

**MINUTES OF THE MEETING OF THE BOARD OF TRUSTEES
PONCA CITY DEVELOPMENT AUTHORITY
PONCA CITY, OKLAHOMA
February 10, 2022**

Pursuant to notice as required by law, the Ponca City Development Authority Board of Trustees met in regular meeting session at 7:30 am in The Gravity Conference Room, City Central Building, Suite 509, 400 East Central, Ponca City with Chair Lee Evans.

1. Chair Evans called the meeting to order at 7:30 a.m.
2. Attendance roll call: Trustees: Lee Evans, Mark Detten, Nancy Laffey, Lanita Chapman, Erica Fetters and Eric Peitz. Absent: Garrett Bowers. Staff members present: Lori Henderson, Kat Long, Aubrey Adams, Laurence Beliel, and David Myers. Guests: Molly Kyler, Pioneer Technology Center; Dawn Brakey, Pioneer Technology Center/PTAC; Earl Ball; Mike Snow, Leadership Shadow; Mayor Homer Nicholson; Craig Stephenson, City Manager; Barry Harrison, Bowers Trucking and Rich Cantillon, Ponca City Chamber of Commerce.
3. PUBLIC COMMENT:
4. CONSENT CALENDAR. CONSIDERATION AND VOTE ON THE MINUTES FROM THE REGULAR MEETING HELD ON JANUARY 13, 2022; CONSIDERATION AND VOTE ON FINANCIAL REPORTS FOR JANUARY, 2022; CONSIDERATION AND VOTE ON THE RESOLUTION FOR PAYMENT OF CLAIMS FOR JANUARY, 2022.

This item was continued to the March meeting.

5. CONSIDERATION AND VOTE ON A STAFF RECOMMENDATION TO APPROVE AN EXPENSE OF \$24,250 TO THE JOB SHOP COMPANY TO CO-SPONSOR FIVE BOOTHS FOR PONCA CITY INDUSTRIAL COMPANIES AT THE 2022 DESIGN-2-PART SHOW TO BE HELD MARCH 2-3, 2022 IN ARLINGTON, TEXAS.

David asked Laurence to give an overview of the Trade Show Brigade and particularly attendance at the Design-2-Part show. Laurence stated that this is the sixth year to plan to attend Design-2-Part with 2020 being the only year Ponca City did not attend due to COVID. The people that attend this show are looking for solutions to contract problems. Some of the services being sought include specific types of 3D printing, which lead to the Pioneer Technology Center acquisition of a carbon fiber 3D Printer. Other services being sought are metal casting (not in Ponca City, but companies in the region; electronic and assemblies; plastics, rubber and machining which can be done by K&C, Moonlight Machine and Precision Tool; Fabricating is where Precision Tool & Die really shines.

Laurence showed a prototype which PCDA did for a company; another prototype was a dental tool which was a contract from Design-2-Part. Another contract was for a small part which was multi-pieced, and all had to be machined. Laurence showed other projects which have brought contracts for manufacturers specifically from Design-2-Part including a shotgun trigger assembly. The shared Keyence Machine has been critical for the completion of these types of contracts.

Companies who attend this show together have worked on contracts together to bring more projects here to Ponca City. This business to business networking is great for our industry and is what PCDA promotes. Laurence also showed a lug nut company from Oklahoma that found Ponca City at the Texas show and now their product is being made here. Pictures were shown of the booth from past years including support staff and companies.

David stated that it is important for the Board to see results from this show. Raw data (sales from contracts or actual dollars) are harder to come by, but these products are being made for name-brand companies and these contracts are diversifying the Ponca City economy. Staff recommends approval.

A motion was made by Trustee Detten with a second by Trustee Peitz to approve the expense of \$24,250 to The Job Shop for five booths at the 2022 Design2Part Show to be held March 2-3, 2022.

Roll: Yeas: Evans, Detten, Laffey, Chapman, Feters and Peitz

Nays: None

Motion Carried.

6. REPORT AND DISCUSSION ON BUSINESS ATTRACTION ISSUES AND TRENDS AND POTENTIAL CHANGES TO PCDA'S ATTRACTION PROGRAM.

David Myers wrapped up the background series in preparation for the Board Retreat which is scheduled for April 14 after the April Board meeting here at City Central. Topics presented and discussed over the last few months include small business, workforce, community issues, business retention and expansion and this week, we discuss recruiting new business. It is not PCDA's position to make company announcements. There have been a few over the years with Dorada Foods and UML, but that is the prerogative of the companies. David stated that thought 80 percent of what PCDA does is BR&E, when adding up recruited jobs and existing business jobs, the number is closer to 50/50. We have done well from a recruitment standpoint, but without the ribbon cuttings and announcements.

Job fairs and workforce availability has changed the recruitment landscape as well. Companies are seeking areas with large or at least adequate workers, and this number has continued to go down in rural and small micropolitan areas such as Ponca City. Job Fairs used to have lines of people looking for jobs. Now, many times the employers outnumber those seeking work. 2008 started the turning point on these numbers. This has changed recruitment. Communities have to prove their available workforce: how many welders? How many graduates? Where do they live? Etc.. David gave the example of the Amazon headquarters deal back in 2017 that had so many communities in a tizzy to try and land Amazon and the very specific criteria Amazon was seeking from the finalist communities. These included incentives, existing building (eight million square feet), labor force, strong university system with relevant degrees, transportation access for employees, fast track permitting, cultural and community fit, quality of life, ect...Amazon was very specific in their wants/needs. And it was mostly workforce related.

Ponca City is a micropolitan area, but business looks at us as rural. And the question "Where is my workforce?" is the first question from businesses seeking to relocate. The unemployment rate is 2.1 percent; full employment used to be five percent so not sure what the lower number

indicates. Rental housing is in single digits, apartments are all on waitlists. This was discussed during Liz and Lori's workforce presentation a few months ago. We do not have any population attraction programs and Myers stated he had not seen one that really worked. Several had received press, but not any solid results from the program. Ponca City has great infrastructure and a great desire to grow. We need workforce, as we have discussed before.

Buildings are another point of pain. There are not "empty" buildings. They just do not have active businesses in them. But they are not "empty". Also, empty buildings are outdated and need repairs and updating. Very few empty industrial buildings. These include Schlumberger (Smith) Building, The Old Cookshack Building, The Hanger and Spec Building Duke. City Central is getting closer to being full and there is not much else out there.

PCDA has succeeded in building up job numbers with over 2000 open jobs in Kay County. But what is the fit for recruitment? Companies which help diversify the economy and bring in new companies. What are the limitations when a project comes for request for proposal? What is too much water? Or electricity? The answer is it depends, but what are general guidelines? Other issues for our community includes trailing spouses, horizontal movement if a recruitment job doesn't work out, housing and accurate rural data. Now there are COVID negatives and positives. Onshoring from supply chain issues? Other opportunities from COVID negatives will need to be explored.

Ponca City is very blessed in the city broadband and infrastructure. A plus when recruiting workforce and businesses. Also money is a sensitive issue with inflation and federal rate. Department of Commerce stated that Oklahoma is number 11 in the country for in-migration.

40 leads were received during the pandemic with 22 pursued. Of those 22, nine have turned into projects which includes visits or further conversations. Most are looking for existing buildings. Industries looking at Ponca City are food processing, companies seeking natural resources, land for certain uses and companies seeking a more business friendly environment.

How do we succeed going into the future? Need more building space. How do we get more workforce? How do we maximize what we already have? This is what we are looking at in the recruitment area.

7. STAFF REPORTS.

David Myers gave an overview of January contacts including 44 new industry contacts, 74 existing industry, 74 regional partners, 18 government, 7 consultants, 100 City Central, and 14 small business. Staff had one new lead this month for a total of eight projects with a total potential job count of 120.

PCDA has been working with the City on a small business grant program. Lori Henderson stated we are working closely with Rhonda Skrapke on federal money received by the city which is earmarked for small business and non-profit support. The application will be available on the City's website and we are finalizing the application and marketing materials will be out in March. The City will be issuing the payments and PCDA is staffing the program.

Kat Long is presenting a Lunch & Learn at the Chamber today on Podcasting. There is a Podcast room here at City Central and Kat will be going over what is needed to launch a podcast

and how to access information for those wanting to get started. Gearing up for the Pitch-off on March 11th with four possible pitchers. Upcoming information on Bell Program Lunch and Learn and upcoming job fair at the high school.

Laurence is working on the fire suppression system design for Duke and Cookshack. Laurence showed how the water will run differently to access both properties which will not run under the concrete parking lot. The drawings for Cookshack are almost completed.

Oklahoma Innovation Expansion Program, which was started two years ago, was adapted from the Quality jobs incentive program and Dept of Commerce used that to incentivize companies to make new products. This \$10 million dollars is available to companies with innovative products, shortened supply chains and other criteria. Another round of funding will be available for application starting April second and close on April 14th.

David handed out an article from Business Insider about two different perspectives on statement from Ron Johnson and changing economies. The Board retreat is scheduled for April 14th after the regular board meeting here in the meeting.

Laurence showed a new product from Century Products made by rotational molding on a newly purchased machine. He showed pictures and videos of the process and how it is accomplished. First orders will be shipping soon from Century.

8. ENTERTAIN A MOTION TO ENTER INTO EXECUTIVE SESSION PURSUANT TO TITLE 25, SECTION 307 OKLAHOMA STATUTES TO DISCUSS PROJECTS 17-02, 21-08, 21-10, 21-11, 21-12, 22-02 AS WELL AS PROJECTS SMOKE AND WREATH

A motion was made by Trustee Laffey with a second by Trustee Detten to enter into Executive Session at 8:42 am.

Roll: Yeas: Evans, Detten, Laffey, Chapman, Feters and Peitz
Nays: None
Motion Carried.

9. NEW BUSINESS

10. ENTERTAIN A MOTION TO ADJOURN

A motion was made by Trustee Detten to adjourn the meeting with a second by Trustee Laffey.

Roll: Yeas: Evans, Detten, Laffey, Chapman, Feters and Peitz
Nays: None
Motion Carried. Meeting was adjourned at 8:53 a.m.

**MINUTES OF THE EXECUTIVE SESSION OF THE BOARD OF TRUSTEES OF
THE PONCA CITY DEVELOPMENT AUTHORITY
February 10, 2022**

Pursuant to notice as required by law, the Ponca City Development Authority met in executive session at 8:42 a.m. in the Gravity Meeting Room, Suite 509, 400 East Central, Ponca City, Oklahoma with Chair Lee Evans presiding.

Present:

LEE EVANS, CHAIR
ERICA FETTERS, TRUSTEE
NANCY LAFFEY, TRUSTEE
MARK DETTEN, TRUSTEE
LANITA CHAPMAN, TRUSTEE
ERIK PEITZ, TRUSTEE
LORI HENDERSON, PCDA STAFF
KAT LONG, PCDA STAFF
AUBREY ADAMS, PCDA STAFF
LAURENCE BELIEL, PCDA STAFF
DAVID MYERS, PCDA STAFF
CRAIG STEPHENSON, CITY OF PONCA CITY
RICH CANTILLON, PONCA CITY CHAMBER OF COMMERCE
MOLLY KYLER, PIONEER TECHNOLOGY CENTER

At 8:42 a.m. Trustee Laffey made a motion with a 2nd from Trustee Detten and unanimously carried to enter into executive session pursuant to Title 25, Section 307 Oklahoma Statutes to discuss projects 17-02, 21-08, 21-10, 21-11, 21-12, 22-02 as well as projects Smoke and Wreath.

David Myers, PCDA staff, led the discussion and was provided direction for the continuing negotiations with the above company, relative to economic development projects.

At 8:52 a.m. Chair Lee Evans declared that the Executive Session was complete and returned the meeting to open session.

Respectfully submitted by:

Kat Long