

AGENDA
PORT AUTHORITY OF THE GREATER OKLAHOMA CITY AREA
Regular Meeting
Wednesday, November 16, 2016 at 12:00 noon
The Alliance for Economic Development of Oklahoma City
Conference Room (High Tower Building)
105 North Hudson, Suite 101
Oklahoma City, OK

1. Call to Order
- 2.* Approve Minutes of September 21, 2016 Port Authority Meeting
3. Consultant Report – Matthew Weaver
- 4.* Ratify and Approve Payment of Claims and Invoices
5. Receive Comments from Members, Staff and Citizens
6. Schedule of Next Meeting – Wednesday, January 18, 2017
- 7.* Adjournment

*Action Required

MINUTES
PORT AUTHORITY OF THE GREATER OKLAHOMA CITY AREA
REGULAR MEETING
WEDNESDAY, SEPTEMBER 21, 2016 - 12:00 NOON
THE ALLIANCE CONFERENCE ROOM
OKLAHOMA CITY, OK

Board Members in Attendance: Barry Murphy, Chairman; Mark Stansberry, Erika Lucas and Chuck Mills

Board Members Absent: Richard Tanenbaum

Others Present: Ronda Dugone, Finance; Matthew Weaver, Marketing Director; Hailey Rawson, Municipal Counselor's Office, Mark Kranenburg, Airport, Cathy O'Connor, The Alliance and Pam Lunnon, The Alliance

1. Call to Order at 12:01 p.m.

2.* Approve Minutes of July 20, 2016 Regular Port Authority Meeting

APPROVED. Moved by Chuck Mills; seconded by Mark Stansberry; Ayes: Mills, Stansberry, Lucas and Murphy

3.* Accept Financial Reports

Presentation made by Ronda Dugone, City of Oklahoma on Financial Reports dated August 31, 2016.

ACCEPTED. Moved by Chuck Mills; seconded by Mark Stansberry; Ayes: Mills, Stansberry, Lucas and Murphy

4. Consultant Report – Matthew Weaver

Presentation made by Matthew Weaver, Director of Marketing & Business Development
(see attached Consultant Report)

Discussion: General Administrative & Marketing
Ditch Witch
Siemens, Woodward, OK
Open Road Tire Corp.
Stroud Industrial Safety Solutions
KICKER
US Dept. of Commerce
OK Dept. of Commerce
GoodYear Tires

5.* Ratify and Approve Payment of Claims and Invoices. Matthew Weaver, FTZ Marketing Director's time 7/1/16 to 8/31/16; \$2,500.00

APPROVED. Moved by Chuck Mills; seconded by Erika Lucas; Ayes: Mills, Stansberry, Lucas and Murphy

6. Receive Comments from Members, Staff and Citizens

Chuck Mills suggested having FTZ marketing materials ready for the World Trade Conference and other upcoming events. Cathy O'Connor stated marketing materials were in the process of being developed by new PR firm and also updating of the FTZ website is being done.

7. Schedule of Next Meeting – Wednesday, November 16, 2016

8.* ADJOURNMENT – 12:16 p.m.

Moved by Chuck Mills; seconded by Mark Stansberry; Ayes: Mills, Stansberry, Lucas and Murphy

*Action Required

Foreign Trade Zone #106 Marketing Activity Report & Invoice

July 1st, 2016 – July 31st, 2016

Matthew S. Weaver

Date: June 2016

Activities:

- General administrative and marketing activities. i.e., phone calls, emails, networking meetings, reports:
 - Marketing material development:
I consolidated and edited marketing materials to be sent to the Alliance to be re-formatted by their contracted PR firm to be print-ready for distribution. The distribution would be to public/private economic development organizations/agencies and prospective clients. I also created a brief “white-paper style” document on the real-life cost/benefits of pursuing, or failure to pursue, foreign-trade zone benefits and associated incentives.
- Open Road Tire Corp: They are currently finishing the establishment of a distribution warehouse in Atlanta, Georgia, which will take approximately another 45-60 days, at which point they intend to be primarily focused on their set-up in Oklahoma City. The company is actively pursuing viable warehouse space in the Oklahoma City area and is in regular contact with me on that progress, as well as working with them on the application process. The president of the company participated with FTZ #106 July Board Meeting to introduce his intentions and to answer any questions, or concerns, from Board Members.
- Confidential Prospect: I met extensively with economic development partners OGE and the Duncan Area Economic Development Foundation, whom had just signed non-disclosure agreements with a prospect they've been working with for the past 3 years, that requires FTZ status for their manufacturing plant that they fully intend on building in the Duncan area.
- Follow-up meetings and communications: Siemens; Stillwater Chamber of Commerce; US Dept. of Commerce; Oklahoma Dept. of Commerce; KICKER; DitchWitch; GoodYear Tire Co.; Stroud Industrial Safety Solutions
- **Total Hours worked:** 23 hours x \$50/hr = \$1150

Foreign Trade Zone #106 Marketing Activity Report & Invoice

August 1st, 2016 – August 31st, 2016

Matthew S. Weaver

Date: August 2016

Activities:

- General administrative and marketing activities: i.e., phone calls, emails, networking meetings, reports. I did have a conversation with Senator Lankford at the Oklahoma Academy for State Goals' "Annual Salute" to Legislators, in Tulsa, about our efforts and asked for an audience with him and/or his Field Representative(s), and for his continued/additional support for this incentive. From his understanding of it, he was supportive.
- Open Road Tire Corp: Calls with Chris Archer about his search for warehouse space in Oklahoma City and his time-lines for setting-up shop. He indicated that by October he would be able to more fully focus on Okc once the Atlanta distribution center is fully operational. I shared Barry Murphy's contact information with him, and I also directed him to various commercial real estate websites, such as OkcChamber.com's Economic Development page which has a variety of helpful links and proprietary data banks, for his consideration.
- Confidential Prospect #1: The OGE and Duncan Area Economic Development Foundation's prospect continues to pursue their intentions of making a final site-selection decision in the near future. If they do follow-through with Duncan as being their community to build in, FTZ status, as determined by their calculations, is a must to maximize their ROI.
- Confidential Prospect #2: Met with Christy Elkins, Chickasha Area Economic Development Council's President, and participated in a conference call with a site selector and a foreign rare earth-based alloy and machined products manufacturer (foundry) that they have had extensive meetings with, previously. Chickasha has some unique incentives to offer, and FTZ status would also be required. There are some significant obstacles to be addressed, such as anti-dumping restrictions with Russia and China that will need to be resolved, but are not deal-killers. They will be bringing in pure magnesium from Israel and Canada, as well. that they intend to take advantage of if Chickasha is chosen
- Oklahoma Southwest Alliance for Economic Development: Clark Southard, Board Chair, invited me to give a 90 minutes presentation, in Chickasha, Oklahoma, to this regional economic development group, covering the basics of FTZs and how their economic development strategies and practices could employ that knowledge as a competitive differentiator. There were 41 representatives from across the region in attendance, which led me to two additional meetings this month, with Duncan and Weatherford. One of the attendees was Steve Carson, Field Representative and Director of Security for U.S. Senator Lankford, whom I had lunch with and further discussed FTZ #106's marketing strategy

- Duncan Chamber of Commerce and Industry: I met with the President & CEO, Chris Deal, in Duncan, to explore prospects in his area. I followed-up from this meeting by contacting Dave Clevenger, distribution manager at the 900,000+ sq.ft. Family Dollar distribution center, and we are planning on meeting in September. He is aware of FTZs, but that's about it. That should be a positive meeting, as evidenced by our success with the comparable VF Jeanswear distribution center in Seminole.
- City of Weatherford: Conversations/communications with Chuck Dougherty, the City's Economic Development Director, about the previous Imation FTZ site and about potential prospects in his region. I will be presenting at one of the upcoming Weatherford Area Economic Development Foundation's breakfast speakers series.
- Follow-up communications: Siemens; Stillwater Chamber of Commerce; US Dept. of Commerce; Oklahoma Dept. of Commerce; KICKER; DitchWitch; GoodYear Tire Co.; Stroud Industrial Safety Solutions; Century Uniform
- **Total Hours worked:** 27 hours x \$50/hr = \$1350

Foreign Trade Zone #106 Marketing Activity Report & Invoice
September 1st, 2016 – September 30th, 2016
Matthew S. Weaver

Date: September 2016

Activities:

- General administrative and marketing activities: i.e., phone calls, emails, networking meetings, reports.
- Open Road Tire Corp: Chris Archer, Pres., is targeting late October, early November for finalizing location options in the Oklahoma City area.
- August Confidential Prospect: Project continues to move forward with Oklahoma as their new site, with Duncan being their preferred location. No time-lines available for public information.
- KPMG: I have been working with Amie Ahanchian, KPMG FTZ Global Manager, on 3 different prospects:
 - #1.) Magnesium Machine, LLC (previously a confidential prospect), Chickasha, Oklahoma. A number of conference calls dealing with: the particulars of importing rare earth materials; FTZ #106; other incentives available, i.e. workforce development; site selection and energy requirements.
 - #2.) Century Uniform: Debbie Lumry is trying to re-engage the owners with new customized marketing materials and updated data analysis, provided by Amie & I.
 - #3.) Oklahoma City Confidential Prospect: Amie & I have engaged in a concerted effort to manage and facilitate the progress of this relationship. A manufacturer that wanted to accumulate their own data for the past 11 months is now ready for further discussions about pursuing FTZ status.
- CMP Corporation: Met Brad Croy, President, at his compressor manufacturing, refurbishing, and distribution plant in Oklahoma City. He carries a multi-million dollar inventory, that turns approx. 2x/year, and is set to reconfigure his plant's floor. His aim is for a "leaner" reconfiguration with certain areas designated for foreign vs. domestic inventory management, which is a driving force for wanting to learn more about FTZ benefits. He plans on scheduling a future meeting(s) once he begins analysis of his company's inventory and supply chain management practices.
- US Dept. of Commerce: The Oklahoma office is holding a "Exporting 101: Basics of Exporting Workshop" on October 20th. Marcus Verner, Director, and I are working on my role as a resource during the event. I also worked with Ashley Wilson in Marcus' office about a client they are serving in Tulsa that's looking to expand their operations and were in need of Oklahoma FTZ marketing pieces. Ashley will be following-up with me after her meeting later in October.

- Big Industrial: The Prairie Village, Kansas, based commercial real estate company that owns/manages the old Dayton Tire Plant in Oklahoma City, has a large manufacturing prospect that will require FTZ status/benefits. I've had a number of conversations with Thad Smith, Principal of BI, and Mike Ogan of the Chamber of Greater Oklahoma City, about their prospect and FTZ #106.
- Oklahoma Department of Commerce: Conversations/communications with Jesse Garcia about a prospect he met with. I provided the new marketing "paper" for his use at the meeting. The client was given my name and contact information.
- Follow-up communications: Siemens; US Dept. of Commerce; Oklahoma Dept. of Commerce; KICKER; DitchWitch; GoodYear Tire Co.; Century Uniform
- **Total Hours worked**: 21 hours x \$50/hr = \$1050

Foreign Trade Zone #106 Marketing Activity Report & Invoice
October 1st, 2016 – October 31st, 2016
Matthew S. Weaver

Date: October 2016

Activities:

- General administrative and marketing activities: i.e., phone calls, emails, networking meetings, reports.

- 2016 Oklahoma Consular Summit: I attended, along with Board Member Chuck Mills, this Oklahoma “Governor’s International Team” sponsored Summit to network with attendees about how FTZ #106 could help assist them with the FDI and FTZ benefits available, specifically, in the Oklahoma City service area. I had initial conversations, and have had subsequent conversations and sent marketing materials to the following: Karen Ball, Her Britannic Majesty’s Consul General; Enrique Villar-Gambetta, Honorary Consul of Peru; Ken Feagins, Honorary Consul of Uruguay; Amalia M. Miranda, Honorary Consul of Spain; Olivia Vadillo Serra Rojas, Deputy Trade & Investment Commissioner for Mexico; Jonathan Neff, Attorney of Global Business Law, Tulsa; Thomas Lewis, Field Representative for Congressman Tom Cole; Eric Kunkel, Founding Partner for CCK Strategies, Tulsa. I was also asked by Yvonne Kauger, Oklahoma Chief Supreme Justice and tribal advocate, to be a presenter at the Native Summit in June 2017.

- Family Dollar, Duncan, Oklahoma: I met extensively with Dave Clevenger, Regional Vice President, about FTZ benefits. They receive approx. 800 containers per month, with approx. 400 of them being imported. Follow-up conversations have been productive – he’s building a case to start with his location as a pilot demonstration. The possibility of this becoming a national program for them has really got him engaged. Synder coordinates Family Dollar’s logistics. A visit in November is likely.

- Woodward Industrial Foundation, Woodward, Oklahoma: I met with LaVern Phillips, President, about his announcement for retirement and the relationship with Siemens. Siemens will have a decision by the end of the year about expansion plans and pursuing FTZ status.

- Wilspec Technologies, Inc: I had a meeting with Dennis Guerts, Director of Global Operations. They manufacture, in their wholly-owned Chinese factory, specialized pressure valves and a variety of custom products for manufacturers of hvac, refrigeration and high pressure/extreme environment equipment, around the world. All domestic distributed products are imported and flow through their Oklahoma City world headquarters facility. I have a follow-up meeting tentatively scheduled for November with their global purchasing director and business manager. Looks promising.

- US Dept. of Commerce: I was asked by the Oklahoma office, that was holding a “Exporting 101: Basics of Exporting Workshop” on October 20th, to participate as a presenter. I prepared a powerpoint presentation, with associated materials, when, at the last minute, the decision was made to have me present, instead, at a future training opportunity.
- **Total Hours worked:** 30 hours x \$50/hr = \$1500

Foreign Trade Zone #106 Marketing Activity Report & Invoice

TOTAL Invoice

Foreign-Trade Zone #106
 Marketing Activity Billing Report
Hours worked: 21 hours x \$50/hr = \$1050
Time Period: 9/1 – 9/30/16
 Submitted by Matthew Weaver

Project	Activity	Time
General Administrative and Marketing	Responding to FTZ inquiries; research; general networking	10
Prospect Follow-ups	Research, Follow-up	2
Open Road Tire Corp.	Communications	1
Confidential Prospect	Meeting/Communications	3
Magnesium Machine, LLC	Communications	2
CMP Corp.	Meeting/Communications	3

Billable Time: 21 hours
Total Due: \$1050

TOTAL Invoice

Foreign-Trade Zone #106
 Marketing Activity Billing Report
Hours worked: 30 hours x \$50/hr = \$1500
Time Period: 10/1 – 10/31/16
 Submitted by Matthew Weaver

Project	Activity	Time
General Administrative and Marketing	Responding to FTZ inquiries; research; general networking	10
Prospect Follow-ups	Research, Follow-up	2
Family Dollar	Meeting/Communications	6
Woodward Industrial Foundation/Siemens	Meeting/Communications	5
Oklahoma Consular Summit	Attended/Networked	5
U.S. Dept. of Commerce	Preparation for Export Workshop	2

Billable Time: 30 hours

Total Due: \$1500