

# FAST TRACK TO SUCCESS DUNCAN

AREA ECONOMIC DEVELOPMENT FOUNDATION

Duncan Area Economic  
Development Foundation  
**2015**



Spec Building Ground Breaking  
January 2014

## 2014 - A YEAR OF ACCOMPLISHMENTS & MORE TO COME!



Lyle Roggow  
President

Serving as the President of Duncan Area Economic Development Foundation (DAEDF) for the past eight years has been rewarding, I am extremely proud to reflect back and marvel at the accomplishments made by this organization and community. As a result of our hard work and dedication, DAEDF continues to receive accolades from across the state. We are seen as the model and standard by which other communities are seeking to replicate their program.

Most economic development programs have the standard recruitment and retention of businesses as their goal. Our program takes on other economic dimensions including workforce development, property management, real estate development and small business development in our incubator. Having all these items in our scope of work creates a very robust economic development organization.

Our ability to continue passing economic development sales tax elections is also a strong indicator of the commitment by Duncan voters. This year, we split those proceeds with the City of Duncan to assist in the enhancement of infrastructural needs within the community. The passage was with a 71 percent approval rating. We appreciate the community's support as we continue to help Duncan and the surrounding areas prosper. *Continued on page 3*

## Company to Bring 65 Jobs to Duncan



Duncan Recycling and Refining Announcement

In October 2014 DAEDF announced a new business would locate in our area. Duncan Recycling & Refining (DR2) is a manufacturing company bringing excellent jobs with benefits to our community.

The company will invest nearly \$8M in establishing a state of art platinum group metals refining process. This location will recycle and process spent automobile catalytic converters and capture platinum group metals.

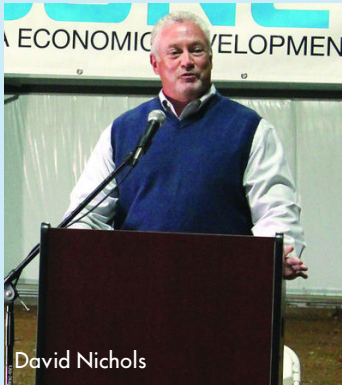
The plant will process about 12,000 pounds of material per day, about 6,000 individual converters. This business will occupy the spec building that was built by DAEDF in January 2014 at 1450 Boren Boulevard in the North Industrial Park.

The new 21,875 square foot building placed the new company on the *Fast Track to Success* in Duncan, Oklahoma.

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## ... 65 Jobs to Duncan



David Nichols, President of DR2, stated that "There have been many outside influences that were encouraging us to locate outside of Oklahoma. This building was a major part of the calculus for us in deciding to locate our business in Duncan. And, without the support of Lyle Roggow, President of DAEDF, we would not be here today. In addition, we are very appreciative of the help and support we received from Robert Petersen, President of First Bank & Trust Co. of Duncan, and Kenny Quigley from the USDA, and many others."

DR2 was founded by David Nichols, along with two other partners: Mark Spradling and Steve Threet. When the plant is fully operational by the Fall of 2015, they will employ about 65 full time employees. Within one year after the plant opens, additional refining equipment will be added taking the facility up over 100 employees. The salaries will start at 1.5 times the average county wage.

# A YEAR OF ANNOUNCEMENTS MEASURABLE IMPROVEMENT IN INDUSTRIAL DEVELOPMENT

## Widening of 2nd Street Complete

The widening of 2nd Street just south of Halliburton Manufacturing has taken considerable time. After working through the process to get an Industrial Access Road Grant from Oklahoma Department of Transportation, DAEDF, Stephens County Commissioners, and the City of Duncan have begun moving forward to help our community's largest employer with this safety concern. While the scope of this project seems small, the long-term impact is large. Halliburton is Duncan's largest employer. They have an estimated 2,700 employees working in the Duncan facilities from across Stephens County and beyond. The cost for a safety turning lane is small in comparison to the recent capital investment projects of \$39 million that have been made into the Duncan Manufacturing facility.

## Duncan Machine Products

DAEDF assists our existing businesses with their needs and growth opportunities. This is done through our Business Retention Program and solid relationships with our local businesses. Because of these efforts, Duncan Machine Products moved their operations into a once vacant facility on 2nd Street in December of 2013. They will grow their employee count to 25 with an average wage of \$50,000.

## Total Safety

Total Safety, an oil field service company has occupied space inside the Duncan Center for Business Development for the past year. They have seen tremendous growth in the demand for services, which increases the demand for employees. Currently, they have seven employees working out of this location. Because of this growth, they need their own independent location to continue growing business opportunities in the area.

## Rockwater Energy Solutions

During the past year, DAEDF sold land to Rockwater Energy Solutions for their future business expansion. This project has taken five years to complete with quantity of land and price being a small component of the decision. We look forward to sharing more information as the company moves forward.

## Cameron Measurement Systems

Cameron Measurement Systems leases their facility from DAEDF. They are seeking building improvements, which will aid in making major building expansion plans over the next several years. DAEDF's investment and Cameron's quality workforce have played a role in attracting new products to the Duncan facility.

## Family Dollar Celebrates 15 Years

The Family Dollar Distribution Center celebrated its 15 year anniversary in 2014! The Duncan Distribution Center (DC) has been in Stephens County and employing individuals since May 1999. Regional VP Dave Clevenger said of the first hires made in 1999, 69 are still employed at the center. Duncan's DC serves stores in Oklahoma, Texas, Kansas, Colorado, Nebraska, Wyoming, and Missouri. Thank you for choosing Duncan, Oklahoma, Family Dollar!

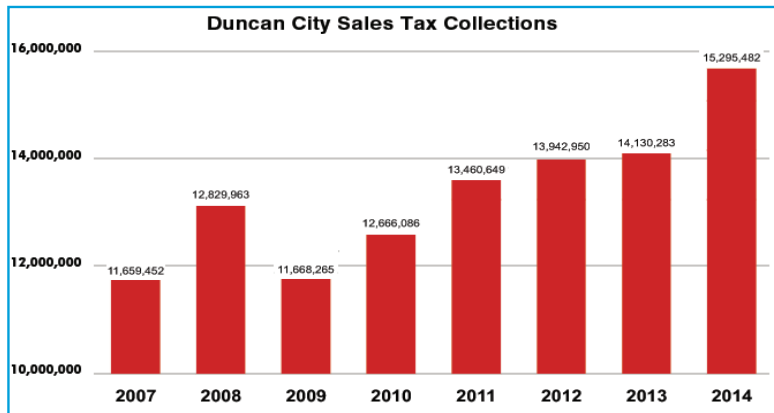


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### ... More to Come

Duncan's many positive economic indicators are important to highlight. These include increased sales tax collections, a 3.6% unemployment rate and growing average wages. Our region has benefited from the growth in the energy sector and leveraged our capital with the talents of our citizens.

DAEDF presses forward in helping area companies where we can make short and long-term impacts. We continue to lead other cities in addressing the nationwide shortage of skilled workforce by collaborating with our companies and educational institutions to better inform students about careers.

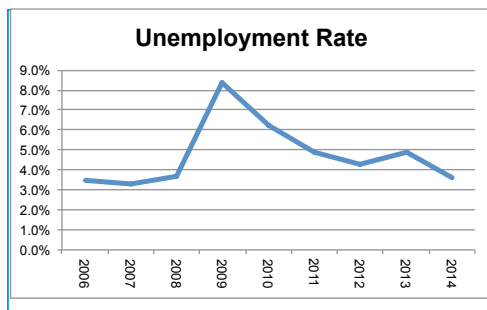


Source: Oklahoma Tax Commission

Now let's talk about what's in store for our area in 2015. Over the past five years the United States has become more energy independent by finding domestic oil and natural gas resources. For months media reported that oil prices are being pressured downward from foreign countries looking to drive the market lower and push U.S. oil companies out of business.

Paying less at the pump will create a negative reaction for several sectors of the economy. With lower oil prices come a reduction for equipment, which impacts the number of workers needed to produce products. As a result, our local unemployment rate may increase and the economy slow-down just a bit.

Even in these changing times, we will see new business start-ups. During our last economic downturn many decided to control their own destiny by starting a business in the Duncan Center for Business Development. This trend is very typical for incubators across the country. Entrepreneurs are born from uncertainty and chose to use their knowledge to create and invent marketable products and services. Today, several of those Duncan companies have done very well and are ready to move into larger facilities.



Source: www.bls.gov

*Lyle L Roggow*  
Lyle Roggow  
President

## GoEngineer Kids Camp

The Duncan Area Economic Development Foundation (DAEDF) hosted a GoEngineer Kids Camp for ages 10-18 years in 2014.

The camp was free and provided basic introduction to SolidWorks 3D CAD design & Stratasys 3D Printing. This camp was a beginning block in preparation for a future in the manufacturing field. The Duncan host, and local marketing, was provided by the Duncan Area Economic Development Foundation as part of the Duncan, OK, "Dream It! Do It!" culture. "Dream It! Do It!" is a career pathway associated with the Manufacturing Institute and the National Association of Manufacturers (NAM). The Duncan camp was taught by Mr. Tandy Banks. Mr. Banks is an Elite Applications Engineer for GoEngineer. Other camps were held in Salt Lake City, St. George, Houston, Woodland Hills, Santa Ana, San Diego, Oklahoma City, Santa Clara, Dallas, Sacramento and Tulsa.



# Duncan Leads the Way

## Connecting Education and Industry Through Career Pathways

DAEDF is the leading economic development organization in the State of Oklahoma with the Career Pathways project. Duncan was selected in 2012 to pilot the program because of our robust manufacturing, energy and healthcare sectors, and having a Career Tech and a higher education branch campus. These partners include Duncan Public Schools, Red River Technology Center, our local manufactures and Cameron University. Other entities keeping a watchful eye on our success are Southwest Oklahoma Impact Coalition, Governor's Council on Workforce, State School Superintendent and Oklahoma Department of Commerce.

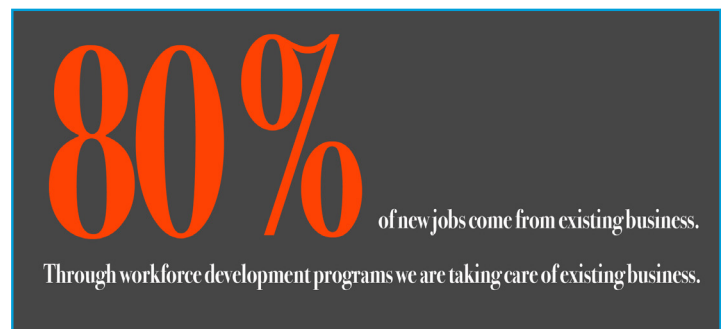
Developing this career culture would not have been possible without the leadership and vision of our past Duncan Public Schools Superintendent Sherry Labyer and her excellent staff. This career connection continues to get stronger each year.

A career pathways model is used to connect education opportunities with specific careers. Through this approach, individuals are able to identify an educational path through relevant courses, certificates and degrees to obtain the skills required by in-demand jobs. Employers, in turn, are able to clearly define their needs and develop a pipeline of talent.

While simple in concept, career pathways require the ongoing leadership and involvement of employers, educators and community leaders. For students, the result has been greater exposure to careers, beginning at an earlier age.

As a part of the professional development program, all-day Teacher Tours are done each year at Duncan's major manufacturing facilities to better equip teachers to help students make the connection between school and various career paths.

Experiences such as these, in the classroom and on the shop floor, have made the Duncan pilot a success and a model that is now being replicated by other communities in Oklahoma.



## Youth Engineering Contest Connects CO<sub>2</sub> Racing with Local Careers

The Duncan Area Youth Engineering Contest has been a big hit, thanks in large part to a strong desire to connect STEM learning with relevant careers and to involve the community. The first contest held in 2008 had 17 CO<sub>2</sub> car entries.

The 2014 contest saw 310 cars speed down the track. Of those 310 student racers, 12 high school students and 11 middle school students took home top honors in five categories: People's Choice, Fastest Car, Engineering, CO<sub>2</sub> Race, and Overall Winners. Additionally, the top three seniors were awarded Cameron University Scholarships of \$1,000, \$800, and \$600.

Students design and create their own CO<sub>2</sub> dragsters. The finished products and design drawings are judged and then they race down a 15-meter racetrack to the finish line.

Jeannie Bowden has been running the contest since 2011. She oversees contest rules; logistics; the car kits; promotion of the event, including solicitation of sponsors; and the recruitment of teachers, students, and volunteers. Contact Jeannie if you'd like to get involved.

## Teachers Get Inside Look at Industry

Several dozen high school teachers toured local manufacturing facilities this year and met with representatives from some of the area's most important employers to find out what the companies do, how they do it and what schools might do to better prepare students for jobs.

The manufacturing facilities toured included: Halliburton, Cameron Measurement Systems, MIC Group, Wilco Machine & Fab and Southern Machine Works.



The tours were organized by the Duncan Area Economic Development Foundation in partnership with the local companies, schools and the Southwest Oklahoma Impact Coalition. Together, we're all involved in piloting a "Career Pathways" program with goals to improve job prospects for young Oklahomans as well as the state's economic future by ensuring industries always have access to capable, motivated employees.



DAEDF has partnered with [www.nationjob.com](http://www.nationjob.com) to connect employers with employees! The site reaches millions of job seekers locally, regionally and nationwide. Employers save money and are able to post jobs at no cost, while workers find employment and their families are attracted and retained in our community.

### What are the benefits for employers?

- Significant savings on recruitment costs
- Save staff time
- Broaden recruitment reach to quality candidates
- Capture and update job seekers with your jobs on an ongoing basis.
- Public relations/promotion in local community

### What are the benefits for the community?

- Attract, retain quality workforce
- Resources to place trailing spouses
- Economic development impact
- Tools, assistance for alumni/students
- Help attract new businesses

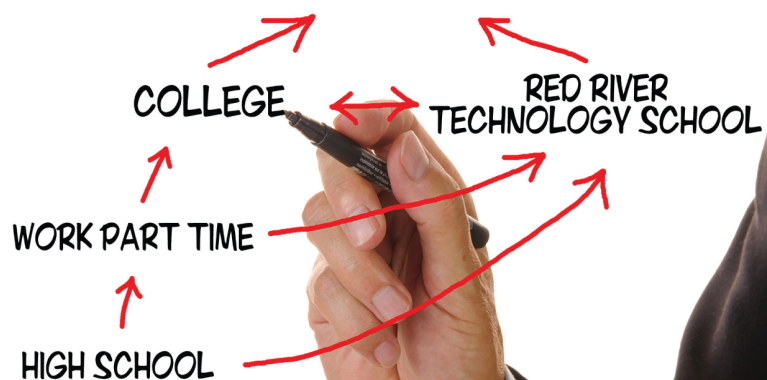
Featured employers include: *Philtek, Duncan Regional Hospital, Halliburton, and Southern Machine Works*

<http://www.nationjob.com/duncan-oklahoma-jobs>

## FAST TRACK TO SUCCESS DUNCAN AREA ECONOMIC DEVELOPMENT FOUNDATION

*Did you know that because of the ever-changing world, students now need to have a career plan/pathway before entering the 9th grade? Use the Interest Profiler at [okcis.org](http://okcis.org) to identify best-suited occupations, wages, job availability, and specific steps to lead you to success!*

### SUCCESSFUL CAREER/JOB



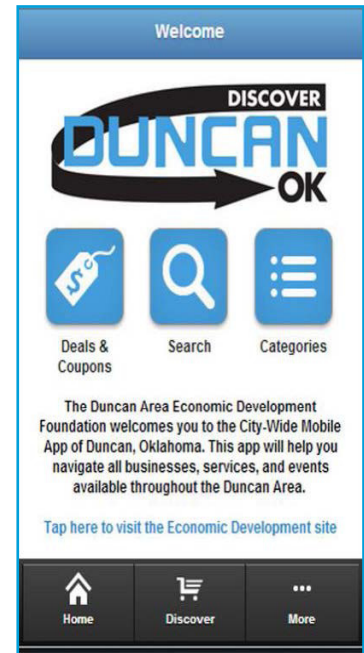
## Lt. Governor's Turkey Hunt



Duncan is one of six communities involved with the Lt. Governor's Annual Turkey Hunt. The hunt is an effort to market the state and the Duncan Area. Duncan has been involved since the event began in the 1980's. Hosting this event allows DAEDF to build relationships with consultants from several major market areas and companies planning to expand their operations. DAEDF is able to demonstrate our friendly, welcoming environment while educating our guests on the advantages of being in Oklahoma.

## Discover Duncan App

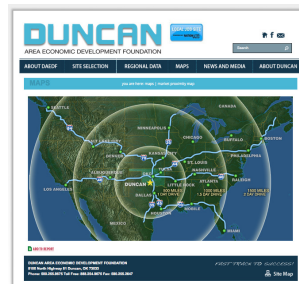
The Discover Duncan OK app makes it easy to locate and contact businesses, services, and events available in the Duncan Area. Businesses can provide sales/coupons and keep customers apprised of store updates, hours, and job opportunities. Customers can "follow" their favorite businesses to get the scoop first. Available for free on both apple and android devices.



## Check out our new website!

DAEDF launched a new website this year. Providing site location information, as well as resources to those in our community. Of special interest to locals is the Rental Property Listing data sheet which provides housing information for new families moving to the community, the Commercial Property Listing section for individuals needing to market a property, and the Duncan Area Job Listing's section.

Visit [www.ok-duncan.com](http://www.ok-duncan.com)



## A Community Working Together

### Tune in to KSWO's Public Access Channel

Host Lyle Roggow speaks with guests from the Duncan Chamber of Commerce, City of Duncan, Main Street Duncan, United Way of Stephens County, Duncan Tourism, Red River Technology Center, Cameron University, Chisholm Trail Arts Council, Stephens County Fair & Expo Center and other organizations to learn more about what's happening in our area. Inside Duncan airs Sundays at 12:30pm.



## The Duncan Center for Business Development – Helping Start-ups Grow!

*"I chose to locate in the DCBD because I knew I'd have the support I needed to build my company. By setting up my offices in the DCBD I actually have more resources available to me than I expected, but the best part is being surrounded by other start-ups with similar issues."*

**RENEGADE TRANSPORT**

Robert Anderson,  
Renegade Transports

DAEDF's incubator, the Duncan Center for Business Development (DCBD), was established to grow and improve the success of startup and early stage companies. DCBD has six businesses located in the facility: Completion Science, ECH Corp., Fikes Engineering, Philtek Services, Raptor Oilfield Controls, and Renegade Transports. Each started with just one or two people and has grown, employing between two to seven people.

The goal of incubators is to get new businesses established and self-sufficient enough to move into their own facility. We look forward to announcing the growth of companies currently in the DCBD as they enhance Duncan's economy.

The DCBD is managed by Nicole Punneo who this year became a Certified Business Incubator Manager through the National Business Incubator Association.

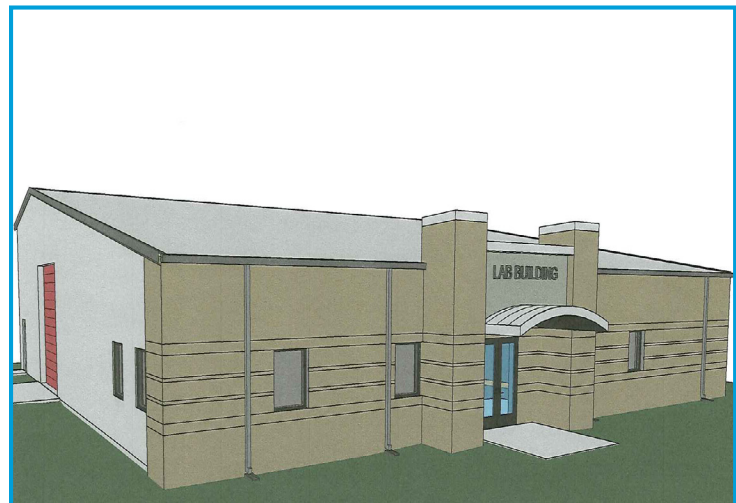


*Artist rendering of the new and improved business incubator.  
To grow start-up companies a new facility is needed.*

## Anticipating Growth

When companies look to expand or relocate, the first thing they look for is available buildings within a geographic region. This was the case with DR2 (see cover story). As a result of our advanced planning, we had a building available to recruit a great company.

In anticipation of additional growth within our community, in the coming year we will build three diversified lab buildings. They will support companies with offices and shop/lab space for 10-15 person businesses. This will give incubator tenants like Completion Science, Fikes Engineering, Raptor Oilfield Controls and other growing companies the next location to call "home".



# FAST TRACK

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Development Foundation**  
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A Year of Accomplishments and more to come.  
DR2 to Bring 65 Jobs to Duncan  
Measurable Improvement in Industrial Development  
Family Dollar Celebrates 15 Years  
GoEngineer Kids Camp  
Duncan Leads the Way  
Youth Engineering Contest  
Teachers Get an Inside Look at Industry  
Lt. Governor's Turkey Hunt  
Spec Building  
Helping Start-ups Grow

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## FAST TRACK TO SUCCESS **DUNCAN** AREA ECONOMIC DEVELOPMENT FOUNDATION

### DAEDF Board Members

**Chairman:** Greg Shepherd (Shepherd & Shepherd, CPA)  
**Vice-Chairman:** Jay Johnson (Duncan Regional Hospital, President & CEO)  
**Secretary:** Dennis Loafman (Red River Technology Center, Superintendent),  
**Treasurer:** Terry Snider (Perkins Energy, Vice President of Production/Co-Owner),  
Brent Bostick (City Mart Enterprises, Owner), Robert Petersen (First Bank & Trust Co., President),  
Marilyn Hugon (Mack Energy, Director), Joe Pierce (R & S Drug #3, President),  
Jay Watkins (Leach, Sullivan, Sullivan & Watkins, Attorney)  
Tommy Jones (Stephens County Industrial Authority & Jones Oil Company, Owner)

### Staff

Lyle Roggow, President  
Jeannie Bowden, Business & Industry Specialist  
Nicole Punneo, Operations Manager



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