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# INCOG EDD

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## Annual Performance Report 2014

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Indian Nations Council of  
Governments Economic  
Development District

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January 2015

[www.incog.org](http://www.incog.org)

## INTRODUCTION

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In 2012-2013 Indian Nations Council of Governments (INCOG) worked with regional partners to complete an updated Comprehensive Economic Development Strategy (CEDS) for Creek, Osage and Tulsa Counties. INCOG receives an annual planning grant from the Economic Development Administration (EDA) to coordinate and implement eligible economic development activities for the cities, towns and counties within the designated area. Projects undertaken with EDA funding correspond to the adopted CEDS for the INCOG Economic Development District. Oklahoma is a member of the five-state region covered by the EDA regional office in Austin, Texas.

The 2013 CEDS Committee was comprised of approximately 40 representatives from municipalities, counties and organizations throughout the INCOG Economic Development District (EDD). Members developed key goals and activities addressing five broad categories:

- I. Ensuring a healthy, attractive and sustainable environment, vibrant, thriving communities and a high quality of life for all the region's residents.***
- II. Fostering a regional business climate that supports high quality private investment and job creation.***
- III. Ensuring residents have better access to living wage jobs and employers have access to world class talent.***
- IV. Harness and capitalize on the entrepreneurship and technology innovation assets in the region.***
- V. Advancing the region's transportation infrastructure to meet the demands of a globally connected modern economy.***

Goals and objectives were further defined as specific initiatives within the planning document. Since its inception, various INCOG staff managed the CEDS programs and projects. CEDS members worked to align the goals with EDA's **national strategic priorities** to further economic development through:

*Clean energy & green technologies*  
*Sustainable manufacturing*  
*Information technology infrastructure*  
*Communities impacted by auto industry restructuring*  
*Natural disaster mitigation & resiliency*  
*Access to capital for small/medium & ethnically diverse enterprises*  
*Innovations in science, healthcare & alternative fuel technologies*

INCOG staff for the EDD is funded, in part, by the EDA Planning Grant to manage and service the CEDS program of work throughout the three-county region. Staff attends EDA sponsored conferences, peer reviews, training and workshops as well as state and regional economic development meetings on a regular basis to understand the challenges and opportunities of the regional and national economy and improve knowledge of best practices and trends.

## EDA-FUNDED ECONOMIC DEVELOPMENT ACTIVITIES

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1. **Tulsa County** received an EDA grant award in September 2014 entitled, North Tulsa County Jobs Access Project. This grant is \$950,000 in federal funds for road improvements along 76<sup>th</sup> Street North to accommodate the increase in vehicular and freight traffic for the Macy's Fulfillment Center. Total cost for the public improvements is more than \$2.2 million. Macy's is investing \$160 million and when the facility is complete will employ more than 1,300. The economic impact of the project is estimated to be more than \$53 million annually. Per capita income and employment statistics within a ten-mile radius of the site are significantly lower than the metro area, which were important factors in securing the federal grant funding.

The project also represented a successful partnership between the County, City of Owasso, Owasso Chamber, Cherokee Nation, Oklahoma Department of Transportation, Tulsa Regional Chamber and Oklahoma Department of Commerce. Governor Mary Fallin committed \$1.5 million from the Governor's Closing Fund for job training efforts. INCOG assisted with the EDA application and guided the County through the process of establishing a Tax Incentive District that offers a five-year property tax abatement to the company. Owasso Public Schools was instrumental in approving the TID. INCOG also assisted with securing Industrial Access Road funds from ODOT.

2. In April 2012, **Tulsa Industrial Authority** was awarded a \$200,000 matching grant from EDA for construction of sidewalks connecting the Blue Dome District, ONEOK Field and the Brady/Greenwood Districts. These improvements will provide a safe, attractive, pedestrian, bicycle and vehicle friendly pathway between these districts where, previously, severely deteriorated conditions occurred. Matching funds were provided through the Blue Dome Tax Increment District. Additionally, the project includes installation of new LED light fixtures, street trees and grates on both sides of this street that adjoins a rail road track. The project is expected to be completed in time for the opening of baseball season in April 2015 at ONEOK Field.



3. EDA awarded the **City of Sapulpa** a \$1,500,000 grant in September 2012 to provide roadway and utility infrastructure critical to retention and expansion of an industrial park adjacent to Interstate 44. Once an underdeveloped tract of land, this project significantly improves access to the site. A unique collaborative effort of the City of Sapulpa, Tulsa County,

Oklahoma Department of Transportation and BNSF Railroad, these partners contributed \$1,300,000 toward the EDA match. To date, an investment of \$20,000,000, retention of 75 existing jobs, and creation of 80 additional jobs has been realized.

Under construction and nearly complete, there is potential for hundreds of additional jobs as a result of future industrial development on the site. The EDA award was categorized under a 2011 Disaster Declaration for Tulsa and Creek Counties.

4. **Tulsa's Future**, a nonprofit subsidiary of the Tulsa Regional Chamber, was awarded a \$160,000 EDA grant in 2013 for technical assistance to conduct a *Workforce Analysis and Strategy Project* for the Economic Development District. The project focused on three population segments of the region, west, north and east, experiencing the lowest employment and education rates in greater Tulsa. A national consulting firm, Council for Adult & Experiential Learning (CAEL), employed a successful model of studying workforce issues. The project goal was to identify industry sectors with the best opportunity for ALL residents, enhance education and training alignment to support these sectors, and remove barriers to skill development opportunities.

A completed study was delivered in September 2014 and included an implementation plan for workforce agencies and partners. Other contributing partners to the project are AEP Public Service Company of Oklahoma, the George Kaiser Family Foundation, Community Service Council, INCOG and Tulsa Regional Chamber. For more information or to obtain a copy of the study, please contact Julie Miner, [jminer@incog.org](mailto:jminer@incog.org) or phone 918.579.9443.

5. In the fall of 2012, a grand opening was held for the 20,000sf multi-bay business incubator building in Pawhuska. Two years earlier, EDA awarded the **Osage County Industrial Authority** (OCIA) \$750,000 in matching funds for construction. The grant was part of a \$2 million funding package, which included the Osage Nation and the City of Pawhuska.



Arrowhead Pipeline, one of the new tenants, now employs 30 staff at the incubator. In 2013, the company used the facility to train more than 400 workers resulting in the hire of 250 for permanent pipeline jobs. In addition, two bays are occupied and the offices are all occupied with new businesses, primarily Osage-owned. OCIA recently acquired high-speed internet connections for its tenants and has determined there is also a need for a 1,000sf teleconferencing center at

the facility to be available for local businesses to be created in the building. An application for partial funding has been submitted to EDA.

Tri-County Technology Center, based in Bartlesville, furnished and maintains the facility. Tri-County also provides a full-time staff position as well as classes for area students and prospects. Business incubators are designed to accelerate the successful development of entrepreneurial companies through an array of business support resources and services. This historic partnership is a proud accomplishment for the region.

6. A ribbon cutting was held in 2013 as a result of the September 2011 EDA award to the **Oklahoma Innovation Institute (OII)** of \$800,000 in matching funds for the Tulsa Community Supercomputer, now called the Tandy Supercomputing Center. A significant grant from the Tandy Foundation was secured in part as a result of the investment by EDA. OII's flagship asset, a dense memory supercomputer, provides the only computing capabilities of its kind in the region and puts this area on the map with the most competitive technology clusters in the United States. Currently, seven full time staff are on site with OII for management of the project.



The supercomputer leverages universities, colleges, research centers, enterprise and small business to address computational needs across multiple industries and disciplines. OII represents a historic, collaborative, multidisciplinary research partnership formed by four local universities and colleges. Through this partnership, the programs and services developed are resulting in the creation of high impact jobs for the Tulsa region in the

technology and scientific sectors. Research outcomes are already producing measurable and marketable results for university clients in the region.

7. In September 2011, EDA awarded the **Tulsa Economic Development Corporation** \$600,000 to help build a permanent home for the organization and for **The Forge**, a business development center established by Tulsa's Young Professionals for start-ups and existing small businesses in the region. Startup companies have filled the space since its completion providing the long term economic benefit of retaining young professionals in the region.

A recent tour of the offices demonstrated success in addressing the need for affordable space and auxiliary services for entrepreneurs. Each of the spaces was rented, and the start ups were employing 1-4 staffers per space. Networking, educational and advisory resources are available at no-or-low cost to the tenants. The facility has seen several new businesses graduate to become self-sustaining and successful start ups in the EDD.

8. The **City of Tulsa** completed construction of a 10,000lf water line to serve the Oklahoma Centennial Botanical Garden. EDA awarded the Garden and the City of Tulsa \$1,000,000 in



2010 to be used with matching funds for design and construction. Newly renamed, **Tulsa Botanic Garden** commissioned a revised master plan in 2013 that will make the land, gardens and infrastructure more environmentally efficient throughout its life.

The Garden's board recently announced the acquisition of a \$3,000,000 foundation grant to fund capital and operational costs. An \$18,000,000 capital campaign is now underway. The Garden, which will include a research and education center, secured sixty acres of land donated by a group of investors and led by Tulsa businessmen. One hundred acres of Cross Timbers ancient forest and prairie are also being preserved for historical and ecological significance. The site is in southeastern Osage County and within the City of Tulsa fenceline.

The Spears School of Business at Oklahoma State University has estimated the Garden will generate \$107 million annually for the Tulsa area economy and will employ nearly 300 people. The site also serves as a living laboratory where researchers and educators are expanding the knowledge and understanding of Oklahoma's resources. Educational partners are Oklahoma State University, Tulsa Community College, Tulsa Technology Center, University of Oklahoma, and the University of Tulsa.

9. During 2013, **i2E** launched its IMMERSION program to provide core curriculum, training and seed funding for start-up technology businesses with high growth potential. Five small companies worked with i2E specialists during a 12-week period of intensive business and market analysis to refine their business models in order to achieve an improved outlook for success. The team also partners these clients with venture advisory services to support successful technology commercialization.



The project was a joint venture between INCOG and i2E to implement an EDA-funded Long-Term-Industry Plan designed to encourage success for technology businesses. This partnership with the Oklahoma non-profit provided expansion of the goals of the grant. Due to the accomplishments of this intensive and comprehensive program, i2E secured a direct EDA grant in 2012 of \$393,756 to expand its services. Their presence in Tulsa serves

to foster business and job growth throughout the region and partners regularly with The Forge and Oklahoma Innovation Institute.

10. With major funding from the **George Kaiser Family Foundation**, a new 75-acre park has been designed along Riverside Drive in Tulsa, south of 21<sup>st</sup> Street, and announced in 2013. Groundbreaking took place in the Fall 2014. The park will feature wetland gardens, playgrounds, sports courts, nature walk and earth bridges.

In 2008 EDA provided \$500,000 in matching funds awarded to Tulsa County for preliminary design of proposed Arkansas River Corridor projects. A scope of services was developed to meet the goals of the EDA grant, and to prepare as much technical information as possible with the funding available to ultimately assemble a complete Section 404 permit application as required by the Clean Water Act and the U.S. Army Corps of Engineers (USACE) regulation; this was accomplished in 2013.

In addition, two new businesses were developed near the shore of the river since the completion of the Corridor Study. More than 50 new jobs were created by these two public/private partnerships. Due to the completion of the activities and reports from the Corridor Study the EDA-funded project advanced significantly addressing the regulatory requirements. Additional data and study gaps were identified that will be the focus of work to be performed in future study efforts for the Arkansas River, yet to be funded.

## **OTHER INCOG-STAFFED ECONOMIC DEVELOPMENT ACTIVITIES**

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INCOG Economic Development staff is working with the City of Tulsa to address projects to benefit the region:

We are a coalition partner for an \$800,000 EPA-funded Brownfields Revolving Loan Fund grant that will offer clean-up funds for locally identified contaminated properties that are developable post-remediation.

INCOG is serving to facilitate an analysis of a multi-modal or transload facility that, when implemented, will accommodate relocation and expansion of a short-line rail system and possible future industrial development near Tulsa International Airport.

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For questions or additional information about INCOG or its economic development programs, please contact [jminer@incog.org](mailto:jminer@incog.org), call 918.584.7526 or visit our website [www.incog.org](http://www.incog.org)