ENERGY
HOW THE TULSA REGION WILL WORK FOR YOU
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, Summit 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

<table>
<thead>
<tr>
<th>IMPACT TYPE</th>
<th>EMPLOYMENT</th>
<th>TOTAL ECONOMIC IMPACT</th>
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<tbody>
<tr>
<td>Direct Effect</td>
<td>24,675</td>
<td>$9,664,244,113</td>
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<tr>
<td>Indirect Effect</td>
<td>23,550</td>
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<tr>
<td>Induced Effect</td>
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<tr>
<td>Total Effect</td>
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<td>$14,998,679,910</td>
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</tbody>
</table>

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 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)
OUR ECONOMIC DEVELOPMENT STAFF IS HERE TO HELP YOU

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NATIONALLY RECOGNIZED REGIONAL ECONOMIC DEVELOPMENT SERVICES

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