

# **MidAmerica** INDUSTRIAL PARK

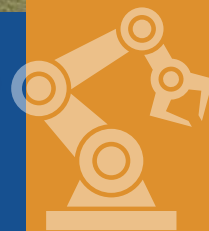
# DELIVERS

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



**MidAmerica offers “Quick Action”  
incentive fund to prospective businesses**

*see page 6*



**FIRST robotics  
team finishes  
3rd in annual  
competition**

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**MidAmerica**  
INDUSTRIAL PARK

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From the desk of **DAVID STEWART**

## **DEVELOP, RECRUIT AND RETAIN:**

*MidAmerica's workforce plan serves as best practice model for state*

**F**or several years now, MidAmerica has had enormous success when it comes to developing the workforce in Northeast Oklahoma.

In fact, we've shown so much success; the Governor's office took notice. Earlier this year, I was asked to form a committee to establish recommendations and a strategic framework that would provide a replicable model with the goal of moving Oklahoma's workforce to a top 10 status.

We formed a committee of subject matter experts and stakeholders from throughout the state. Representatives from career techs, school districts, industry business leaders and civic leaders have met continuously since January, while sub-committee work happened simultaneously.

The committee's primary work focuses on leveraging the state's workforce and employment related agencies to develop an efficient and effective model.

Using MidAmerica's best practices and leveraging our existing state resources, we created recommendations aligned with the needs of business and industry and consistent with Oklahoma's rich history and culture.

To make this happen on a state-wide level, local and regional ownership is essential. All the recommendations for the Governor's task force had a consensus of all committee members for continuous improvement of the state's workforce system.

I would like to thank all the committee members for their time and effort throughout this process and look forward to assisting our state in continuing to grow our workforce.



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

# Armin Road *Update*

## **NOW SHOVEL READY — NEW 100,000 SQUARE FOOT BUILDING SPEC UNDER CONSTRUCTION**



The Armin Road development project which includes 1.5 miles of 32-foot to 42-foot-wide asphalt paved roads, storm water lines and sanitary sewer lines and site drainage was recently completed and is now in use. The project opened up almost 500 acres for “shovel ready” development south of Main Street. Becco Contractors, Inc. of Tulsa was the general contractor on the nearly \$2.4 million contract.

In addition, The Oklahoma Ordnance Works Authority Board of Directors approved construction of a new 100,000 square foot spec building to be located near the intersection of Main Street and the new Zarrow Road extension in the Park. The facility will be utilized for operations by a wide range of light to medium industrial clients. Cyntergy was selected to lead the design group and develop bidding and construction documents. Bid packages are expected to be issued in August 2019.

## » Google CEO, Sundar Pichai, formally announces \$600 Million Expansion at MidAmerica Industrial Park Data Center

On Thursday, June 20, Google CEO, Sundar Pichai, announced, “We’re proud to make another \$600 million investment in the great community of Mayes County.”

“The Pryor Data Center is part of the engine that makes it possible for Google to help billions of people around the world. We look forward to being a part of this community for years to come.”

The expansion will add an additional 100 jobs to the campus, making the total number of employees near 500.

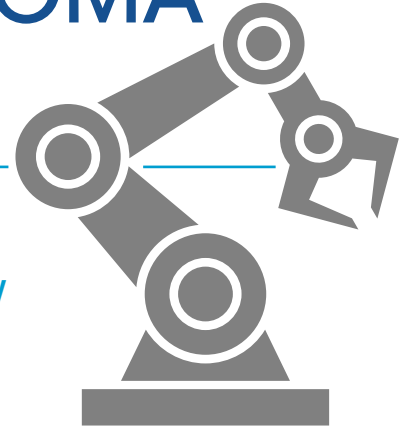
Best-known for its vastly popular search engine, Google opened its campus at the MidAmerica Industrial Park near Pryor in 2011.

Google announced plans for the Oklahoma data center in 2007 and opened the initial \$600 million facility four years later. It subsequently expanded the center in 2012, 2016 and 2018.



# FIRST ROBOTICS TEAM FINISHES 3RD IN OKLAHOMA

*Team supported by MidAmerica*



**A** team of high school robotics students from four area schools, competed at the FIRST Robotics Competition in Oklahoma City in mid-March.

The team, sponsored by MidAmerica Industrial Park and other MidAmerica businesses, is comprised of students from Pryor, Locust Grove, Adair and Chouteau. They make up the Mayes County FIRST Robotics Team (MCROBO). MCROBO is a collaborative effort among county schools aimed at creating opportunities for area youth to participate in an extracurricular activity that exposes them to real-world problem solving by applying the latest technology.

The team had an 8-1 record after two days of qualifying matches and ended the competition ranking third among 63 teams.

The students designed and built an industrial-size robot over a six-week period. The team meets at the MidAmerica Technology and Career Center, which is a convenient and central location for the students. After six weeks teams must “bag” their robot so no more work is done until the competition. The robots usually have a perimeter of 120 inches, a height of five feet or less and weigh less than 125 lbs.

The 2019 FIRST competition was based on a Mission to Deep Space. The teams designed and built robots that could manage cargo (large balls) and hatch plates to simulate handling of materials in space. The competition is fast paced, with each match lasting two minutes and thirty seconds. The large number of variables in the game, including team play, encourages students to develop problem-solving skills that can be used to adapt to a changing environment.

The team is open to any high school age student in Mayes County. FIRST Robotics Challenge is an annual worldwide competition. The mission of FIRST is to inspire young people to be science and technology leaders and innovators by engaging them in exciting mentor-based programs that build science, engineering and technology skills. These skills inspire innovation and foster well-rounded life capabilities like self-confidence, communication and leadership.



The MCROBO mentors are Darryl Mackay of American Castings, Robert Campbell and Steve Howe of GRDA and Wesley Scott of Chouteau-Mazie Schools. The team sponsors include MAIP, Dupont Pryor, American Castings, Google, GRDA and Dale-Co Industries.

“As a mentor I have seen students embrace things they have never been exposed to,” said Steve Howe, team mentor. “MCROBO offers a hands-on approach to developing the robot. With a new challenge each season, the students have ample opportunities to develop their scientific process. We encourage them to brainstorm, come to a consensus and then test the results. Many of the students have never used hand or machine tools, so to see them welding or performing machining operations for the first time is really rewarding.”

Howe is also a parent to a prior student and said that, as a parent, he saw an introverted student greatly expand his comfort zone. His son was the lead programmer and had to coordinate his work with others on the team to achieve the goal. He is now a sophomore engineering student at John Brown University and credits FIRST Robotics with helping him determine his educational and career paths. He developed new communication and interpersonal skills, as well as technical skills that have helped him a great deal in college. Working with a team, setting and meeting goals, time management and adjusting expectations when things don't go as planned have all been beneficial skills he gained.

MCROBO team member Gabe Johnson, Pryor High School senior, said, “I was not for sure I was going to like it or stay in the program, now I would have not missed it for anything. It has showed me so many things that helped me decide on what my future looks like.”

Prior to MCROBO forming its consolidated team, there were five schools, each with their own team. Teams were struggling to find students to join because they were competing for the same fundraising dollars to cover the \$5,000 entry fee. The teams also had trouble finding mentors to participate.

In 2015, MidAmerica brought together school superintendents and pitched the idea of consolidating the teams. This would mean there would be only one entry fee, more students to participate and a larger pool of potential mentors. MidAmerica offered to let the students

**The mission of FIRST is to inspire young people to be science and technology leaders and innovators by engaging them in exciting mentor-based programs that build science, engineering and technology skills.**

locate in the park and have immediate access to equipment and expertise.

In addition, Google, currently located in the park, provided a grant for the team to procure equipment for its lab space.

The consolidated team has been together since 2015. Their first year, they received the “Newcomer of the Year” award at the annual competition.

Being a member of the robotics team not only develops students’ leadership skills and teaches them to work together, it helps them with career prep and exposure.

“They are exposed to a sampling of a variety of career options each season,” said Howe. “These include electrical and mechanical design and construction, machining, welding, software coding, business management, communications and scheduling. They are also introduced to a variety of technical professionals at the competitions including engineering, safety, media and education. At a recent team event, a sponsor polled the students with the question, ‘How many of you have been positively influenced by this program for your future education and career choices?’ Every student answered yes. As a mentor that is the best possible feedback!”



***Please Contact Darryl MacKay for more information***

**Darryl MacKay**

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# MidAmerica offers “Quick Action” incentive fund to prospective businesses

**FUND OFFERS EDUCATION AND TRAINING, REDUCED COSTS AND SPECIALIZED INFRASTRUCTURE**

**A**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, as the packages offered are the most comprehensive in the nation and the incentives offered are in addition to state and federal incentives. 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. The first is 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 purpose of the fund is to offset and reduce land costs for companies considering relocating 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.

The final component is specialized infrastructure. This includes a wide variety of services such as working with companies to fulfill their on-site water and waste water needs, and helping to offset the costs of rail access, entry and exit access, land development and dirt removal.

Qualifications and criteria for the fund depends on the value the business brings to the park. This figure is determined by the number of jobs the company brings, number of employees per acre, the average wage of the employees and the opportunity for growth and expansion. In regards to industry sector, MidAmerica concentrates on advanced manufacturing, automotive, aerospace and operations which require an abundance of water. MidAmerica is excited to work with prospective companies to promote 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
- » Oklahoma Engineering Workforce Tax Credit for Aerospace

*Read more about Oklahoma State benefits at [www.stateofsuccess.com/incentives/](http://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.*

## MAIP COMPANY HIGHLIGHT

# Pryor Chemical Company Investing in Safety and Reliability



LSB Industries Inc., Pryor Chemical's parent company, has been investing significant capital into its Pryor Facility for the past four years. The investments are focused on improving the safety, operating rates and overall reliability at its Pryor Chemical Facility.

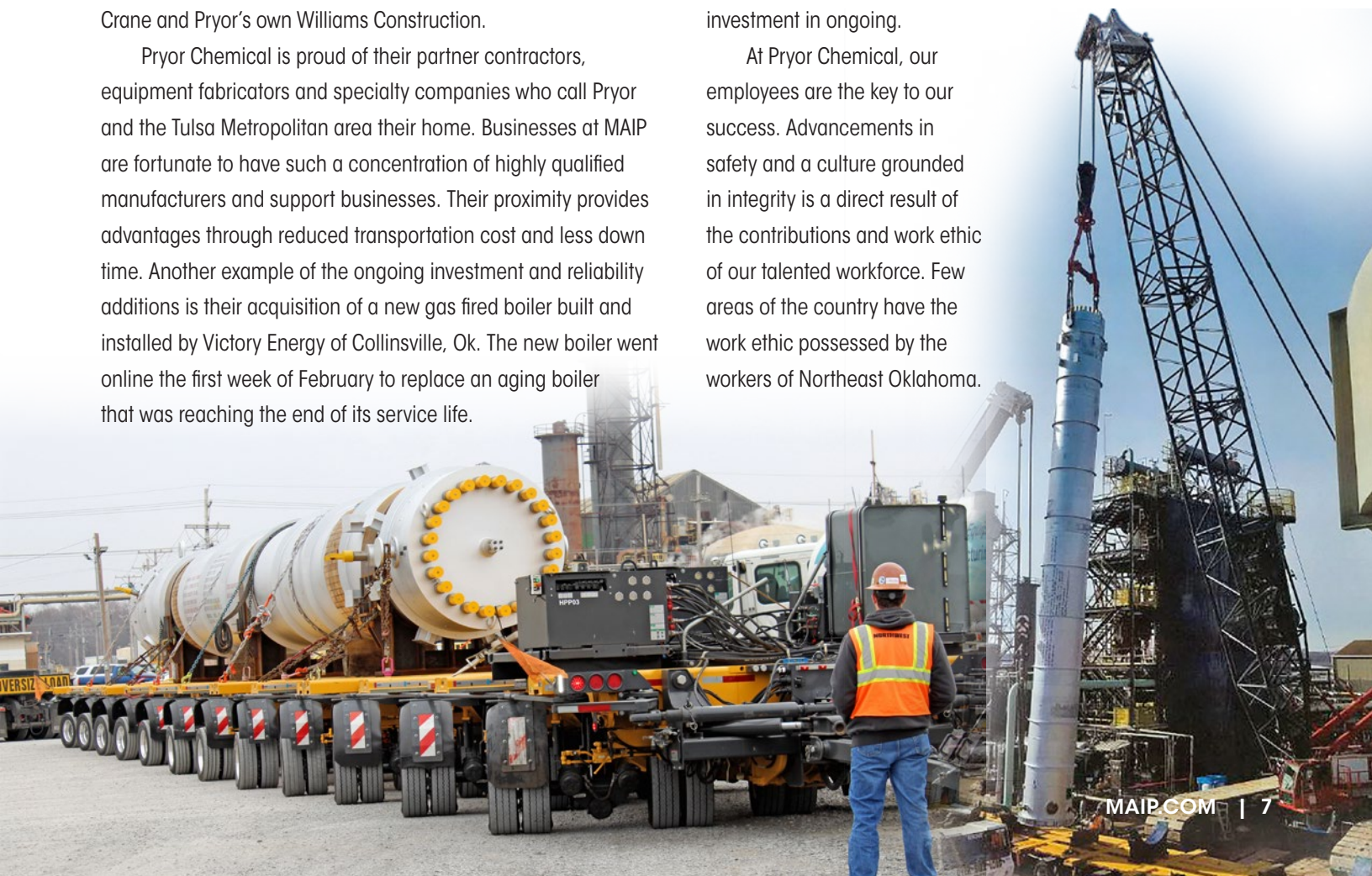
On December 7, 2018, the facility took delivery of a new urea reactor that was the culmination of a two-year planning, design and construction project. This single vessel represents a multi-million-dollar investment in the future of the facility. The proprietary design was engineered and produced in partnership with Stamicarbon, the world leader in urea production design and specialty alloys. Actual production of the vessel was completed in South Korea and shipped by an oceangoing cargo ship half-way around the world. From the Port of Houston, the vessel traveled by rail to the Port of Catoosa where their large gantry cranes were used to lift and set the vessel on a specially designed heavy haul unit to transport to the Pryor facility. Finally, upon arrival, the unit was lifted and placed on its permanent foundation by Barnhardt Crane and Pryor's own Williams Construction.

Pryor Chemical is proud of their partner contractors, equipment fabricators and specialty companies who call Pryor and the Tulsa Metropolitan area their home. Businesses at MAIP are fortunate to have such a concentration of highly qualified manufacturers and support businesses. Their proximity provides advantages through reduced transportation cost and less down time. Another example of the ongoing investment and reliability additions is their acquisition of a new gas fired boiler built and installed by Victory Energy of Collinsville, Ok. The new boiler went online the first week of February to replace an aging boiler that was reaching the end of its service life.

Driving by Pryor Chemical Facility on Hunt Street, by-passers have a glimpse into the renovations happening on the grounds to remove obsolete sections of the plans and clean up the grounds for expansion. LSB is committed to utilizing the Pryor Facility to its greatest potential. MAIP and Pryor Chemical are uniquely positioned geographically to take advantage of key transportation routes. Low cost raw materials, electricity and water make it possible to be highly competitive in the U.S. fertilizer markets dominated by big players like CF, Agrium, Mosaic and Potash Corp.

LSB Industries has established itself as the leading "merchant marketer" of nitric acid in North America. At the company's production exhaust towers, all new pollution control equipment for the process tail gas are visible. LSB has made the commitment to environmental stewardship. Although it does not result in improved production or income directly, LSB has invested heavily in pollution control equipment for its facilities and the investment in ongoing.

At Pryor Chemical, our employees are the key to our success. Advancements in safety and a culture grounded in integrity is a direct result of the contributions and work ethic of our talented workforce. Few areas of the country have the work ethic possessed by the workers of Northeast Oklahoma.



# » STEM Alliance Showcase

MIDAMERICA INDUSTRIAL PARK HOSTS  
OVER 900 FIFTH GRADE STUDENTS AND 23  
VENDORS AT STEM ALLIANCE SHOWCASE



**More than 900 fifth-grade students from 9 Northeast Oklahoma area schools attended MidAmerica Industrial Park's STEM Alliance Showcase at Pryor High School on Friday, May 10. The Showcase featured 23 vendors offering hands-on STEM activities. Vendors included MidAmerica STEM Alliance partners and MidAmerica businesses and industries.**

The Showcase took place at Pryor High School Burdick Center from 9 a.m. to 3 p.m.; included three live demonstrations by McRobo, RSU Aerocats and GRDA drones every two hours throughout the day; and the students attending had the opportunity to participate in multiple activities provided through the vendors.

"We designed the Showcase to be extremely hands on," said Scott Fry, MAIP Director of Workforce Development. "We know students, especially in this age group, learn best through 'doing'. The vendors show off what their industry does through activity. It's all aimed at proving to kids that

STEM (science, technology, engineering and mathematics) doesn't have to be hard; it can also be fun."

One vendor, Advanced Power Alliance, showcased a small-scale wind turbine as an example of what is created during the KidWind Challenge. The challenge is a national competition requiring students to design and build a functional wind turbine to demonstrate their knowledge of wind energy technology.

"Demonstrating the process of designing, building and testing a wind turbine shows students the promises

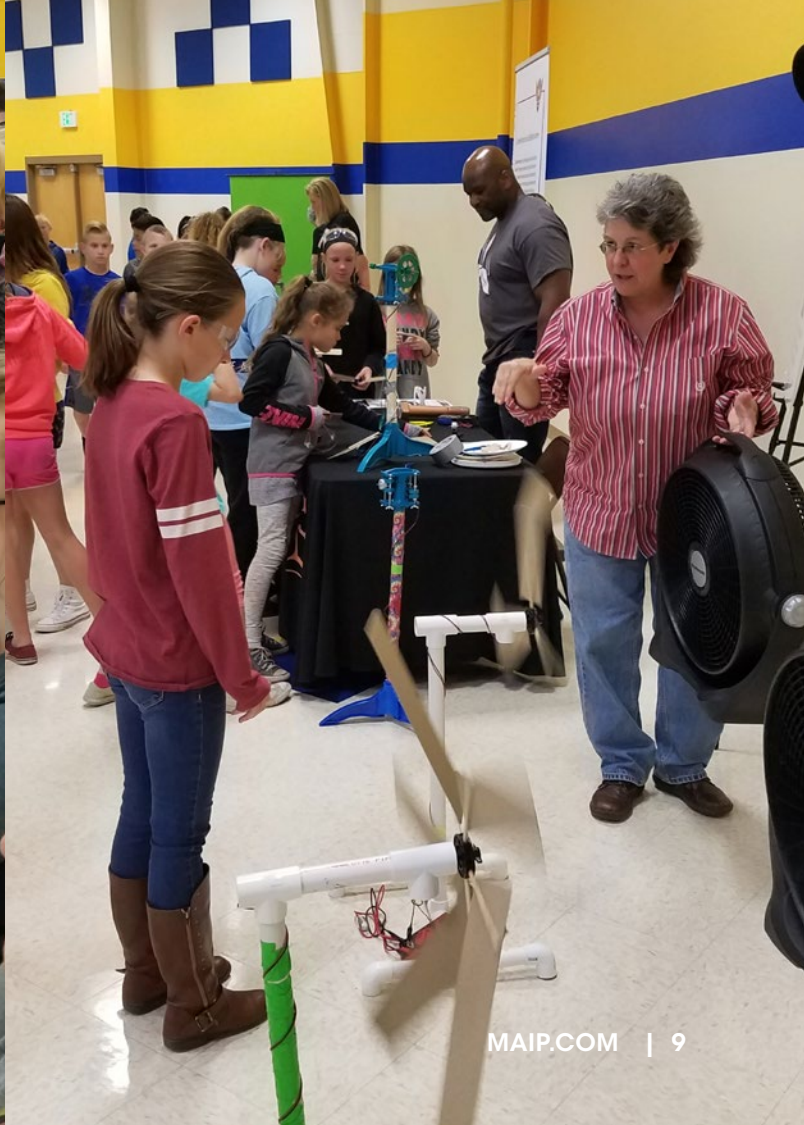
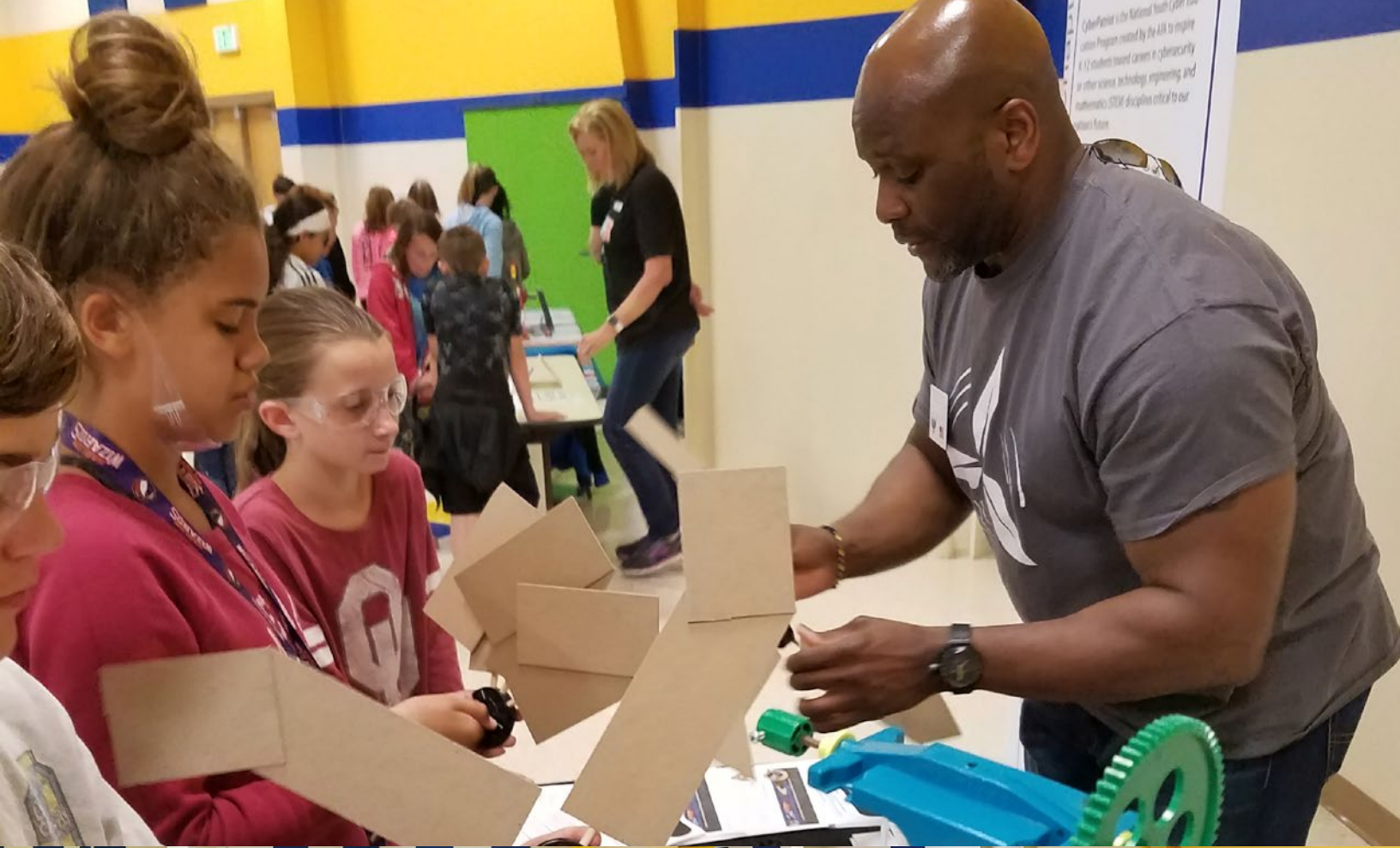
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**"Demonstrating the process of designing, building and testing a wind turbine shows students the promises and limitations of wind energy technology. It's always fun to show students what's possible with a little imagination, creativity and problem solving."**

*— Advanced Power Alliance director Mark Yates*





# ANNOUNCEMENT

## BRENT KISLING APPOINTED TO BOARD OF TRUSTEES

Brent Kisling, Executive Director of the Oklahoma Department of Commerce was appointed to the Oklahoma Ordnance Works Authority Board of Trustees in January 2019. In his current role with the Department of Commerce, he oversees the operations of the Department of Commerce and reports to the secretary of commerce, Sean Kouplen.

Previously, Kisling served as the executive director of Enid Regional Development Alliance where he



**BRENT KISLING**  
OOWA Trustee

worked since March 2009. Prior to that, he served eight years as the state director for the USDA Rural Development in Oklahoma, an appointed position under the George W. Bush Administration. From 2001 to 2009, he oversaw the rural housing, utilities and business programs statewide.

Kisling has also served as the chair of Leadership Oklahoma, the Governor's Economic Development Marketing Team, the Oklahoma Economic Development Council, the Career Tech Foundation Board and the OSU Ag Alumni Board. In 2008, he was named one of the Top 40 Achievers Under 40 in Oklahoma by The Journal Record. Kisling is a graduate of Burlington High School, Oklahoma State University—where he earned a bachelor's degree in Agribusiness, and a resident of Enid where he is raising his two children with his wife, Jennifer.

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

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

## STEM Alliance Showcase...continued from 8

and limitations of wind energy technology," said Advanced Power Alliance director Mark Yates. "It's always fun to show students what's possible with a little imagination, creativity and problem solving."

Other vendor showcases allowed the students to participate in hands-on activities involving Legos, power tools, robots and even BMX bikes—all aimed at getting the students interested in a possible career path they never knew existed and giving them a purpose for what they're learning in school.

The Showcase is a feature of MidAmerica's STEM Alliance initiative; a collaborative effort designed to ensure area youth have opportunities and resources available to discover and develop STEM related skill sets that are aligned with educational and career pathways. The Alliance is comprised of eighteen public school districts, area employers, business professionals, post-secondary education institutions, state and tribal agencies and is coordinated by MidAmerica's workforce development program, MidAmerica Delivers.

The Alliance's key programs include the MidAmerica STEM Lab Initiative, which has installed best-in-class STEM programs at eighteen area schools; Mayes County Unmanned Aerial Vehicle Program, teaching participants about aerospace concepts, drone flying techniques, construction and maintenance; and Mayes County FIRST Robotics Team, a team comprised of students from five area schools who compete in robotics competitions.

Stacia Knight from the KOTV Weather Team emceed the event. The area schools represented were Justus-Tiawah, Locust Grove, Wagoner, Vinita, Jay, Osage, Chouteau, Salina and Pryor. The Showcase was made possible by MidAmerica partners:

**Vendor Hospitality Room** – Sponsored by GRDA

**Burdick Center** – Donated by Dr. Raleigh and Pryor Public Schools

**Water for vendors and students** – Donated by Fastenal

**Snacks for all students** – Donated by The Hope Coalition

**Volunteers** – Thunderbird Youth Academy, MAIP Youth Marketing Team

# MAIP Reintegration Program

MIDAMERICA INDUSTRIAL  
PARK SUPPORTS  
REINTEGRATION PROGRAM  
FOR LOW-LEVEL OFFENDERS  
REENTERING THE WORKFORCE

**In June of 2018, MidAmerica Industrial Park and American Castings, a business located in the park, partnered with Action Group Staffing to provide an opportunity for individuals transitioning out of incarceration seeking a chance to reenter the workforce.**

Since 1992, Action Group Staffing has been working to help companies with their staffing needs. In early 2018, AGS saw a need for low level, non-violent offenders to be reintegrated back in to the workforce and found a way to incorporate their overall business strategy with helping these individuals.

AGS calls it the Reintegration Program. The program works with individuals transitioning out of incarceration, assisting them with steps required to begin working. They prescreen them, coach them, help with resumes, provide mock interviews, provide clothing for interviews and ultimately find them jobs.

American Castings became a second-chance employer in September, 2018. The program participants are doing jobs such as grinding and other manufacturing job duties. "These men and women are ready to start over and move forward from their past. This opportunity is a win-win for us both and we hope to continue to help them reintegrate back into the workforce," said Lori Nichols, American Castings Human Resources Manager.

AGS provides transportation through "Action Shuttle" to and from MAIP seven days a week, three shifts per day, rain or shine. Five to six vans are making the trip to Pryor everyday.

The individuals involved in the program are those who genuinely want a fresh start. They are prescreened, drug tested and interviewed in advance. They are incredibly appreciative of the opportunity and eager to succeed. In fact, the program has a 64% retention rate—meaning 64% of the program participants transition from employment through the program to full-time employment. The retention rate outside of the program is 22%.

The goal of the program is to recruit more MAIP companies to partner with the Reintegration Program and hire participants. Although AGS has only been in the park for a short time they have made a big impact. They will be an anchor tenant in MAIP's new Technology and Career Center.

Shane Nelson, President of AGS, also serves on the Board of Directors for OK2Grow and has been working to provide high school students internship opportunities at local companies.

"We are proud to serve MidAmerica Park and American



Castings and look forward to working with more companies in the Park. We are committed to serving our Community and bringing creative solutions to building a stronger workforce for our clients. Our Team works hard every day to fulfill our company motto: Action brings People and Opportunities together!" said AGS President Shane Nelson.

Action Group Staffing was founded in Muskogee, Oklahoma in 1992 under the name Action Temps. In 2007 the company was wholly acquired and became Action Group Staffing.

Along with a strong network of recruiters, partnerships and trade associations throughout the U.S., Action Group Staffing has locations serving Tulsa, Oklahoma City, Tahlequah and Muskogee, Oklahoma. They also have offices in Dover and Paterson, New Jersey servicing Northern New Jersey and Pennsylvania.

From its inception, AGS built its reputation on exceeding client expectations and demonstrating a high level of responsible business practices. Building strong professional relationships and meeting the needs of clients is essential to the company's culture. That philosophy has enabled AGS to foster over twenty years of relationships with exceptional manufacturers in Oklahoma and New Jersey.

***MidAmerica***  
INDUSTRIAL PARK