

Council,

Below are a few items I want to highlight during the in-person presentation. I look forward to any comments you may have.

1. 2017 Recap

- a. RFP
 - i. Received - 122
 - ii. Responded - 64
- b. BRE - 49
- c. Site Visits/Presentations - 4
 - i. 2 presentations in OKC
 - ii. 2 site visits in Stillwater

2. Quarterly Activity

- a. RFP Activity
 - i. Received - 29
 - ii. Responded - 12
 - iii. Active (as of 2/28/2018) - 27
- b. BRE - 4
- c. Site Visits/Presentations - 1

3. Industrial Park

- a. \$1.7 million project, fully funded by Chamber assets
- b. 23 acres of commercial land and 42 acres of General Industrial land
 - i. 6 acres saved for local industrial entrepreneurs
 - ii. Losing 13 acres to detention areas
- c. All grading will be completed and utilities on site
- d. Construction will begin in early March.

4. Strategic Meetings

- a. Dean Barber, Site Selector, Barber Business Advisors
- b. EAIC German Delegation
 - i. Delegation of roughly 8 individuals toured ASCO.
 - ii. We planned this with the Oklahoma Department of Commerce.
- c. Tammie Fate (OKC Chamber Manager, Retail Development and Recruitment)

5. Misc. Events

- a. 1 Million Cups
 - i. Continues to be a success, we're averaging 50+ people each month.
- b. Winter Events (Jingle Bells and Winter Wonderland)
 - i. Chamber donated \$25,000 to the event.
 - ii. Both were a success and we're excited to build on it for 2019.
 - iii. Sales tax revenue was up during this period.

Stillwater Chamber of Commerce Economic Development Metrics

Drivers	Measures	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Totals Y-T-D
Business Retention and Expansion	Business Retention and Expansion visits	7	4			11
	Businesses assisted	153	96			249
	Businesses expanded	0	0			0
	New jobs announced (full time, part-time)	0	0			0
	Average wage of new jobs	0	0			0
	Capital investments announced	0	0			0
	Incentives awarded	0	0			0
	Training programs provided	1	1			2
	"Buy Local" campaign participants	1	1			2
Business Attraction and Marketing	Requests for proposals	27	25			52
	Proposals submitted	14	10			24
	General business assistance requests	30	23			53
	Cumulative active prospects	20	25			25
	Prospect visits	1	1			2
	Businesses attracted to the region	0	0			0
	Jobs attracted (full time, part time)	0	0			0
	Total number of new development projects	0	0			0
	Total value of new development projects	0	0			0
	Wages/salaries of jobs attracted (average)	0	0			0
	Incentives awarded (projects)	0	0			0
	Targeted marketing projects	0	1			1
Business Creation and Entrepreneurship	Contacts made by small businesses	*				
	Startup business requests for assistance	*				
	Referrals to other resource providers	*				
	New business starts/Businesses created	*				
	New jobs announced (full time, part time)	*				
	Average wage of new jobs	*				
	Total capital investments announced	*				
	Events/programs provided	*		3		3
Real Estate and Industrial Use	Availability of shovel-ready sites	11	*			
	Vacancy rates - office	4.60%	*			
	Vacancy rates - industrial	11.20%	*			
	Availability of certified sites	0	*			
	Average value of industrial property	\$595K	*			
	Average cost of industrial /sq.ft.	\$10.51	*			

*Business Creation and Entrepreneurship category will start to fill in as EDGE becomes active.

Owned by
STILLWATER
CHAMBER of COMMERCE

General Contractor



Engineering by



Keystone

Financing by
ARVEST
BANK

Member FDIC



COMMERCE PLACE

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