



READY TO GROW

**MIDAMERICA:
READY. SET.
GROW.**

see page 4



INSIDE THIS EDITION

- 3 | **HE&M SAW REMEMBERS
FOUNDER GERALD HARRIS**
- 4 | **MIDAMERICA:
READY. SET. GROW.**
- 5 | **ARMIN ROAD
DEVELOPMENT UPDATE**
- 6 | **THE DISTRICT: SUMMER 2021**
- 7 | **OSU AND MIDAMERICA
AWARDED \$1M CARES FUND**
- 8 | **CENTER OF EXCELLENCE
HIRES NEW INSTRUCTOR**
- 8 | **MIDAMERICA PARTNERS
WITH PRYOR SCHOOLS**
- 10 | **COMPANY HIGHLIGHT:
BRENT ELECTRIC**
- 11 | **AVAILABLE PROPERTIES**



PUBLISHER

David Stewart
Chief Administrative Officer
MidAmerica Industrial Park
4075 Sanders Mitchell St.
Pryor, OK 74361

EDITORS

Scott Fry
John Schaffitzel
Tonya Backward
Sherry Alexander

AVAILABLE VIA E-MAIL

To subscribe, please email
Sherry Alexander
at salexander@maip.com

From the desk of **DAVID STEWART**

READY TO GROW

Truth be told, we've always been ready. Since the moment I arrived at MidAmerica in 2013, we have been in non-stop growth mode as we continue to strive for excellence and become one of the top industrial parks in the country.

But, as our cover story reflects, MidAmerica is now poised to grow at an unprecedented rate because of our continuous focus on infrastructure improvements, quality workforce and training opportunities and providing a better quality of life for employees and their families.

Our continuous investment in infrastructure has resulted in making it easier for companies to locate here with move-in ready buildings and shovel ready sites. We've updated our water systems, roads, power generation and wayfinding signage.

Our team at Mid America has also tirelessly worked on recruiting and training the skilled labor that companies need. In fact, our workforce initiatives have become a best-practice model for developing the workforce throughout the state of Oklahoma. We are extremely proud of our innovative programs from creating STEM opportunities for students in our area schools, to our onsite training centers and collaborative partnerships with educational institutions.



DAVID STEWART

Chief Administrative Officer
Oklahoma Ordnance Works Authority
MidAmerica Industrial Park



➤ HE&M Saw Remembers Founder Gerald Harris

It is with heavy hearts the HE&M Saw team reported their beloved founder, Gerald R. Harris, passed away on February 2, 2021, after a brief battle with cancer. He was surrounded by family and was at peace.

Gerald started what would become Harris Engineering & Manufacturing (HE&M Saw) in his garage in Livermore, California in 1964 making feed tables for band saws. He had always held an interest for technical and engineered studies and was determined to make his own saws; in so doing he revolutionized early industrial band saws through his many patents and inventions. The Harris family moved to Pryor, Oklahoma in 1976 and began building the business into the household name for industrial band saws that they are today. Under Gerald's leadership, HE&M Saw grew from 20 to 200 employees and one to three facilities.

Gerald was born in Minneapolis, Minnesota on December 6, 1931 before moving to California in 1944. He met Francesca "Connie" Rodriguez in 1951 and was united in marriage with her in 1952. They shared 69 years of marriage where they were blessed with 3 children, grandchildren, and great-grandchildren.



In lieu of Flowers, the Harris family accepted donations to The American Cancer Society or The Alzheimer's Association.



READY TO GROW *continued*

And last, but certainly not least, we have been focusing on providing a wonderful quality of life for all our businesses' employees and their families. We cannot wait to open our newest venture later this year – The District. This 162-acre development will incorporate retail, restaurants, apartments, houses and 10 acres of parks and outdoor spaces and trails will be the crowning jewel for MidAmerica.

All of these initiatives allow us to deliver the entire package on-site to every company that is already here, or ones that are considering MidAmerica. Every day our goal is to deliver what companies need to succeed.

That is how we begin each day – thinking about our companies. Their success is our success. We are on the trajectory to be one of the most innovative and pro-business environments in the nation for corporate growth.

We are ready.

MIDAMERICA: READY. SET. GROW.



“I looked at some property here in Oklahoma at the Industrial Park and we moved out here. It’s the best move we ever made.”

These are the words of HE&M Saw founder, the late Gerald R. Harris. Harris shares the sentiments of many MidAmerica Industrial Park companies, whether they were founded in the Park or moved to it, many would agree, it was the “best move they ever made.”

It’s stories like these that have fueled MidAmerica’s passion for growth the past eight years, and now, after much thought, effort and even a little “blood, sweat, and tears,” MidAmerica is **Ready To Grow**.

Since David Stewart took over as Chief Administrative Officer of MidAmerica in 2013, there has been one focus: deliver what companies need to succeed. This focus directly benefits the companies currently located in the Park and companies considering MidAmerica.

In order to do this—deliver what companies need to succeed—MidAmerica focused on...well, everything. Updates have been made to infrastructure such as move-in ready

buildings, shovel-ready sites, water systems, waste water treatment plants, roads, abundant power generation, and wayfinding signage.

MidAmerica’s team focused on the ability for companies to have access to a quality workforce and job-seekers. The Park offers career force training through the onsite Center of Excellence, a workforce center dedicated to technology, and training and career opportunities. The Park also focuses on developing the next generation of workforce with more than \$3 million invested in career centers and state-of-

the-art STEM labs in 18 area school districts.

Finally, MidAmerica has heavily focused on the quality of life of its businesses’ employees and their families. The District—the 162-acre development that incorporates retail and restaurants, a 100-unit multi-story living complex, 100 residential homes, 10 acres of parks and outdoor spaces, and trails—is set to open later this year.

“MidAmerica-based companies, both new and old, benefit from our ongoing investment in infrastructure, roads and safety, but also our work to recruit and train the skilled labor needed to make growth a reality,” said Stewart. “We strive to deliver the whole package on-site, which is why our investments in regional education, new housing options and quality of life initiatives support the growth of our current and future employers.”

Todd Fannin, owner of TACK Designs reflects on his personal experience of working with the MidAmerica staff. He said, “MidAmerica Industrial Park has a special way of helping its current businesses. I know the MidAmerica staff puts a lot of time and energy into recruiting new businesses, but they put just as much time, if not more, into helping the businesses that are already here. The MAIP staff are tremendous to work with.



ORGANIC GROWTH

HE&M Saw

Grown from 20 to 200 employees and one to three facilities since 1976.

RAE Corporation

Has seen continuous growth in sales and employment nearly every year since it was founded in 1971.

G.A.P. Roofing, Inc.

Organic growth has led to two expansions in their 30 years of business.

TACK Designs

Has seen a 350% employee growth rate and has expanded from 9,000 square feet of manufacturing space to 26,000 square feet since it was founded 2015.

Brent Electric

Grown to 18 employees and a building expansion is currently in process.

Each of these companies are among the many MidAmerica-based companies that have experienced growth and expansion created by their leadership's dedication to success and the resources MidAmerica has made available to help its companies succeed.

Here at TACK, they helped process growth and expansion decisions, allowed us to buy additional land for our second expansion and have bent over backwards to help us be successful.”

With these priorities in mind— workforce development, resources and quality of life—Stewart believes MidAmerica is on a trajectory to be one of the most innovative and pro-business environments in the nation for corporate growth—organic and new business.

“Whether you are our largest employer or the smallest, every day, our team at MidAmerica begins the day thinking about our companies. Their success is our success. We’re ready to grow,” said Stewart.

The District Grand Opening

SUMMER 2021



MidAmerica Industrial Park partnered with Tulsa-based artist Matthew Moffett to create art pieces for The District. Moffett has completed an elaborate sculpture of Oklahoma's State Bird, the scissor-tail flycatcher; two 20-foot tall rebar trees, hollow in the middle for wisteria, where it will flower out the top and hang down; the beautiful, detail-oriented mosaics.



FAT TOAD BREWING COMPANY



➤ OSU and MidAmerica awarded \$1M to strengthen economic resiliency in Oklahoma

The Oklahoma State University School of Industrial Engineering and Management (IEM) and New Product Development Center (NPDC), together with the MidAmerica Industrial Park, has secured \$1 million in CARES funding from the U.S. Economic Development Administration.



The funding will be used to develop and implement programs to strengthen manufacturing disaster preparedness and economic resiliency. The two-year program will provide training and technical assistance for Oklahoma manufacturing and industry in the areas of disaster planning and preparedness, advanced manufacturing and automation innovation, and product development and diversification.

“Industry diversification, workforce development, and recovery strategies all ranked high on the list of priorities for Oklahoma companies due to the COVID-19 pandemic,” said Jessica Stewart, OSU NPDC assistant director. “The OSU-MAIP team envisioned this program as a means of improving the economic landscape for manufacturers and communities in the state and increasing innovation and advanced manufacturing training opportunities.”

Dr. Sunderesh Heragu, department head of the OSU School of Industrial Engineering and Management, and Dr. Katie Jurewicz, IEM assistant professor, will provide disaster preparedness evaluations and industrial recovery assessments.

The NPDC engineering team will provide automation and advanced manufacturing solutions, product development and industry diversification services. The third component, advanced manufacturing and industry 4.0 training, will be housed at the MidAmerica Industrial Park’s Center of Excellence at the MAIP campus in Pryor, Okla. Scott Fry, Director of Workforce Development at MidAmerica, said his team will be focused on developing training programs in the areas of process control, automation, and the application of Industry 4.0 technologies.

“Automation, in addition to increasing innovation capacity in our businesses, can assist with creating safer spaces for employees due to social distancing requirements and increasing productivity in situations where employees may not always be on-site for traditional work shifts,” Fry said. “The workforce challenges experienced across the nation are magnified in rural communities and have been increased further due to pandemic-related staffing challenges.”

Fry also envisions creating a dynamic advanced manufacturing and automation demo floor housed at the Resource Center for Automation and Process Control. The demo floor will showcase state-of-the-art tools and technologies that companies can consider implementing to improve efficiency and productivity.

With the end goal of economic resiliency, the program outcomes include creating and retaining high-wage jobs, increasing the number of new product launches and Oklahoma-based intellectual property, improving the innovation capacity of Oklahoma businesses, increasing and retaining sales, and providing innovative solutions for pandemic-based employee safety and wellness.

“We anticipate that this won’t be the first pandemic we’ll face as a state and nation,” Stewart said. “The preparedness planning and resiliency efforts will help ensure the vitality and endurance of Oklahoma’s businesses and communities through future economic downturns and potential disasters.”

▶ Center of Excellence Hires New Instructor

Arthur “Art” Visconti was hired as the Technical Training Coordinator for the MidAmerica Center of Excellence and will oversee the development of the lab that will be built using the EDA grant funds.

Art comes to MidAmerica after a six-year stint with ABB Total Flow where he was a Technical Support Analyst. Prior to working at ABB, Art was a faculty member within the Engineering Technology division and OSU Institute of Technology teaching a variety of technical topics. He also spent time as an adjunct instructor for Green Country and Tri-County Technology Centers.

Art served eight years in the US Army as a Communication Specialist and holds an associates degree in Electrical and Electronic Technologies and a bachelor’s degree in Instrumentation Technology.

“MidAmerica is thrilled to add Art to our team. His position will primarily focus on developing and delivering technical training programs at the Center of Excellence in the areas of instrumentation, automation, and the application of Industry 4.0 technologies.” said Scott Fry, Director of Workforce Development. “He’s a perfect fit for the job. He has a very diverse technical background that includes relevant industry experience and technical education experience that aligns with the programs that will be delivered to support our businesses.”



MIDAMERICA PARTNERS WITH PRYOR SCHOOLS TO LAUNCH ESPORTS PROGRAM

ONCE A WEEK, A GROUP OF PRYOR STUDENTS MEET UP AFTER SCHOOL TO PRACTICE. THEIR SPORT? COMPETITIVE VIDEO GAMING, KNOWN WORLDWIDE AS ESPORTS.

Esports has gained enormous popularity in recent years and tournaments are aired regularly on ESPN. Last spring and summer, when the covid-19 pandemic put a screeching halt to the seasons of traditional sports, such as basketball, baseball and soccer, the sport gained even more traction.

In 2012, the sport’s most lucrative tournament was called “The International” and offered a grand prize of \$1 million to the winning team, and an overall prize pool of \$1.6 million. By 2019, the grand prize had increased to nearly \$16 million, with the overall purse more than \$34 million. The largest overall prize in golf in 2019 was \$12.5 million at the 2019 Players Championship.

Moreover, The League of Legends World Championship in 2019 was a record-breaking esports event, boasting over 100 million viewers—most tuned in via streaming services like Twitch and YouTube. In comparison, the Super Bowl that same year had 100.7 million viewers across the NFL’s digital properties and CBS.

Now that the interest in esports worldwide has hit Northeast Oklahoma, MidAmerica and Pryor Schools have partnered to launch a North American Scholastic Esports Federation (NASEF) affiliate program.



Overseen by Pryor High School teacher Wesley Scott, the idea to start a team began in the Spring of 2020 and the program officially began in August, a couple of weeks after the start of school.

The benefit of joining an esports league, Scott said, is that NASEF does not charge schools to join their network and place emphasis on academics, which was instrumental in starting the program within the school district. Additionally, MidAmerica agreed to host the equipment at their Center of Excellence and Pryor Schools provided the infrastructure to make it happen.

There has been an incredible response from the students at Pryor Schools. 46 students showed up the first night, with 20-25 attending practice on a regular basis. Pryor High School fielded three teams in its first season, and all three made the playoffs for the Central Time Division. The Overwatch team placed 2nd overall.

Practices are held in the evenings throughout the week with different sports meeting on different nights. The practices generally center around games for upcoming tournaments and leagues. However, the gaming center is open to all students who wish to get in extra practice, but subject to availability of equipment.

Well beyond refining hand-eye coordination skills, Scott said the benefits of esports are that students, like in traditional sports, must work as a team in order to be successful. It also allows students to socialize and bond with each other, which has proved even more important during the pandemic.

“The ideal model is to get these kids in the same room, and working together on the communication skills and being coached

on how to be better team members,” Scott said.

Along with the obvious gaming aspect, Scott is hoping to capture the student’s interest in esports and channel that into other manufacturing and technical related programs and activities.

“Our primary mission is to acquire knowledge, apply that knowledge to develop something tangible, and derive satisfaction from the creation of something meaningful,” said Scott.

Many manufacturers recognize that in addition to technical skills, there is a growing need for soft skills. Skills such as teamwork, leadership, communication, collaboration, and problem solving are playing an ever important role in many careers. Esports emphasizes these skills in a fun, competitive way by merging students’ love of video games and structured team building. With this interest-driven approach, esports is a great way to help students develop these skills.

The next steps for the program are to develop a program structure and recruitment strategies, with the overarching goal being for the program to be a student-led organization. The students would create a program charter, set rules and policies, and engage in community events designed to spread awareness of STEM and the legitimacy of esports. Recruitment includes expanding an already existing esports afterschool program with middle school students and expanding to community events such as youth summer camps.



MAIP COMPANY SPOTLIGHT

Brent Electric

Brent Electric, an industrial, commercial and residential electrical company located within MidAmerica Industrial Park, has seen steady growth—even in the midst of a pandemic—since the company was established by Gene and Patsy Brent in February of 1996.

While working a steady and comfortable job at Ralston Purina, Gene Brent developed an idea, more a passion, to open his own electrical shop. He expressed his idea to his team at Purina and much to his surprise, they said they'd support him. So, Gene and his wife Patsy set out on a journey to start their own business out of their home in Chouteau, Okla.—Ralston Purina was their first client. Within 6 months, Brent grew to a crew of eight employees.

By 2001, Brent had grown its client base to a point where a larger office and warehouse was needed. At that point, they talked to the staff at MidAmerica Industrial Park and made the move to the Park. They are still in their original building, but their growth has led to a much-needed facility expansion, growing out of their 3,750 square foot facility located on a half of an acre. They're currently expanding to 10,000 square feet with a new office complex and warehouse on approximately 3 acres of land. Additionally, Brent has the option of an additional 10,000 square feet of warehouse and fabrication space.

"What's unique, and frankly incredible, about Brent Electric, is their ability to sustain business—and even grow—through leadership changes," said David Stewart, Chief Administrative Officer at MidAmerica. "Changing ownership is never easy on a business, its customers, or its employees, but Brent did it flawlessly."

In 2017 Brent Electric was purchased by Greg and Terri Logan

when Gene and Patsy decided to retire. At that time, Brent had 24 employees.

"Retirement was a tough decision for Patsy and me—we put our heart and soul into this business and did not want to see the doors close," said Brent's founder Gene Brent. "The relationships we had built over the years, both with our clients and employees, were very important to us and we wanted to find a way to keep Brent operating. That's when we learned about Greg, a long-time friend of ours, leaving his job at the time. Greg and Terri were a perfect fit for buying the business. They share the same values as Patsy and me and have a strong work ethic."

Brent's client list perfectly reflects their success and growth as a company. They are the electrical contractor and/or supplier of more than 40-50 businesses across Oklahoma, Texas, Arkansas, Missouri and Kansas. Brent is at the forefront of the electrical industry implementing electrical practices such as employee safety training (90% of employees have OSHA30 certification), tools to increase productivity and minimize the potential for injury and utilizing scheduling and Earned Value Management Systems on our larger projects. All of these items help us keep the clients project on budget and schedule.

"Here at Brent, our primary mission is to serve our clients," said Brent Electric owner Greg Logan. "We do this by offering the best services, products and resources available. Whether clients are building a new facility, looking for onsite maintenance, or just need electrical design assistance, we're here to serve."

Available Properties at MIDAMERICA FOR SALE OR LEASE

**All
properties
feature:**

- ✓ Locations near four-lane highways
- ✓ Workforce development resources on site
- ✓ No permitting or zoning required
- ✓ Water and wastewater on site
- ✓ Quick action incentive fund

Located at MidAmerica's "Armin Road Project," 400 new acres of property are located within the heart of the Park.



SHOVEL READY, CERTIFIED SITES
20 to 300 acres available

BUILDING 617
4570 Webb St. | Pryor, OK 74361
30,000 square feet
4 acres

BUILDING 625
Armin & Zarrow
MidAmerica | Pryor, OK 74361
100,000 square feet
17 acres



BUILDING 617



BUILDING 625



For more information visit www.maip.com/properties

John Schaffitzel, jschaffitzel@maip.com
Tonya Backward, tbackward@maip.com

