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From the desk of **DAVID STEWART**

THE POWER OF REINVENTION

Some of the world's most profitable and enduring businesses have maintained their long track record of success by constantly

reinventing themselves. Apple, IBM and Lego are just a few examples of global companies that have changed to stay relevant and have done so quite well. Then there are some who did not, and we witnessed their demise.

Companies need to be able to keep up with market changes, competition and technology if they want to survive. That is why MidAmerica Industrial Park is rebranding itself.

MidAmerica Industrial Park is celebrating 60 years of success, serving 80 companies and over 4,500 employees located in the heart of the



DAVID STEWARTChief Administrative Officer
Oklahoma Ordnance Works Authority
MidAmerica Industrial Park

largest concentration of corporate wealth in the United States. We are home to Google's second-largest Data Center in the world and the third-largest Agri-nutrition plant operated by DuPont.

We are much more than what our name implies.

We have been referred to as an "industrial utopia." MidAmerica is highly sustainable. Located within the boundaries of the Cherokee Nation, we have an off-the-chart ad valorem tax base that supports K-12 education and the benefits of doing business with MidAmerica as a Public Trust Over the years has created the perfect storm of resources, pro-business environment and life amenities. MidAmerica has benefits like easy access to water, power, training, workforce and we have minimal zoning and permitting requirements just to name a few.

Over the years we have identified our strengths, taken advantage of those assets and made some bold plans which are just now starting to come to fruition.

MidAmerica has become a best practices model for the state on how to do workforce development. In fact, I have been leading this effort.

We recently celebrated the opening of our Center of Excellence, a one-stop training and hiring center. Not only does the center provide education and training services, but is also accessible to MidAmerica companies for research and development.

> THE HISTORY OF **MIDAMERICA**— **60 YEARS OF SUCCESS**

MidAmerica's First Chief Administrative Officer, Gene R. Redden

Beginning in 1941 and lasting through the turbulent year of World War II, a sprawling 15,867 acre site near Pryor Creek and Chouteau, Oklahoma teemed with over 10,000 employees working in a government-owned, DuPont-operated power plant. Constructed at an original cost of \$84,000,000, the Oklahoma Ordnance Works produced primarily smokeless powder as well as nitric and sulphuric acids and tetryl for explosives and detonators for war munitions. At the conclusion of the hostilities in 1945, the plant and a prisoner-of-war camp were closed, their existence negated by a shaky peace.

Closing of the facilities ended wartime employment for the many thousands of workers, most of whom had been imported to fill the needs of the manufacturing processes. But the vision of one man, and the active cooperation of many others, reaching even into the Halls of Congress and the White House itself, resulted in the creation of one of the nation's largest industrial parks.

Gene R. Redden, an employee of National Gypsum Company, which owned a factory in the area, was charged with the managership of the closed facility, being maintained by National Gypsum on a care-taker basis for the government. Redden recalls cost of this standby status was over \$250,000 a year just to stand

watch and try to maintain the buildings and equipment in the now reduced to 10,046 acres covering over twenty full sections of land and parts of many other parcels in a contiguous tract. Redden had previously had similar employment.

In his position as manager, Redden knew that eventually the land would be declared surplus to the need of the federal government under guidelines set out to President Eisenhower and more specifically by the Department of Defense. Redden foresaw that, in all probability, the complex would be broken up, sold to farmers and ranchers or to land speculators as principle purchases.

Redden envisioned another fate for the OOW.

Redden saw the area, with 509 building—153 of them unsafe for human occupancy due to chemical residues—38 miles of railroad spur, four complete water systems covering 800 acres, including fire hydrants, and three complete chemical plants, as a nucleus of a highly diversified industrial park and began personal efforts toward bringing the plan into fruition.

At that time, OOW was valued at \$65 million by the U.S. Army Corps of Engineers real estate chief.

To be continued...



THE POWER OF REINVENTION continued

Earlier this year MidAmerica opened a BMX track, and we are building our ridership base through STEM programs. We have free bikes for local youth to use and a thriving BMX community that supports the track.

And our crowning jewel, the District, a 162-acre development that incorporates retail, residential, parks and trails near the Park, will open later this year, creating that "sense of place" that employers want for their employees.

We recently launched our new logo—a vibrant, more modern mark that better defines what MidAmerica is today—a world class destination that has become a game changer for Northeast Oklahoma.

In fact, we are on a trajectory to be one of the most innovated and pro-business environments in the nation for corporate growth.

Reinvention is a transformation into a new form of your business that always requires changes in its approach. To get somewhere new we have to do new things. We cannot use the same old routine patterns and expect a new result. When habits are changed, results will happen.

The power of reinvention is strong. Don't wait until it is too late.

MIDAMERICA AND THE GRAND RIVER DAM AUTHORITY

A POWERFUL PARTNERSHIP SERVES AS AN IMPORTANT ECONOMIC ENGINE FOR OKLAHOMA



've worked at facilities all around the country, but this is the only facility I've worked where we have never lost power."

This statement was made by a MidAmerica Industrial Park business and GRDA customer, who was a participant during the annual meeting between Grand River Dam Authority and its industrial customers earlier this year. He was referring to the reliable reputation of GRDA's power.

Created in 1935, Grand River Dam Authority is Oklahoma's state-owned electric utility which is fully funded by revenues from electric and water sales instead of taxes. Each day GRDA strives to be an "Oklahoma agency of excellence" by focusing on the five E's: electricity, economic development, environmental stewardship, employees and efficiency.

Since the very beginnings of the 9,000-acre MidAmerica Industrial Park in 1960, GRDA has been a powerful partner to the many industries that call the park home by providing reliable, competitively priced electricity. In fact, GRDA actually provided power to the Oklahoma Ordnance Works facility, on the same site, 18 years before MAIP's creation.

In all, MidAmerica's 80 resident-industries employ approximately 4,500 people while serving as an important economic engine for Oklahoma. As those employees work to produce everything from paper to ductile iron, GRDA electricity powers their operations.

It's an engine that is powered by abundant, reliable GRDA electricity, much of which is produced on the southern edge of MidAmerica, at the Grand River Energy Center (GREC). In fact, the existence of low-cost GRDA power and water were key factors in the creation of MidAmerica in 1960. Since that time both partners, GRDA and MidAmerica – have expanded and developed to become primary components of a greater engine that helps move the state's economy forward.

However, producing power is just one part of GRDA's MidAmerica story. Responding to customer needs in a timely manner is just as important. For large industrial customers that operate around-the-clock, minimizing downtime is critical to their success. GRDA responds to this with an electric line maintenance

crew that is stationed adjacent to MidAmerica. This greatly reduces response time and, in turn, helps minimize downtime.

Some of GRDA's key MAIP customers include: American Castings, LLC, Google, National Gypsum, Cascade's Paper Products, Pryor Chemical Co., and DuPont, LLC. In fact, GRDA provides power for every bunsiess at MidAmerica.

GRDA generates additional assets as well, such as: 254 MW of run-of-river hydroelectric generation, 260 MW of pumped-storage hydroelectric generation, 457 winter/429 summer MW of gas generation and 248 MW of wind generation. This diverse generation portfolio helps keep rates low and reliability high.

Recently, GRDA's efforts have been recognized for its support of workforce development by the MidAmerica Industrial Park. Last October, GRDA was presented with the "Champions in Workforce Development" Award during the Manufacturing Day luncheon at the Rogers State University (RSU) Pryor campus. The award follows GRDA's ongoing partnerships with MidAmerica and others, to provide the resources and training needed to promote future successes in manufacturing and industrial careers in MidAmerica and across Oklahoma.

"We have commitment to work with MidAmerica and our industrial customers in the park to help develop these training programs, some in very technical areas," said GRDA President and Chief Executive Officer Dan Sullivan. "This also benefits us as it provides a pipeline for our future workforces as well."

"Since 1960, GRDA has been a powerful partner to the many industries that call MidAmerica home, "said David Stewart, CAO for MAIP. "As an important hub of Oklahoma industry, MAIP is home to over 80 companies and employs thousands of Oklahomans. As those employees work to produce everything from paper to ductile iron, GRDA electricity powers the operations. It's a wonderful partnership that drives our state's economy."

Producing and supplying electricity to Oklahoma industries in the nation's largest rural industrial park is a commitment that helps improve the economy and the quality of life for everyone who lives, works and plays in Oklahoma. GRDA and MidAmerica fulfill an important economic development mission for our state.

PARK INFRASTRUCTURE AND DEVELOPMENT **Armin Road Development Update**

lidAmerica's "Armin Road Development Area," establishes over 400 new acres of property located in the heart of the Park. With this expansion, MidAmerica can ensure space is readily available for prospective new industries or expansion of our current employers. The property is divided into eight different sites to provide ample space for prospective businesses ranging from 8 to 229 acres.

MidAmerica has invested \$3.5 million in roads to access the sites and \$2.5 million in water and wastewater lines to ensure the property is ready for new opportunities.

This is a greenfield project and has no legacy which allowed the architecture dimension and the modeling of infrastructure to follow the latest cutting-edge innovation. With this expansion, MidAmerica has a blank canvas that opens space for development without pre-existing restrictions. The new roads. water, and wastewater lines are just a piece of the puzzle in making MidAmerica possible a premiere place to do business.

NEW SPEC BUILDINGS IN THE PARK

Building 625 featured below is located on a 17-acre parcel and located in the Armin Road Development Area will be the newest addition to MidAmerica's inventory. This 100,000 sq. ft. concrete tilt-wall facility is designed to accommodate either one, two, three or four tenants and has a scheduled completion date of Q3 2020.







Building 626 is a 24,000 sq. ft. facility that will be the newest addition to 2nd street. The multi-use facility can be used as space for new start-ups, service providers or industrial suppliers.

The District – Opening later this year!

The District, a 162-acre development that incorporates retail, residential, parks, and trails near MidAmerica, is currently under construction and set to open later this year. The new development is a fusion of walkable retail areas and residential living combined with a natural environment that offers wide-open spaces and outdoor activity. It includes 32,000 square feet of retail space, 200-unit multi-story living complex, 160 residential homes, 10 acres of parks and outdoor space, with connectivity via walking and biking trail systems.

MidAmerica Industrial Park receives \$30,000 Google Community Grant to fund STEM programs in six area libraries

MidAmerica Industrial Park received a \$30,000 Google Community Grant through the MidAmerica STEM Alliance to fund STEM programs in six area libraries. Each library will receive \$5,000 for STEM education materials from Pitsco Education. The programs are designed to target adult populations such as parents, grandparents and care givers, with or without children.

The purpose of the project is to increase STEM awareness in area communities through programs and activities in the local public libraries. MidAmerica's strong collaborations and partnerships with business, industry and education have allowed MAIP to reach area students with many STEM initiatives, including distribution of \$2.5 million in STEM resources for 18 area schools, Mayes County First Robotics Team, Mayes County UAV, MidAmerica STEM Showcase, and Mayes County BMX.

The Google Community Grant allows MidAmerica to expand this reach and impact by increasing access to STEM learning through

programs that are family and community oriented. The approach allows MidAmerica to reach under-represented groups in both small towns and rural areas.

"Parents, caregivers, and mentors play a critical role in encouraging and supporting their students learning at home, in school, and in their communities," said Chief Administrative Officer David Stewart. "Creating opportunities for adults and families to interact together while learning will further enhance student's potential to succeed while also strengthening the family unit."

The total expected impact of the \$30,000 grant within the first year is 864 youth, 936 adults and 216 volunteers. The six public libraries receiving the STEM programs include the communities of Pryor, Chouteau, Inola, Locust Grove, Salina, and Langley. These



libraries are located in the immediate communities surrounding the Google Mayes County Data Center and are within the MidAmerica identified labor shed area.

Each library will host a variety of STEM programs and activities including a monthly community family STEM program. In Phase I, the programs will reach up to 25 students and adults per month at each location. Summer day-camp programs will be developed during the first phase. Phase II will continue to build the program by adding additional STEM materials through proposed grant funding and will add monthly dates to the calendar to extend the reach.

As the programs progress within the communities Phase III will bring a mentoring program and incorporate more of the STEM Alliance by adding Mayes County Robotics and BMX activities within

the communities. Each phase will increase the number of programs offered as well as the number of summer day camp opportunities.

The programs are easily adapted for many age groups and Pitsco Education will provide training and support for their curriculum and products which will ensure library staff are equipped to deliver the curriculum. With the support of the MidAmerica STEM Alliance and volunteers from the MidAmerica Youth Marketina Team. the libraries will coordinate and execute the activities.

"Community STEM programs such as this will significantly impact our student's future educational aspirations. We understand the future our youth face will require a solid foundation in science, technology, engineering and mathematics," said Scott Fry, director of Workforce Development at MidAmerica. "By bringing STEM learning and family engagement into our libraries, exposure and awareness to the literary programs are also enhanced. Literary skills are vital to understanding STEM concepts and can lead to success across all disciplines."

The public libraries receiving the STEM programs currently offer literary programs designed for multiple ages. Library directors are experienced in delivering and managing diverse projects. The STEM project allows them to align with the public school systems and assist in educating the adult population on the importance of STEM education for their children.

Each library will choose their own STEM initiatives and materials for their program designed specifically for their community/environment. The programs will be offered after school, in the evenings or on Saturdays, plus summer day camps.

The participating libraries will all become members of the MidAmerica STEM Alliance and benefit from the networking and support of the Alliance. They will also be included in many of the STEM Alliance programs and events. Each Library STEM program will be promoted and supported by the MidAmerica STEM Alliance and the MidAmerica Industrial Park Workforce Division to ensure sustainability and success.

MidAmerica Industrial Park receives \$100,000 Google Community Grant to assist area school districts with **COVID-19** rapid response

idAmerica Industrial Park recently received a \$100,000 Google Community Grant through the MidAmerica STEM Alliance to assist areas school districts with their COVID-19 rapid response.

The COVID-19 pandemic had an immediate impact on public schools. Districts quickly shifted to alternative teaching and learning methods to finish out the school year, and online learning was a big part of the solution. While online learning is a viable method, it comes with challenges, especially in rural areas.

MidAmerica works closely with Mayes County school districts year-round as a partner on STEM education efforts. Together with Google, who's Oklahoma data center is located in the Park, MidAmerica explored options to aid in responding to the districts' new distance learning challenges.

"We are proud to partner with MidAmerica and school districts across the region to support their distance learning efforts during these challenging times," Andrew Silvestri, Google's head of data center policy and community development, said. "We believe Google's community grant program will reap long-term benefits. As an Oklahoma company, supporting local students now is an investment in the state and our future workforce."

"When area schools moved online due to COVID-19, the situation really magnified the digital divide locally, and our area schools have been working tirelessly to address the issue," said David Stewart, CAO of MidAmerica Industrial Park.

The largest portion of the funding will go toward projects that will improve access for area students. Each district has developed a plan that works best for their specific communities and serves the most students possible. The plans range from transforming

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MidAmerica Industrial Park Center of Excellence Now Open

IdAmerica Industrial Park hosted a ribbon cutting and open house for the Park's new workforce Center of Excellence on February 25, 2020. The Center, a space dedicated to technology, training and career opportunities, is the product of a vision cast to ensure that companies at MidAmerica have access to a quality workforce and job-seekers have opportunity.

In organizing the structure of the center, MidAmerica took the approach of a multi-tenant facility instead of working with a singular entity.

"We wanted a consortium model that leveraged the expertise of our partners that, when working together, created a tailored approach to workforce development," said Dave Stewart, MidAmerica Chief Administrative Officer.

To meet the workforce training and development needs, MidAmerica has partnered with Northeast Tech's business and industry team to assist with the creation of applicable and relevant training programs. Leveraging the knowledge of subject matter experts from MidAmerica companies', programs are designed for specific purposes and outcomes. Incumbent employees, job seekers





and prospective employees can develop in-demand technical skill sets. From Industrial Maintenance to Advanced Manufacturing Technologies, Northeast Tech meets the need.

Another strategic partnership has been formed with Action Group Staffing, the anchor tenant in the Center, to provide ease of access to employees and to jobs. AGS is an excellent partner providing employment services for employers and job-seekers. AGS implements innovative staffing solutions that include employee training, alternative worker pipelines, and transportation services.

MidAmerica has partnered with Cherokee Nation Aerospace and Defense in the establishment of an advanced manufacturing program aimed at educating and training workers on high-end manufacturing technologies and processes. Not only will the Resource Center provide education and training services, but will also be accessible to MAIP companies for research and development and product development purposes.

FEATURED EQUIPMENT WITHIN THE PROGRAM INCLUDES:

- » Haas CNC Machines: VF-2SS w/TRT100, Haas ST-15Y, Haas ST-10, Haas Minimill
- » Mitutoya Coordinate Measurement Machine
- » Markforged 3D Printers: Onyx One (x2), Mark Two (x2)
- » Bigrep ONE Large Volume 3D Printer
- » Kioke 4' x 8' Plasma Cutter
- » Artec 3D Scanners

Finally, the Center is also the home of the Mayes County FIRST Robotics team (MCROBO) and Pryor High School's Advanced Manufacturing Program. These programs provide area high school students the opportunity to learn valuable skills in computer aided drafting, electromechanical technologies, controls programming as well as critical soft skills. MidAmerica is only getting started with the new Center and has plans in place to further develop its offerings. New programming will be established, including an automation and control technology laboratory that will replicate the latest technology applications.

"We are very excited about what the future holds for the new center and the careers that it will impact for local workers," said Dave Stewart. "We will continue to create high-end training programs and form strategic partnerships to further strengthen the opportunities at the Center."

MIDAMERICA INDUSTRIAL PARK IS COMMITTED TO THE DEVELOPMENT, ATTRACTION AND RETENTION OF A REGIONAL WORKFORCE TO MEET AND EXCEED THE **NEEDS OF MORE THAN 80 EMPLOYERS.**

- » The number one reason employers decide to expand or to relocate is the availability and access to talented, skilled labor.
- » On average, approximately 60% of area high school students do not attend a four-year, traditional college.
- » Stakeholders with a vested interest, such as employers, educators, and civic leaders, want to ensure students can study here, work here and live here—all while advancing his or her career.

MIDAMERICA DELIVERS...

- » Uses existing resources and resists duplication of programs.
- » Aligns resources to achieve the common goal agreed upon by stakeholders.
- » Fully integrates business with education.
- » Embraces student diversity.
- » Aligns the diverse interests and aptitudes of students with available careers.
- » Utilizes existing classroom activities and curriculum to introduce program concepts.

MIDAMERICA CENTER OF EXCELLENCE...

- » Provides access to the latest technology, offering top-tier skills training and showcases career opportunities among MidAmerica employers.
- » Is the product of a vision cast to ensure companies at MidAmerica have a quality workforce and job-seekers can develop in-demand skills.
- » Offers advanced technology to assist MidAmerica employers with research and development and product development.
- » Is home of the Mayes County FIRST Robotics Team (MCROBO) and Pryor High School's Advanced Manufacturing Program.
- » Is a collaborative effort among Northeast Tech, Action Group Staffing and Cherokee Nation Businesses.



"We are very excited about what the future holds for the new center and the careers that it will impact for local workers," said Dave Stewart.

MIDAMERICA INDUSTRIAL PARK RECEIVES \$100,000 GOOGLE COMMUNITY GRANT TO ASSIST AREA SCHOOL DISTRICTS WITH COVID-19 RAPID RESPONSE

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school buses to rolling hot spots, meshed network systems and other local hot spots. "Thankfully, the districts have the flexibility to develop plans that best meet the needs of their school and community," Stewart said.

In addition to the access improvement project, funding was also used to procure and distribute 3,500 in-home STEM kits to all Mayes County students in grades one through five. These kits, from Pitsco Education, provided students an alternative to the typical home-school learning routine. "We think it is important for students to learn with their hands, as well as their minds, to develop critical thinking skills," said Scott Fry, director of workforce development for the Park and executive director of the MidAmerica STEM Alliance.

"These STEM kits will improve area students' current educational experience in the midst of this pandemic," Silvestri said. "Students today need a solid foundation in science, technology, engineering and mathematics, and by bringing handson STEM learning into their homes when they can't physically go to school, learning is enhanced. Understanding STEM concepts can lead to success across all disciplines."

"We are so thankful that Google stepped up and provided the resources to make these efforts possible. We will be able to provide learning resources for our students immediately and well into the foreseeable future thanks to their grant," said Don Raleigh, superintendent of Pryor Public Schools.

MIDAMERICA INDUSTRIAL PARK AND DISCOVERY PLASTICS PARTNER TO MANUFACTURE **REUSABLE N95 MASKS**

N95 mask prototypes and components generated to address mask shortages in the wake of the COVID-19 pandemic

The severe global shortage of reusable N95 masks after the coronavirus outbreak has encouraged several companies to join the fight against the COVID-19 pandemic and contribute to help address the shortage. MidAmerica Industrial Park is the latest to join the cause, partnering with Miami, Okla. based Discovery Plastics to manufacture reusable N95 masks.

The N95 mask is a particulate-filtering face respirator mask that prevents 95% of airborne particles from entering the wearer's mouth and nose when properly fitted. While typical N95 masks are meant for one-time use, these masks will be reusable with a disposable filter. The filter is connected to the mask and removed after use. The group will be utilizing a highefficiency filter material that is manufactured in Claremore, Ok. by NXTNANO.

MidAmerica and Discovery Plastics started with the Billings Montana open source design file and worked on modifications that would allow the mask to be produced via plastic injection

molding. Several prototype designs were 3D printed until the file was deemed ready. After finalizing the prototype from MidAmerica, Discovery Plastics began the process of designing a mold that will be used to manufacture masks. The mold is currently in production and should be in production by the first of May. Once in full production the facility can produce 2,000 mask per day.

In addition to the reusable mask, staff at the Center of Excellence 3D printed headbands for the face shields and respirator parts using 3D printers located in the complex's recently opened Center of Excellence.

The materials used for filtering in the masks is constructed using nanofiber technology and is capable of filtering out microscopic particles, which is why it's preferred for medicalgrade masks, such as N95 respirators, that form a seal around the nose and mouth.

The companies plan to produce more than 100,000 masks per month through plastics injection molding. Distribution will begin locally, specifically focusing on critical care personnel, then distributing to essential companies, such as grocery stores and gas stations.

➤ MidAmerica offers "Quick Action" incentive fund to prospective businesses

s part of MidAmerica Industrial Park's economic development efforts, MidAmerica has established a "Quick Action" incentive fund that assists new companies with the costs associated with business relocation such as infrastructure, training and much more.

MidAmerica is uniquely positioned to incentivize new business from every angle because the MAIP incentives are added to both state and federal incentives. The packages offered to businesses are the most comprehensive in the nation. Whether catalysts for growth or assistance at startup, MidAmerica incentives help operations reach higher profitability and faster ROI.

MidAmerica's incentive fund is comprised of three components. One, education and training. This encompasses the facilities at the park including Northeast Tech, Rogers State University Pryor campus located in the park and MAIP's own Technology and Career Center which offers customized training aligned with the needs of business.

The second component of the fund is to offset and reduce land costs for companies considering relocation to MidAmerica. MidAmerica's management team will work closely with clients to determine the best possible structure for the acreage needed based on the scope of the project. This includes anything from low-cost to no cost, typically determined by overall investment and jobs created.

And the third component is specialized infrastructure. This could include, but isn't limited to, working with companies to fulfill their needs in regards to water and waste water at their site. Or, if a company has special needs for the site such as rail access, entry and exit access, land development, dirt removal, etc. MidAmerica would use the incentive fund to help offset those costs.

Qualifications and criteria for the fund depends on the value the business brings to the park. The number of jobs the company would bring to the park—specifically, density of jobs—how many employees per acre. And wages. What is the average wage of the employees? In regards to industry sector, MidAmerica concentrates on advanced manufacturing, automotive, aerospace and operations which require an abundance of water, but is not limited to that. Finally, is there opportunity for growth and expansion? If so, MidAmerica is willing to work with prospective companies to put in place future growth and expansion incentives.

In addition to the "Quick Action" incentive fund, companies considering locating at the park would also reap the following benefits:

MIDAMERICA BENEFITS

- » MAIP operates an onsite workforce development career center
- » MAIP has staff dedicated to workforce development
- » No zoning and permitting

STATE BENEFITS

Oklahoma has some of the lowest tax rates and some of the best tax incentives in the nation. The state offers companies a low cost of doing business, a low cost of living for employees, and tax rebates that reduce tax burdens even further.

- » Quality Jobs Program
- » Priority Enterprise Zones
- » Investment / New Jobs Package
- » Economic Development Pooled Financing Aerospace **Engineer Workforce Tax Credit**
- » Manufacturing Sales Tax Exemptions

Read more about Oklahoma State benefits at www. stateofsuccess.com/incentives/.

AMERICAN INDIAN LANDS TAX CREDIT

Because of MidAmerica's Oklahoma location, qualified industries enjoy jobs tax credits and accelerated depreciation schedules.

Check Oklahoma Department of Commerce for more information.

