social gatherings, professional development opportunities and networking sessions.

["Intercity Visit is one of the most important things the Tulsa [Regional] Chamber does."

Tulsa Mayor G.T. Bynum



"To grow our regional economy, we must continue to improve the perception that Oklahoma is a welcoming place for everyone."

Rose Washington
2018 Mosaic Chair

PARTNERS IN RECONCILIATION

In August, members of the Chamber's executive committee met with a broad cross section of community leaders to learn more about the work of the 1921 Tulsa Race Massacre Centennial Commission. The half-day session included thoughtful conversation about the business community's role in racial reconciliation, laying the foundation for the Chamber's continued engagement with the issue in the years to come.

"THE COLUMBUS WAY"

The Chamber's ninth annual Intercity Visit generated transformative ideas for community development. Among the most impactful lessons learned in Columbus, Ohio, were the importance of inclusion on a region's perception and ability to attract talent; the significance of a cohesive regional brand; and the need for a long-term regional vision shared by the business, civic and philanthropic communities.

INDEXING INCLUSION

Mosaic, the Chamber's diversity and inclusion council, reformatted its annual survey to be a more helpful resource for participating companies. More than 100 companies leveraged the index to improve their diversity and inclusion policies and practices. These organizations were recognized as the region's Top Inclusive Workplaces at the Chamber's inaugural State of Inclusion event in October.



50% INCREASE
IN GENDER DIVERSITY ON THE CHAMBER'S
2019 BOARD OF DIRECTORS



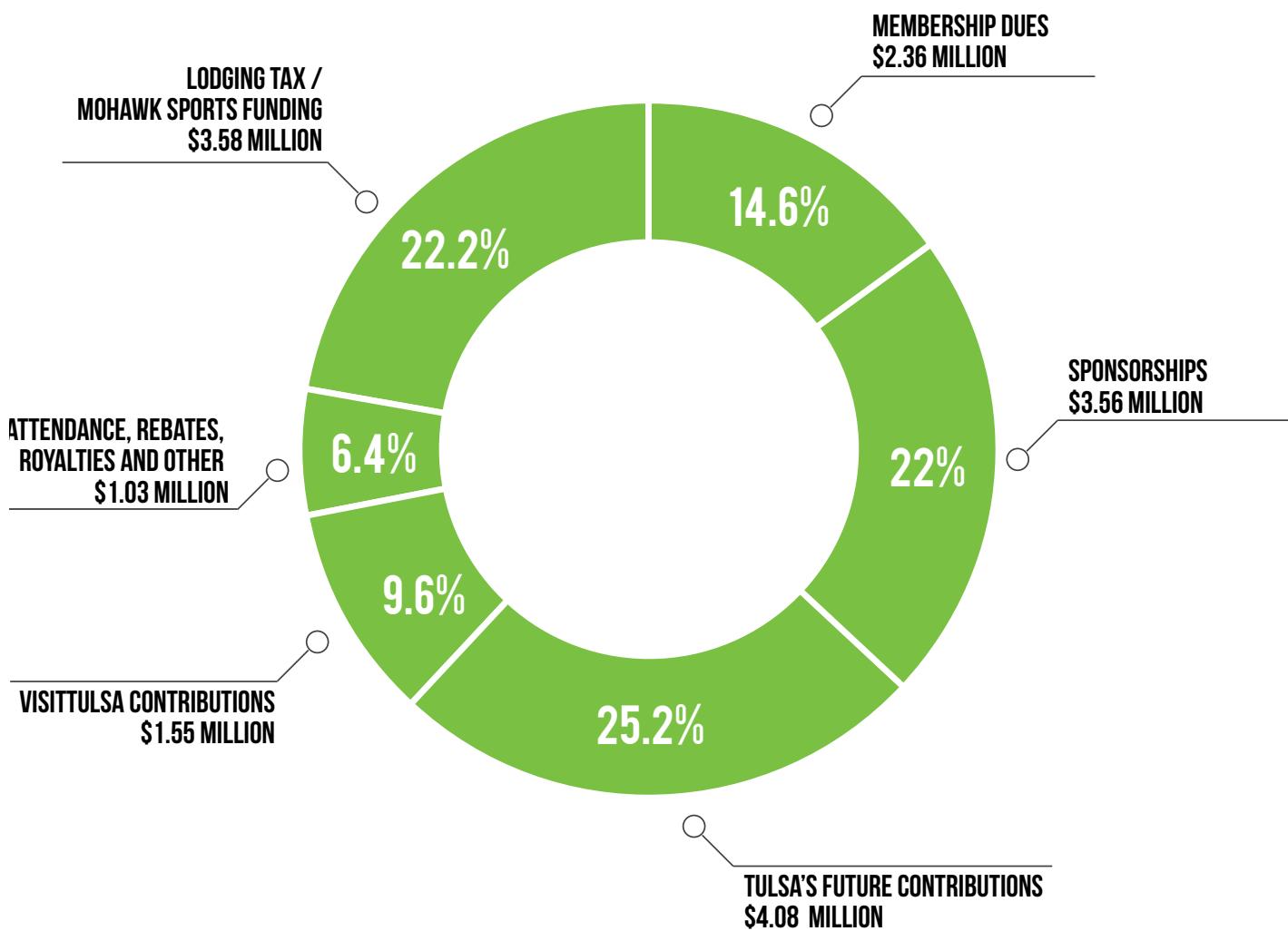
3,181 TOTAL ATTENDEES
AT TYPROS EVENTS IN 2018



102 COMPANIES
RECOGNIZED AS TOP INCLUSIVE
WORKPLACES IN 2018

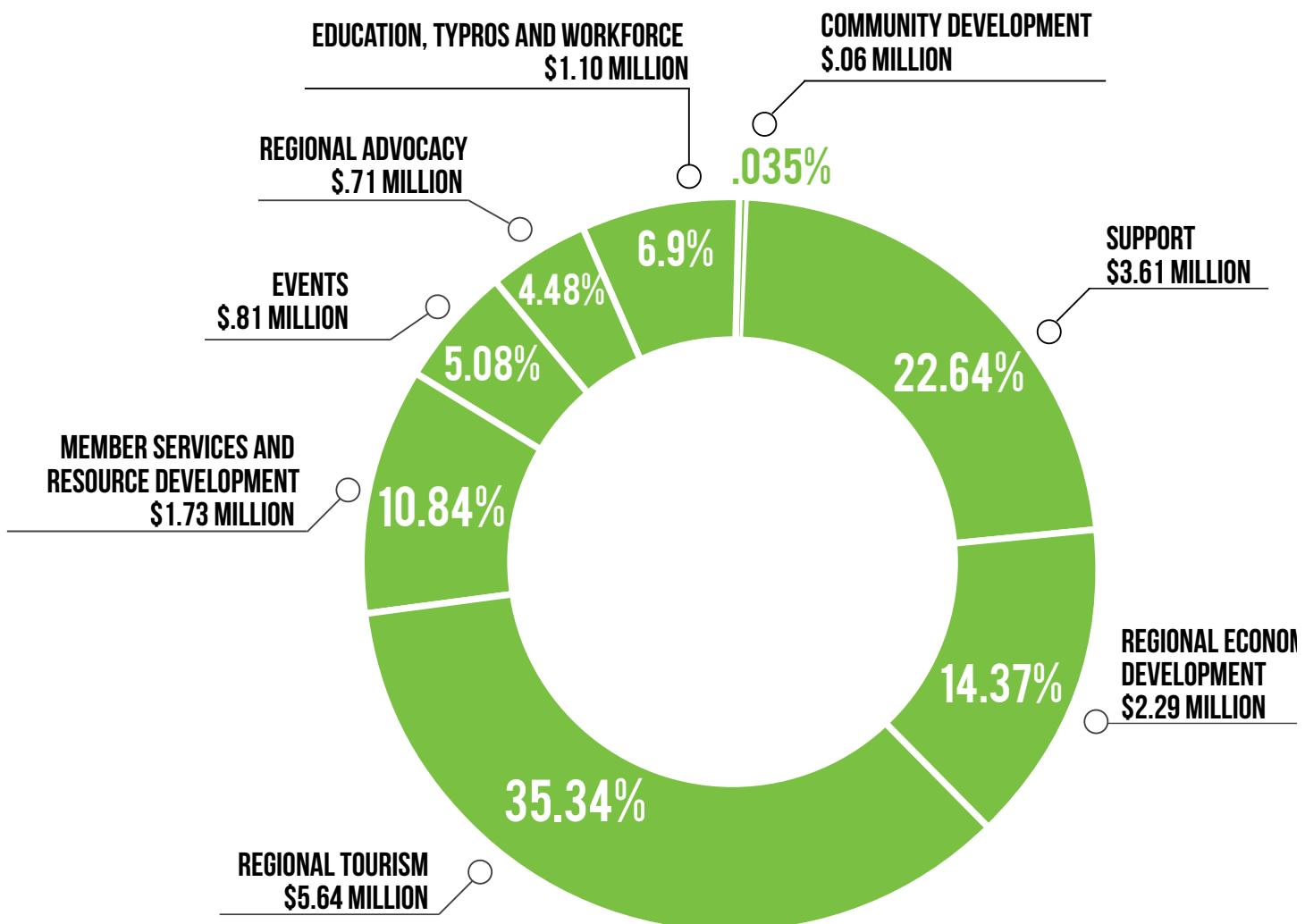
2018 FINANCIAL DATA

**2018 ESTIMATED REVENUE
\$16,164,439**



2018 ESTIMATED EXPENDITURES

\$15,949,797



(preliminary and unaudited)

2018 EXECUTIVE COMMITTEE



STEVE BRADSHAW

2018 Chair

President & CEO
BOK Financial Corp.



DAVID STRATTON

2019 Chair

Executive Vice President of Tulsa
Corporate Banking
BOK Financial Corp.



PHIL ALBERT

2017 Chair

President
Pelco Structural LLC



MIKE NEAL

President & CEO

Tulsa Regional Chamber



DAVID KEGLOVITS

Legal Counsel & Secretary
Chairman of the Board
GableGotwals



STACY KYMES

Treasurer

Executive Vice President
BOK Financial Corp.



AMY BATES

*Vice Chair, Small Business
Chair, Tulsa Small Business
Connection*

Owner
Merry Maids



STEPHANIE CAMERON

*Immediate Past Chair, Tulsa's Young
Professionals*

Community Relations Administrator
AAON



CARLIN CONNER

Vice Chair, Education & Workforce
CEO
SemGroup Corp.



SHANE FERNANDEZ

Vice Chair, Resource Development
President
Nabholz Corporation



GORDY GUEST

*Vice Chair, Community
Development*
Senior Principal & CEO
Cyntergy



JAY HELM

*Vice Chair, Tulsa & Oklahoma
BizPAC*
President
American Residential Group

**DAVID JETER**

*Vice Chair, Tourism
Chair, VisitTulsa*
Senior V.P., Business Banking
Bank of Oklahoma

**JENNIFER JEZEK**

*Vice Chair, Communications,
Marketing & Events*
President
York Electronic Systems, Inc.

**KEN LEVIT**

At-Large
Executive Director
George Kaiser Family Foundation

**SID MCANNALLY**

Vice Chair, Economic Development
Senior Vice President, Operations
ONE Gas, Inc.

**BOB MCGREW**

At-Large
President & CEO
T. D. Williamson

**MIKE MEARS**

*Vice Chair, Sports
Chair, Tulsa Sports Commission*
Chairman, President & CEO
Magellan Midstream Partners, L.P.

**ROGER RAMSEYER**

Vice Chair, Government Affairs
Tulsa Market Vice President
Cox Communications

**STUART SOLOMON**

At-Large
President & COO
Public Service Company of Oklahoma

**JEFF STAVER**

Chair, Tulsa's Future
Chief Operations Officer
Tulsa Community Foundation

**ROSE WASHINGTON**

*Vice Chair, Diversity & Inclusion
Chair Mosaic*
Executive Director
TEDC Creative Capitol

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AAON, Inc.

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Cherokee Nation

FRED BARNES
Macy's

TOM BIOLCHINI
Valley National Bank

BILL BROWN
Spirit AeroSystems, Inc.

ZAC CARMAN
ConsumerAffairs

MIKE COOPER
AT&T

ROB CORETZ
Omni Air International, Inc.

FRED DORWART
Frederic Dorwart, Lawyers

GENTNER DRUMMOND
Blue Sky Bank

MICHEAL DUNN
Williams

KEVIN EASLEY
New Dominion, LLC

MOISES ECHEVERRIA
Oklahoma Center for Community and Justice

GLORIA FLETCHER
Tulsa World Media Company

DR. SHARON FLETCHER
CommunityCare

PRINCIPAL CHIEF JAMES R. FLOYD
Muscogee (Creek) Nation

JAY FOLEY
Southwestern Regional Medical Center - Cancer Treatment Centers of America

SUANNE GERSDORF
Oklahoma Cancer Specialists and Research Institute

DR. LEIGH GOODSON
Tulsa Community College

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BROOKE HAMILTON
NPI

MIKE HAMMOND
Spirit AeroSystems, Inc.

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McNellie's Group

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Hilti

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T.D. Williamson

DR. WILLIAM WILSON
Oral Roberts University

PAST CHAIRS ON THE BOARD

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Williams
2015 Chair

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OSU-Tulsa
1994 Chair

CHEP CADIEUX
QuikTrip Corp.
2007 Chair

DR. GERRY CLANCY
University of Tulsa
2011 Chair

JEFF DUNN
Mill Creek Lumber & Supply
Company
2016 Chair

JIM DUNN
Mill Creek Lumber & Supply
Company
2002 Chair

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1984 Chair

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2013 Chair

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Schnake Turnbo Frank
2012 Chair

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Gable & Gotwals
2001 Chair

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Hughes Lumber Company
1982 Chair

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The NORDAM Group, Inc.
1992 Chair

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The Bama Companies, Inc.
2000 Chair

DAVID PAGE
JPMorgan Chase
2009 Chair

CHUCK PATTERSON
Patterson Realtors
1999 Chair

GEORGE SINGER
Singer Bros, LLC
1997 Chair

STEVE TURNBO
Schnake Turnbo Frank
2006 Chair

2018 BOARD OF ADVISORS

GOLD LEVEL

| | | | |
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| HollyFrontier Tulsa Refining, LLC | Ameristar Perimeter Security USA, Inc. | Linde Engineering North America, Inc. | Sherwood Construction |
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| MidFirst Bank | Bank of America | Mazzio's, LLC | SPX Heat Transfer, LLC |
| NORDAM | Blue Sky Bank | McElroy Manufacturing, Inc. | TRC Pipeline Services, Inc. |
| ONE Gas, Inc. | | | Tulsa City County Health Department |

| | | | |
|--|---|---|--|
| Tulsa Tech | Doerner, Saunders, Daniel & Anderson, LLP | Kelvion Inc. Thermal Solutions | Saint Simeon's |
| Tulsa World Media Company | Dolese | KJRH - Channel 2 | Sanguine Gas Exploration, LLC |
| Webco Industries, Inc. | DoubleTree by Hilton Hotel Tulsa - Warren Place | KOTV / KQCW | Sherwood Construction |
| WPX Energy Company | Educational Development Corporation | L-3 Aeromet | Sigma Solutions |
| BRONZE LEVEL | | | |
| AAA Oklahoma | Eide Bailly, LLP | Limco Airepair | Solar Turbines |
| Additive Systems, Inc. | Enel Green Power North America, Inc. | Marsh | Sonic Drive-In (Tulsa Region) |
| American Parking | Enovation Controls | McAfee & Taft | SP+ Parking |
| American Waste Control, Inc. | Epic Charter Schools | Mid-Continent Group | State Chamber of Oklahoma |
| Anheuser Busch Sales of Oklahoma | Equity Bank | Montereau | Sutherland Global Services |
| AXH Air-Coolers | Ernst & Young, LLP | New York Life Insurance Co. | Tesla |
| AZZ Galvanizing | EST, Inc. | NewView Oklahoma | The McNellie's Group |
| Beck Design | Expo Square | Oklahoma Blood Institute/Tulsa | The Patriot Golf Club |
| Bill Knight Automotive Group | Family & Children's Services | Oklahoma State University | Tulsa Airports Improvement Trust |
| BKD CPAs & Advisors | First United Bank -Sapulpa/Tulsa | Oklahoma Surgical Hospital | Tulsa City-County Library |
| BNSF Railway Company | Flintco, LLC | Opportune, LLP | Tulsa Federal Credit Union |
| Capital One Auto Finance | Gateway Mortgage Group | Osage Casinos | Tulsa Transit |
| Central Plains Cement Co. | Genisys Controls | OSU Center for Health Sciences | Tulsa Zoo Management, Inc. |
| CF Industries | Grand River Dam Authority | OSU Institute of Technology - Okmulgee | TWG (Tulsa Winch Group) |
| Chart Cooler Service Company | Grant Thornton, LLP | OSUIT - Okmulgee | UMB Bank |
| Cimarex Energy Co. | Green Bay Packaging Inc. | ParFab Industries Inc. | Unifirst Corp. |
| Cole Hargrave Snodgrass & Associates | Guaranty Abstract Company | Pelco Structural, LLC | Universal Sandblasting & Coating, Inc. |
| Community Care College | Gunnebo Johnson Corp. | Post Acute Medical Rehabilitation of Tulsa | Valley National Bank |
| Coney I-Lander | Hogan Assessment Systems | Premier Consulting Partners | Video Gaming Technologies |
| Connexions Loyalty | HoganTaylor, LLP | Promise Hotels | Walgreens Area Office |
| Continental Industries | Holland Hall | PwC | Warren CAT |
| CRC - Evans Pipeline International, Inc. | HUB International Mid-America | Red Crown Federal Credit Union | XCaliber International |
| CREOKS Behavioral Health Services | Ihlöff Salon & Day Spa | Renaissance Tulsa Hotel & Convention Center | YWCA Tulsa |
| Crowe & Dunlevy | Imperial | Resolute Engineering | |
| D & L Oil Tools | Indian Health Care Resource Center | Riggs, Abney, Neal, Turpen, Orbison & Lewis | |
| Davis H. Elliot Co. | ITC Great Plains | Rogers State University | |
| Direct Energy | Jackie Cooper Imports of Tulsa, LLC | Ruhrpumpen, Inc. | |

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