

# 2019 ANNUAL REPORT

grow *Claremore*





# CIEDA

CLAREMORE  
INDUSTRIAL  
& ECONOMIC  
DEVELOPMENT  
AUTHORITY



**RYAN NEELY**  
CHAIRMAN  
*Claremore Industrial  
& Economic  
Development Authority*

## LETTER FROM THE CHAIRMAN

As we close a very successful 2019, I cannot help but look back with a sense of pride in all we have been able to accomplish as a community. This year, we celebrated the expansion of our industrial sector, growth in our retail market and further development and enhancement of our workforce pipeline. Additionally, CIEDA continued efforts that foster an environment that supports collaboration and partnerships between our industrial manufacturing facilities.

Workforce continued to be a driving organizational strength in 2019. CIEDA led the charge on many new and innovative initiatives, which will further bolster, support and drive workforce development across Rogers County. In collaboration with our partner organizations, we have developed programs which will serve as a catalyst toward changing the misconceptions surrounding the manufacturing industry and ensure students are learning the crucial aspects of work readiness, entrepreneurship, and personal financial literacy.

The hard work and dedication of so many partners allowed for CIEDA and Rogers County to be recognized on both a state and national level this year, further promoting our region and the talented individuals who remain dedicated to aiding local businesses and ensuring the long-term economic success in our community. To be acknowledged for our organization's passion to grow Claremore is a true honor.

We look forward to entering a new year, with a committed focus toward continuing to attract and retain companies and our regional workforce. Claremore continues to become an increasingly attractive place for individuals to live, work and play. There are big things on the horizon for Claremore, and CIEDA is confident that 2020 will be another landmark year for our region.

Thank you for your continued support in our efforts to build a better Rogers County.

Respectfully,

Ryan Neely

grow *Claremore*

# ATTRACTION & BRE

Growth and expansion of existing business is the cornerstone of every local economy. A successful regional growth strategy depends on a community's ability to attract new industry and investment, as well as support further development of its established industries.

In economic development, more than 80 percent of job growth comes from existing employers. In 2019, CIEDA continued its business retention and expansion efforts, spending many hours within the facilities of industrial partners across Rogers County. This direct engagement allows CIEDA to quickly connect companies with the solutions needed to be successful in northeast Oklahoma.

## CLAREMORE WELCOMES NEW MANUFACTURER, MST MANUFACTURING

The MST Manufacturing announcement is the culmination of a more than two-year partnership between the Claremore Industrial and Economic Development Authority and MST Manufacturing. CIEDA's ability to pair unique incentives, with creative financing options, as well as the strong support from city and county leadership, made Claremore the clear choice to serve as home for the company's new facility. The announcement was projected to bring approximately 100 quality jobs to Claremore and over \$5 million in capital investment over the next few years.

One challenge facing MST was locating an existing facility to expand operations within Claremore's industrial sector. To aid the company in offsetting startup costs, CIEDA purchased an existing manufacturing space and offered MST a lease-to-purchase option at a discounted rate. These incentives allowed the organization to quickly purchase the needed equipment and hire employees to meet the company's growing product demands.

Due to these financing and incentive options, MST was able to rapidly get its product to market, further enhancing and growing its impressive list of clientele. Today MST serves an impressive list of aerospace leaders such as Spirit AeroSystems, Boeing, Gulfstream, Lockheed Martin, Triumph Aerostructures and many more. Within its first eight months of operations, the company has more than doubled its projected sales goals and order numbers for their first year of operation, as well as its hiring projections.

MST Manufacturing has closely partnered with the Claremore Industrial and Economic Development Authority (CIEDA) and the Oklahoma Department of Commerce (ODOC) to help meet the company's workforce needs, and have qualified as a participant for the Oklahoma Quality Jobs program. In addition to aiding with the company's talent recruitment, CIEDA also assisted in obtaining regional and state-wide media coverage and facilitated an open house event for customers, suppliers, elected officials, neighboring business and community leaders.



## FOSTERING HOLISTIC ECONOMIC DEVELOPMENT

In addition to providing an increase in capital investment and job creation to the community, the partnership forged between CIEDA and MST for its facility has fostered further economic development within the region. Its expert team and state-of-the-art equipment has allowed the company to provide exceptional service to the aerospace, oil, petroleum, medical, automotive and other key power sectors that fuels Green Country's economy. With available excess space, the company was able to sublease a portion of the facility to an existing and emerging, local entity - Blue Arc Metal Specialties. The building partnership between CIEDA and MST allowed Blue Arc to expand its Claremore operations by entering into new contracts with other community manufacturing entities. Blue Arc has experienced substantial gains since their move extending from a team of four to more than nineteen. The growth of both entities has allowed our regional manufacturing organizations the opportunity to further refine, localize and control supply chains, increasing companies' ability to provide product to market.





# POSITIONING FOR SUCCESS

Throughout the year, the CIEDA staff attended various events to promote Claremore and Rogers County as an ideal location to live and do business. The team also forged new workforce partnerships, learning best practices from leading communities throughout the United States.

CIEDA maintains its statewide presence through partnerships with both the Oklahoma Professional Economic Development Council and the Governor's Economic Development and Marketing Team. Additionally, CIEDA collaborates with the Oklahoma Department of Commerce and the Tulsa Regional Chamber to connect with national and international businesses looking to expand or relocate within the region.



## CIEDA HONORED WITH STATE ECONOMIC DEVELOPMENT PROJECT OF THE YEAR AWARD

The Oklahoma Economic Development Council (OEDC) presented four prestigious state economic development awards at the Governor's Economic Development and Workforce Summit this August.

CIEDA was awarded OEDC's Project of the Year Award for communities with populations from 16,001 to 40,000 for the announcement of MST Manufacturing by Kenneth and Mary Statton. This project was the culmination of a more than two-year partnership between CIEDA and the company. CIEDA purchased manufacturing space to offer favorable lease purchase options along with other incentives and workforce aid that enabled the company to get up and running quickly.

"For more than 70 years, CIEDA has remained dedicated to aiding local businesses and ensuring the long-term economic success in our community," said Ryan Neely, CIEDA chairman. "To be recognized on state-level for our organization's passion to grow Claremore is a true honor. The work does not stop after the announcement, and we look forward to our continued partnership with MST in expanding its workforce and footprint in Rogers County."



## CIEDA RECEIVES INTERNATIONAL ACCOLADE

CIEDA was selected by the International Economic Development Council for Excellence in Economic Development Silver Award for its Career Pathway Video Campaign launched last year.

To leave a resonating and lasting impact with students, CIEDA produced a series of career pathway videos, highlighting young, current employees found in various manufacturing careers. The videos highlight key topics such as advancement opportunities, employee background, interest area, daily job responsibilities, and why each chose a manufacturing career. In addition to school presentations, CIEDA utilized the

videos in a series of online marketing campaigns to foster manufacturing awareness as part of National Manufacturing Month and Oklahoma Career Exposure Week. These videos support CIEDA's mission to promote a robust manufacturing workforce pipeline and to retain top talent within Rogers County.



# AIRPORT

The Claremore Regional Airport found 2019 to be a year of growth with increases in air traffic, fuel sales, and new aviation businesses. With no major construction projects this year, the airport was able to allocate more than \$150,000 in NPE federal grant funds for future projects.

Claremore is now home to one of only two FAA Designated Mechanics Examiners in Oklahoma, Howard Jaeger. Mr. Jaeger contracts with American Airlines, Korean Airlines, and Spartan Aeronautics. He has hosted students from around the world at his facility located in the Claremore Regional Airport.

Averaging one flight per day, the Air Evac Lifeteam has been utilizing Claremore as a regional maintenance base, bringing in multiple helicopters throughout the year for major inspections and repairs. In 2019, ForwardVue, LLC began maintaining aircraft at the airport and has started bringing in additional operations. The Texas-based pipeline patrol company relocated an aircraft to the field that flies over 1500 miles daily.

Airport Manager Eric Winn, was elected to serve as the President of the Oklahoma Airport Operators Association (OAOA). The OAOA provides for the exchange of ideas, methods, information and experience as related to the operation and management of airports. The organization serves as an advocate on behalf of Oklahoma airports on the local, state and national levels in partnership with the Oklahoma Aeronautics Commission (OAC).



- » Approximately 16,000 take-offs/landing operations for the year
- » Fuel sales increased 5 percent, totaling over \$343,000
- » Land/hangar income increased by 3 percent, totaling \$124,456
- » Tulsa Aviation Group reported rental and instruction up almost 33 percent
- » Airport T-hangars continue to maintain 100 percent capacity
- » Based aircraft - 75







REBOOT, REBUILD/BOOST

Reboot, build Rogers County celebrated its third year, connecting employers and community resources with job seekers of various backgrounds. Participants were connected with resources reducing barriers to employment such as mental health, financial planning, job training, and family support.

To complement Rogers County Reboot, rebuild initiative, CIEDA partnered to host the first annual BOOST employment event in September, adding a twist on the traditional job search. Nearly 20 candidates registered to meet with employers across various industry sectors. Unlike a typical job fair format, BOOST placed the job seeker behind that table to share their employment goals. Candidates utilized resumes and other visual aids to showcase their unique skills, personality, and abilities to prospective employers. Employers went through the room visiting with prospective candidates that best meet their business needs.

Organizations across Rogers County collaborated to fund, plan and host the event. Participating agencies included: Cherokee Nation Career Services, which provided the event's keynote speaker Ben Barnett, Light of Hope, Rogers County District Attorney's Office, Oklahoma Works, Northeast Oklahoma Workforce Development Board, Claremore Industrial and Economic Development Authority, and the Claremore Community Center.



The unique format of BOOST provides an effective and efficient way to connect job seekers with potential careers. Rogers County has a unique ability to bring together many different organizations to work collectively toward the same goal. BOOST is the perfect example of how innovative thinking and open-minds can help solve challenges for our region.

ENCOUNTER

This summer, CIEDA hosted 20 teachers from across Rogers County for its inaugural teacher experience. The goal of Encounter was to provide a foundation for educators to aid them in motivating students to develop and maintain career pathways, as well as provide relevance and rigor to STEM education, training, and workforce development.

The event featured tours and briefings from five Claremore area manufacturers, AXH air-coolers, LLC, Baker Hughes, MST Manufacturing, Pelco Structural and Reading Truck Body. Each entity highlighted the various career opportunities available within their facilities, as well as the qualities each company looks for when identifying potential candidates. In addition to the industry tours, each participant was provided with a supplemental curriculum to implement within their classroom next year.



"What these companies extend to our community and specifically to our graduates is invaluable; jobs that offer lifelong careers with sustainable wages," said Cass Huddlestong, Claremore High School Business Education Teacher.



Recent information from the Oklahoma Office of Commerce and Workforce Development shows by 2025 Tulsa region will face a 16 percent gap among the education level of the local workforce. Programs such as Encounter are essential for promoting a variety of potential employment options, while fostering a sense of collaboration between the needs of business and the lessons taught within our area classrooms.

"What these companies extend to our community and specifically to our graduates is invaluable; jobs that offer lifelong careers with sustainable wages," said Cass Huddlestong, Claremore High School Business Education Teacher. "They are companies you would be proud to work for!! Thank you CIEDA for this event which was encouraging and eye-opening."

EMERGING MANUFACTURING LEADERS HONORED

Dream It, Do It Oklahoma honored 46 Emerging Manufacturing Leaders from across the Tulsa region, who were nominated by area manufacturing employers for displaying great career potential. Secretary of Commerce and Workforce Development, Sean Kouplen, addressed the award recipients, stressing the impact of manufacturing on Oklahoma's economy and congratulated the honorees on their role in driving Oklahoma towards becoming a top ten state.

HONOREES FROM CLAREMORE INCLUDED:

- Kory Hindenburg, Senior Project Engineer, CF Industries
- James (JD) Jones, Maintenance Superintendent, CF Industries
- Matthew McClure, Manufacturing Manager, Blue Arc Metal Specialties
- Steven Statton, Production Manager, MST Manufacturing



PICTURED FROM LEFT TO RIGHT  
Matthew McClure, Steven Statton, James Jones, and Kory Hindenburg



# WORKFORCE

## CHELSEA FFA WELDING CONTEST

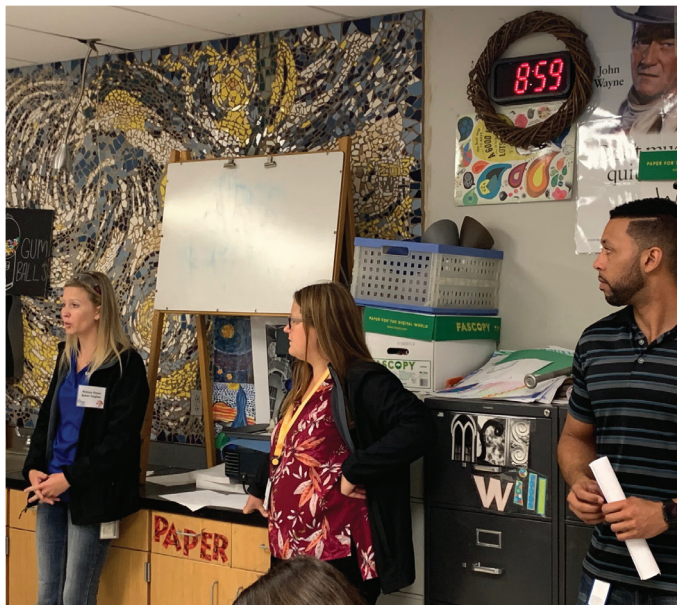
To kick off 2019, Agricultural Mechanics students from across Rogers County participated in the inaugural Chelsea FFA Welding Contest. CIEDA was honored to sponsor this event and highlight careers in the manufacturing sector. This event provided an opportunity for students to showcase the skills learned in the classroom to industry professionals and school administrators.

Students competed in a series of three trials, testing various welding skills and competencies. Representatives from BWS Welding, Baker Hughes, and Pelco Structural served as judges for the event. By connecting current experts from within the industry, participants received hands-on critiques, allowing for mentorship through guidance and assistance.



## JR. HIGH CAREER EXPOSURE EVENT

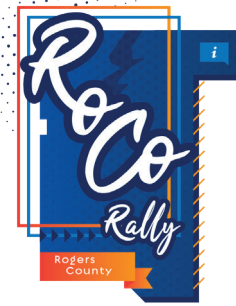
In September, 14 business and community leaders joined CIEDA and Claremore Public Schools to host the inaugural Will Rogers Junior High Career Exposure Event. As the Oklahoma Department of Education begins requiring all students looking to graduate high school to have an Individual Career Academic Plan (ICAP) in place, area industry leaders took initiative to increase student awareness on potential career opportunities available across Rogers County. Presenters shared information about their unique industries, educational requirements, as well as career background testimonies. Agencies featured included manufacturing, insurance, real estate, government, healthcare, athletics, banking and nonprofit career paths.



## ROCO RALLY

CIEDA, in partnership with Northeast Tech, Rogers State University and the Tulsa Port of Catoosa, hosted its inaugural RoCo Rally in November. Approximately 900 freshman students from across Rogers County joined business, industry and community leaders to learn about career opportunities available, and the skills and training needed to be successful.

The all-day event was divided into a series of workshops covering a variety of topics, including social media etiquette, financial planning, career action plans, personality assessments, and interview skills. Students also attended panel discussions highlighting career opportunities in health care, manufacturing, insurance, entrepreneurship and tourism. The program was designed to assist schools in meeting the state's new ICAP requirements.



## CLAREMORE SCHOOLS LAND DONATION

CIEDA and Claremore Public Schools partner in efforts to foster career pathway opportunities for students to ensure a robust workforce pipeline. Utilizing student job placement, career simulation programming, and direct connections to employers, CIEDA can actively work to ensure students are engaged with future career opportunities.

The Claremore Industrial and Economic Development Authority (CIEDA) presented Claremore Public Schools with a 17-acre land donation at the July Claremore School Board Meeting. This land will be dedicated to further enhance the school's future agricultural education facilities.

"This generous donation of property from the CIEDA organization for the future development of the Claremore FFA outdoor classroom and animal husbandry facility will forever change and expand the hands-on learning opportunities for all Claremore FFA members," said Matt Boyer, agricultural education instructor for Claremore High School. "The FFA Motto says it best in allowing more students to achieve the next level in 'Learning to Do. Doing to Learn. Earning to Live and Living to Serve.' Claremore Schools and the Claremore FFA chapter will be forever changed because of the new opportunities its members will now have moving forward."





## PARTNERS IN EDUCATION

The CIEDA-led Partner's in Education Program celebrated another successful year and continues to make a significant impact in classrooms across Rogers County. Our future workforce currently resides in school classrooms. Employers who have shared a desire and need for skilled workforce participants must be directly engaged in developing the next generation of qualified, knowledgeable and dedicated employees. The

Partners in Education Programs provides a platform for business and industry to collaboratively guide the conversation with educational leaders to ensure students are learning the crucial aspects of work readiness, entrepreneurship, and personal financial literacy.

We appreciate our partners' investment, and our educators' dedication to the students of Rogers County.



## NORA GRANT

Rogers County, as a member of the Northeast Oklahoma Regional Alliance, was one of five national communities selected to participate in the Council for Adult Experiential Learning's (CAEL) Inclusive Development Network. This ambitious new initiative was designed to advance inclusive workforce development within their regions through a focus on reaching underserved populations. Cleveland, Ohio; Corpus Christi, Texas; Spokane, Washington; Northeastern Oklahoma; and Pensacola, Florida, were selected from more than 35 applications for the Network's first cohort of communities.

Backed by grants from ECMC Foundation and JPMorgan Chase & Co., the Inclusive Development Network will work to identify and implement strategies that reduce equity gaps in local workforce development. Participating communities were selected based on their geography and size, as well as their existing and proposed reach with underserved populations.



Within Northeast Oklahoma, a leadership team has been assembled that includes representatives from local institutions, including government agencies, tribal nations, careertech, colleges and universities, employers and community organizations. CIEDA Talent Development Manager, Meggie Froman-Knight, is proud to serve on the leadership team on behalf of Rogers County. Through a specialized planning process facilitated by CAEL, the teams will hone inclusive workforce development strategies to create education, job and career opportunities for all residents.

"NORA is extremely pleased to have been selected as one of the participants in the inaugural Inclusive Development Network project," said NORA Executive



Director Lisa Smith. "By collaborating with stakeholders and community leaders across Northeast Oklahoma, we will use this unique framework to develop and strengthen the pipeline of available workforce and grow our regional economy."

Based on the data received to date through the Inclusive Development Network process, NORA will look to focus on Native American and female populations, specifically targeting those lacking services and facing challenges with being under-employed, having been justice-involved, or lacking skills-based training to obtain gainful employment. Strategies from the grant are currently being developed and will look to be implemented in early 2020 throughout Cherokee, Mayes, Muskogee, Rogers and Wagoner counties.

## WELDING APPRENTICESHIPS

Claremore manufacturer, Pelco Structural, began their second year piloting a Registered Apprenticeship Welding Program with Oklahoma Works, Northeast Tech, and the Cherokee Nation, leading the way for formalized on-the-job training for the county. This effort looks to address the talent shortages and skills gaps found when recruiting welding employees through a customized training platform.

CIEDA partnered to aid the company in applicant recruitment as well as promotion efforts for this initiative. Participants will progress through the program, passing certifications after completing four-weeks of paid training at Northeast Tech. Upon completion, apprentices will return to Pelco to shadow employees over the course of a year. As student-employees successfully pass each new level of training, they will receive pay increases until reaching the level of a full-time, experienced employee.

Through these efforts, Jeanine Coleman, Director of HR for Pelco Structural was honored as the Champion of the Workforce System by Oklahoma Works. Additionally, Taylor Bailey was recognized for his accomplishments as a welder and registered apprentice at Pelco Structural.





**STATEMENT OF NET POSITION**

June 30, 2019

**ASSETS**

**Current assets:**

Cash and cash equivalents	\$	803,290
Accounts receivable	4,450	
Inventories	28,527	
Due from primary government		72,819
Restricted:		
Cash	1,053,394	
Interest receivable - TIF		6,542
Notes receivable - TIF - current portion		583,829
Total current assets		2,552,851

**Noncurrent assets:**

Notes receivable - TIFs	2,020,105
Capital assets:	
Land held for development	3,077,433
Property and equipment, net	3,436,719
Total noncurrent assets	8,534,257
Total assets	11,087,108

**DEFERRED OUTFLOWS OF RESOURCES**

<i>Related to defined benefit pension plan</i>	<b>38,580</b>
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**LIABILITIES**

**Current liabilities:**

Accounts payable and accrued expenses	21,277
Accrued interest payable	14,235
Current portion of notes payable:	
TIF notes payable from restricted assets	601,829
Other notes payable	33,411
Total current liabilities	670,752

**Noncurrent liabilities:**

Net pension liability	11,863
OPEB liability	7,583
Notes payable, net of current portion:	
TIF notes payable from restricted assets	2,136,380
Other notes payable	1,065,391
Total noncurrent liabilities	3,221,217
Total liabilities	3,891,969

**DEFERRED INFLOWS OF RESOURCES**

<i>Related to pension plan and other post employment benefits</i>	<b>31,299</b>
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**NET POSITION**

Net investment in capital assets	5,415,350
Restricted - TIF debt service	928,436
Unrestricted	858,634
Total net position	\$ 7,202,420

*The notes to the financial statements are an integral part of this statement.*



**ABOUT US**

The Claremore Industrial and Economic Development Authority (CIEDA) is a public trust organization formed in 1948 under Oklahoma state law established to make sufficient use of economic resources and to stimulate economic growth and development for the City of Claremore

and Rogers County. CIEDA facilitates the recruitment, retention, and expansion of primary industry jobs and expansion of the sales tax base through the recruitment of new destination retail businesses.

**TRUSTEES**

**Ryan Neely, Chairman**

Financial Advisor, Neely Insurance and Financial Services

**Brian Green, Vice Chairman**

President, Ira M. Green Construction

**Jeff Jensen, Secretary/Treasurer**

President, BancFirst

**Dr. Keith Ballard, Trustee**

Professor of Professional Development and Leadership Academy, University of Oklahoma

**Gary Collins, Trustee**

Operations/Production Manager, CF Industries

**Tim Fleetwood, Trustee**

Owner, Love Air Conditioning, LLC

**Mick Webber, Trustee**

President and CEO, HydroHoist Marine Group

**STAFF**

**John Feary**

*Executive Director*

**Meggie Froman-Knight**

*Talent Development Manager*

**Kaleigh Hossack**

*Project Manager*

**Kara Lenard**

*Office Manager*

**Eric Winn**

*Airport Manager*





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