

**TULSA**  
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TULSA REGIONAL CHAMBER

# ENERGY

HOW THE TULSA REGION WILL WORK FOR YOU



#TulsaChamber

# TULSA

WHERE BUSINESS GROWS.

The Tulsa region is committed to attracting, growing and retaining energy companies and solidifying the area's standing as a national leader in this vitally-important industry. Northeast Oklahoma boasts a highly-skilled energy-related workforce of more than 24,000 people supported by nine higher education and technical institutions.



## TULSA IS ENERGY — IT'S WHO WE ARE

- » Tulsa is one of North America's energy capitals with nearly 1,000 energy-related companies calling the region home.
- » New energy-related business announcements include the headquarters for Olifant Energy, Conexus Energy, Midstates Petroleum, Calyx Energy, Atalaya Resources, and Intensity Midstream, and Big Elk Energy Systems.
- » Expansions include CRC Evans, Aether DBS, Williams, Summitt ESP, Gas Tech Engineering, Enduro Pipeline, Targa Resources, Associated Resources, SemGroup, WPX Energy, and Explorer Pipeline.
- » Alternative forms of energy/energy services play a growing part in Tulsa's energy sector too with dynamic companies like Blue Energy Fuels, a designer/builder of CNG fueling stations.

## WE HAVE THE WORKFORCE (MAY 2019)

- » **Area workforce** – 317,931 county; 473,421 MSA; 1,831,290 state
- » **Area unemployment rate** – 3.0% county; 3.1% MSA; 3.1% state
- » **Population (2018 Estimate)** – 405,785 city; 649,399 county; 999,440 MSA
- » **2017 employment unionized** – 5.2%

## TULSA INTERNATIONAL AIRPORT (TAA, FEB. 2019)

- » **Located on 4,929 acres** – 700+ shovel-ready acres available for immediate development
- » **Ten minutes from most points in the metro** including downtown Tulsa and the Port of Catoosa
- » **23 gates and three runways** – 10,000, 7,376 and 6,101 feet in length
- » **Non-stop jet service to 19 cities** with an average 55+ departures per day
- » **Four freight carriers; 2018 air freight** – 131.6 million pounds
- » **U.S. Customs offices**

- » **Daily flights** on American, Delta, Southwest, United, Allegiant, ViaAir & Frontier

## MOTOR FREIGHT CENTRAL TO THE U.S.

- » **Central U.S. location** with access to I-44, I-40 & I-35
- » **One-to-two day delivery time** to major cities in the West South Central region
- » **Numerous carriers** including FedEx, UPS, Melton, Yellow, and 50+ others

## TULSA PORT OF CATOOSA

- » Year-round service – ice free
- » Foreign trade zone 53
- » 500-acre terminal facilities
- » 1,500-acre industrial park
- » Port-owned rail service, truck and barge loading facilities
- » 70+ port businesses employing nearly 3,000 people

## RAIL OPTIONS

- » **Two mainline carriers** – BNSF Railway & Union Pacific Railroad
- » **Three short line carriers** – Sand Springs (OmniTRAX), Tulsa-Sapulpa Union and Southern Kansas Oklahoma (Watco Cos.)
- » **Area switching services and piggyback facilities**

## OFFICE SPACE TO SUIT ANY NEED (OCT. 2018)

- » **Market size** – 29,628,162 sq. ft.
- » **Available sq. ft.** – 3,820,842 **Vacancy** 12.9%.
- » **Vibrant downtown locations to fit any need**
- » **Lease rates** – Avg. \$15.28 sq. ft.
- » **2017 city construction permits** – 24 for 1,222,000 sq. ft.

## INDUSTRIAL LOCATIONS THAT WORK (OCT. 2018)

- » **Market size** – 96,394,138 sq. ft.
- » **Available sq. ft.** – 3,277,401 **Vacancy** 3.4%

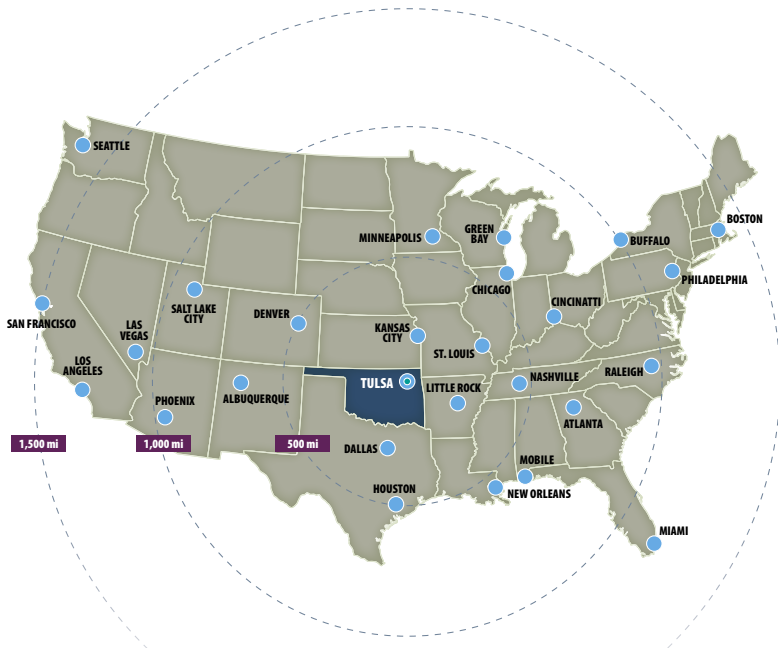
- » Lease rates – \$3.41 to \$10.03 sq. ft.
- » 2017 city construction permits – 20 for 5,858,200 sq. ft.
- » Land tracts large and small (Oct. 2018)
- » More than 31 developed industrial/business districts
- » Tulsa Port of Catoosa (true intermodal access)
- » Tulsa International Airport (700+ shovel-ready acres)

## INCENTIVES THAT MATTER

- » Quality Jobs Program
- » 21st Century Quality Jobs Program
- » Quality Jobs & Investment Tax Credit
- » Aerospace Engineer Tax Credit Program
- » Small Employer Quality Jobs Program
- » Ad Valorem Tax Exemption
- » Freeport Law
- » Sales Tax Exemptions
- » Sales & Use Tax Refunds
- » Investment / New Jobs Income Tax Credit
- » Oklahoma Quick Action Closing Fund
- » Employee Training
- » Enterprise Zones
- » Transportation Infrastructure Assistance
- » Finance Programs

## COMPETITIVE COST OF LIVING (C2ER 1ST QTR., JUNE 2019)

- » Home price (new 4-bedroom, 2-bath, 2,400 sq. ft.) – \$230,634
- » Apartment rent (950 sq. ft., 2-bedroom, 2-bath) – \$683
- » Monthly total residential energy costs – \$157.96
- » Doctor visit – \$108.50 Dentist visit – \$82.50
- » Composite Index – 85.9%



## TULSA VALUES ITS ENERGY SECTOR

IMPACT OF ONE YEAR'S OPERATION OIL & GAS RELATED SECTORS

IMPACT TYPE	EMPLOYMENT	TOTAL ECONOMIC IMPACT
Direct Effect	24,675	\$9,664,244,113
Indirect Effect	23,550	\$2,923,827,704
Induced Effect	33,504	\$2,410,608,093
<b>Total Effect</b>	<b>81,729</b>	<b>\$14,998,679,910</b>

## KEY POINTS RELATED TO THE OIL & GAS SECTOR IN THE TULSA 11-COUNTY AREA

- » Each job in oil and gas contributes \$392,000 to gross product for the Tulsa 11-county area.
- » One job in oil and gas supports one job in resource-supplying companies.
- » Throughout the Tulsa-area economy, one job in oil and gas supports 2.3 additional jobs across all sectors.
- » Each dollar of income by an employee in oil and gas supports the earning of an additional \$1.08 throughout the Tulsa area economy.
- » Each dollar of production (value added) in Tulsa-area oil and gas supports additionally \$0.55 of gross product throughout the economy.
- » One year's activity in Tulsa-area oil and gas supports total sales tax of \$361 mil. and total property tax of \$195 mil.

## THE GOOD NEWS KEEPS COMING...

- » Energy significantly impacts Oklahoma's culture – the Oklahoma Energy Resources Board petroleum education programs reach more than 100,000 students in pre-K through high school. One of the lowest cost of doing business in the nation
- » Cost of living averages 14 percent below the national average
- » Per capita income higher than the national average
- » No. 1 city among top 25 most affordable to live and work 2019 (*BusinessStudent.com 2018*)
- » No. 1 state with the lowest overall business tax burden (*Anderson Economic Group 2017*)
- » No. 1 best place for women to start a business (*Thumbtack.com 2016*)
- » No. 1 city among top 100 U.S. metros on growth and inclusion (*Brookings Institute 2016*)
- » No. 3 most popular city for extremely active millennials (*ActiveNetwork.com 2017*)
- » No. 3 state for wind power capacity (*American Wind Energy Association 2017*)
- » No. 3 among top U.S./European cities for innovative municipal problem solving (*Cities of Service 2018*)
- » No. 4 best large city for starting a business (*WalletHub.com 2017*)
- » No. 5 city among top 10 U.S. cities for first-time homebuyers (*SmartAsset.com 2017*)
- » No. 7 most entrepreneurial mid-sized metro (*SmartAsset.com 2016*)
- » No. 9 city where millennials are moving to (*ApartmentList.com 2016*)
- » No. 10 best place to start a career in the U.S. (*WalletHub.com 2015*)
- » No. 15 best southern city to live in (*U.S. News & World Report 2016*)

# TULSA

WHERE BUSINESS GROWS.

## TULSA REGIONAL CHAMBER ECONOMIC DEVELOPMENT

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## OUR ECONOMIC DEVELOPMENT STAFF IS HERE TO HELP YOU

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## NATIONALLY RECOGNIZED REGIONAL ECONOMIC DEVELOPMENT SERVICES

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*New business attraction offering confidential, one-stop site location services and incentives analysis*

*Business retention and expansion*

*Workforce development and attraction*

*Research and economic data*

*Tulsa's Young Professionals*

*Customized workforce analysis*

*The Forge, entrepreneurship and incubator programs*

*Regulations, permits, coding and zoning assistance*

*Small business development*

*Small Business Connection*

*Employee relocation assistance*

*Legislative advocacy*

*Manufacturers' Council*

*Downtown development*