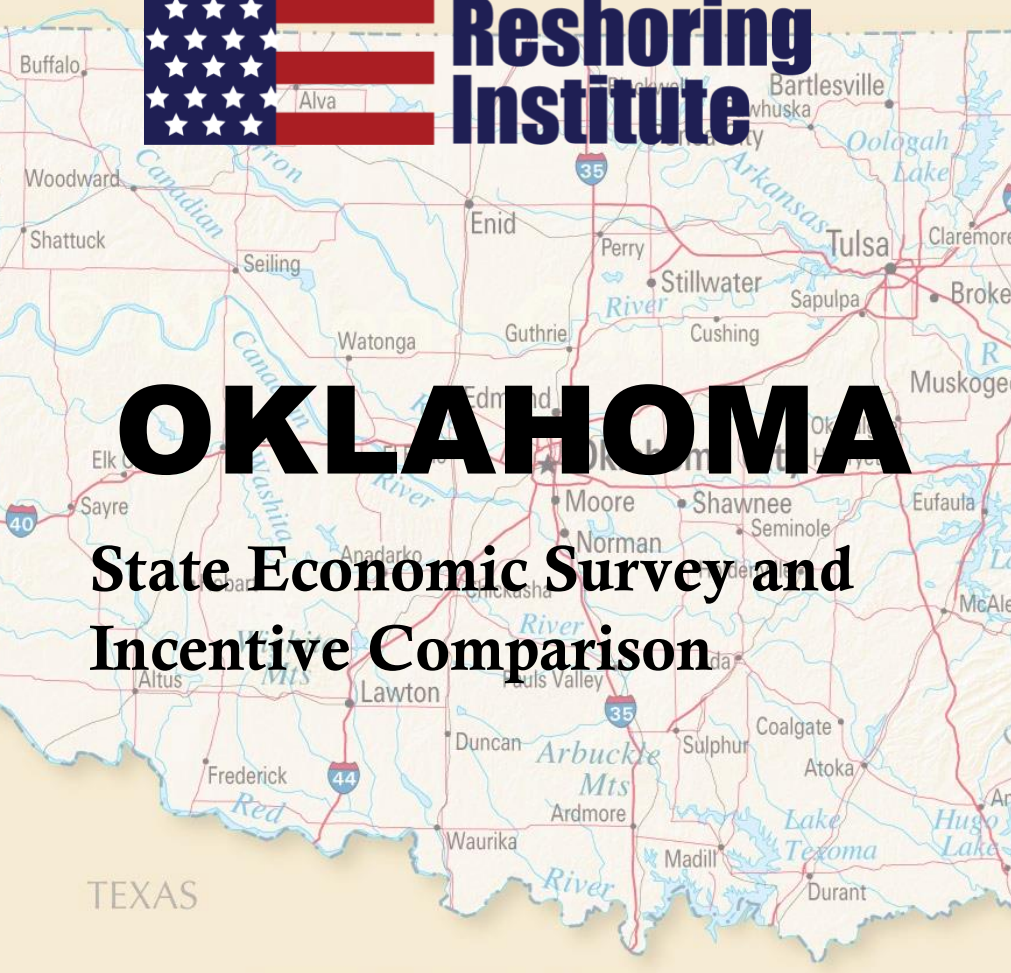




Reshoring Institute



CONTACT INFORMATION

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 State Abbreviation: OK
 State Economic Development Web Address: <http://www.okcommerce.gov>
 State Economic Development Phone Number: 405-815-6552
 Additional Relevant Links for Relocating Companies: <http://www.locateok.com>

OKLAHOMA

State Economic Survey and Incentive Comparison

INCOME AND OUTPUT

This section highlights the state’s productivity and income to provide an understanding of the amount of business conducted and the rate of growth for businesses and individuals.

Sources: www.census.gov, US Bureau of Labor Statistics

Gross Domestic Product	189 Billion USD in 2017
Gross Domestic Product % Growth 2007-2017	30%
Per Capita Personal Income	\$44,376
Per Capita Personal Income % Growth 2007-2017	26%

WORKFORCE

This section gives manufacturers an idea of the industry’s environment in the state, including the makeup of the available workforce, the labor requirements and recent trends.

Sources: www.census.gov, US Bureau of Labor Statistics

2010 Census Total Population	3,751,351
2017 Population Estimates	3,930,864
Total Civilian Labor Force	1,863,200 (Sep 2018)
Total Number of Persons Employed	1,797,900 (Sep 2018)
Total Number of Persons Unemployed	65,300 (Sep 2018)
Unemployment Rate	3.5% (Sep 2018)
Manufacturing Employment	130,800 (Sep 2018)
Mining and Logging	55,400 (Sep 2018)
Professional & Business Services Employment	193,200 (Sep 2018)
State Right-to-Work Law:	Yes

LARGE FACTORY OPENINGS

2018

- **Sofidel Group**, Italian manufacturer of consumer paper will build a new, modern integrated plant to serve the south-central and west-central areas of the US. The investment is forecast to be \$360 million over three years located 30 miles east of Tulsa.
- **Commercial Metals Corporation**, Irving, Texas based metals company completed its advanced micro steel mill in Durant, Oklahoma 100 miles south of Oklahoma City. The project included an investment of \$250 million creating 300 new jobs.
- **Kratos Unmanned Aerial Systems**, California based Kratos is opening administrative and engineering offices and production facilities in Oklahoma City. The \$80 million dollar investment will support 350 new jobs

EDUCATION

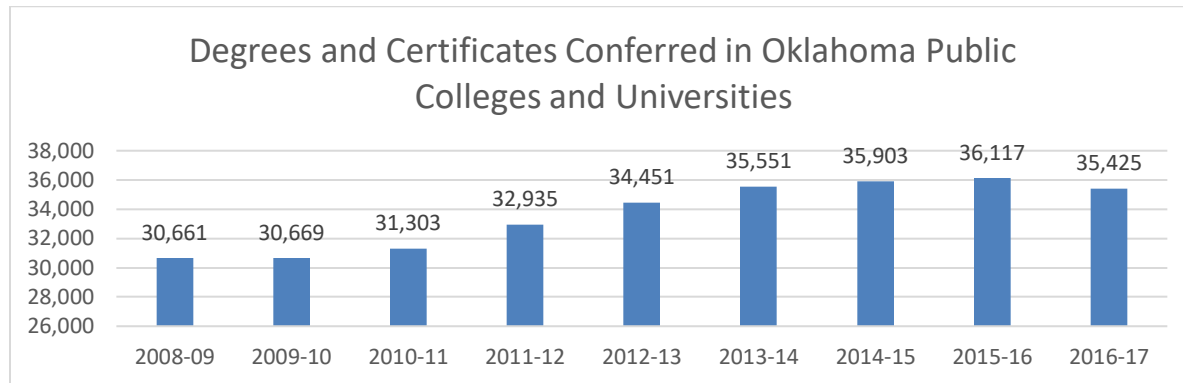
This section provides further insight into the potential workforce education levels, advanced areas of education and partnerships between higher education and industry for insight into quality of labor force and growth sustainability.

Sources: [US Census Bureau](#), [American Community Survey](#), [Oklahoma State Regents for Higher Education](#), [Oklahoma Department of Career and Technology Education](#), [Oklahoma Works](#)

% High School Diploma or More	87.50%
% Bachelor's Degree or Higher	24.80%

The Oklahoma State System of Higher Educations

- Created in 1941 by a vote of the people
- The State Regents serve a variety of roles, including prescribing academic standard of higher education, determining functions and courses of study at state colleges and universities



Complete College America

Oklahoma's Promise <https://www.okhighered.org/studies-reports/annual-report/annual-report2017.pdf>

Reach Higher

OneNet

is the comprehensive digital communications initiative of the state system of higher education. OneNet operates Oklahoma's most advanced technology network designed to provide the infrastructure to support high-speed broadband services with an equitable rate structure. Through leading-edge technology and a dedicated team, it currently provides high-speed internet services and other networking solutions to meet the mission-critical needs of a variety of Oklahoma entities, including colleges and universities; K-12 and career technology schools; public libraries; local, tribal, state and federal governments; court systems; rural health care delivery systems; nonprofit organizations; and programs engaged in research. OneNet also operates the Oklahoma Community Anchor Network, which provides high-speed connectivity to rural communities in 35 Oklahoma counties.

Internet2

OneNet is a member of Internet2, the nation's largest and fastest coast-to-coast research and education network. Internet2 is part of an exceptional community of U.S. and international leaders in research, academia, industry and government who create and collaborate via innovative technologies. OneNet's membership helps to accelerate research discovery, advance national and global education, and improve the delivery of public services. Through its connection to Internet2's 100Gbps network and its own in-state 100Gbps network, OneNet positions Oklahoma to be substantially more competitive than other states for research projects.

EPSCoR

The Established Program to Stimulate Competitive Research (EPSCoR), originally developed by the National Science Foundation (NSF), is designed to expand research opportunities in states that have traditionally received less funding from federal support for university research. Oklahoma EPSCoR is a partnership among colleges and universities, industry and research institutions. Its mission is to make Oklahoma researchers more successful in competing for research funding. Specific goals, objectives and strategies are developed for each federal EPSCoR

program, based on federal and state needs. In FY09, to aid with the state's research in bioenergy, EPSCoR was awarded \$15 million over five years from the NSF. The State Regents will provide an annual \$1.1 million match. The award will contribute to Oklahoma's leadership in the national effort to gain energy independence by utilizing biofuels. The NSF award is a multi-institutional collaborative project that includes researchers from Oklahoma State University, the University of Oklahoma and the Samuel Roberts Noble Foundation.

Also in FY09, the National Institutes of Health IDeA program awarded Oklahoma \$18 million over five years to establish an IDeA Network of Biomedical Research Excellence (OK-INBRE). The State Regents will provide an annual \$500,000 in matching funds. OK-INBRE supports major research projects in the areas of microbiology and immunology, cancer, and developmental biology. OK-INBRE encompasses 15 higher education institutions and supports undergraduates involved in STEM research programs.

Grants

Since 2004, the grants division of the State Regents has provided training, information on grant writing and weekly grant search announcements to faculty and administrators of all Oklahoma higher education institutions. Since 2005, the annual Summer Grant Writing Institute has involved up to 40 faculty members per year requesting more than \$10 to \$30 million in grants to Oklahoma higher education. In FY 2012, more than \$600 million was obtained by Oklahoma higher education in grants and cooperative agreements from funds outside the state allocation to enhance educational environments and give our students the best possible opportunities to succeed.

Oklahoma CareerTech

For more than 100 years, Oklahoma's system of career and technology education has focused on improving Oklahoma's economy by offering individuals the training and skills necessary to be successful in the workplace and providing companies with the required workforce necessary to compete globally.

Oklahoma CareerTech is often used as a model for programs across the United States and world.

- The system offers programs and services in 29 technology center districts operating on 58 campuses
- 393 K-12 school districts
- 16 Skills Center campuses that include three juvenile facilities and 31 Adult Basic Education service providers
- Each Technology center works closely with advisers from local industries to ensure students learn the skills needed to be valued members of the workforce
- Annually, enrollments in CareerTech classes exceeds 500,000

Oklahoma Works

Oklahoma Works is designed to increase the wealth of all Oklahomans through facilitating quality employment for workers and ready availability of highly skilled talent for business and industry. Oklahoma Works' strategic priorities are coordinated by the Governor's Council for Workforce and Economic Development.

CareerTech for Vets

This program helps Oklahoma's transitioning military members.

The Oklahoma Military Connection

CareerTech also partners with Oklahoma Military Connection, Oklahoma Military Connection connects civilian employers with Oklahoma veterans, service members, and their families. It is a cooperation between the

Oklahoma Employment Security Commission, Oklahoma Department of Career and Technology Education, Oklahoma National Guard, E.S.G.R., and the Oklahoma Office of Workforce Development.

Kuder

Kuder is a career guidance solutions provider. Over 165 million people worldwide have used this career assessment, education planning, and guidance resources to help visualize which industry or career, field of study, or school to pursue.

COST OF DOING BUSINESS

This section gives manufacturers and other industries high level proof of Oklahoma's cost effective, business friendly climate.

Sources: Energy Information Agency, Zillow

Industrial Electricity Rates	5.12 (Sep 2018)
Commercial Electricity Rates	8.27 (Sep 2018)
Zillow Home Value Index	\$117,000
Zillow Home Rent Index	\$946

- Oklahoma consistently ranks at or near the top of the Anderson Economic Group annual report on lowest tax burdens among US states
 - Oklahoma has the lowest tax burden with very low property and unemployment compensation taxes.
 - In addition, its top individual income tax rate fell from 5.25% to 5% in 2016, leading to a 20% drop in individual income tax on pass-through business income from the previous year, according to the report.
- Industrial electricity rates were the nation's 3rd cheapest in September 2018
- Commercial electricity rates were the nation's 4th cheapest in September 2018

ENTREPRENEURSHIP AND INNOVATION

Oklahoma State University (OSU)

Launched in the Fall of 2009, the Creativity, Innovation, and Entrepreneurship (CIE) Scholars Program recognizes and engages the graduate students at the Oklahoma State University. Up to 10 outstanding MBA students and a select number of students from various graduate programs are awarded \$5000 scholarship over two semesters. Students in the CIE actively participate in a systematic portfolio of programs and are evaluated based on their contributions and performance. <https://business.okstate.edu/entrepreneurship/ses/cie/index.html>

University of Tulsa

The University of Tulsa offers an Innovation, Change & Entrepreneurship minor through the Collins College of Business. This minor is open to students of any major and students can begin their 15-hour program in their sophomore year and complete it during their senior year. This program helps students to:

- Study creativity and innovation frameworks, tools and techniques
- Learn to move beyond critical thinking to incorporate creative, innovative, design and strategic thinking
- Cultivate an entrepreneurial mindset
- Develop leadership and followership skills
- Develop lean analysis and related skills that apply to startup and established enterprise environments
- Understand how creative and entrepreneurial leadership skills help grow and sustain startups and existing enterprises
- Examine enterprise design and evolution, through development of business models
- Explore strategy and leadership skills that can move a startup to a stable enterprise and beyond

<https://business.utulsa.edu/management-marketing/innovation-entrepreneurship-minor/>

University of Oklahoma

The University of Oklahoma offers tools for rapid product prototyping using 3-D printing technology, resources for startups and interactive learning and business-building capabilities. The university partners with multiple organizations via the Tom Love Innovation Hub:

- *Tom Love Center for Entrepreneurship*- Helps students connect with critical resources across the University of Oklahoma. Specific programs include the Sooner Innovation Fund and Sooner Launchpad. The Tom Love Center for Entrepreneurship is globally recognized and is highly ranked by Princeton Review and Entrepreneur Magazine.
- *Ronnie K. Irani Center for Creation of Economic Wealth* - Leads high-impact projects focused on technology commercialization, social entrepreneurship & innovation, software & web development, agile product design and entrepreneurial support.
- *Innovation at the Edge* - Offers a space that provides users with creation tools, which include: 3D printing, VR, workstations and more! Innovation at the Edge, located in the Bizzell Memorial Library, is open to members of the community and is free.
- *Office of Technology and Development* - Assists with the perfection, conveyance and commercialization of OU intellectual property, and strives to be recognized as a driving force for OU's economic impact through education, expertise and efficiency.
- *I2E* - Innovation to Enterprise (i2E), Inc. is a nationally recognized private not-for-profit corporation focused on growing innovative small businesses in Oklahoma and making a positive impact on the state's economy. I2E offers venture advisory services, access to capital, and entrepreneurial development.
- *OCAST* - Oklahoma Center for the Advancement of Science and Technology (OCAST) is a key organization that bridges the gap between research activities and business needs. Through its network of strategic partnerships, OCAST creates a continuum of services that enables and accelerates the transition of ideas from the laboratory to the market.

- Oklahoma Small Business Development Center - The Oklahoma Small Business Development Center focuses on small businesses and provides them with business management advising, workshops and technical assistance free of charge.
- Startup 405 - Startup 405 is the Norman Economic Development Coalitions' new business incubator located on the University of Oklahoma Research Campus.
<http://www.ou.edu/innovationhub/connections>

Research & Development expenditures in the State of Oklahoma

(R&D) spending is a driver of innovation. Investing in science and technology today has ripple-effect benefits throughout the economy over the long term. Oklahoma is one of 14 states plus the District of Columbia that performs between \$1-\$5 billion per year in R&D. In this figure, Oklahoma's percent change in R&D spending is compared to the two highest and the two lowest states within this group.

State of Oklahoma (Thousands of current dollars)					
	All R&D	Intramural performers		Extramural performers	
	Expenditures	Amount	Percent	Amount	Percent
2016	33,461	2394	7.2	31067	92.8
2015	29,953	351	1.2	29,602	98.8

- As of 2016, the total R& D expenditures increased by 12% in the State of Oklahoma
- Higher education R&D expenditures grew by more than 16% from 2015 to 2016 and 9.8% from 2011 to 2016.
- As of 2016, Oklahoma ranked #2 when looking at 1 Year HERD/GDP Change; #7 in term of 5 Year HERD/GDP Change, #4 in term of year change (2015-2016).

ACTIVE	AGENCY NAME
YES	ADVANCEMENT OF SCIENCE &
YES	AGRICULTURE, FOOD, AND FORESTRY
YES	CENTRAL STATES AIR RESOURCE AGENCIES
YES	Conservation Commission
YES	Department of Commerce
YES	Development Finance Authority
YES	ENERGY RESOURCES BOARD
YES	ENVIRONMENTAL QUALITY, DEPARTMENT OF
YES	Grand River Dam Authority

YES	State Department of Health
YES	Horse Racing Commission
YES	HUMAN SERVICES, DEPARTMENT OF
YES	Liquefied Petroleum Gas Research, Ma
YES	PEANUT COMMISSION
YES	Science and Technology Research and
YES	SORGHUM COMMISSION
YES	Tobacco Settlement Endowment Trust
YES	TRANSPORTATION, DEPARTMENT OF
YES	Water Resources Board
YES	WHEAT COMMISSION
YES	WILDLIFE CONSERVATION, DEPARTMENT OF
YES	Space Industry Development Authority
YES	University Hospitals Authority
YES	Alcoholic Beverage Laws Enforcement Commission
YES	Narcotics and Dangerous Drugs Control, Bureau
YES	Corrections, Department of
YES	State Department of Education
YES	Department of Labor
YES	Oklahoma Employment Security Commission
YES	Oklahoma State Regents for Higher Education
YES	Oklahoma Health Care Authority
YES	CareerTech
YES	Oklahoma Works

Below is the list of all institutions and their programs/completions in Oklahoma:

Institution	Programs/Completions
University of Oklahoma-Norman Campus	5,630
Oklahoma State University-Main Campus	4,931

University of Central Oklahoma	2,591
Tulsa Community College	2,307
Northeastern State University	1,813
University of Oklahoma-Health Sciences Center	1,314
Oklahoma City Community College	1,109
Oklahoma City University	1,058
University of Tulsa	1,004
Southwestern Oklahoma State University	987
East Central University	922
Cameron University	820
Southern Nazarene University	753
Southeastern Oklahoma State University	722
Oral Roberts University	708
Rose State College	701
Oklahoma State University-Oklahoma City	622
Northern Oklahoma College	595
Tulsa Welding School-Tulsa	568
Oklahoma State University Institute of Technology	545
Tulsa Technology Center-Lemley Campus	493
Metro Technology Centers	474
Francis Tuttle Technology Center	463
Carl Albert State College	426
Oklahoma Christian University	408
Langston University	382
Northwestern Oklahoma State University	382
Canadian Valley Technology Center	365
Heritage College-Oklahoma City	356
Rogers State University	356
Northeastern Oklahoma A&M College	337

Murray State College	331
Moore Norman Technology Center	309
Gordon Cooper Technology Center	307
Western Oklahoma State College	298
Seminole State College	290
Redlands Community College	289
Community Care College	288
Connors State College	286
Oklahoma Wesleyan University	286
Spartan College of Aeronautics and Technology	283
Eastern Oklahoma State College	279
Tulsa Technology Center-Peoria Campus	272
Oklahoma Baptist University	257
Mid-America Christian University	250
Career Point College	249
Platt College-Tulsa	232
Meridian Technology Center	224
University of Phoenix-Tulsa Campus	223
Vatterott College-Oklahoma City	221
Indian Capital Technology Center-Muskogee	221
University of Science and Arts of Oklahoma	217
Southern Oklahoma Technology Center	215
Mid-America Technology Center	214
Oklahoma Panhandle State University	214
Tulsa Technology Center-Riverside Campus	208
Platt College-North OKC	207
Tri County Technology Center	200
St. Gregory's University	199
Great Plains Technology Center	192

Northeast Technology Center-Afton	192
Central Technology Center	179
Autory Technology Center	171
Western Technology Center	167
University of Phoenix-Oklahoma City Campus	164
Pioneer Technology Center	163
Northeast Technology Center-Pryor	151
Kiamichi Technology Center-McAlester	143
Tulsa Technology Center-Broken Arrow Campus	137
Platt College-Lawton	135
Bacone College	133
Red River Technology Center	131
Green Country Technology Center	128
Pontotoc Technology Center	127
Indian Capital Technology Center-Tahlequah	120
Clary Sage College	115
Indian Capital Technology Center-Sallisaw	114
Vatterott College-Tulsa	109
Oklahoma Health Academy-Tulsa	107
Platt College-Moore	103
Caddo Kiowa Technology Center	99
Kiamichi Technology Center-Hugo	91
Oklahoma State University Center for Health Sciences	90
Wes Watkins Technology Center	87
Southwest Technology Center	86
Standard Beauty College of Oklahoma	85
Eastern Oklahoma County Technology Center	84
Oklahoma Health Academy-Moore	80
Kiamichi Technology Center-Idabel	75

Technical Institute of Cosmetology Arts and Sciences	71
Phillips Theological Seminary	70
Southwestern Christian University	65
American Broadcasting School-Oklahoma City	63
High Plains Technology Center	61
Mid-Del Technology Center	60
Northeast Technology Center-Kansas	60
Pryor Beauty College	57
Southern School of Beauty Inc	55
Kiamichi Technology Center-Durant	54
Randall University	51
Central State Beauty and Wellness College	51
Indian Capital Technology Center-Stilwell	50
Platt College-Central OKC	48
Broken Arrow Beauty College-Tulsa	45
Kiamichi Technology Centers-Talihina Campus	44
Central State Massage Academy	42
Eves College of Hairstyling	39
CC's Cosmetology College	37
Broken Arrow Beauty College-Broken Arrow	37
Kiamichi Technology Center-Poteau	36
Northwest Technology Center-Alva	36
ITT Technical Institute-Tulsa	35
Oklahoma School of Photography	33
Ponca City Beauty College	33
Kiamichi Technology Center-Atoka	32
Beauty Technical College Inc	30
Stanton Beauty College Inc	29
Shawnee Beauty College	27

FOREIGN DIRECT INVESTMENT

Oklahoma is home to more than 140 FDI companies. Examples include:

Lufthansa, Michelin, BAE Systems, Sofidel,

TRANSPORTATION AND INFRASTRUCTURE

- Access to 88 million people within a 500-mile radius
- Interstate 40 is the main east-west interstate with 331 miles through Oklahoma.
- Interstate 35 is the main north-south interstate with 235 miles through Oklahoma.
- Interstate 44 runs diagonally through the state with 329 miles.
- The three Interstate highways intersect in Oklahoma City.

Railroads

In addition to the BNSF and the UP, the Kansas City Southern Railway Company is the third Class I railroad operating in Oklahoma. Additionally, Oklahoma has 20 Class III carriers. The State of Oklahoma currently owns over 400 miles of track. The state-owned tracks are leased by privately owned railroads.

Inland Waterways

- Oklahoma has 4 inland ports that provide efficient barge transportation that connect to world markets.
- The 2,500-acre Tulsa Port of Catoosa is one of the largest, most inland, ice-free ports in the nation, with more than 60 Industries utilizing the Port.
- Both the Port of Catoosa and the Port of Muskogee are Foreign Trade Zones.

Air Transportation

Oklahoma has International airports in Oklahoma City and Tulsa, along with 137 public use airports across the state.

INCENTIVES

In addition to State tax incentives local areas and tribal governments also offer unique and high quality incentives for industry.

Quality Jobs Program

The Quality Jobs Program makes quarterly cash payment of up to 5 percent of new taxable payroll to qualifying manufacturers and certain service industries that have a new payroll investment of \$2.5 million or more.

Small Employer Quality Jobs Program

The Small Employer Quality Jobs Program provides quarterly incentive payments to a qualifying small employer (500 employees or less). Quarterly payments may be as much as 5% of new taxable payroll for up to 7 years.

21st Century Quality Jobs

This Quality Jobs program is specially tuned for businesses with a highly skilled, knowledge-based workforce. This unique incentive may pay qualifying businesses cash back, up to 10 percent of payroll, for up to ten years for the creation of 10 jobs with an average wage of \$94,000 annually or higher, depending on county.

Quality Jobs and Investment Tax Credits

These tax credits target manufacturing industries that have a large capital investment of at least \$40 million in addition to creating new jobs that pay higher than the state average wages. The credits also allow a five-year tax credit on the greater of 2 percent per year of investment in qualified new depreciable property or credit of \$1,000 per year per new job.

Investment/New Jobs Package

This package provides growing manufacturers a significant tax credit based on either an investment in depreciable property or on the addition of full-time-equivalent employees engaged in manufacturing, processing, or aircraft maintenance.

Business Expansion Incentive Program

This incentive targets business expansion projects which include job creation and significant investment in facilities, machinery, and equipment.

Aerospace Engineer Workforce Tax Credit

Aerospace companies hiring engineers in a variety of fields will receive tax credit equal to 5% of the compensation paid to an engineer and 10% if the engineer graduated from an Oklahoma college or university, plus another credit of up to 50% of the tuition reimbursed to an employee. Additionally, the engineer hired receives a tax credit of \$5,000 per year.

Automotive Engineer Workforce Tax Credits

Vehicle manufacturing companies that manufacture or assemble motor vehicles hiring engineers that are newly employed in the vehicle manufacturing sector will receive a tax credit equal to 5% of the compensation paid to an engineer, and 10% if the engineer graduated from an Oklahoma college or university (up to \$12,500 per employee per year), plus another credit of up to 50% of the tuition reimbursed to an employee. Additionally, the engineer hired receives a tax credit of \$5,000 per year for 5 years.

Manufacturing Sales Tax Exemptions

Oklahoma has a comprehensive sales tax exemption for manufacturers who qualify for and obtain a Manufacturer's Sales Tax Exemption Permit (MSEP).

The exemptions cover purchases of machinery and equipment, energy and tangible personal property used in design, development and the manufacturing operation at the manufacturing site.

Five-Year Ad Valorem Tax Exemption

A qualifying manufacturing company can abate ad valorem taxes upon new, expanded or acquired manufacturing facilities and equipment for a period of five years. This incentive is available for manufacturing,

research and development, warehouse and distribution, certain computer/data processing services, refinery and aircraft repair.

Freeport Inventory Benefits

Exempts from taxation goods, wares and merchandise that come from outside the state and leave the state within nine months if such goods, wares and merchandise are held for assembly, storage, manufacturing, processing or fabricating purposes within the state.

Customized Employee Training

Every business is different. That's why we have flexible programs to meet your needs. Whether you're a new or expanding company in our state, our nationally acclaimed Training for Industry Program (TIP) can help you create the quality workforce you need to be successful, all at little or no cost to you. TIP is delivered through Oklahoma's system of 59 technology center campuses across the state. Some of the services we provide under TIP include job analysis, training needs assessment, pre-employment training, pre-production training, post-production training, instructional materials and development, and more.

Community Incentive for Locating and Expanding Businesses

Grants of up to \$500,000 are available to Oklahoma communities to assist companies in business expansion, or up to \$1 million for communities to assist new out-of-state companies who are moving their business to Oklahoma. Companies must pay at least 110 percent of the average county wage for all new jobs. At least 51 percent of the new jobs must be made available to low and moderate income persons.

Foreign Trade Zones

The benefits of operating within a designated site licensed by the Foreign Trade Zones Board are many. At the very least, a FTZ can help you defer paying duties. More often, the company pays lower costs, not only to U.S. Customs, but to its bank, insurance company and other vendors.

Industrial Access Road Assistance

Designed to provide assistance to local industrial development efforts by funding, within practical limitations, access facilities connecting a specific industry or industrial area directly to the state or local road system.

New Market Tax Credits

To spur private investment in low-income urban and rural communities, investors receive a 39 percent federal tax credit.

Date of Submission: January 16, 2019

Thank you for your time. Please email your responses to alevy@reshoringinstitute.org and your responses will be recorded and available online for review at www.reshoringinstitute.org.