

MidAmerica INDUSTRIAL PARK

DELIVERS

*Serving the Central United States, MidAmerica
is the largest industrial park in the Midwest.*

PAT TULSA WORLD 2-18-2019



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INDUSTRIAL PARK

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From the desk of **DAVID STEWART**

THE MISSING LINK:

Collaboration to ensure a community is fully aligned with its economic development efforts is often a key factor for a site-selection decision.

The proverbial saying, 'it takes a village,' certainly rings true when it comes to economic development. Regional collaboration is essential for growth, especially in rural areas such as northeast Oklahoma.

In addition to standard factors such as infrastructure, business climate, quality of life and workforce, site selectors also look for a community's "collaboration score."

Though less defined and more qualitative in nature, a collaboration score is the measure of the extent to which the community is fully aligned with its economic development efforts.

In other words, a highly collaborative community would be one that has an agreed upon holistic approach to business attraction and retention. All agencies, public and private that will be involved in the successful outcome of the project, are in sync and understand the project objectives.

MidAmerica enjoys strong relationships with over 20 various partners which include employers, state agencies, the Cherokee Nation, local nonprofits and seventeen area school districts. From our partnerships with area school districts providing STEM resources to Northeast Tech helping build an Industrial Maintenance apprentice program that serves local employers, MidAmerica is a shining example of how a community can come together and create jobs while meeting industry needs. You can read more about some of our partnerships in this month's newsletter.

We are proud of our collaborative efforts with the Tulsa Regional Chamber, GRDA, the city of Pryor, our surrounding school districts and many other entities with whom we work. MidAmerica's recent growth is a perfect example of the success that can happen when we all work together.



DAVID STEWART
Chief Administrative Officer
Oklahoma Ordnance Works Authority
MidAmerica Industrial Park

STEM Lab Initiative Expansion *Update*

MIDAMERICA HOSTS FIRST-EVER ROBOT RIBBON CUTTING

To celebrate MidAmerica's STEM Lab Initiative expansion, which now includes nine local schools, up from the five original schools, MAIP worked with Pitsco Education on a first-ever robot ribbon cutting. Individual ribbon cuttings were held at Inola, Wagoner, Vinita and Jay public schools.

The Creative Systems STEM Labs have proven to be an excellent mechanism in exposing young people to technology and technology application. Experiences in the labs allow students to build base-line skill sets and explore technical career pathways. MidAmerica has now invested \$2.25 million in area schools with plans in place for additional expansion.



» ANNOUNCEMENT

PETE CHURCHWELL APPOINTED TO BOARD OF TRUSTEES

After a career in the electric utility industry that spanned nearly 40 years, Pete Churchwell retired as president of Public Service Company of Oklahoma in July 2004. In May 2014, Oklahoma Governor Mary Fallin appointed him to the Grand



PETE CHURCHWELL
OOWA Trustee

River Dam Authority Board of Directors. In August 2018, Secretary of State James Williamson appointed Churchwell to the Oklahoma Ordnance Works Authority Board of Trustees.

Outside of OOWA, Churchwell has served on the board of directors of both the Grand Lake Watershed Alliance Foundation and Harbor Village Museum, located on the shores of Grand Lake.

He also served as a member of the International Society of the Energy Advocates; board member and chairman of the Council of Education and Workforce Development for the State Chamber of Oklahoma; and as a previous board member of Rural Enterprises of Oklahoma.

Churchwell holds a bachelor's degree in communications from the University of Tulsa and completed Harvard Business School's advanced management program.

The OOWA board is comprised of 5 trustees and meets in even numbered months. The current trustees are Pete Churchwell, Mick Webber, Sean Burrage, Brent Kisling and David Stewart.

"We are excited and fortunate to have Mr. Churchwell on the OOWA Board of Trustees. His years of leadership experience will certainly prove valuable as we continue to grow and expand MidAmerica." Dave Stewart, Chief Administrative Officer, MidAmerica Industrial Park.

» BMX Track coming to MidAmerica

BMX TRACK AT MIDAMERICA INDUSTRIAL PARK TO OPEN IN APRIL 2019

MidAmerica broke ground on a brand new BMX track in Mayes County in November 2018. The concept for the track is a result of MAIP's involvement in providing educational programs through the USA BMX Foundation. MAIP started investing in school programs and donating STEM resources to schools and based on the response from the schools, decided to increase their investment and ultimately open a track to further support the BMX STEM program. This will be the first track in the nation to go through a non-traditional process by building their ridership base on STEM programs and another new concept called BMX Racing League which is geared 100% toward introducing new families to the sport in a beginners-only format.



EXCITED STUDENTS Over 300 area students help celebrate the track's ground breaking.



BREAKING GROUND USA BMX Foundation and track leaders break ground on the track at MidAmerica

MidAmerica celebrated the launch of a partnership with the USA BMX Foundation in 2018 to offer STEM programs to surrounding school districts. Each program comes as a kit and includes five bikes and complete curriculum, including assembly of the bikes and different projects, that use STEM/mathematical concepts. With the STEM program, MidAmerica aims to educate teachers, build the workforce and create new opportunities to engage future workers. MAIP has partnered with Grand River Dam Authority to purchase 33 kits for surrounding schools.

USA BMX will provide a certified track builder that has built many tracks around the country who will spearhead the construction of the sanctioned track. The USA BMX headquarters in Arizona is scheduled to relocate to Oklahoma as part of the agreement to build their BMX Olympic Training facility in Tulsa. The track designs are still in the approval process, but BMX anticipates the track will be in the standard range of 950 to 1,200 feet long.

USA BMX will build the track and it will be operated by Mayes County BMX as a non-profit 501(c)(3) in the master planned community area of MidAmerica Industrial Park. The projected completion date of the track is scheduled for March 2019. Mayes County BMX is halfway to completing a \$75K investment in the program with funding already in place from MidAmerica and GRDA. The track is expected to serve the local community and eventually bring in support from out of state riders.

"Enthusiasm is contagious and is something that is shared by MidAmerica Industrial Park and Mayes County BMX," said Cindy Riley of Mayes County BMX. "We love the commitment to the futures of youth through STEM kits, the BMX track and BMX Racing League. This is the beginning of something truly remarkable."



Olympian, Justin Posey, showcasing his BMX skills at a recent MidAmerica event.

MidAmerica Partners with Northeast Tech on Industrial Maintenance APPRENTICESHIP



Industrial maintenance is arguably the largest need in any industrial park—the demand is constant. Maintenance keeps the machines running, the programs possible, and the equipment functioning. Essentially, without industrial maintenance, industrial parks could not function.

This is exactly why the partnership established between MidAmerica and Northeast Tech is so important. It is a beneficial step for every company currently located in the park, and those considering locating at MAIP.

The program, which is registered with the U.S. Department of Labor and was developed in coordination with the Oklahoma Office of Workforce Development, serves as a liaison between MidAmerica employers and other key community organizations. The Department of Labor provides technical assistance for the formation of on-the-job work processes including technical instruction, and has guided MAIP and Northeast Tech through the steps of developing the program.

The Industrial Maintenance Apprenticeship was designed as a consortium—a model where several employers sign up to participate in the program. MAIP worked with Northeast Tech to identify ten companies from different industry sectors to form an advisory committee that decides on curriculum, equipment needs and other key aspects of the program. This allows all of the companies to work together and build a program incorporating all necessary operations, processes and procedures.

“Northeast Tech is very excited about this apprenticeship program and we are very thankful to be in an industrial park that is willing to collaborate with us. We feel this is a great opportunity for companies in MidAmerica to grow their maintenance staff,” said Jerad Girten, Industrial Coordinator at Northeast Tech. MidAmerica is helping support the program by supplying \$150,000 for the purchase of equipment, including electrical and mechanical training equipment. “We are fortunate to have Northeast Tech’s Business and Industry Services team headquartered here in the Park. They do a great job of responding to the needs of business and industry. We are excited about the Industrial Maintenance Apprenticeship program and the value it brings to existing companies at the Park.” Scott Fry, Director of Workforce Development for MidAmerica.

Jenna Morey, Director of Apprenticeship and Work-Based Learning at the Oklahoma Office of Workforce Development said, “We’re really excited about the consortium model MAIP is using where several employers are signing up for the program. Oklahoma is 97% small businesses, so apprenticeships are a great tool for an industry to fill roles that otherwise are hard to fill. In a consortium,

the employers can work together to start a program, instead of each employer trying to do it on their own.”

Often thought of as an older form of workforce training, modern-day apprenticeship programs are a great opportunity for companies to develop a pipeline of talent for a skilled trade. Apprentices are employees who study an occupation or skilled trade through planned, managed, on-the-job training and related classroom instruction. This “earn as you learn” model connects job seekers looking to learn new skills with employers looking for qualified, specifically trained workers to grow their businesses.



This particular apprenticeship is a two-year program. Participants spend four hours a week in the classroom, and then spend the rest of their week at work. The program is currently in its first semester and the participants are employees at MAIP businesses, or incumbent workers, giving MidAmerica companies the opportunity develop employees from within.

Apprentices are guaranteed two pay raises within the program and graduate with a certificate in Industrial Maintenance from Northeast Tech and a Department of Labor apprenticeship certification.

“MAIP has been a shining example of how a community can come together and create jobs for people who need them while meeting industry needs—local employers, park administration, local workforce board, local educators—it takes all of these pieces to have a successful program,” said Morrey.

There are 103 registered apprenticeship programs in Oklahoma, each operated under the supervision of the US Department of Labor Office of Apprenticeship.

MidAmerica Water Plant Undergoing \$3.6 Million Renovation

UPGRADES AIM TO INCREASE OPERATIONAL RELIABILITY AND EFFICIENCY OF PLANT.

MidAmerica Industrial Park's Water Treatment Plant (WTP) is currently undergoing a \$3.6 million renovation to maintain operational reliability, increase efficiency and improve safety. The water plant dates back to 1942, servicing not only the park, but area communities and rural water districts as well.

The renovations and updates include the installation of new meters and valves, replacement of actuators, concrete repairs and recoating of existing pipes and equipment to increase operational reliability and efficiency. The renovations also include general safety upgrades.

The MidAmerica WTP provides treated water for 80 industrial customers, six of which represent 50 percent of overall water sales; three municipal customers outside the park including Pryor, Chouteau, and Salina, who represent 10 percent of water sales; and six rural water districts representing 20 percent of water sales. The Plant produces 12 to 16 million gallons of treated water per day.

MIDAMERICA WASTEWATER TREATMENT PLANT \$2.1 MILLION IMPROVEMENT PROJECT

MidAmerica Industrial Park's Wastewater Treatment Plant (WWTP) is in the final stages of a \$2.1 million improvement project to increase reliability and minimize the risk of violations with the Oklahoma Department of Environmental Quality (ODEQ).

“Our Board of Trustees recognized the importance of each project and authorized MidAmerica staff to proceed with the renovations that will increase efficiency and improve reliability at each facility.”
Jason Stutzman, Director of Environmental Affairs

Supervisory Control and Data Acquisition improvements include new alarm signals to minimize equipment failure and monitoring devices to assist in plant operations. Finally, a new lift station will be commissioned to replace an existing lift station built in 1967.

The MidAmerica WWTP provides wastewater treatment to the industrial tenants of the park and the surrounding communities. Authorized by ODEQ through a NPDES Permit, the WWTP discharges approximately 2.0 MGD of treated water to the Grand Neosho River.



GOOGLE Announces \$13 Billion Investment Plan

GOOGLE'S SUCCESS CONTINUES TO IMPACT MAIP AND SURROUNDING COMMUNITIES

On February 13, Google announced that it will invest more than \$13 billion into its data centers and offices across the nation this year. The effects this will have on MidAmerica Industrial Park, Pryor and even Northeast Oklahoma are immense—in all the right ways.

Google's CEO Sundar Pichai wrote in a statement that nationally, the investment will create more than 10,000 new construction jobs and space for thousands more permanent employees.

Much of that affluence will be at MidAmerica Industrial Park, home to Google's data center since 2007. Last year, Google announced to spend \$600 million at their Mayes County facility, and the latest upgrade means even more growth.

Google has been a major player in transforming Northeast Oklahoma. Since 2007, it has brought good-paying, high-tech jobs, new families and property-tax revenue for the public-school system. It has brought a whole new sense of liveliness to the entire community.

MAIP has played its part as well. "As one of the largest employers in the industrial park, Google is committed to not only investing in its facility, but also in the surrounding communities," said MAIP Chief Administrative Officer, Dave Stewart. "For our part, MidAmerica continues to develop and retain the workforce needed, as well as, to enhance the quality of life options surrounding the park as part of our workforce attraction initiatives to benefit all of our employers."

Google's success has also impacted the national move toward renewable energy.

Dan Sullivan, Chief Executive Officer at Grand River Dam Authority said, "As the Google Data Center grows, so does the opportunity to add more renewable energy resources to our total energy portfolio. On behalf of the State of Oklahoma, we provide low cost, reliable power to our customers. However, we are also committed to being

good stewards of the environment which includes diversifying our energy production."

The availability of water and power from the site's expansion will allow GRDA to move toward renewable energy in a bigger way at a lower cost to residents.

"As of today, we have investments with four Oklahoma wind farms and are expanding to a fifth to increase the percentage of renewable energy we supply to municipalities and MidAmerica Industrial Park employers – including Google," said Sullivan.

Google's growth and recent expansion announcement have had and will continue to have incredible effects on the entire community in Northeast Oklahoma. Stewart put it this way, "Time and again, we have proven to be an excellent location for expansion. Google is a perfect example. Since 2007, it's Data Center has continued to grow and more than double its investment at MidAmerica."

"As the Google Data Center grows, so does the opportunity to add more renewable energy resources to our total energy portfolio."

— Dan Sullivan, *Chief Executive Officer at Grand River Dam Authority*

MAIP COMPANY HIGHLIGHT

Williams Construction

Established in 1953, Williams Construction is a third generation, family owned company with an appetite for complex construction projects. Williams moved to MAIP in 1976 to be closer to their clients, and have since expanded their space three times in addition to an office remodel in 2018. With an employee-combined construction experience of almost 600 years, they are able to offer exceptional depth of knowledge and an extraordinary range of skills and expertise to alleviate the complexity and stress of the project for the client.

Williams Construction believes the key to their 65 years of continued success lies in consistently maintaining their core focus of improving the lives of their clients, employees, their families and the community throughout their years of being in business. They pride themselves in their ability to adapt to an ever-changing construction market and environment while maintaining an exceptional contractor-client relationship throughout the entire construction process.

Williams always holds high safety and quality standards as a top priority. Combining these standards with a highly-skilled and responsive workforce, they excel with technical, high-risk and tight-deadline projects. They continue to seek highly challenging, critical construction and industrial maintenance projects in many industries such as aerospace, petrochemical, power-generation, pulp/paper, food-processing, fertilizer, and manufacturing.

With a 90% repeat customer rate and a proven track record of safety and quality, Williams sets themselves apart from the competition. In the past 3 years, they have completed over 940,000 on the job safety hours with all of their jobs being completed ahead of or on schedule.

Williams has completed many projects for clients in the Industrial Park including the GRDA Carbon Injection System Installation, Cabot Coal Bin Replacement and GRDA Coal Dumper Replacement. To date, Williams has successfully completed four coal dumper replacement projects. The team at Williams has found a niche in completing critical coal dumper projects. They are able to utilize the expertise of their project managers, safety team and highly skilled field team to ensure that the jobs are done correctly, safely and timely.

As a local, family owned business, Williams places a high priority on local philanthropy. For over 12 years, they have been participating with both Pryor CARD (Community Action Resource & Development) Head Start locations by providing a Christmas gift from Santa for each of the children in the program. They also support the Rogers/Mayes County United Way, Indian Nations Boy

Scouts of America, Lions Club and Rotary Club along with Rogers State University.

Williams continues to prove themselves dedicated to the community through their service to these local programs. Their commitment to their values, employees and the Tulsa community for the past 66 years sets Williams apart and makes them a cornerstone of Mid America Industrial Park.

Williams' President, Mike McGehee said, "The present strategy of Williams Construction is one for future growth while continuing to maintain our high safety and quality standards. Our customer focus will continue to be industrial and maintenance opportunities primarily within a 75-mile radius of Pryor, which makes our location in the MAIP truly an asset. Along with our appetite for tough and complex projects, we are a reliable, highly skilled and financially stable company that will continue to provide specialized and critical construction and maintenance services for many years to come."

MidAmerica enjoys the partnership with Williams as well. MidAmerica General Manager, Larry Williams said, "Williams Construction Company has been the general contractor on multiple MidAmerica construction projects, including our administrative office building back in 1993. We continually receive compliments from visitors about the quality workmanship Williams' put into the finished project. We find that to be true with every project Williams tackles. Williams employees, from top to bottom, are highly valued members of the MidAmerica Industrial Park family. Anytime there is volunteer work to be done in our community, you just have to look around and you will find a team of Williams staff members hard at work."



Praxair's Newest Retail Space to Open in MidAmerica Park Early April

MidAmerica Industrial Park is gaining a new retail space specifically designed to meet the needs of MidAmerica's businesses and their customers. Praxair, nationally known as an industrial gas and welding supply house, will soon occupy a brand new, 5,000 square foot retail space in the park.

The company is moving from their current location in Chouteau to MAIP as a result of the park's recent growth.

Praxair approached MidAmerica in early 2018 about the possibility of moving to the park to be closer to their core base of customers. MAIP agreed to do a design-build project; building the space then leasing it back to Praxair. The project was approved in August 2018 and is due to open in mid-April.

The retail location will be a distribution center offering a broad array of industrial gases, welding gases, welding supplies and safety equipment.

