

DAEDF DOUNCEAN

AREA ECONOMIC DEVELOPMENT FOUNDATION

2020/2021

Responsive *and* Responsible *to Our Community*

DAEDF provided nearly
\$600K to support
local people
and businesses during the pandemic.

MORE ON PAGE 4

► UPDATE FROM THE PRESIDENT

Through good and challenging times, 2020 has provided many of us with a year to remember! Most of us think of 2020 as a vision score and had hoped that we could focus on having a clear path for accomplishing our goals. Perhaps the first of the year seemed normal to the hopeful individuals greeting a new year. Much was gained for those individuals and businesses who continued focusing on the path forward or who were able to pivot their direction when forced change was the only path forward.

There was a point when our business community felt hopeless. Some businesses were forced to close their doors for up to 45

Each step taken by Duncan Area Economic Development Foundation (DAEDF) in 2020 was deliberate. We wanted to make sure the marketing message was clear for businesses outside our area plus implement new ways to connect with data updates.

DAEDF had just begun the process of redesigning our website as a corrective measure to provide search-engine users the most current and complete information available. We wanted to make it easier for site selection consultants, real estate professionals, businesses, and citizens to find the information they are seeking. In a stream-line approach, viewers can find land, buildings, maps, videos,

workforce, demographics, training, living here, education, healthcare and many more items. Users can now build reports that can easily be dropped into one pdf document.

At end of 2019, DAEDF had begun filming our community for what would become 5 new video productions highlighting our community. They are broken into a community familiarization tour, workforce training, industrial parks highlights, healthcare services, and things to do in the area. The 360 degree videos can be viewed from your computer or with pre-loaded Oculus goggles.

We forge ahead having become one of nine Oklahoma communities gaining the distinct honor of becoming a “Center for Workforce Excellence”. Our years of partnering education institutions with businesses have advanced the hard work of maintaining a very successful internship program. For that, we are recognized as a state leader.

Expansions and prospective business relocations inquiries continued during 2020. These positive steps prove that the economy must continue moving forward. More importantly, we must have a business climate that fosters positive growth and be prepared to see and accept opportunities when they stand in front of us.

“
The year taught us to rely on our ability to pull out internal grit and let our survival skills become engaged.”

days. Some didn’t qualify for the Government PPP. It was at that point when DAEDF established a grant program to assist 131 businesses in keeping their doors open. At the same time, DAEDF assisted three food banks.

As our citizens and businesses worked through the ever changing Covid-19 pandemic, a new understanding of how we can maneuver was established. We adapted to the changes. The year taught us to rely on our ability to pull out internal grit and let our survival skills become engaged. It was also a year to make sure the tools of the trade were enhanced and intact.



Lyle L Roggow
Lyle Roggow,
President and CEO of the Duncan
Area Economic Development Foundation.

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“ Each STEP
taken by
DAEDF
in 2020
was DELIBERATE.”

Lyle Roggow,
President and CEO of the Duncan
Area Economic Development Foundation.

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SUPPORTING LOCAL PEOPLE AND BUSINESSES DURING THE PANDEMIC

In May 2020, DAEDF reinvested approximately \$600,000 non-sales tax dollars for the local business community through contributions to area foods banks and the Re-Start Grant Program.

“For a small business like ours, we’re not a big corporation, we’re a small mom and pop shop so these funds are quite helpful.”

Ryan Bell, Owner, Cotton Blossom Winery in Marlow, OK



DAEDF Restart Grant 131 Small Businesses Assisted

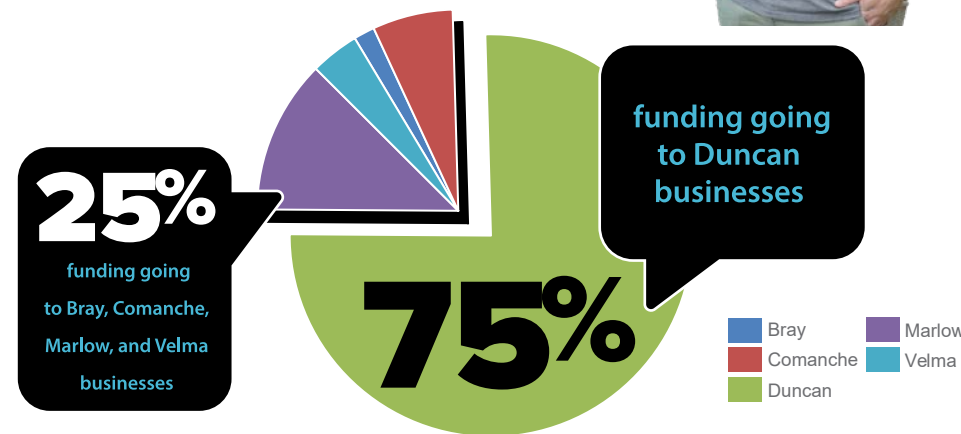
131 Stephens County businesses who have been negatively impacted by COVID-19 and the energy downturn received grant funds from the Duncan Area Economic Development Foundation (DAEDF) ranging from \$600 to \$5,000 each. The purpose of the grants was to ensure Stephens County businesses remain open through this difficult time.

“DAEDF has gone above and beyond to help out its own community and its own people right here in Stephens County. Local businesses and local people themselves need help now more than ever and [we are] proud to have organizations like DAEDF in the community providing these blessings daily.”

Duncan Banner Editorial

“Small businesses are the foundation of our community, and it is critical that we help them during this unprecedented time,” said Lyle Roggow, President and CEO of the Duncan Area Economic Development Foundation. “Working with the DAEDF Board of Directors and committee members we developed the DAEDF Re-Start Program to quickly get funds to businesses in the area so they can continue to maintain their operations and hopefully restart sooner than later.”

To be eligible for the grant, the business needed to be located in Stephens County and have been negatively impacted by COVID-19. Applications were scored and screened by a committee, evaluated based on multiple factors, and included loss of revenue and need.

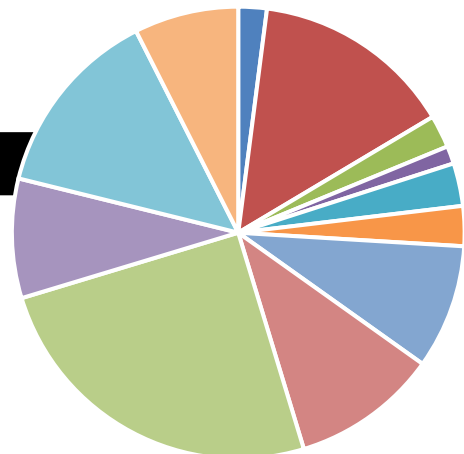


Don Ellsworth, President and CEO of Ellsworth Electric, Inc.

“Licensing compliance is essential for us to continue operating in 48 US States. This grant will help pay our licensing expense for the three to four months. We are very grateful.”

Distribution by Industry

- Event Venues
- Daycares
- Hotel
- Art
- Financial Service
- Medical
- Sports
- Restaurants
- Salons
- Contractors
- Services/News
- Retail



United Way Partnership provides Donations of \$125,000 to Food Pantries



Penny Gardner with Christians Concerned accepts food pantry donation from DAEDF.

Duncan Area Food Banks Receive \$125,000 Donation to Benefit Families Impacted by COVID-19 and Layoffs.

Across the country, families are negatively effected by COVID-19 with businesses shuttering their storefronts and reducing staff. In Oklahoma, the economic impact is enhanced as a result of the oil and gas industry’s low energy prices causing additional layoffs. Many individuals who have never needed public programs are now seeking assistance which is putting a strain on available resources.

To support the efforts of area food banks, the United Way of Stephens County received a significant contribution from the Duncan Area Economic Development Foundation (DAEDF). These funds were allocated to Duncan’s Christians Concerned, Marlow Samaritans, and Comanche’s Christian Helping Hands specifically to help displaced workers and their families who were recently impacted from this disaster.

The funds provided were leveraged by each of the programs, allowing them to purchase additional food and assist more individuals.

“We are very grateful to the Duncan Area Economic Development Foundation for stepping forward in such a big way to help meet one of the most basic needs of our community.”

Helen Stewart, Executive Director of the Stephens County United Way

Healthcare Heroes

We are thankful for the quality healthcare our hospital provides and give thanks to our healthcare workers for being on the front-line of a global pandemic and for helping others during an unprecedented time.



DAEDF delivering lunch to DRH staff in recognition of all they do for our community.

Benefiting Stephens County: The Oklahoma Business Relief Program

Duncan Area businesses received Oklahoma Business Relief Program (OBRP) funds. OBRP was developed to help local businesses across the state overcome the economic challenges of COVID-19, offering vital funding for qualifying businesses that have suffered revenue loss due to the pandemic. Governor Kevin Stitt designated and awarded \$100 million in Federal CARES Act funds for the program, with more than 5,000 Oklahoma businesses submitting applications.

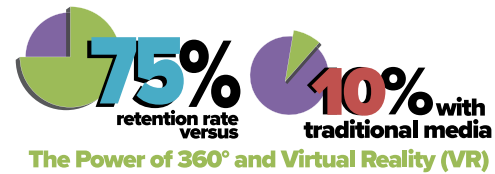
\$2.15M+ OBRP funds invested in Stephens County benefiting 137 businesses



Duncan Machine Products was visited during the #OKCARESTOUR by state officials with the Oklahoma Department of Commerce (ODOC), Oklahoma Manufacturing Alliance (OMA), and Oklahoma Center for the Advancement of Science and Technology (OCAST). These visits took place across the state, for businesses to highlight their company and share how they are utilizing CARES Act funds to recover from the pandemic. Other area businesses visited during the #OKCARESTOUR included Mowdy Machine, Rightway Manufacturing, and Southern Machine Works.

#INVESTDUNCAN MARKETING DUNCAN FOR INVESTMENT

360-Degree Videos and Virtual Reality Spotlight Duncan, Oklahoma to the World



The Duncan Area Economic Development Foundation (DAEDF) recently launched a series of 360-degree videos helping Duncan, Oklahoma stand out in the minds of people who are looking for a place to start, relocate or expand their business, and increase DAEDF's success in not only attracting interest, but in moving the decision-making process along.

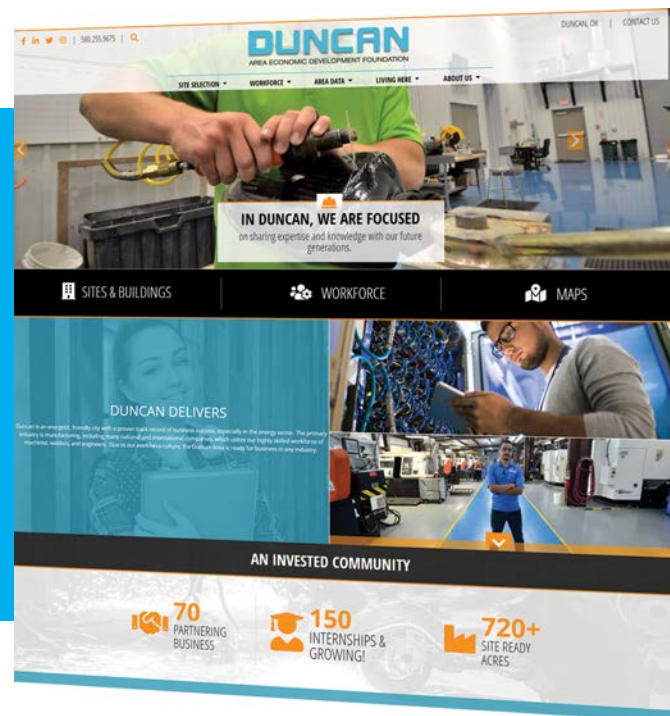
Each video has a different focus geared around spotlighting the community to outside investors, attracting talent, and seeing first-hand how Duncan, Oklahoma has invested in education.

Education is important to our residents and we know that a skilled workforce is a strategic asset to businesses. With this virtual reality tool, we can use the kind of technology that appeals to a young audience, and it's also a sign to investors that we're a forward-thinking community.

Lyle Roggow,
President and CEO of the Duncan
Area Economic Development Foundation.



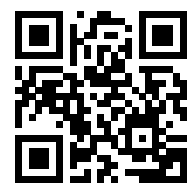
SCAN TO WATCH NOW
•Workforce •DRH Health
•Tour Duncan
More videos launched soon!



New Website Launched

- More attractive and easily navigated
- Focused on Site Selectors and those looking to locate a business
- Ability to see who is visiting site, allowing DAEDF to generate leads/follow-up
- Pull & Customize Reports

Scan this QR Code
to visit our Website, or
click to ok-duncan.com



Over 500 acres of site-certified and shovel-ready property.

- Ready to see any project quickly from announcement to production.
- View aerial videos and maps at ok-duncan.com

Let us know if you have a property. We will add to our website and promote.



South Industrial Park

The 2020 Census 99% RESPONSE RATE!

The 2020 Census will determine:

- Congressional Representation
- How Business owners will make critical decisions based on the data

- The allocation of hundreds of billions in federal funding will be determined based on the information
- Where communities need new schools, new clinics, new roads,

and more services for families, older adults, and children for the next decade.

Thank you to Julie Sanders for leading census collection efforts in Stephens County and to all of the respondents. Your efforts positively impacted our community for the next 10 years!

I COUNTED

OK, Let's Count!
Census
2020

Building Relationships

DAEDF is involved at a local, state, regional, and national level, belonging to organizations, serving in leadership roles, representing Duncan at investment events, responding to proposals, leading training and advocacy efforts, and networking to nurture relationships that benefit Duncan. Some of these include:

- Incentive Evaluation Committee
- Industrial Asset Management Council
- Governor's Economic Development Marketing Team
- Oklahoma Economic Development Council
- Oklahoma Business Incubator Association
- Leadership Oklahoma
- Dream it, Do it Oklahoma
- Career Pathways Committee of the Oklahoma Governor's Council for Workforce and Economic Development
- State Career Pathways Champion

We are involved to ensure rural Oklahoma has a voice at the table and is not forgotten at both state and national levels.

Lyle Roggow,
President and CEO of the Duncan Area
Economic Development Foundation.



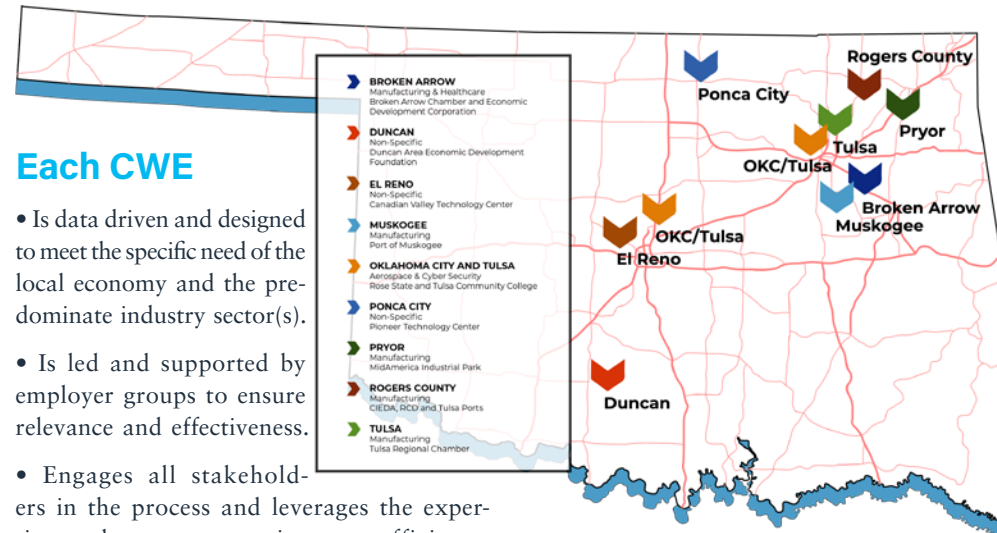
Executive Director of the Oklahoma Department of Commerce Brent Kisling receives appreciation gift from DAEDF after speaking at the 2020 Annual Banquet.

▶ LEARN HERE EARN HERE

Duncan Accredited as 1 of 9 Certified Centers of Workforce Excellence

Oklahoma Works Together identifies and certifies localized collaborations which meet and exceed superior workforce development standards as a Center of Workforce Excellence (CWE). Nine organizations completed an accreditation process based on the newly established standards and guidelines, which institute a local, industry-based workforce model that can be used to help existing businesses find workers and attract new industry to Oklahoma.

A CWE leverages Oklahoma's extensive secondary and post-secondary education assets with a network of employment-related agencies with proven results to benefit employers in specific industries through the following objectives.



Each CWE

- Is data driven and designed to meet the specific need of the local economy and the predominate industry sector(s).
- Is led and supported by employer groups to ensure relevance and effectiveness.
- Engages all stakeholders in the process and leverages the expertise and resources to increase efficiency.
- Aligns educational pathways from K-12, CareerTech and Higher Education providing articulation opportunities.



and employers. The programs that have been established and that continue to evolve are truly a community team effort, which has been coined "Learn Here. Earn Here".

Through these efforts DAEDF is advocating for business and business leaders are engaged in a system of knowing their workforce needs are heard. Employers help to develop, lead, train, and welcome educators and students to their facilities, and upon graduation, new employees. Area educators and institutions representing public schools, technology centers, and higher education ensure this is a true collaboration.

Collaboration Group

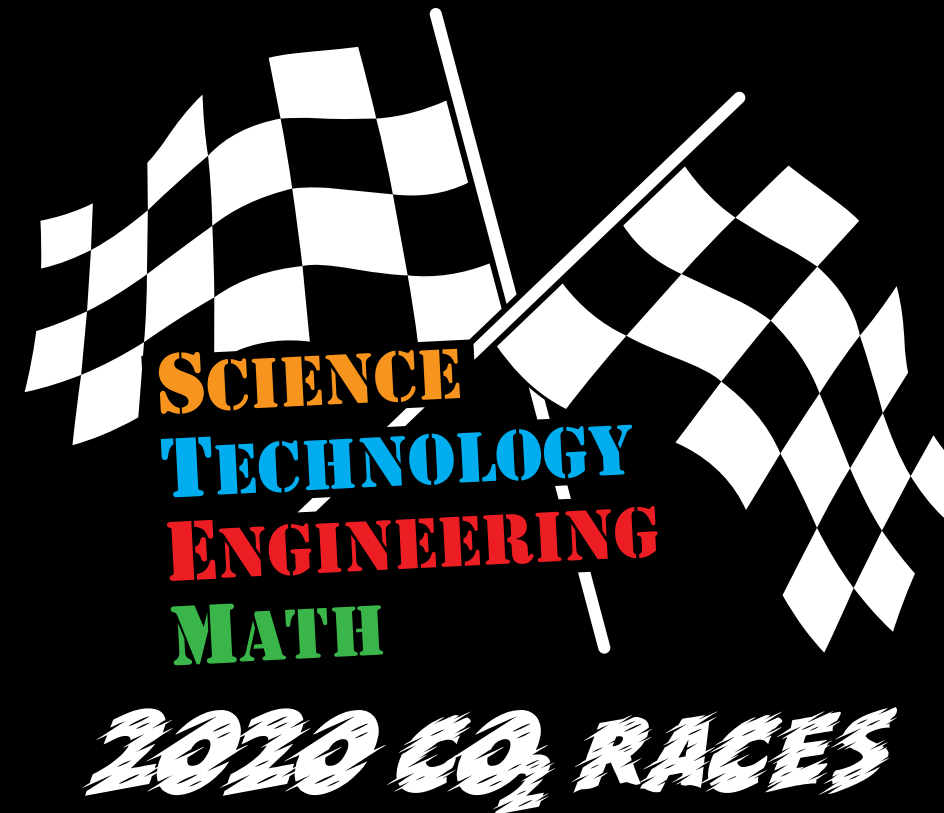
- Halliburton
 - Duncan Regional Hospital
 - Sensia Global
 - Southern Machine
 - Elk Crossing Nursing & Rehab
 - DS Solidworks
 - Red River Technology Center
 - Duncan Public Schools
 - Cameron University
 - Duncan Chamber of Commerce
 - Duncan Area Economic Development Foundation
- (convened by)



Investing in Our Future School Bond Passes!

Thank you to Duncan Public School Superintendent Dr. Deighan for appearing on Inside Duncan to discuss the school bond election.

Inside Duncan Host Lyle Roggow speaks with guests representing organizations across Stephens County as they share what's happening in our area.



Duncan Area Economic Development Foundation

13th Annual Youth Engineering Contest

The 13th year of the Duncan Area Youth Engineering Contest took place in November with 7th - 12th grade students in the Red River Technology Center school district competing for prize money. The contest is fun and challenging for students, teachers, and parents, requiring critical thinking in designing, drafting, and manufacturing a Co2 race car.



Internship Program Facilitates Workforce Development

In its fourth year, the Pathways to Future Careers program at Duncan High School provides Juniors and Seniors on track to graduation opportunity to participate in a local internship program and demonstrates that there are local job opportunities. As part of

the program, students are immersed in a career pathway to see if it is a career they would want to pursue with 20% of the seniors graduating having been involved. This program continues to be successful because local businesses value the program and relationships

and have the same vision of "growing your own" by bringing a student to their facility.

2017	→	2021
40 Students		250 Students
35 Businesses		115 Businesses

“Even if a student chooses not to pursue the career pathway in which they have interned, it is still a success because they have narrowed their choices for the future.

— Lesa Hefner,
Career Pathways Coordinator
at Duncan High School

On the job...

Intern Matthew Flores learns about economic development, how to manage financial information, marketing, and, in particular, how the DPS Internship Program facilitates workforce development in the Duncan community.



▶ SUPPORTING BUSINESS GROWTH

Business Incubator

Duncan Center for Business Development

The goal of incubators is to assist new businesses in becoming established and self-sufficient enough to afford renting space in non-incubator facilities.

Benefits include:

- Network of Peers and Resources Assistance available from the Duncan Area Economic Development Foundation, Red River Technology Center, Cameron University & Other Local/State entities
- 80% Success Rate for Businesses that begin in an Incubator (source: International Business Incubation Association)
- Affordable Furnished Office Space Rates start at \$161/month
- Minimal Charges for Phone, Internet, Cleaning & Professional Services May Apply
- Shared Services, Equipment & Meeting Space
- Copier, Fax, Binder, Banner Printer, Conference Room, and MORE!
- 10 years Oklahoma business income tax abatement for tenants of a Certified Incubator (source: Oklahoma Tax Commission)

We have tools to Assist Start-Ups!

The DCBD is here to help individuals start businesses regardless of their stage of development, whether they require office space or not. Regular meetings are scheduled with the incubator manager and access to LivePlan is offered at no cost to entrepreneurs getting started.

Getting Started with LivePlan



LivePlan is a virtual business plan network that helps start-ups create financial forecasts, marketing plans, write pitches to grab investors' attention, and create every other essential piece of a business plan.



Live Plan was instrumental in communicating my business goals and a big part of what will change my family's future forever. This was my first attempt to purchase a business, and the software walked me thru step by step on what was needed and how best to present. I developed a comprehensive plan that impressed my banker and it was all because of this tool. I have and will continue to recommend it to others in a similar situation and will always be grateful to DAEDF for allowing me access.

David Ladwig,
Duncan Area Entrepreneur



Incubated companies are twice as likely to succeed and we will provide the one-on-one assistance needed regardless of a company's stage of development.

Nicole Punneo,
Certified Business Incubator
Manager

Current DCBD TENANTS

Philtek Services

Stronghold Protection, LLC

Servicios Latinos, LLC

Renegade Transports, LLC

New Incubator Tenant Spotlight

Cecilia Gravitt, Founder of Servicios Latinos, LLC



Servicios Latinos, LLC began operations in September 2020, establishing itself in the Duncan Center for Business Development (DCBD) with the mission of helping the Hispanic community with legal issues due to the language barrier.

Since establishment, founder Cecilia Gravitt has expanded the office space she needs within the incubator and is hiring staff to meet business demand.

Cecilia is an immigration document specialist and offers the following services:

- Attorney Referrals
- Translations & Interpretations
- Notary
- Family Petitions
- Citizenships
- DACA's (Deferred Action for Childhood Arrivals)
- Pardons
- Stop Deportations

For more information, visit cgservicioslatinos.com



I chose the DCBD Incubator because as a new business saving on expenses is important and the location is instrumental for serving our clients. The office is easily accessible to the smaller surrounding communities, as well as Lawton and Wichita Falls.

Cecilia Gravitt,
Servicios Latinos



Sensia Global Congratulations on 3 Years of Safety



sensia

Rockwell Automation + Schlumberger



Lenny & Kathryn Cripps and Laura & Chris Kochendorfer enjoy a brew.

Kochendorfer Brewing Company Celebrates One Year with Increased Manufacturing and Distribution

Before Kochendorfer Brewing Company (KBC) even opened their doors, the goal was not to just have a taproom,

but, ultimately, for the brewery to manufacture enough beer to distribute it to a large-scale audience. During KBC's first year in operation, and in the midst of a pandemic, a canning line has been installed allowing them to begin forming a larger network of distribution channels to sell their product in locations statewide. Now available in over 80+ locations in Oklahoma and growing; or stop into their Taproom to see the product being manufactured and enjoy a local craft beer. Kochendorfer Brewing is located at



“ Since before we began the groundwork for our building to a recent grant for the COVID-19 pandemic, DAEDF has continued to provide invaluable support.

The Kochendorfers and Cripps
Co-owners, Kochendorfer Brewing Company

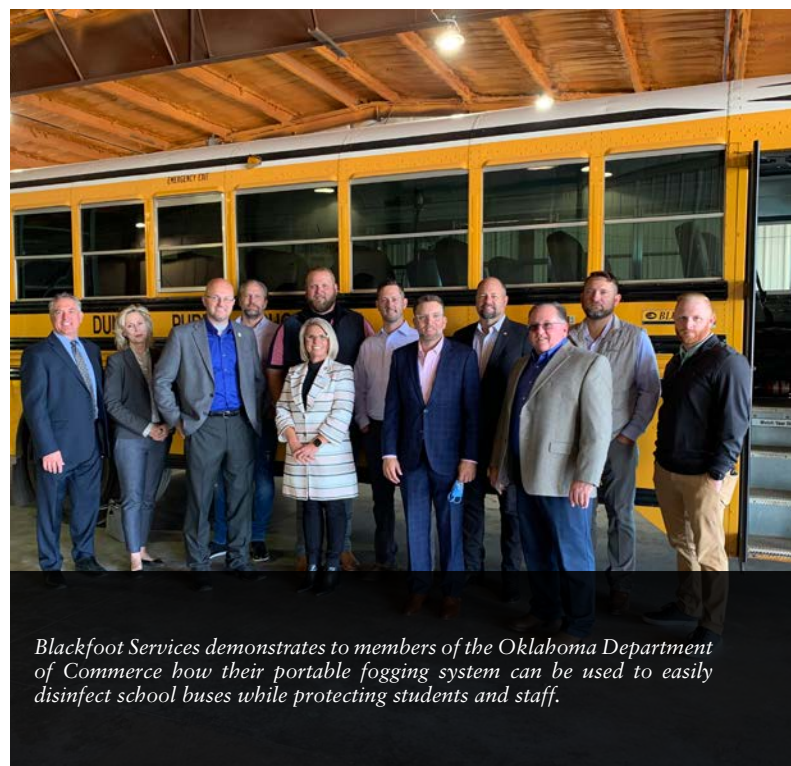
1155 McCurdy Rd in Duncan's North Industrial Park.

For more information on locations to buy KBC and about the brewery, visit www.kochendorferbrewing.com

Pivoting Business Operations: Blackfoot Services/BK Equipment

With the downturn in the energy sector and a global pandemic, owners of BK Equipment, J.P. Peacock, and Brent Clark, knew they had to adapt their product line which is used in the oil field to meet another need. Through a newly formed company, Blackfoot Services developed a portable fogging machine to disinfect commercial, industrial, and residential spaces through a one-step process, which will have long-term demand even post COVID. In addition, they received a grant from the USDA to further their product design.

For more information, visit www.blackfootservices.com



Blackfoot Services demonstrates to members of the Oklahoma Department of Commerce how their portable fogging system can be used to easily disinfect school buses while protecting students and staff.

New Ownership and Growth: PGM Processing LLC (PGM)

PGM Processing LLC (PGM) located in the North Industrial Park, previously operated as Duncan Recycling and Refining (DR2). In 2019, PGM formed and began operating under new ownership, recovering platinum and other precious metals from catalytic converters. Since that time, demand for their process has

continued to increase with a second smelter currently being assembled and additional land needed for operations.

PGM efficiencies that have been established include:

- Material is not purchased by PGM, but

- processed on-site for customers
- PGM machines are more efficient and can capture smaller particles of platinum, palladium, and rhodium.
- Furnace is continuously operating and never grows cold.
- The change out time for the crucible is six hours versus the previous 3 days.



Artist rendering of additional PGM facility to be built in North Industrial Park.

“ I never get bored of working here. It's a very high-tech way of doing something that's been going on for years. — Pete Goldring, COO PGM



HALLIBURTON adds 150 local jobs

DAEDF staff assisted Halliburton with virtual zoom interviews as the company sought to hire 150 local jobs to their Duncan location.

“ We believe in our people and businesses and know we will make it through this as a community by supporting each other.

Lyle Roggow,
President and CEO of the Duncan Area Economic Development Foundation.

MEMBERSHIP & COMMUNITY

FAST TRACK TO SUCCESS!
DUNCAN
AREA ECONOMIC DEVELOPMENT FOUNDATION



A Community
Working Together
Through
Membership

JOIN
TODAY!

Join DAEDF's 70-plus members, local individuals and businesses, who are collaborating to grow the local economy. If you believe in economic development and DAEDF's mission of helping business in the Duncan area, we want you to join.

Formed in 1993, the Duncan Area Economic Development

Foundation (DAEDF) is a 501(c)3 non-profit organization whose mission is to improve business and the economy of Stephens County. DAEDF is focused on growing existing companies, while attracting new industry to the area that complements Duncan's community.



“DAEDF is a true partner. The hospital has firsthand experience of DAEDF's efforts to recruit workforce and develop a favorable business climate, which benefits DRH Health, but also the community as a whole. Duncan is fortunate to have a dedicated staff of people working daily to market, advocate for, and grow the local economy. We enthusiastically support the mission of DAEDF by being members of the organization.”

Jay Johnson,
CEO, DRH Health

OUR BOARD OF DIRECTORS

- **Dennis Loafman**, Chairman
Red River Technology Center
- **Rick Braught**, Vice-Chairman
The Territory
- **Hal Labyer**, Treasurer
Arvest Bank
- **Jeff Gregston**
Elk Crossing Nursing & Rehab, Gregston Nursing Home
- **Bill Gossett**
Attorney
- **Joe Hill**
Chickasaw Nation
- **Bryce Hooper**
Cotton Electric
- **JP Peacock**
BK Equipment
- **Chad Simpson**
Dream Team Prosthetics
- **Kevin Stewart**
Halliburton
- **Kimbery Meek**
City of Duncan
- **Ritchie Dennington**
Mayor of Duncan

Duncan A Community
of **Success!**

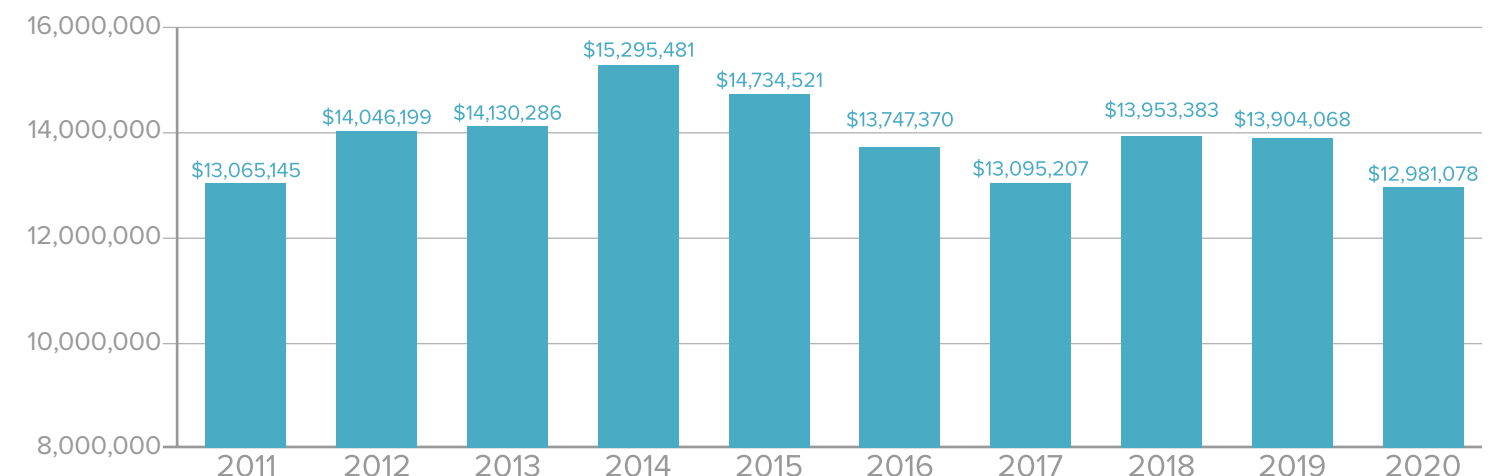
OUR MISSION

To continually increase job opportunities and the development of a favorable business climate and workforce development programs.

PRIMARY GOALS

- Provide for new business and existing business growth.
- Increase the per capita income of the area.
- Serve as a resource agency to provide continuing economic development planning and program development services.

City of Duncan 10 Year Sales Tax Collections



**Duncan Area Economic
Development Foundation**

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**Responsive *and* Responsible
to Our Community**

NEWSLETTER 2020/2021

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MISSION STATEMENT:

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