

2021 ANNUAL REPORT

RESILIENCY +
WORKING TOGETHER



REGIONAL
DEVELOPMENT
ALLIANCE

ENID REGIONAL DEVELOPMENT ALLIANCE
WWW.GROWENID.COM

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 growth of entrepreneurs, removing barriers for growth for local businesses, and in recruiting new business and industry to the area.

2020-2021 BOARD OF DIRECTORS

The Enid Regional Development Alliance Board of Directors consists of 15 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.

Business Members

Matt Parrish, Vice-Chair - PT
Scott Athey, Secretary/Treasurer – Security National Bank
Brian Henson - Henson Construction
Scott Northcutt – Northcutt Chevrolet Buick
Kyle Williams – Hammer Williams Company
Dave Lamerton – Hanor Family of Companies
Edith Lozano – Tyson Foods

Ex-officio Members (Voting)

Sandra Robinett, Chair – GCIA Representative
Martie Oyler – Past President
Brady McCullough – Autry Technology Center
George Pankonin – Mayor, City of Enid
Rob Stallings – Enid City Commissioner
Jonathan Waddell – Enid City Commissioner
Todd Hamilton – Greater Enid Chamber of Commerce Chair

Ex-officio members (Non-Voting)

Jerald Gilbert – City of Enid
Jon Blankenship – Greater Enid Chamber of Commerce



Lisa Powell
Executive Director



Debbie Moore
Project Manager



Trent Misak
Marketing & Business Development Manager



WELCOME

NEW TO ENID IN 2020
SETTLERS BREWING COMPANY

In March of 2020, the unexpected happened the world shut down due to a global pandemic. Businesses temporarily closed their doors, people began to work from home, and supply chains were disrupted. The COVID-19 virus presented challenges to every business and individuals. It has been astounding to see how people have adapted and overcome the challenges they faced.

The ERDA Board of Directors and staff focused efforts this past year on Business Retention & Expansion. Enid's industry and small businesses play a vital role in the economic success of northwest Oklahoma. Over the past year, many faced uncertainty and challenges due to the pandemic. ERDA along with our partners at the City of Enid, Greater Enid Chamber of Commerce, and Main Street Enid worked diligently to provide resources to support their efforts.

While a priority was our existing businesses, Enid continued to see growth with new development taking place. In April 2021, the GLo Best Western Enid, OK Downtown/Convention Center Hotel officially opened. This hotel is a game-changer for Enid and the Stride Bank Center in attracting more conferences and large events. The hospitality and retail sectors also experienced growth with the opening of Five Below, Colton's Steakhouse, Wing Stop, Cherokee Land Ranch & Cattle Company and Settler's Brewing. There is also anticipation for the new Bricktown Brewery in Enid soon.

Thank you to the Business Members and the City of Enid for your continued support of economic development. I believe if we continue working together, Enid will be known as the best place to live, work, and grow in Oklahoma!

Sincerely,

A handwritten signature in blue ink that reads "Sandra Robinett".

Sandra Robinett
Chairwoman

Individual commitment to a group effort—that is what makes a team work, a company work, a society work, a civilization work.

— VINCE LOMBARDI

BUSINESS RETENTION + EXPANSION

ERDA supports existing Enid companies to make sure they are happy, healthy and growing by connecting them to a variety of resources to find funding and meet workforce needs.

NORTHWEST OKLAHOMA BLOOD INSTITUTE

The Northwest Oklahoma Blood Institute broke ground on a \$1.4 million expansion project at their donor center. Enid Donor Center now serves 16 counties, 12 hospitals and four air ambulances.

NO MAN'S LAND FOOD

No Man's Land Food completed a \$4.3 million renovation of the former Union Equity building into a beef jerky production facility and hired an additional 100 employees

BEELINE

Beeline Heat and Air graduated from the Strate Center into their own building with assistance from a Grow Enid Loan. Beeline has 15 employees and provides commercial HVAC services throughout northwest Oklahoma.



ROBERT M. GREER CENTER

DHS broke ground April 23, 2021 on a new \$16 million facility for the Greer Center. This investment secures over 150 jobs in Enid and provides a valuable service to the Greer clients.

KOCH

Koch Fertilizer announced a \$150 million expansion at the Enid fertilizer plant. The expansion will increase urea production, enhance reliability of existing production units and upgrade rail infrastructure and ammonia truck loading facilities.



ENTERPRISE GRAIN

ERDA and Enterprise Grain were awarded a \$98,000 USDA Rural Business Development Grant to purchase bagging equipment to allow Enterprise Grain to expand into new markets.

GARFIELD COUNTY INDUSTRIAL PARK

The Garfield County Industrial Authority received an \$800,000 EDA Grant to expand road, water, and sewer infrastructure in the park. The investment incentivizes job creation by providing new parcels for business development.

Growing our own

NEW TO ENID

DAVINCI'S COFFEEHOUSE AND GELATERIA

BW GLO DOWNTOWN / CONVENTION CENTER HOTEL

The 96 room GLo opened on April 16, 2021. The hotel completes the Stride Bank Center and Conference Hotel facility in downtown Enid.

THE DISTRICT

Enid's newest shopping center opened this year with a Colton's Steakhouse and Jiffy Trip C-store. Hideaway Pizza and Great Plains Bank are also under construction.

FIVE BELOW

Five Below, a leading high-growth value retailer offering trend-right, high-quality products loved by tweens, teens and beyond opened in Enid Crossing Shopping Center.

BRICKTOWN BREWERY

Bricktown Brewery announced their planned opening for the summer of 2021 in the former Applebee's location. The Enid location will be the 16th restaurant for the brand.

DAVINCI'S COFFEEHOUSE AND GELATERIA

Davinci's opened their fourth location near Cleveland and Owen K Garriott. In addition to the new coffeehouse, DaVinci's has locations on Vance Air Force Base, S. Van Buren, and W. Willow

CHEROKEE LAND RANCH & CATTLE CO.

The new steakhouse renovated a 100 year old building in downtown Enid. Cherokee Land Ranch & Cattle Co. was a recipient of a Sprinkler Assistance Grant to help install a new fire suppression system in the building.

ENID PACKING COMPANY / CHISHOLM TRAIL MEATS

Two Enid companies were awarded CARES Act Money to support additional meat processing capacity.

ADVANCE SOCCER COMPLEX

The \$9.5 million soccer complex will feature 7 regulation sized soccer fields including one all-weather turf championship field. The new soccer complex is expected to be complete in 2022.



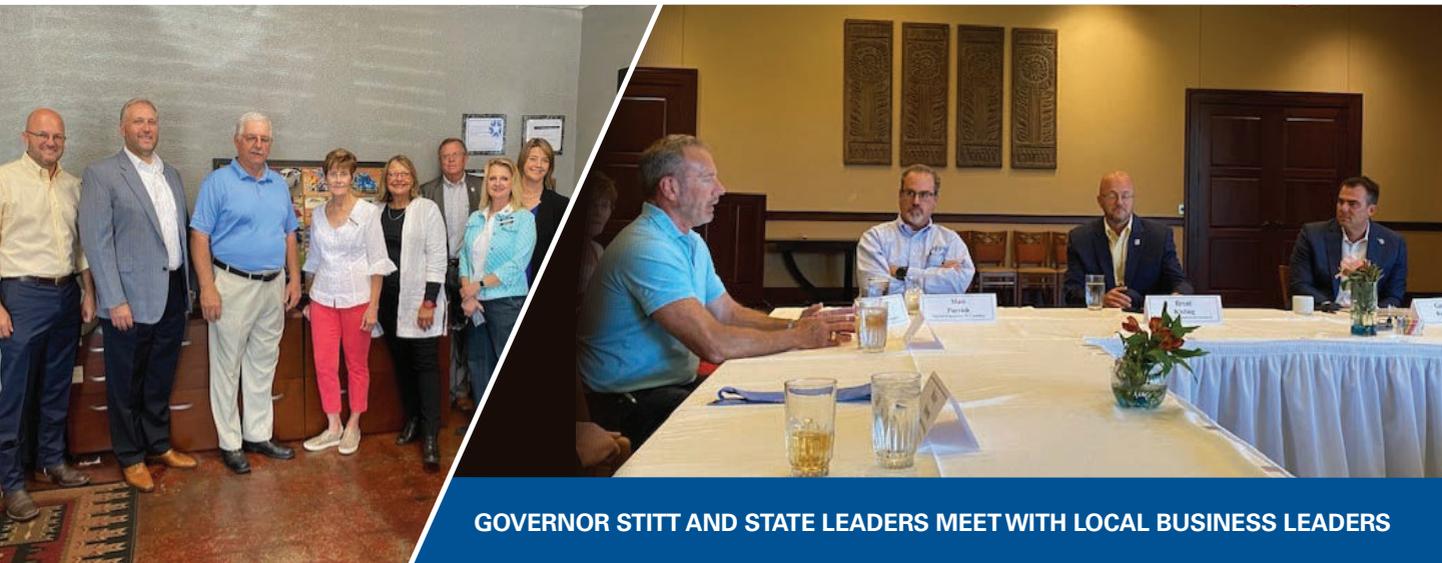
TENNYSON MANOR

The 54- apartment home complex for seniors opened in the fall of 2020. The apartments located at 1201 S. Wheatridge Rd. caters to residents 55 and over and offers an affordable and hassle-free lifestyle.

SKELETON CREEK WIND FARM

The first phase of NextEra Energy Resources' Skeleton Creek Project became operational on December 16, 2020. The project includes wind, solar and battery storage that will generate 250 megawatts of wind energy for Western Farmers Electric Cooperative.

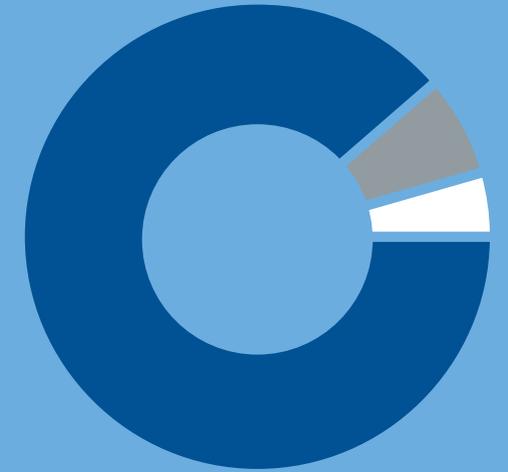
2020 SUPPORT FUND HIGHLIGHTS



GOVERNOR STITT AND STATE LEADERS MEET WITH LOCAL BUSINESS LEADERS

TOTAL FINANCIAL ASSISTANCE
\$4,280,913

Local Funds: \$185,000
State Funds: \$300,000
Federal Funds: \$3,795,913.48



THE BREAKDOWN

ERDA plays an important role in connecting many companies to outside resources (USDA, Oklahoma Department of Commerce, NODA). We work to capitalize on the opportunities to utilize state and federal funds as much as possible for various projects across the business sectors in Enid.

BEELINE HEAT & AIR

Grow Enid Loan Fund

BRICKTOWN BREWERY

Retail Incentive

CHEROKEE LAND RANCH & CATTLE CO.

Sprinkler Grant

NO MAN'S LAND FOOD

BR&E Incentive

USDA RURAL BUSINESS DEVELOPMENT GRANT

Enterprise Grain Bagging Equipment

NODA REVOLVING LOAN FUND

Enid Brewing Company Canning Line

SMALL BUSINESS & ENTREPRENEUR SUPPORT GRANTS

\$400,252 TOTAL CARES MONEY AWARDED

with 39 businesses assisted

OKLAHOMA BUSINESS RELIEF PROGRAM FUNDS

\$2,519,661.48

total awarded to 151 Businesses averaging \$16,000 per business

OKLAHOMA DEPARTMENT OF AGRICULTURE CARES FUNDING

Chisholm Trail Meats
Enid Packing Company

OKLAHOMA REBOOT PROGRAM

PT
No Man's Land Food

MICROENTERPRISE ASSISTANCE

Enid Family Martial Arts
Lenox Drive In



MICROENTERPRISE ASSISTANCE



MICROENTERPRISE ASSISTANCE



**SPRINKLER GRANT RECIPIENT
CHEROKEE LAND RANCH AND CATTLE**

NEW SUPPORT PROGRAMS

Starting in the FY '21 year, ERDA will offer new support programs for both industry and entrepreneurs. Incentives are awarded on a first come first serve basis until the annual budgeted amount is met each fiscal year. A company is only eligible for one program per year. Anyone interested in learning more about these programs should contact ERDA.

EQUIPMENT PURCHASE

The Equipment Purchase program will help pay 50% (up to \$20,000) for equipment that will help increase efficiency for the company by increasing sales with less expense – or add a new product line to the company.

INDUSTRY CERTIFICATION ASSISTANCE

The Industry Certification Assistance will help with the costs for a new national/international industry certification (I.e., ISO9000, HAACP). Costs may include audit costs, travel and lodging expenses for auditors, or consultants, consultant fees, certification, and application fees.

INFRASTRUCTURE ASSISTANCE

Businesses who require new, repaired, or improved, public infrastructure to serve their location (road, water, sewer, broadband) may qualify for assistance of 50% of the total cost up to a maximum of \$25,000. Infrastructure must be for

infill development only and may not extend the boundaries of existing City utilities.

SMALL BUSINESS RENOVATION

Renovation costs to owned or leased space: 50% up to \$2,500. Funds will be provided as a reimbursement of expenses to renovate, expand, or redesign a commercial, retail, or industrial space.

SMALL BUSINESS SOFTWARE

The Small Business Software program will assist with the purchase of software such as a POS system, inventory tracking, website development, or accounting software.



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.

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.

DOWNTOWN SPRINKLER ASSISTANCE PROGRAM

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



ELEVATE ENID

In February 2020 over 50 ERDA members and community leaders gathered for a visioning session to share their long-term goals and aspirations for Enid. The ideas created during the brainstorming session were then divided into committees to create actionable steps towards achieving the goals. Committees include:

- Industry Retention & Recruitment
- Retail Retention & Recruitment
- Education & Workforce Training
- Quality of Life & Tourism
- Downtown Development

ENID WOMEN IN BUSINESS

Quarterly Enid Women in Business luncheons provide an opportunity to learn, promote leadership, and cultivate profitable business connections.

ENID ENTREPRENEURSHIP LEADERSHIP SERIES

The Enid Entrepreneurship Leadership Series is a coordinated effort between Enid Public Schools, Autry Technology Center, Northern Oklahoma College, and Northwestern Oklahoma State University of all entrepreneurship support and training services for the Enid area.

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.

MICROENTERPRISE GRANT

The MicroEnterprise Grant is an annual competitive grant utilizing Community Development Block Grant funds and a matching contribution by ERDA. In 2021, ERDA awarded (2) \$10,000 grants to Enid Family Martial Arts and Lenox Drive In.

SHOPINENID.COM

ShopInEnid.com was created as a resource for consumers learn about all the locally owned clothing stores in Enid. Enid has over 22 different stores featured on the website showcasing location, price range, style of clothing, and brands carried.

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 YOUNG PROFESSIONALS

IN 2020,
SALES TAX
WAS UP **4.61%**



GROWTH INDUSTRIES + INDUSTRIAL PARKS

As the largest city in northwest Oklahoma, Enid serves as the workforce hub for the region. With a population of approximately 50,000 and a trade area of 140,000 industries can find the skilled workforce needed. In 2020, a targeted industry and labor study showed Enid's top three industries were; Aviation & Aerospace, Heavy Manufacturing, and Value-added Agriculture.

TARGET INDUSTRIES

- Aviation & Aerospace
- Heavy Manufacturing
- Value Added Agriculture

GARFIELD COUNTY INDUSTRIAL PARK

The Site-Ready Certified Garfield County Industrial Park offers 60 acres available for development at Willow & 54 St. The Park is managed by the Garfield County Industrial Authority and ERDA. Companies currently located in the park include; Tyson Foods, Winfield United, Nextlink, and Chisholm Trail Meat Company.

CIMARRON INDUSTRIAL AIRPARK

The Site-Ready Certified Cimarron Industrial Airpark is located at Woodring Regional Airport and contains 67 acres for development for aviation related businesses. The site is zoned I-2 industrial district with access to the BNSF railroad and access to Woodring Airport taxiway.



Look how we've grown!

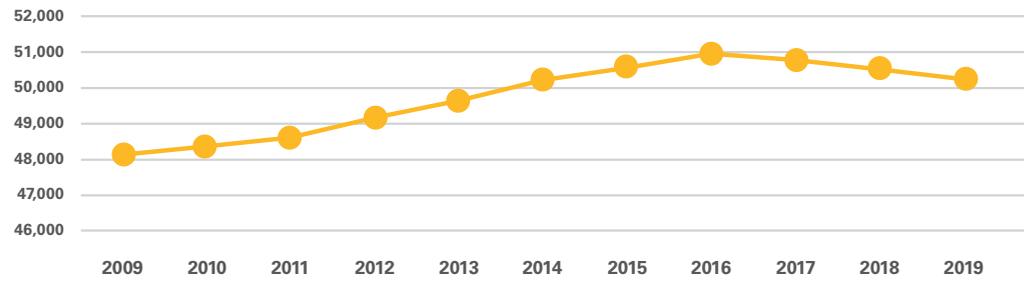
“Without continual growth and progress such words as improvement, and success have no meaning.”

– BENJAMIN FRANKLIN



ENID GROWTH STATISTICS

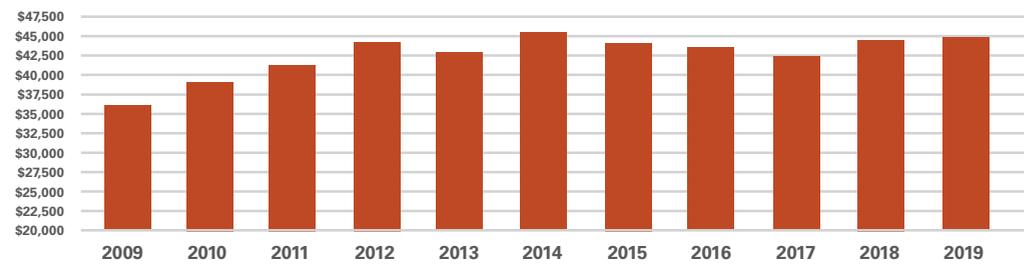
ENID POPULATION ESTIMATE



ENID POPULATION ESTIMATE: 50,349 AS OF 2019

Source U.S. Census Bureau – American Community Survey 5-year estimates

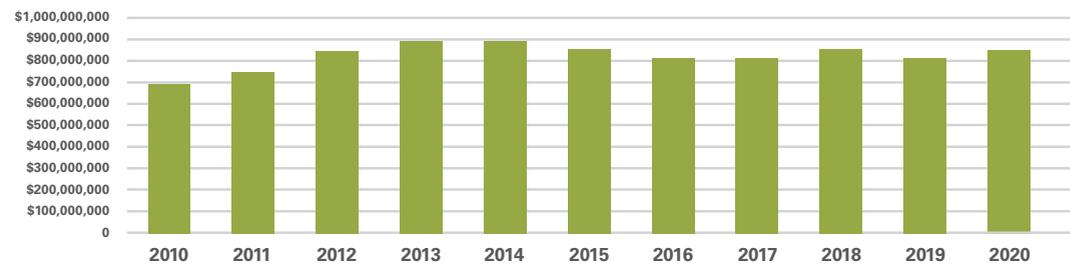
ENID PER CAPITA INCOME



ENID PER CAPITA INCOME: \$44,899 AS OF 2019

Source Bureau of Economic Analysis

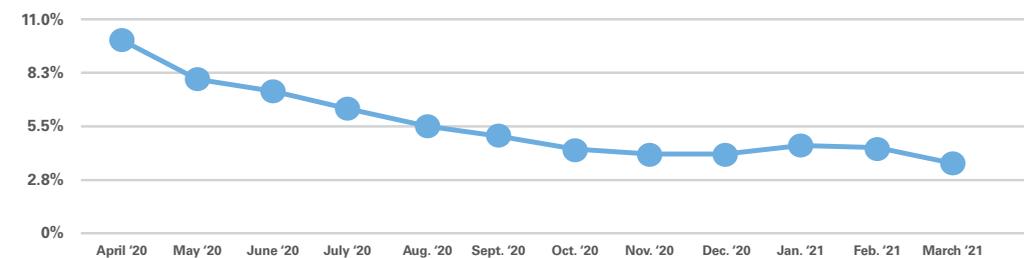
ENID GROSS RETAIL SALES 2010-2020



2020 GROSS RETAIL SALES: \$848,209,397

Source: Oklahoma Tax Commission

ENID UNEMPLOYMENT RATE:



3.5% UNEMPLOYMENT RATE AS OF MARCH 2021

Source: Bureau of Labor Statistics

CORPORATE MEMBERS

PACE SETTER MEMBERS

- AT&T
- Atwoods
- Autry Technology Center
- Banc Central N.A.
- Consolidated Grain and Barge Co.
- Dillingham Insurance Agency
- Edward Jones
- Encompass Financial Services, Inc.
- Enel Green Power
- Enid News & Eagle
- Envirotech Engineering & Consulting
- Hanor Family of Companies
- Integriss Bass Baptist Health Center
- Interbank
- ITC Great Plains

- Jiffy Trip
- Koch Fertilizer
- Messer-Bowers Company
- Nicholas Commercial
- Northcutt Chevrolet Toyota Buick
- OG&E
- ONEOK, Inc.
- ONG
- Pioneer Cellular
- Security National Bank
- St. Mary's Regional Medical Center
- Stride Bank
- Tyson Foods

TRAIL BLAZER MEMBERS

- A.W. Brueggeman Co.
- Aircraft Structure International Corp.
- Bank of Kremlin
- BKD, LLP
- City of Enid
- Dense Mechanical Contractors
- Garfield County Industrial Authority
- Groendyke Transport
- Gungoll, Jackson, Box & Devoll, P.C.
- Henson Construction Company
- Hutton Construction
- Invenergy
- John B. Stambaugh P.C. CPA
- Johnston Seed Company
- Jumbo Foods
- NBC Oklahoma

- NextEra Energy
- Northern Oklahoma College
- Northwestern Oklahoma State University
- No Man's Land
- Oxbow Calcining, LLC
- PT
- Public Service Company of Oklahoma
- Sidwell Strategies
- Stride Bank Center
- TPI Staffing Service, Inc
- Transportation Partners and Logistics, LLC
- Wymer Brownlee



ENID REGIONAL DEVELOPMENT ALLIANCE
2020 WILLOW RUN, SUITE 100
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