

COMMUNITY REPORT 2019

10 YEARS OF FOCUSING ON **GROWTH**



REGIONAL
DEVELOPMENT
ALLIANCE

“Without continual growth and progress, such words as improvement, achievement, and success have no meaning.”

→ **Benjamin Franklin**

The Enid Regional Development Alliance has reached the 10-year milestone, and this has been another year of great opportunity. It is often hard to quantify the results of economic development, but as we look back on the past decade, there has been significant growth and job development. We have an incredible team supporting growth in Enid and beyond, and I am grateful for the partnerships in this community. The ability to work alongside the City of Enid, the Greater Enid Chamber of Commerce and area communities provides a collaboration unique to our area. We see that being intentional in supporting business retention and expansion, recruitment and retail development created many jobs, improved our quality of life and increased sales tax revenue.

In January, ERDA Executive Director, Brent Kisling, was appointed by Governor Kevin Stitt to serve as the Executive Director of the Oklahoma Department of Commerce. We appreciate Brent's leadership and time in Enid and look forward to partnering with him in his new role. The ERDA Board of Directors named Lisa Powell as Executive Director in May. Ms. Powell will continue the tradition of growing and developing our community in a way that builds on the successes of the past while focusing on even greater achievements for the future. She brings 10 years of experience to the Alliance having served as Associate Director. Lisa and Office Manager, Debbie Moore, are known throughout the state for their level of expertise, and we are very fortunate to have them leading the way for future growth of the Enid region.

As we celebrate the successes of the past decade, and look forward to continuing to serve our mission, I would like to thank the business members that contribute towards the success of this entity and the City of Enid for their continued support of economic development. It's been humbling to have had the opportunity to serve as chair of the Alliance the past 2 years and I thank you for the faith and trust you've placed in me.

Martie Oyler, Chairman of the Board

Martie Oyler



ABOUT ERDA

The Enid Regional Development Alliance (ERDA) is a not-for-profit organization working to assure the economic prosperity of Enid and the surrounding area. ERDA is funded by corporate members, and through a contract for service with the City of Enid, Garfield County Industrial Authority, and the Northwest Oklahoma Alliance. ERDA focuses its efforts in supporting the growth of entrepreneurs, removing barriers to growth for local businesses, and in recruiting new business and industry to the area.

BOARD OF DIRECTORS

The Enid Regional Development Alliance Board of Directors consists of 12 voting and 2 non-voting members. Board members represent the City of Enid, Garfield County Industrial Authority, Joint Industrial Foundation, Autry Technology Center, Greater Enid Chamber of Commerce and area business leaders.

STAFF



Lisa Powell
Executive Director



Debbie Moore
Office Manager

AREAS OF FOCUS

Economic development can take many forms, but at its core, it is about creating an environment where companies can be successful and provide quality jobs for the citizens. In today's environment, attracting and retaining jobs requires a well rounded approach including community development, workforce attraction, and growing entrepreneurs.



SUCCESSORY

"We've got everything you need right here in Enid. And those amazing prairie sunrises and sunsets... where else can you get THAT!?"

→ **JOEY MEIBERGEN**

President, Johnston Seed Company

FOUR GENERATIONS: LEWY, JOEY, LEW, & BUTCH

RESOURCES

START WITH ENID PROGRAM

The Start with Enid Program is a partnership between the Enid Regional Development Alliance, Autry Technology Center, Greater Enid Chamber of Commerce, Main Street Enid, and Enid Young Professionals. Each sponsor offers a different benefit to help new businesses in Enid reduce start-up costs and get plugged into the community.

GROW ENID LOAN FUND

The Enid Regional Development Alliance has established a revolving loan fund for entrepreneurs and businesses expanding in the Enid area. This loan program is combined with commercial lending to provide gap financing for business expenses or construction costs.

DOWNTOWN SPRINKLER ASSISTANCE PROGRAM

The Downtown Sprinkler Assistance Program provides assistance to partially fund fire suppression costs for new and expanding downtown businesses. This helps to offset the costs for redevelopment of downtown properties.

CERTIFIED INDUSTRIAL PARKS

Enid offers two state certified industrial parks that are shovel-ready for development. Land in these parks can be discounted/donated for projects that provide significant capital investment, new jobs, and new annualized local payroll.

ENID SUMMER INTERNSHIP PROGRAM

ERDA helps businesses recruit the best college students from around the US for summer internships. In addition, the Enid Summer Internship Program provides students the opportunity to network with one another and to get involved in social and community activities during the summer.

ENIDBRAND.COM

The EnidBrand.com website was developed to establish and maintain a clear, unified brand identity. This website provides general guidelines for the visual and verbal articulation of the Enid brand, as well as a photo and video library for use in marketing communications.



ENID YOUNG PROFESSIONALS

EYP provides its members with opportunities to build relationships with local community, business and government leaders and gives a voice to young people who work in the Enid area.

ENID ENTREPRENEUR LEADERSHIP SERIES

The Enid Entrepreneur Leadership Series is a coordinated effort of all entrepreneurship support and training services for the Enid area. We expanded the annual Cherokee Strip Business Model Competition Luncheon to a celebration of all entrepreneurship programs. The group also established the first Entrepreneurship Advisory Council comprised of donors who support the programs.

ENID WOMEN IN BUSINESS

Quarterly Enid Women in Business luncheons provide an opportunity to learn, promote leadership, and cultivate profitable business connections. The Annual NWOK Women's Business Summit is a one-day event designed to encourage, support, and equip women in business throughout Northwest Oklahoma.

ENID FIRST TEAM

Always putting Enid First, ERDA, the Chamber, Visit Enid, Main Street Enid, and the City of Enid coordinate and strategize on how to make Enid the best it can be for citizens, visitors, and businesses.

WAYFINDING SIGNAGE

The new wayfinding signage is a project of the Enid First Team to better identify and direct citizens and visitors to the many cultural and shopping opportunities in town.



SUCCESS STORY

“The people who come to work at Groendyke recognize and value the sense of community we cultivate here. Enid is a part of that. If we were bringing people to a big city like Dallas, it just wouldn’t have the same flavor.”

GREG HODGEN
President & CEO, Groendyke Transport



INTRODUCTION

While ERDA was founded in 1997 by a group of visionary business leaders, it was in 2009 when the City of Enid and the ERDA Board took the step to create the organization we have today. Leaders decided that Enid was ready to be proactive and aggressive in economic development and as a result, Enid has enjoyed strong business growth, community development, and retail expansion during this decade.

2009

The new Executive Director, Brent Kisling, challenged Enid to dream big by breaking a Guinness World Record.

KITES OVER ENID

The Kites Over Enid Guinness Book of World Record attempt broke the North American record with 2,598 kites in the air at once. Enid also hosted its first Wind Energy Forum during this event, bringing in wind developers from across the country to fly a kite and hear about doing business in NW Oklahoma.



2010

Infrastructure development is the first step in preparing a community for investment.



66TH STREET IMPROVEMENTS

The Enid Regional Development Alliance assisted in efforts that led to the Oklahoma Transportation Commission contributing \$400,000 for an industrial access highway project serving the Cimarron Industrial Airpark at Woodring Airport. This allowed for business growth in the airport industrial park.

“It was a great honor and privilege to be a founder and the original Chairman of the Board of the Enid Regional Development Alliance. I was very proud of a small band of brothers and sisters who

came together to start and fund an organization to improve our community.

However, not in our wildest dreams did we envision the success that has been enjoyed by ERDA! My dream now is that more and more citizens will become members of ERDA and work together as a team to make our community one of the most sought after communities in which to live.”

Mike Wright

- Founding Member, 1997

2011

Local business expansion is the primary focus for ERDA. It has been exciting to see Aircraft Structures continue to grow, year over year.

AIRCRAFT STRUCTURES INTERNATIONAL GROUNDBREAKING

The 66th street improvements allowed for the expansion of Aircraft Structures International Corp (ASIC). Since that expansion, ASIC has more than doubled their number of employees and taken on new contracts.





SUCCESS STORY

"It's everything I like: open spaces, clean air and livestock grazing on the horizon," Myrl says. Gayle adds, "We just love the people here. It reminds us of the culture we were raised in. It feels like home."

→ **MYRL & GAYLE MORTENSON**

HANOR

2012 ←

Local business expansions continue, and Fence Solutions became one of the first success stories of the Strate Center for Business Development.

FENCE SOLUTIONS

Fence Solutions, Inc., began operation in the Strate Center at Autry Technology Center and has continued to gain markets throughout the United States. ERDA assisted Fence Solutions with financing through the Grow Enid Loan Fund and today they sell their products all across the country.

EAST SIDE SAVE-A-LOT GROCERY STORE

When Jumbo Foods purchased and renovated the East Enid Save-A-Lot grocery store, ERDA assisted them by offsetting some of their renovation expenses and helped them expand their market to include more diverse food offerings.

CENTRAL MACHINE AND TOOL

There are very few companies left in America that have their own foundry and precision machine shop under one roof. In 2012, they announced a major expansion and retooling of their facility and plan to increase their employment locally. ERDA assisted Central Machine in receiving state incentive funds to help offset part of their facility expansion.



2013

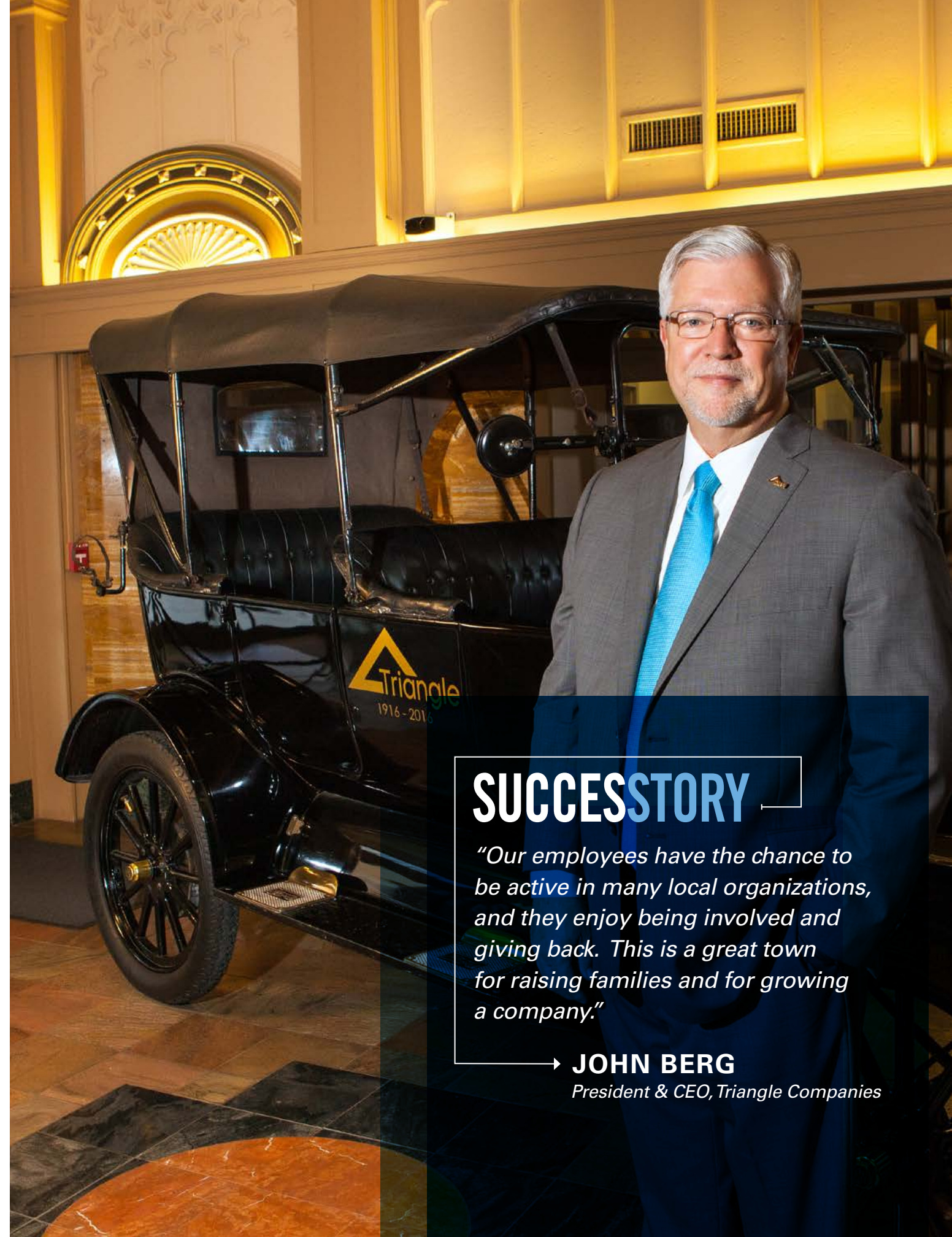
Economic development is a team sport, and ERDA has tremendous partners such as the Enid News & Eagle and Main Street Enid.

ENID NEWS & EAGLE / MONSTER.COM

Working on the forefront of talent attraction, ERDA had a one-of-a-kind partnership with the Enid News & Eagle and Monster.com. This unique partnership provided ERDA members the chance to receive national visibility for their job postings at 85% off the market rate.

DOWNTOWN GRANTS

Supporting the growth of businesses in the heart of Enid, ERDA provided grants to downtown businesses. Downtown Threads, a grant winner, has been a screenprinting and embroidery shop for 35 years, and has now evolved into a corporate and business wear provider. One Page at a Time, also a grant winner, improved their exterior signage and increased their scrapbooking inventory.



SUCCESSORY

"Our employees have the chance to be active in many local organizations, and they enjoy being involved and giving back. This is a great town for raising families and for growing a company."

JOHN BERG
President & CEO, Triangle Companies

2014

The majority of the work done at ERDA is in support of the current businesses in Enid. Assisting them with location decisions, accessing new markets, and growing their employment are all goals of ERDA.

FLAMING AUTO / NAPA AUTO PARTS

ERDA partnered with Flaming Auto to renovate the deteriorated Hollywood Video building into a modern NAPA Auto Parts store, where it expanded from its original store on West Willow to this second location.

FEDEX

FedEx announced plans to construct an expanded distribution center at the corner of 54th Street and US 412. This new facility is a state-of-the-art center which allows for additional employment and expanded delivery service in the region.



2015

Enid’s manufacturing and transportation industries are strong, and in 2015 we welcomed these two new travel plazas to support Enid’s trucking and travel needs.

LOVE’S TRAVEL STOPS

Love’s Travel Stops built a new travel center at the corner of 42nd Street and Highway 412. This location not only serves the trucks that come through Enid, but the project upgraded the intersection, added signaling to the corner, and provided a water line loop to support additional growth in the area.



PILOT TRUCK STOP

A Pilot Truck Stop and Subway Restaurant was opened in the newly renovated location on the south side of 42nd Street and Highway 412. This investment rehabilitated an eyesore at the entrance to the community and provided much needed services to trucks driving through.

“Enid has far more potential than the community allows itself to realize. ERDA combined the best qualities of

positive message, effective leaders, and substantiated strategy,

all of which focused on achievable goals which continue to be realized.

We chose the right people, with superior skills, at the right time and the results are obvious.”

Eric Benson

- City Manager at the time ERDA separated from the Chamber of Commerce

WHY I LOVE ENID CONTEST

In conjunction with the Enid First Team, ERDA sponsored an essay & video contest for Garfield County students to tell “Why I Love Enid.” A primary role of ERDA is marketing Enid as a great place to live, play and work. The Why I Love Enid Contest highlighted the reasons our youngest citizens are proud of our community.

2016

Business attraction can take years, and in 2016 Enid attracted both a new corporate headquarters and new retail shops to our community.

WOODRING REGIONAL AIRPORT RUNWAY EXTENSION

This \$10 million project increased the length of our municipal runway from 6500 to 8000 feet. This expands the capabilities of this airport and supports the mission at VAFB by offering an alternate runway for takeoffs and landings.

ACADEMY SPORTS & OUTDOORS

ERDA worked diligently to close a deal between Atwoods and GBT Realty to bring an Academy and other needed retail stores to our community. In addition to filling a retail gap in Enid, repurposing this building for retail is a more appropriate use in this busy shopping corridor.



HANOR CORPORATE HQ

Hanor Companies relocated their corporate headquarters from Wisconsin to Enid, bringing with them 30-40 new jobs. Corporate offices not only bring higher paying jobs, but often attract support services and suppliers to locate near the HQ.



OKLAHOMA SPEAKER'S BALL

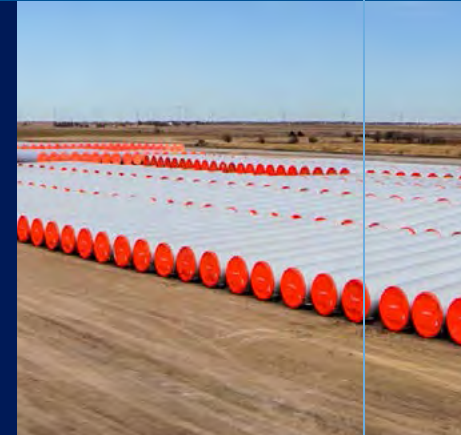
Thanks to Speaker Hickman for choosing Enid to host the 2016 Speaker's Ball at the Enid Event Center. This was a great opportunity to showcase Enid to leaders across the State.

2017

Billions of dollars have been invested in Enid during the past decade by both new and existing companies. This type of investment increases property tax revenues, improves our infrastructures, and provides new jobs.

TP&L LOCATION

TP&L opened a \$7 million facility along 66th Street as a transload facility with staging and storage area for blades, towers, nacelles and other wind energy components. Using private funds from TP&L, TIF revenue, and Industrial Access Road Funds from the State, the City of Enid repaved 66th Street into an Industrial Grade road to service TP&L's growing business.



ADM MILLING EXPANSION

With assistance from a TIF passed by Enid's city council, ADM has been modernized and improved to include automated, state-of-the-art equipment which provides additional capacity and efficiency. About 70 employees grind wheat into 1.8 million pounds of flour each day for shipment to bakeries and retail stores.



KOCH FERTILIZER EXPANSION

Koch made an unprecedented investment of \$1.3 billion dollars in their Enid Fertilizer plant. The expansion created 80-100 new jobs and helped to reduce the amount of potable water used by the plant. This is the largest single capital investment by any company in Oklahoma history.

2018

ERDA can be involved in all types of support for business, including assistance with critical infrastructure needs.

WARREN CAT WATER LINE EXTENSION

ERDA contributed \$100,000 toward the extension of a water line along north Highway 81. The City water line will allow Warren CAT to expand their facility and will support other business growth in the area.

OG&E SOLAR FARM

Oklahoma's largest solar farm was opened near Covington this year. The 10 MW farm is owned by OG&E and managed by Sun Power.



ATWOODS DISTRIBUTION CENTER

The expansion of the distribution center, outside storage area, and additional truck parking was completed this year, which created additional capacity and efficiency for the company.

BEST WESTERN GLO

Construction began this year on Enid's new downtown conference hotel. The hotel will have approximately 90 rooms and will be adjacent to the Stride Bank Center.



“The past decade has been very rewarding under the leadership of Brent and Lisa. It has been one of the best in our history for economic development.”

Bert Mackie

- ERDA Board member in 2009 when it separated from the Chamber of Commerce



SUCCESS STORY

“Enid’s concern for quality of life issues — for parks and trails, for investing in common and higher education — have really helped us recruit and retain people.”

(left to right)

**CHAD DILLINGHAM
DAN DILLINGHAM
JED DILLINGHAM**



**DILLINGHAM
INSURANCE**

2019

ERDA was privileged to be able to assist and support businesses of all shapes and sizes this year. New jobs, new housing, and new places to eat and hang out were just a few of the things we celebrated this year!

BILLION BY 2025

The Enid First Team spent time this year learning from cities around the country who are successful in upper floor development, athletic tourism, adaptive reuse, and attracting a skilled workforce. The team is using what they’ve learned to generate \$1 billion in retail sales by 2025.

GEFCO EXPANSION

With the addition of a new product line, GEFCO was able to expand its offerings and add 50 new jobs. ERDA assisted them with identifying state incentive money to support their growth.

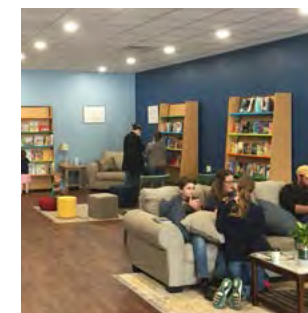


BNSF SITE CERTIFICATION

Enid is one of 18 locations in the country that can offer a rail certified site through the BNSF Railway Company. This reduces the development time for new business and guarantees rail availability.

ENID BREWING CO. - PUTNAM SIX BOOKSTORE LAND RUN STEAKHOUSE - SWADLEY’S BAR-B-Q

New places to eat and hang out are critical components to a strong quality of life. Enid continues to see growth in our restaurant and retail offerings.



WHY ENID?

As the largest population center in northwest Oklahoma and southern Kansas, Enid is the retail, medical, and workforce hub for the region.

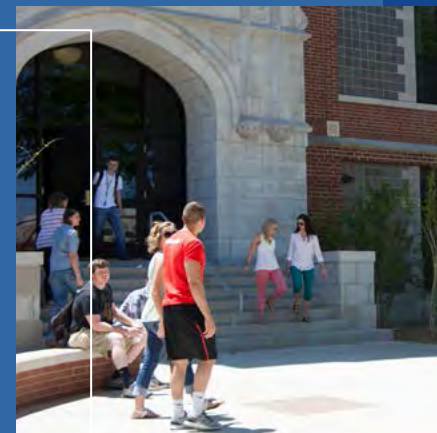


TOP NOTCH HEALTHCARE

Enid has 2 nationally recognized hospitals with more than 425 total licensed beds. St. Mary's Regional Medical Center and INTEGRIS Bass Baptist Health Center provide comprehensive cardiac care, oncology, acute care, mental health services, neurosciences, and much more. Enid is also home to 1 of only 3 VA out-patient clinics in Oklahoma.

EDUCATION FOR LIFE

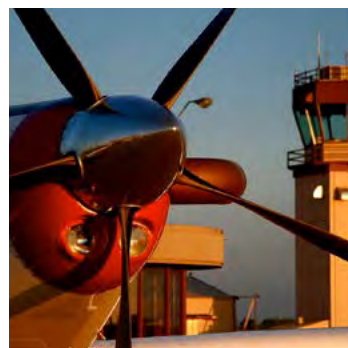
Innovative pre-school programs, award-winning school districts, private Christian schools, the largest career tech in the state, and nationally recognized colleges and universities can all be found in Enid. Having invested over \$215 million in our schools since 2012, you can tell we don't take education lightly. Whether you are attending school for the first time, or you are going back to school to learn a new skill, you can find it here.



NORTHWESTERN OKLAHOMA STATE UNIVERSITY offers upper division courses for the completion of bachelor's degrees in 13 areas and master's degree programs in education, psychology, and business administration.

NORTHERN OKLAHOMA COLLEGE is a 2-year college that offers liberal arts degree programs to over 1200 students each semester.

AUTRY TECHNOLOGY CENTER is the state's largest Career Tech Center which offers a wide range of career and technical training and certifications. Autry will even customize a program to fit the individual needs of employers.



PLANES, TRAINS AND AUTOMOBILES

Whether traveling by highway, by air, or by rail, Enid is the crossroads of the region. Located 25 minutes west of Interstate 35 along US Highway 412, there is direct 4-lane access across the northern part of Oklahoma to neighboring states. Both the BNSF and the UP Railroads

intersect in Enid to link our market to consumers on the coasts. The Woodring Regional Airport is an all-weather, tower controlled, instrument landing facility with an 8,000-foot runway. Businesses located in the airport industrial park benefit from the Foreign Trade Zone designation and the direct access to the taxiway.

CORPORATE MEMBERS

PACE SETTER MEMBERS

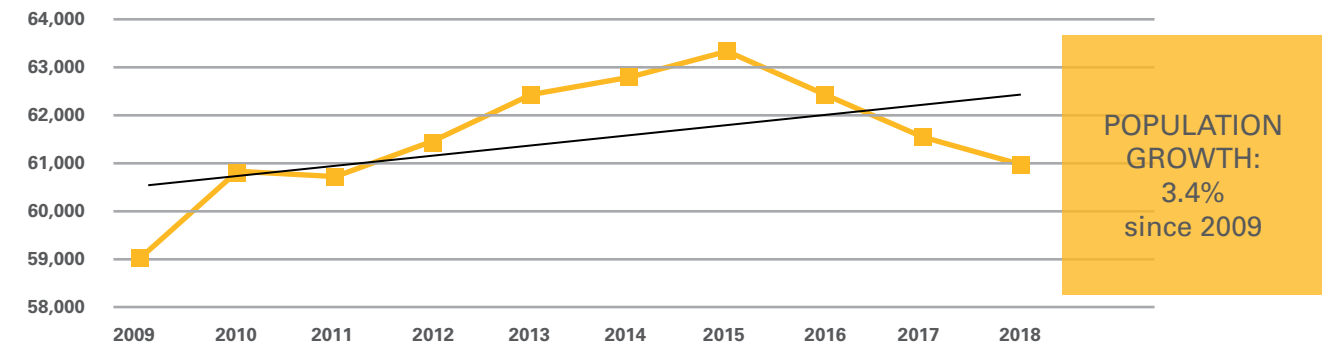
ADM Milling, Co.	Interbank
AT&T	ITC Great Plains
Atwoods	Jiffy Trip
Autry Technology Center	Johnston Seed Company
Banc Central	Koch Fertilizer
City of Enid	Liberty of Oklahoma Corporation
Dillingham Insurance Agency	Messer-Bowers Company
Edward Jones	Nicholas Commercial
Encompass Financial Services, Inc.	Northcutt Chevrolet Toyota Buick
Enel Green Power	OG&E
Enid News & Eagle	ONG
Envirotech Engineering & Consulting	Pioneer Cellular
Garfield County Industrial Authority	Security National Bank
GEFCO	St. Mary's Regional Medical Center
Hanor Company	Stride Bank
Integris Bass Baptist Health Center	Triangle Insurance Company

TRAIL BLAZER MEMBERS

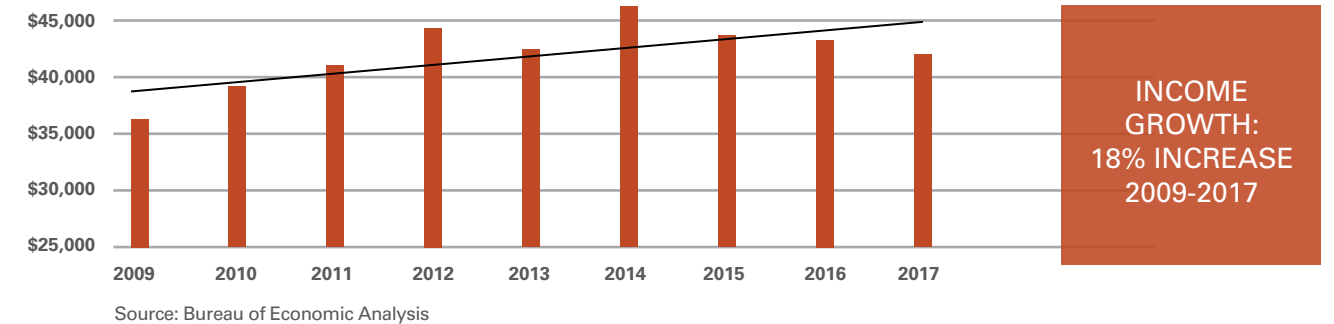
Aircraft Structures International, Co.	Northern Oklahoma College
A.W. Brueggeman Co.	Northwestern Oklahoma State University
Bank of Kremlin	Oxbow Calcining, LLC
BKD, LLP	Parrish Enterprises, Inc.
Dense Mechanical Contractors	Public Service Company of Oklahoma
Groendyke Transport	Stonebridge - AC Developments
Gungoll, Jackson, Box & Devoll, P.C.	Stride Bank Center
Henson Construction Company	TPI Staffing Service, Inc
Hutton Construction	Tradewind Energy
Invenergy, LLC	Transportation Parterns and Logistics, LLC
Jumbo Foods	Wymer Brownlee Wealth Strategies
NBC Oklahoma	
NextEra	

ENID GROWTH STATISTICS

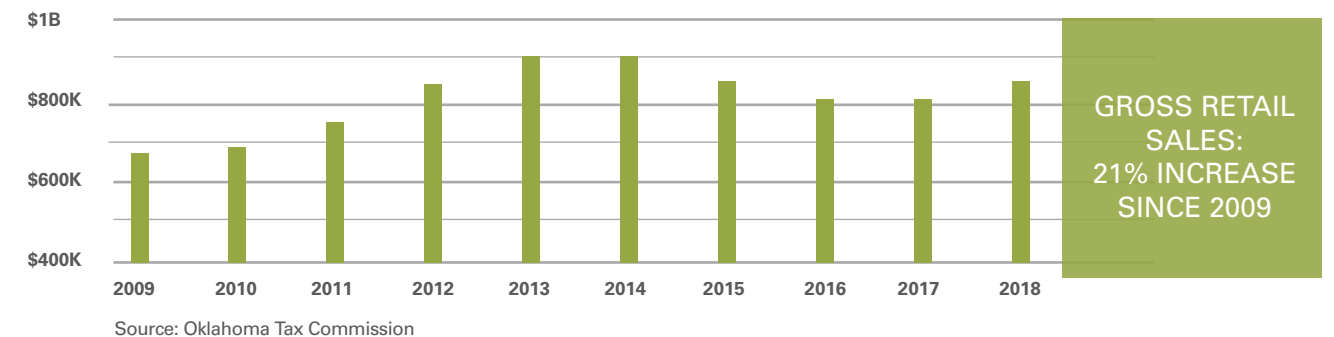
ENID MSA POPULATION GROWTH



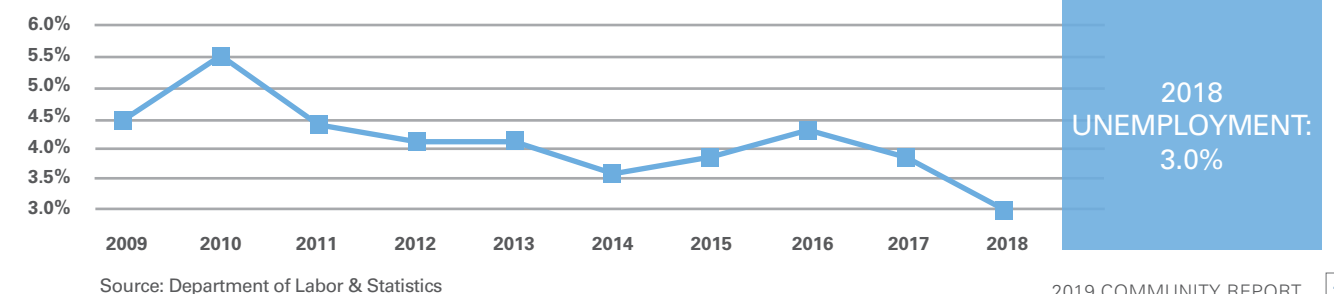
ENID INCOME GROWTH 2009-2017



ENID GROSS RETAIL SALES 2009-2018



ENID UNEMPLOYMENT RATE 2009-2018



2018-2019 BOARD OF DIRECTORS

Business Members

Dave Lamerton – Hanor Family of Companies

Joey Meibergen – Johnston Seed Company, *Vice Chair*

Brian Henson – Henson Construction

Scott Northcutt – Northcutt Chevrolet

Ex-Officio Members (Voting)

Martie Oyler – Joint Industrial Foundation, *Chair*

Gene Anderson – Garfield County Industrial Authority, *Treasurer*

Sandra Robinett – Garfield County Industrial Authority

Bill Shewey – Mayor

Jonathan Waddell – City Council

Ron Janzen – City Council

Kyle Hockmeyer – President, Chamber of Commerce

Brady McCullough – Autry Technology Center

Ex-Officio Members (Non Voting)

Jerald Gilbert – City Manager

Jon Blankenship – CEO, Greater Enid Chamber of Commerce

ENID REGIONAL DEVELOPMENT ALLIANCE
2020 WILLOW RUN, SUITE 100
580-233-4232

WWW.GROWENID.COM

