

Chamber of Commerce Economic Development Quarterly Report

FY Q4 April-June

1. Quarterly Activity

- a. RFP Activity
 - i. Received - 20
 - ii. Responded - 6
 - iii. Active (as of 6.30.20) – 15
- b. BRE - 8
- c. Site Visits/Presentations
 - i. Primary Jobs - 1
 - ii. Restaurant/Retail – 0
- d. Assists – 45

2. New Locates

- a. Firo – Fire Kissed Pizza (Project Eater)
 - i. Location: 1004 N. Boomer Rd.
 - ii. Company Information: The Firo Fire Kissed Pizza family is committed to proudly delivering a consistent artisan experience through unmatched passion for quality food, family, fun, and giving back locally.
 - iii. Next Steps: Company will announce opening date soon. Company is hiring currently.
- b. Tudor Home Industries (Project Hot Rod)
 - i. Location: Commerce Place
 - ii. Company Information: Tudor Home Industries sells specialty parts and components for electronics, plumbing, electrical and automotive purposes. The business started in 2016. This new facility in Commerce Place expands the company's current capacity from 950 square feet to 4800 square feet. Additionally, this new facility will allow greater organization and efficiency for the company as they move inventory out of 3 separate locations to 1 central location. Because Tudor Home Industries sells specialty parts most of their inventory is shipped and a large portion of it is needed by the customer ASAP. The location on the north side of Stillwater is fantastic for this. With FedEx just down Airport Road, it is an easy and quick transfer from the facility to FedEx.
 - iii. Next Steps: Submit construction plans to City of Stillwater.
- c. Navatek (Project Birdie)
 - i. Location: 1312 S. Sangre Rd.
 - ii. Company Information: Navatek is a leader in developing cutting-edge solutions in the defense and maritime industries. Navatek is partnering with OSU to research and manufacture unmanned aerial vehicles.
 - iii. Next Steps: This win for Stillwater was a collaborative effort of OSU, Oklahoma Department of Commerce, Meridian Technology Center, and Stillwater Chamber of Commerce. We are working with company leadership to support future expansion in our market.

- d. MaxQ (Project Q Box)
 - i. Location: 5607 E. 6th Ave
 - ii. Company Information: MaxQ designs and manufactures operationally validated cold chain packaging for the life science industry.
 - iii. Next Steps: Working on facility improvements and will be relocating soon. This facility helps the company remain in Stillwater and ready for future expansion. Our hope is to eventually house MaxQ in Commerce Place.
- e. Margarita Man (Project Brain Freeze)
 - i. Location: 3824 N. Land Run Dr.
 - ii. Company Information: Established in 1984, Margarita Man is an award-winning margarita machine mix, margarita machine rental, and margarita machine sales company. The company relocated its manufacturing and distribution center from Bergheim, Texas to Stillwater.
 - iii. Press Release: <https://www.margaritaman.com/2020/04/weve-moved/>

3. Misc.

- a. Staff Update
 - i. Joshua Hawkins – Business Retention and Expansion Coordinator
 - 1. Started on 2/11/2020
 - 2. First project was ensuring our community knew about federal programs such as EIDL and PPP.
 - 3. Second project was to survey our members to understand what reopening looked like. We plan to survey the business community again.
 - 4. Slowly starting to perform BRE visits. Most will be virtual in the near term.
- b. Continuing Education
 - i. Heartland Economic Development Course
 - 1. We are sending Joshua in August. This is a high-quality training course for new Economic Developers. Trenton and I attended the course in 2017.
 - 2. Info about the course here: www.bcs.uni.edu/heartland
- c. Site Selector Networking
 - i. Looks like our fall DFW event will not take place due to COVID-19.
 - ii. Our team is drafting a virtual Familiarization Tour agenda with the hope of using this format to virtually bring site selectors into our community.
- d. Lemonade Day
 - i. We have a new date – Saturday August 22nd
 - ii. City Council Proclamation on August 3, 2020
 - iii. Virtual Bank Day
 - 1. Will be posted shortly after the proclamation and will be a 5-minute video
 - 2. Hoping to do an in-person Bank Day in 2021.