



DUNCAN AREA ECONOMIC DEVELOPMENT FOUNDATION

BUSINESS/INDUSTRY UPDATE 2022



A MESSAGE FROM THE PRESIDENT

The past few years have presented some of the greatest shifts in the way we conduct business activities. Consider how quickly the adoption of technology has advanced the broad platform of tools that impact how we engage with our work/life balance. These forced changes have encouraged us to conduct more on-line shopping activities, use our phone to get QR coded restaurant menus, and conduct on-line business meetings with partners across the globe.

As great as these technological advancements are making our lives, we still suffer from the fatigue and pressure of these changes. Truth be told, we find ourselves in the unusual position of no longer being able to access products that were readily available and abundant in supply due to disruptions in the supply/demand relationship. If that's not confusing enough, look at the increased inflationary cost impacting our citizens. All that was once taken for granted now provides us with a greater appreciation of what we had.

Even with all the changes, there are some items that could miff the mind of traditional wisdom. Businesses are scrambling to find workforce; prospects are seeking existing facilities; local housing market found itself in short supply with relocations, and staying closer to home naturally increased local sales taxes last year. The important factor is DAEDF always standing ready to quickly respond to the complexities of economic development.

With this goal in mind, DAEDF has hosted multiple job fairs to provide local businesses a platform to attract a workforce that aligns with the evolving needs of the local industries.

One element adding pressure to the normal workforce needs is the influx of Baby Boomers reaching retirement age; another factor is the direct result of foes in the area of consumer goods caused by supply/demand changes. It only takes one kink in the system to disrupt an economy built on the concept of "just-in-time" delivery. As an example, the slow down in oilwell drilling

activities caused depletion in oil reserves which has only driven the energy market higher in terms of cost.

Based on the consistency of the responses DAEDF receives in Request for Information, a vast majority of companies looking to expand or relocate first seek existing facilities before choosing to have them built. There are obvious reasons for this decision. The lead time required from the supply/demand relationship has added production time of 4-8 months from when the order is placed. Most businesses don't have the time to wait for a building kit to arrive so developers like DAEDF must anticipate these common market needs.

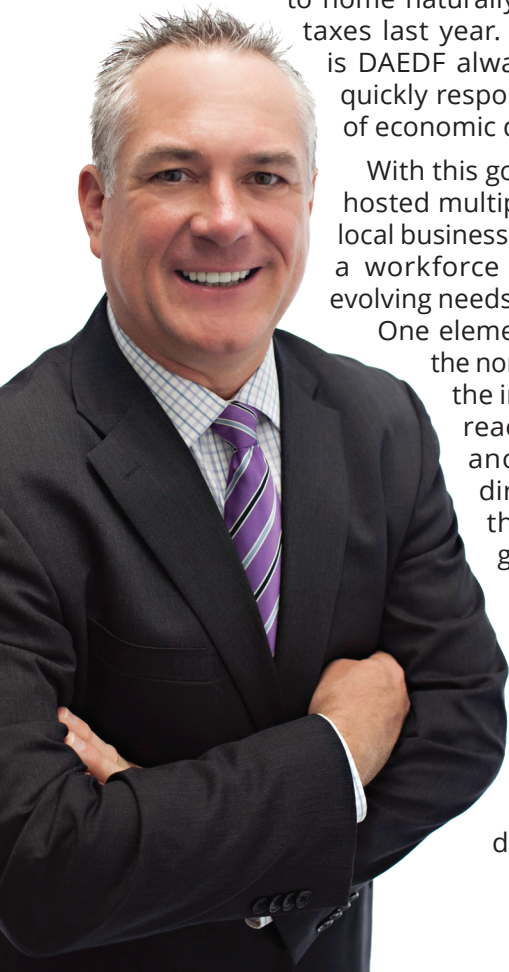
Oklahoma is favorably viewed as an affordable place to live and set up a business. Our property taxes are one-third of the cost of Texas. Communities like Duncan have experienced an influx of new citizens relocating from those pricier markets across the country. This past year demonstrated how hot the market got on certain properties when sellers were receiving higher than asking prices for their properties. Some houses were being purchased sight unseen. This continues to demonstrate that a certain percentage of the population has opted to relocate to our local area and supports the idea that business can be conducted from anywhere that offers affordable solutions. This demonstrates that business can be conducted from anywhere that offers affordable solutions.

“As more people opt to stay closer to home, their spending power stimulates the local economy where they live. 2021 marked the highest collection in sales tax revenue since 2014 with \$14,129,432.”

As more people opt to stay closer to home, their spending power stimulates the local economy where they live. 2021 marked the highest collection in sales tax revenue since 2014 with \$14,129,432. This number is 8.8% higher than 2020. One should take note, that when oil prices hover in the \$80/barrel of oil range and maintain long-term stable price, the Duncan economy excels.



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



Blue Arc

Innovations, LLC

BLUE ARC INNOVATIONS: LOCAL SUCCESS

In an effort to better accommodate oil and gas service companies across the area, we welcome Blue Arc Innovations. Blue Arc purchased the former home of Wilco Metal Fab in Marlow investing over **\$3,000,000 in our area** to utilize the 100,000 sqft facility and will create **120 new jobs** manufacturing equipment for nitrogen services in the oil/gas sector. Blue Arc has hired around 60 individuals so far and will be working up to 120 total jobs over the next year and a half. Each job will pay at least **\$40,000/year**, totaling more than **\$4,800,000 of new payroll per year**.

DADEF was able to bring Blue Arc to our area through a local supplier, our local incentives package, and helping them obtain the quality jobs program from the Oklahoma Department of Commerce. DAEDF expects around **70% of Blue Arcs employees to live in Duncan city limits** and the company workforce as a whole to spend their sales tax dollars in Duncan making this a great fit for our area.



“ We are excited to serve Oklahoma producers with quality equipment that is expertly crafted in Marlow, Oklahoma. We are impressed with the wealth of knowledge and experienced talent available for the manufacturing of oil and gas products, along with how welcoming the community has been with partnering opportunities. This region of Oklahoma truly has a rich oil and gas industry heritage. ”

-Garrett Gore,
Director of BlueArc Innovations

Annual Economic Impact of Blue Arc Innovations (Implan Economic Indicators)

	Employment	New Payroll	Economic Output	New Local Taxes
Direct	120	\$4,800,000	\$17,500,000	\$206,000
Indirect	30	\$1,200,000	\$4,700,000	\$80,000
Induced	20	\$775,000	\$2,700,000	\$53,500
Totals	170	\$6,775,000	\$24,900,000	\$339,500

- Economic Output: Output equals the value of Industry production which is equal to sales plus net inventory change.
- New Taxes: County + Sub county taxes
- Direct: Economic effects that are caused directly from the business/project
- Indirect: Economic effects stemming from business to business purchases in the supply chain
- Induced: Economic effects stemming from household spending of labor income after removal of taxes, savings, and commuter income.

IMPLAN is the leading provider of economic impact data and analytical applications. IMPLAN serves the economic data needs of researchers, policy makers, decision makers, advocates, business leaders, governments, and more.

IMPACTING OUR COMMUNITY

Since 1993, DAEDF has been the catalyst in providing incentives for businesses to start, grow, and invest in Duncan. Over 30 businesses have bought in to our community and positively impacted the people and economic power of the region.

During 2020, DAEDF assisted the local community by giving \$472,000 to local businesses (see back page for full list of pandemic grant recipients) and \$125,000 to area food banks and businesses that were suffering from the early ramifications that led to business being closed up-to 45 days. Many of these businesses had to adapt to the ever-changing trends of uncertainty. The forced shift in the marketplace resulted in a positive turnaround if they were able to adapt to the consumer's shopping changes. Most businesses rebounded and flourished in 2021.

There has been an increase in on-line sales and pre-ordering of consumer goods. In addition, our local businesses have also increased their marketing presence by enhancing their websites. They may not see as much foot traffic in the stores, but online sales are keeping the doors open.



“ The DAEDF grant brought me comfort in a time of uncertainty and eased my worries. With the grant and my hustle with online sales, my business stayed afloat during the pandemic. ”

-Denise Graham,
Baby Glam & Mama Too Boutique

DAEDF BUSINESS INCENTIVE RECIPIENTS SINCE 1993

Benchmark Land Purchase
Cameron Measurement Systems
CMI / EZ Bend
CryoGas Services
Duncan Machine Products
Duncan Recycling & Refining
Elk Crossing
Elliott Mobile Homes
Esses Co, Inc.
Family Dollar
Four D
Halliburton
Health Plan Services
KellPro
Kochendorfer Brewing Company
NuFlo Technologies
Pendley Group
Pre-Paid Legal Services
Professional & Tech Svc
Richard's Manufacturing
RS Services
Sentry International
Sooner Trailer
SPL
Stim-Lab
SW Plating
Two Guys & Press
United Lab International
Universal Fidelity
Universal Trailer
Valco
Wilco Machine & Fab, Inc.
Wilson Machine



“ About 3 years ago, we added our online store to aid those loyal customers who did not live in the area. This change has allowed us to serve a wider range of customers while importing those dollars to the Duncan economy. During the time that we were forced to close, many retailers felt unsure about their future. Today, we enjoy the balance of in-store customers and online shoppers. The pandemic has truly demonstrated that shopping habits have greatly changed and we are glad to accommodate both. ”

-Mark Crutcher,
Crutcher's Western Wear

SUPPORTING BUSINESS GROWTH

BUSINESS INCUBATOR

The Duncan Center for Business Development (DCBD) is here to aid startup businesses at any development stage whether they require a physical office space or not. The Incubator Manager provides a wide range of services to kickstart entrepreneurs including providing access to LivePlan, discussing office or building opportunities, filing with the Secretary of State and even for a federal tax ID number.

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 and minimal charges for phone, internet, cleaning and professional services may apply
- Shared services, equipment and 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)



Nicole Punneo,
Certified Business Incubator
Manger

“The Duncan Center for Business Development has multiple ways of helping new businesses start in our community. From low-cost office space, to resources such as LivePlan, or assistance with filing with the Oklahoma Secretary of State and getting your federal tax ID number. Call or come by for help with your business startup needs!”

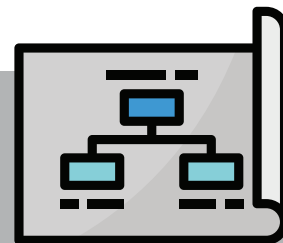


MIKE CONN CONSULTING

Mike Conn Coaching & Consulting, LLC is a consultant focused on helping people feel valued. They partner with businesses to help move people from being “team members to being teammates”. Their 4 main topics are communication, teamwork, leadership and supervision.

Along with business and community Chambers of Commerce, Conn also partners with schools across Oklahoma to work with students ages kinder to 12th grade to help them navigate their social/emotional issues (SEL). Conn is currently mentoring a Senior in the Duncan High School - Pathways to Future Careers class to learn to be a public speaker as she helps with his program.

The goal is for students to feel seen and valued by their community, and for employees to feel seen, trusted and valued by their employer. Conn’s passion for people of all ages feeling seen and valued is second to none, and he is bringing communities together across our state.



**Starting a Business isn't
always easy.**

DAEDF is here to help!

Stay tuned for upcoming entrepreneurship events.

Contact us for more info! info@ok-duncan.com

DAEDF TEAM



MEET DAEDF INTERN BRAYAN CHAIDEZ

Hello! I am a senior at Duncan High School along with being an intern at Duncan Area Economic Development Foundation. I was referred to the Pathways to Future Careers program from a friend, and at first, had no idea what the class was about or what I would be doing, but am so glad that I signed up. I have always been into business and knew what I wanted to do for a career, so when I told Mrs. Hefner about my interests, she set me up to have an interview at DAEDF, and it went great!

I feel really lucky to have the opportunity to be a part of the DAEDF team. I've learned so much over the past 5 months, from budgeting and how to balance a bank account to learning how to market a building. I haven't only learned basic business advice and knowledge, but a lot more of the economic side, as well. For example:

- what it takes to bring a new business to our community
- what most businesses look for in a community
- how businesses help a community by creating jobs

-how a community looks for a business that has jobs with good pay and benefits

These are all things I had no idea about before I became DAEDF's intern.

Additionally, I've found the business incubator very interesting. Bringing a business idea to Duncan to start, grow, and have a full working business from the first office you start in. This definitely inspired me to know that if one day I want to start a new business or need advice for my growing business, that I will have the support I need in Duncan.

I really like that throughout my internship I met great people and that DAEDF staff explained, taught, and involved me in what they are doing. This has definitely been a beneficial experience and I am taking useful knowledge with me as I go study at Oklahoma State University.

Brayan Chaidez
Thank You!
Brayan Chaidez
DAEDF Intern

DAEDF'S NEW FACE

This year DAEDF welcomed Henry Lehr to the DAEDF Team as the new Business & Industry Specialist.

Lehr grew up in Texhoma, Oklahoma, before attending college at East Central University where he earned a Business Administration Finance degree and certification in banking. Lehr recently worked as a small business advisor for the Oklahoma Small Business Development Center (SBDC) in McAlester, advising existing and new entrepreneurs on how to start and operate small businesses.

Lehr is a certified business generalist, International Trade certified at an intermediate level, and certified in Technology Commercialization, all of which were earned during his time with the SBDC.

Lehr and his wife, Jessica, an eighth grade math teacher at Duncan Middle school, have three year old twin boys named Daniel and Colton and a 1 year old boy named Zack.



Henry Lehr,
Business & Industry Specialist

“ I am excited to work with DAEDF and be a part of the efforts to encourage businesses to grow and invest in the area. While I am new to Duncan, I can already appreciate how open and welcoming this community has been to me and my family. ”



DAEDF Board of Directors at the 2022 Annual Membership Meeting

BOARD OF DIRECTORS

Dennis Loafman, Chairman
Red River Technology Center

Rick Braught, Vice-Chairman
The Territory

Hal Labyer, Treasurer
Arvest Bank

Kevin Stewart, Secretary
Halliburton

Bill Gossett
Attorney at Law

Joe Hill
The Chickasaw Nation

Bryce Hooper
Cotton Electric Cooperative

Jay Johnson
DRH Health

JP Peacock
BK Equipment/Black Foot Services

Chad Simpson
Dream Team Prosthetics

Kim Meek
City of Duncan

Mayor Robert Armstrong
City of Duncan Ex-Officio Member

Shepherd & Shepherd
Shores Dental Company, PLLC
Simmons Center
Smith Dressler Electrical Services
Southern Machine Works, Inc.
Stephens County Abstract Co.
Stephens County Dental Society
Stone Law Firm
The Territory
Universal Fidelity Life Insurance Co.
Valco, Inc.
Wal-Mart Store #1116
Whitten Insurance
William A. Gossett, Attorney At Law

OUR MISSION STATEMENT

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

THANK YOU MEMBERS!

Arvest Bank	Halliburton Energy Services
AT&T	Hope Equipment & Construction
BancFirst	IBC Bank
Billingsley Ford of Duncan	Insurance One
Bishop Electric, Inc.	Jayna Johnson, P.C.
Blackfoot Services, LLC	Jimmy Cooper
BlueArc Innovations	Jones Oil Company
Cameron University	Kelly Kirkland
Chickasaw Nation	L.E. Jones Production
City Mart Enterprises, LLC	Leach & Sullivan
Cotton Electric Cooperative	Legacy Bank
Davis Air Conditioning, LLC	Legal Shield
DeHart Air Conditioning	M.J. Lewis & Associates
Dolese Bros. Co.	Mack Energy Company
Dream Team Prosthetics, LLC	Marlow Economic Development Authority
DRH Health	Murphree Real Estate
Duncan Banner	National Rural Water Association
Duncan Builders Supply	NOV / Wilco
Duncan Power/DPUA	Perkins Energy Company
Elk Crossing / Gregston Nursing & Rehab	PGM Processing LLC
Ellis & Buckholts	Pinnacle Site Development
Ellsworth Electric	Public Service Company of Oklahoma
Endurance Federal Credit Union	Punneo Plumbing Company
Family Dollar	Red River Technology Center
First Bank & Trust Co.	Rightway Manufacturing Solutions, LLC
First National Bank in Marlow	Sellers Air Conditioning, Inc.
Fortney Construction, LLC	Sensia
Four D	

JOIN TODAY!
OK-DUNCAN.COM

Duncan Area Economic Development Foundation

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PANDEMIC GRANT RECIPIENTS

- Dream Team Prosthetics, LLC
- Stan's Tax & Accounting
- Allison's Flooring America
- Fortney Construction, LLC
- Desperado Sound Recording Studio
- The Comanche Times
- Chisholm Mills Construction
- Bishop Electric - James Bishop
- Pink Rebel Clothing Co.
- Parrish Coins
- Robinson Fencing
- LaFortuna Restaurant
- Donald C Rice, Optometrist, Inc.
- Red Diamond Fashions
- Bray Store, LLC
- Payne Jewelry, Inc.
- PPR Dental Lab
- Chisholm Trail Sporting Clays
- Sumac Trading Co.
- Murphree's Wine & Spirits
- Coaches Corner, LLC
- Branded Apparel, LLC
- The Rockin Bell, LLC, DBA Cotton Blossom Winery
- Sundown Travel Service, LLC
- LNJ Ranch, LLC
- Days Inn Hotel - Prama Investment, LLC
- Equitable Advisors/Henderson Agency
- Hammond Veterinary Hospital, LLC
- Catalyst Nutrition & Fitness
- Xtreme Thunder Cheer Company
- Duncan City Donuts, LLC
- Kressie Sanders - Hairstylist
- Lori Fritts - Hairstylist
- KC's Kid Care
- Golden-Root, Inc. - The Palace & The Merchant
- Outlaw Carwash
- Creative Kids, LLC
- Cook Witty and Cornwell, PLLC - Tiffany Cornwell
- Speedy G's Convenience Store, LLC
- Two Bulls Performance Feeds
- DeHart Air Conditioning & Electronics, Inc.
- Nita's Flowers Shop
- Ringtail USA Monogramming & Embroidery
- Moore Massage Therapy
- Eclectic Echo & Company
- Kochendorfer Brewing Co, LLC
- Superior Auto Broker & Used Parts
- Stockmans The Cowboy Store, LLC
- John & Patricia Brown Revocable Trust
- The Territory, LLC
- Lippy Chic Boutique
- Weaver Clinics (The Hormone Clinic at DWC, LLC)
- Lucas Martial Arts & Fitness, LLC
- New Image Salon - Lacy Ramirez
- Low Cost Construction
- Shabby Chick
- Dr. Timothy P. Walker Optometrist
- Blessed Oak Farm, LLC (Wedding & Event Venue)
- Justus Plumbing, Inc.
- Timeout Fitness, LLC
- Smith-Dressler Electrical Services
- 318 Salon
- Cedar Cove Studio Arts
- Four D Corp
- Driller's Night Club / Driller's Sports Bar & Grill
- Circle J Trucking, LLC
- Buzzards Nest Antiques & Gifts
- Hillside Motors, LLC
- Debbie Duggar Visuals, LLC - Deborah Duggar
- Debs Quilt Shop
- Jonny's at Oak Tree, LLC
- Red Dirt Apparel
- Southwest Dental Group, PC
- Santa Fe Machine, LLC
- Wishbone Scratch Kitchen
- McNair Tires & Alignment
- Baby Glam & Mama Too, LLC
- Tangles Salon
- The Hive Salon
- The Hive Salon
- Prairie Rose Boutique
- Lereve Energy Services, LLC
- KP's Trucking, LLC
- Crutcher's Western Wear - Mark Crutcher
- Scissoroom - Robin Allen
- Chisholm Trail Community News
- Duncan Wood Works, LLC
- S&S Amusements
- Jones Monument Co.
- V's Elite Cleaning Systems
- Shores Dental Company
- Ginger Jar of Duncan, LLC
- Alaniz Machine, LLC
- Re-Fined Hair & Makeup Salon
- 7th Street Bar (Wallstreet)
- Byford Finance Co., LLC
- Alaniz Machine, LLC
- Reggie Pennypacker - Pennypacker Family Care
- Daybreak Diner
- Sooner Steam Cleaning & Power Washing
- Scissortail Graphics DBA Scissortail Printing
- Liberty Bit Co., LLC
- Integrity Energy Services, LLC
- Duncan Family Eye Care, Inc.
- The Vault
- Bill's Locksmith
- Van Marshall Studios
- Holiday Inn Express & Suites
- Hair By Vern - Veronica Graham Hairstylist
- Ellsworth Electric, Inc.
- Timmins Service, LLC
- Mud Creek Creations
- ACE Driving Academy Duncan, LLC
- Spider Well Service, LLC
- 3B Industries, Inc.
- Harmony Medi Spa
- Eagle Iron & Metal
- Talina Davies - Hairstylist
- Duncan Bounce Company, LLC
- T's Pilot Car Services - Timothy P. Woodson
- Hot-Line Electric Service Company, LLC
- Snack Shack (in Chisholm Mall)
- Trinity Technologies, LLC
- Cowboy Grill Cleaning, LLC
- Old 81 Tattoo
- Section 37 Surveying & Mapping
- Heartbeat Dance Studio
- Lemon Grove Child Care & Learn Center, LLC
- Angel Nail's
- 24K Salon & Lash Studio
- Hines Ballpark - Duncan Girls Softball
- Duncan Inn - Shilpa Corp.
- Duncan Golf & Tennis Club