



**This is a bi-monthly newsletter e-mailed to the Greater Oklahoma City Partnership to highlight economic development successes throughout the region. Please forward to your key stakeholders to keep them informed of the benefits of our partnership.**

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## **NOVEMBER 2009**

### **RECENT PARTNERSHIP RESULTS**

#### **AAR Aircraft Services**

This company provides commercial aircraft maintenance and repair services at Will Rogers airports. AAR also operates the FBO at Will Rogers. They are hiring 40 new employees at \$39,000 average wages in response to ongoing growth.

#### **ATC Drivetrain Inc.**

ATC is formerly Autocraft Industries. They manufacture aftermarket drivetrain components. The company decided to consolidate operations – and is closing their Springfield, MO facility. 300 positions at \$29,000 average wage are being added to the OKC operation.

#### **DeAngelo Bros.**

DeAngelo Bros provides engineering and highway maintenance services. The company is adding 30 employees at \$38,000 average wage to address ongoing growth.

#### **Piper Valve Systems**

Piper Valve acquired 10.5 acres at 1020 E. Grand Blvd., OKC 73129. They will build an 18,000 square foot office and 50,000 square foot Mfg/Shop Facility at an estimated cost of \$8 million. The new equipment for the facility is estimated at \$5 mil.

#### **Schlumberger Drilling & Measurements**

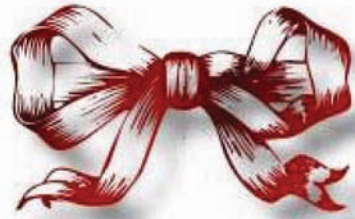
Oil and Gas Company. This firm has acquired 125,000 square feet building on seven acres to relocate their OKC operations. They are making \$8 million in improvements to the property.



**Partnership**

**Thursday  
December 3**

# Holiday Luncheon



11:30 a.m.  
Petroleum Club North

1 N. Sooner Rd.  
Edmond, OK 73034

**Directions: I-35 N or S: As you approach the Edmond area, take the 2nd Street exit (#141) and proceed west. Turn right onto Sooner Road and proceed a few hundred feet until you see the club on your left.**

## PARTNERSHIP NEWS

### Oklahoma City

#### The Who's Lead Singer Surprise guest at UCO Music Academy

The lead singer of rock band The Who, Roger Daltrey, was the surprise master guest to 160 students during a 90-minute question-and-answer session at the Maker's Straight Up lounge, just downstairs from the University of Central Oklahoma's Academy of Contemporary Music in downtown Oklahoma City.



Daltrey was joined by members of the Flaming Lips and the UCO President Roger Webb in a session lead by the CEO of the Academy of Contemporary Music, Scott Baker. Daltrey's surprise appearance is said to be the first of many visits by music industry stars for the ACM.

For more information on the ACM and its guests, visit [www.acm.uco.edu](http://www.acm.uco.edu).

### 30 Jobs Expected From New Air Force Contract



The new nine-year contract between the U.S. Air Force and Northrop Grumman Corp. will create 30 new jobs due to Northrop's contractor logistics support of the KC-10 Extender refueling tanker aircraft. Northrop will create a KC-10 Engine Program office at its current location near Tinker Air Force Base.

"We are excited to partner with the Air Force on the KC-10 CLS program and are committed to working with the Air Force to ensure the KC-10 is ready to support air mobility requirements anywhere, anytime," Ronald Sugar, Northrop's chairman and chief executive officer, said in a statement.

### Okarche

#### OEM Systems Inc. Leads Conversion Business

OEM Systems Inc., a truck equipment specialist based in Okarche, is on schedule to convert 400 vehicles to run on compressed natural gas this year. OEM is leading other companies and municipalities in the same direction, kick-starting the alternative fuel trend.

While many are fascinated with the conversion process and business, company officials researched before agreeing to do the conversions. OEM was urged by the longtime advocate of natural gas, Chesapeake Energy Corp.

OEM uses the most popular conversion process, turning out bi-fuel vehicles that can run on gasoline

or CNG. According to John Luber, general manager of sister company Carter Chevrolet Agency, each conversion takes up to two days depending on the vehicle, at about \$10,000-\$12,500.

David Smith, OEM's vice president of operations, said the company uses top-quality materials so the converted vehicles will be durable.

"To my knowledge, we are the biggest converter in the United States," he said.

## **Piedmont**

### **Wheego Electric Cars Name Piedmont Exclusive Dealer**

Amp Control Inc. in Piedmont has been named the exclusive dealer to the Wheego electric cars, giving Oklahoman's a great opportunity to own an alternative-fuel vehicle that's reasonably priced.

Amp Control Inc. will build an assembly plant for Wheego in the Piedmont-Kingfisher area, planning to employ 50 people.

The low-speed vehicle, called a Whip, can be driven on roads with posted speed limits of 35 mph or less, and works well with the public's pocketbook.



What you need to know about a Wheego:

- Can go up to 25mph
- Runs on lead-acid batteries that can be recharged from a standard household outlet
- Travels about 30 miles on a single charge
- Holds two people
- Features such as power steering, air conditioning, spare tire carrier
- Costs less to operate per day than a household refrigerator

Amp Control was awarded the rights to sell Wheego due to their progressive projects manufactured in the past, such as a remote-controlled hillside mower and another electric car from Chrysler.

The Wheego Whip is a less expensive alternative to other electric cars on the market that can cost up to \$30,000-\$40,000. Due out next year, the Wheego Whip will launch Oklahomans into a greener, affordable future.

## **El Reno**

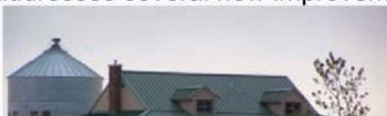
### **Capital Improvement Program (CIP) Continues to Enhance El Reno**

The city of El Reno is making improvements to the city through the Capital Improvement Program (CIP) sales tax, with a multitude of new recreation and infrastructure projects. The CIP sales tax was voted on by the citizens in 2007, proposing new walking trails, park enhancements, a new stadium, Jenks Simmons Field house addition, and new little league athletic fields as well as the addition of restrooms and concession stands.

The focus of the CIP is the multi-purpose Lake Facility, containing the Hook 'N Slice Restaurant and Bar overlooking the exceptional Crimson Creek Golf Course and Lake Reno, completed in July 2009, and the Memorial Football Stadium, completed in September 2007. In just this one year, over \$1.5 million worth of public infrastructure, (street, sewer, water) have been completed or are underway.

### **More Improvements**

The El Reno Public School Series One bond election for \$1,130,000 in building improvements, as well as Series Two for \$225,000 in Transportation Equipment Bonds, which passed in September, addresses several new improvements including repairs and upgrades for technology, transportation, band equipment, and playground equipment for schools and students.



An El Reno Regional Airport's connector road has also been repaved, as well as the purchasing of 39.3 acres on SW 27th street with plans for a new public safety building and a possible business park.

The downtown of El Reno has also received upgrades such as sidewalks, "period" light poles, and the Centre Theatre purchased by the Convention & Tourism Bureau. El Reno also has plans to partner with the University of Oklahoma to upgrade the historic Route 66 corridor on the corner of Sunset and Choctaw.



## **Kingfisher**

### **New Construction Enhances Kingfisher**

A variety of new projects have been completed and prepared for Kingfisher. Near downtown, a new state-of-the-art skate board park opened to the public October 10. The park was financed by Lenard and Melba Briscoe. "Wow, we never see a skateboard park of this quality in small towns," commented one of the professional skateboarders at the ribbon cutting.

The new Kingfisher Regional Hospital opened September 2, while construction has already started on five additional new buildings in the hospital complex – A physical therapy building, two doctor offices, a dental office and a daycare facility.

Plans and preparations are being made for a new "streetscape" in downtown Kingfisher, including the replacement of sidewalks and curbing to improve handicap accessibility, lighting, bump-outs, below-ground wiring, and removal and replacement of trees. This upgrade will range from Broadway to Roberts avenues and include landscaping and sculpture art additions and improvements.

Kingfisher also welcomed an Atwoods during a ribbon cutting November 13. The farm and ranch store came just in time for the holidays, located in the former Wal Mart building.

## **PARTNERSHIP RESOURCES**

### **2010 Oklahoma Economic Outlook Conference:**



**Spears School  
OF BUSINESS**  
Center for Executive and  
Professional Development

### **What's it look like?**

**Tuesday, November 17, 2009**

**8:30 a.m. – 12 p.m.**

**South Penn Campus, 13301 S. Penn, Oklahoma City**

The Oklahoma State Spears School of Business is inviting you to register for the 2010 conference. OSU economists Russell Evans and Kyle Dean will be join a panel of industry experts to discuss the national economic conditions and the prospects for economic recovery in Oklahoma. They will release the official 2010 Oklahoma forecast along with sessions focusing on applied economic issues important to successful communities statewide. For more information on conference and fees, visit: <http://spears.okstate.edu/cepd/openenrollment/conferences/econoutlook>

### **Strategically Plan to Attend IEDC Courses and Conferences**

Hey kids, pull out the agendas, sharpies, and Outlook calendars! It's never too early to start marking your various scheduling systems for IEDC courses. The Partnership will cover your costs to attend either the IEDC Real Estate & Reuse Training Course, being held June 3 - 4 at the Cox Convention Center, or the How To Build It/Tech Led Conference, June 6 – 8 at the Cox Convention Center. IEDC sets the standard for Economic Development training, so be there or risk being a square economic developer.

## **Upcoming Oklahoma Small Business Development Center Seminars**

OSBDC hosts a great series of seminars in convenient locations all over the region for those interested in entrepreneurship and starting / running a small business. See [www.oklahomasmallbusiness.org](http://www.oklahomasmallbusiness.org) for more info.

### **Business Planning 101, Thursday, November 19, 2009**

Where: **UCO Small Business Development Center, One Santa Fe Plaza, Oklahoma City**

When: *Thursday, November 19, 2009 2:00 PM to 4:00 PM*

Topic: Business Basics

Whether you are starting a new business or you are well established, every business needs a business plan. The obvious reason for planning is that you need financing for your business and the bank requires one. But the truth is there are several other reasons why you need to plan! It helps you focus on what is truly important for your business, it gives you a map to follow, and it allows everyone in your business to be united in focus and direction. This is a very hands on seminar and designed for the company that needs a plan, and may feel intimidated by the process. We will go over the basics of business planning, including how to put together financial projections. We encourage you to bring your laptop, because we will begin work on your plan during the seminar. Two hour training, parking in the Santa Fe Garage is included with paid registration.

Speaker: Larry Siebert

Please be here by 1:45 p.m. Fee is \$49. We accept Visa, MC, Discover

### **Nuts and Bolts of Starting a Business, Thursday, December 03, 2009**

Where: **Edmond Chamber of Commerce, 825 E 2nd, Edmond**

When: *Thursday, December 03, 2009 6:30 PM to 8:00 PM*

Topic: Start-up Assistance

This is all the "stuff" that you need to know, from legal structure (every business has one), to permits, to getting set up to take credit cards, to employees, to insurance needs and much more!

Speaker: Carlos Amaya

Please be there by 6:15 to sign in. Fee is \$20. We accept Visa, MC, Discover.

### **How to Build A Website - Free Three Page Site Included, Wednesday, December 09, 2009**

Where: **UCO Small Business Development Center, One Santa Fe Plaza, Oklahoma City**

When: *Wednesday, December 09, 2009 12:30 PM to 4:30 PM*

Topic: Marketing and Sales

Get your business online by building your own website. In this hands-on workshop you will build and launch a professional-looking website. Upon completion of the workshop you will set your new website live! You are allowed a three-page free starter site. Our format for the first day will be an hour and a half of training utilizing one of the participants as an example, followed by an hour and a half of individualized help as you build your own website. If you have a laptop, please bring it, though we will have a couple of computers available. To get best value out of the seminar, we need you to bring digital copies of your logo and several digital pictures. Parking in the Santa Fe Garage is included with registration.

Please be there by 12:15 to sign in. Fee is \$69. We accept Visa, MC, Discover

### **Business Planning 101, Thursday, December 10, 2009**

Where: **UCO Small Business Development Center, One Santa Fe Plaza, Oklahoma City**

When: *Thursday, December 10, 2009 2:00 PM to 4:00 PM*

Topic: Business Basics

Whether you are starting a new business or you are well established, every business needs a business plan. The obvious reason for planning is that you need financing for your business and the bank requires one. But the truth is there are several other reasons why you need to plan! It helps you focus on what is truly important for your business, it gives you a map to follow, and it allows everyone in your business to be united in focus and direction. This is a very hands on seminar and designed for the company that needs a plan, and may feel intimidated by the process. We will go over the basics of business planning, including how to put together financial projections. We encourage you to bring your laptop, because we will begin work on your plan during the seminar. Two hour training, parking in the Santa Fe Garage is included with paid registration.

Speaker: Larry Siebert

Please be here by 1:45 p.m. Fee is \$49. We accept Visa, MC, Discover

### **Marketing Your Business, Friday, December 11, 2009**

Where: **UCO Small Business Development Center, One Santa Fe Plaza, Oklahoma City**

When: *Friday, December 11, 2009 8:00 AM to 9:30 AM*

Topic: : Marketing and Sales

In this seminar we'll go over development of your message, generating leads, various steps in the sales process, closing the sale, dealing with rejection, and post sale activity as well as how to retain your customers. This is a little different than just a concept only seminar, but can help make the difference of getting in the door and closing a sale. One and a half hour training.

Speaker: Matt Houser

Please be there by 7:45 to sign in. Fee is \$25. We accept Visa, MC, Discover

### **Understanding Your Credit Score, Tuesday, December 15, 2009**

Where: **UCO Small Business Development Center, One Santa Fe Plaza, Oklahoma City**

When: *Tuesday, December 15, 2009 8:00 AM to 9:00 AM*

Topic: Financing

Your credit score is vitally important, especially when you are looking at getting business credit. With the current economic situation, you simply cannot afford to not know how to keep your credit report as clean and your score as high as possible. There have been many changes in laws and it's helpful to know how you may be affected. There is no charge for this seminar. Join us for a continental breakfast and a cup of coffee. You will need to pay for parking. Closest parking is the Santa Fe Parking garage directly above our offices.

Seminar starts at 8:00 Be here by 7:45 a.m. to allow time for traffic and parking. No fee

### **Nuts and Bolts of Starting a Business, Thursday, December 17, 2009**

Where: **OG&E Building 301 E Comanche, Board Room, Norman**

When: *Thursday, December 17, 2009 6:30 PM to 8:00 PM*

Topic: Start-up Assistance

This is all the "stuff" that you need to know, from legal structure (every business has one), to permits, to getting set up to take credit cards, to employees, to insurance needs and much more!

Speaker: Larry Siebert

Please be there by 6:15. Fee is \$20.

### **About the Partnership**

No matter where a primary job employer locates, everyone in the region "wins." The 10-county Greater Oklahoma City Partnership was established in 2003 for strategic economic development. Together, we are working to secure regional corporate locations, business retention and expansions and develop tools for local economic development professionals. Our cities, counties and governmental entities are co-dependent on each other. The Greater Oklahoma City Partnership looks forward to leveraging resources, uniting leadership, marketing our region and increasing our competitiveness.

### **Future Issues**

If you have announcements to be included in future issues of this newsletter, please e-mail Ruby Rahill at [rrahill@okcchamber.com](mailto:rrahill@okcchamber.com) to submit information.

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You have received this e-mail because you are a member of the Greater Oklahoma City Partnership and we consider you a valuable part of the economic development process of the Greater Oklahoma City region.

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123 Park Ave.  
Oklahoma City, OK 73102  
405-297-8900  
[www.greateroklahomacity.com](http://www.greateroklahomacity.com)

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Thank you for your continued participation in the Partnership.