

THE CHAMBER REPORT

PARTNERS IN EDUCATION begins another school year

Volunteers raise
RECORD \$3.6 MILLION

MEMBER ROI
small business services

Young entrepreneurs finding
SUPPORT, SUCCESS

+Ideas for a
family staycation

TULSA REGIONAL CHAMBER

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EVENTS

8.26.13

CONGRESSIONAL FORUM FEATURING U.S. SEN. TOM COBURN

Wyndham Hotel - Tulsa
10918 E 41st St.
8-9 a.m.

8.28.13

ONEVOICE LEGISLATIVE SUMMIT

DoubleTree by Hilton Tulsa, Warren Place
6110 S. Yale Ave.
7:30 a.m. - 12:15 p.m.

9.5.13

STATE OF THE CITY

Cox Business Center
100 Civic Center
Noon - 1:30 p.m.

9.10.13

BREAKFAST NETWORK

Wyndam Hotel - Tulsa
10918 E. 41st St.
7:30-9 a.m.

9.12.13

PARTNERS IN EDUCATION KICKOFF

DoubleTree by Hilton Tulsa, Downtown
616 W. 7th St.
7:30-10 a.m.

9.24.13

SMALL BUSINESS FORUM

Tulsa Tech, Lemley Campus
3420 S. Memorial Drive
7:30-9 a.m.

Reserve your space online at TulsaChamber.com or call 918.560.0212 for more information.

Thank you, Tulsa region

Area businesses contribute record \$3.6 million to Chamber through annual Resource Campaign

Twenty-four corporate teams consisting of 160 volunteers sold sponsorships to the Tulsa Regional Chamber's programs, meetings, events and publications to raise \$3,600,808.

CONTINUED ON PAGE 4



Resource Campaign leadership and staff revealed the total raised at a victory celebration in June.

TULSA REGION CONTINUED FROM PAGE 3

It is the largest amount ever raised during the annual 10-week Resource Campaign. The funds will support approximately 25 percent of the Chamber's annual budget.

"Each year, the campaign reports significant revenue growth – all of which is returned to Chamber members and the community in the form of business-building initiatives," said Jake Henry Jr., 2013 chair of the Tulsa Regional Chamber and president and CEO of Saint Francis Health System. "This record-setting campaign is an enormous vote of confidence in the Chamber's strategic direction and the extraordinary work being conducted by the professional staff and civic volunteers."

Now in its 19th year, the Tulsa Regional Chamber's Resource Campaign is considered a top model program by chamber peers and is the second largest campaign of its kind in the nation.

"What an accomplishment for the volunteers who secured sponsorships from the hundreds of regional companies that support the Chamber," said Dave Kollmann, chair of the 2013 Resource Campaign and division president for Flintco, LLC. "I am appreciative of the team that exceeded our goal of \$3.2 million, and am continually impressed with

the Tulsa region for its unwavering support for the nation's No. 1 chamber."

Revenue generated through the campaign underwrites the Chamber's program of work in the areas of small business and entrepreneurship, education, workforce attraction, advocacy, and member services such as referrals and networking events. It also helps fund the contributions the Chamber makes to its regional economic development program, Tulsa's Future, and to its regional tourism development program, VisitTulsa.

Mike Neal, the Chamber's president and CEO, said the organization's staff and board of directors are overwhelmed by the tremendous response and support from the Tulsa regional business community year after year.

"I'm amazed and extremely grateful every year at the dedication of our campaign volunteers and the investment our members commit to the Chamber through the Resource Campaign," Neal said. "This financial support assists us in fostering the growth and development of our community and the quality of life for our families."

"I'm amazed and extremely grateful every year at the dedication of our campaign volunteers and the investment our members commit to the Chamber through the Resource Campaign."

— MIKE NEAL, PRESIDENT AND CEO OF THE TULSA REGIONAL CHAMBER

Thank You

to our Resource Campaign leadership team, 160 incredible volunteers, countless sponsors and the Tulsa regional community.

Your investment in the Tulsa Regional Chamber is an investment in your community and the future of the Tulsa region.

SPECIAL THANKS TO

Campaign chair Dave Kollmann
Flintco LLC

Campaign co-chair Jim Bender
WPX Energy

And Vice chairs

Marilyn Ihloff
Ihloff Salon and Day Spa

Wade Edmundson
Summit Bank

Steve Mackin
Cancer Treatment Centers of America

David Stratton
JPMorgan Chase

HIGHLIGHT: The Chamber's first members

WHO WERE SOME OF THE FIRST TULSA-AREA COMPANIES TO JOIN THE CHAMBER? EACH ISSUE, WE HIGHLIGHT OUR LONGEST-STANDING MEMBERS.

CONNER & WINTERS

Why has your company believed in investing in the Chamber since 1937?

Conner & Winters was founded in 1933 to serve the emerging business community affiliated with the banking and booming oil and gas industries in Tulsa. Over the past 80 years, our firm has grown to include more than 100 attorneys in seven different offices. Our success is determined by the success of our clients' businesses. For that very reason, Conner & Winters supports the endeavors of the Tulsa Chamber. The Chamber is a valuable lifeline to area businesses and communities, and we are proud to be a long-time member and supporter.

How does your company strive to improve and contribute to the Tulsa community?

First and foremost, our firm strives to improve the Tulsa community by helping our clients to succeed and bring innovation. We closely identify ourselves with the business community and have always been seen as a resource for companies that need to navigate the legal waters to get to where they want to go. We have purposefully cultivated a reputation as an outstanding corporate citizen. Our attorneys and staff are involved with a multitude of philanthropic and civic-related organizations... Our firm also conducts an extensive fundraising campaign for the Tulsa Area United Way each year and ranks at the top of law firm support. Conner & Winters truly believes in the importance of giving back to the communities where we live and work.

In about two sentences, describe the company's goals and mission.

Conner & Winters strives to assist its clients in achieving their business objectives with personal attention, professional diligence and integrity. The firm will also reach out to help those in our community who are in need through pro bono and volunteer initiatives, because we believe commerce includes everyone.



Connor & Winters, circa 1950

SPONSORSHIP INFO

Sponsorships of the Chamber's program, events, publications and websites are available throughout the year. For more information, contact Karen Humphrey, director of the Resource Campaign, at karenhumphrey@tulsachamber.com or 918.560.0250.

From our ARCHIVES: 1969

Tulsa was asserted to be the nation's largest city without a state institution of higher education. For several years, the Chamber campaigned to change that, eventually throwing its weight behind a bill in the 1968 Oklahoma legislative session that would offer a solution. The bill was approved, and Tulsans were assured work on Tulsa Junior College (now Tulsa Community College) would begin early in 1969 with students enrolling by September 1970.

The Chamber, not yet done, promptly joined the Tulsa Medical Society to provide \$25,000 to a feasibility study for locating a medical college in Tulsa. Although the results of that action did not come immediately, it proved to be the opening round of ongoing legislative efforts that eventually resulted in Tulsa obtaining a branch of the University of Oklahoma Medical School, as well as Oklahoma State University's Center for Health Sciences. Both medical schools continue to grow and thrive in Tulsa today.



THE CHAMBER HOSTED THE ANNUAL STATE OF THE STATE ADDRESS FEATURING OKLA. GOV. MARY FALLIN WITH NEARLY 1,000 ATTENDEES AT THE COX BUSINESS CENTER JULY 12.

SOCIALLY Speaking...



@SEDCouncil : Have u registered 4 the SEDC Annual Conference? @TulsaChamber is rolling out the red carpet & u don't want to miss out!

@OnlineMBAPage : @TulsaChamber You're ranked as a Top 100 Most Social Media-Friendly Chamber of Commerce!

@arengland : @TulsaChamber's state of ed lunch speaker views ed through the lens of a child of a military family - consistency is important! #oklaed

@TulsaWorld : Tulsa Regional Chamber moving up in Tulsa, to 13th floor of Williams Center Tower I bit.ly/17rPreB @TulsaChamber

@AreaDevelopment : @vacuworx Invests \$10 million to expand its Tulsa #Oklahoma facility bit.ly/14VAjTY #econdev @OKcommerce @TulsaChamber #bizRE

Amanda_Clinton : At Southern Hills for the @PRSATulsa #SilverLink awards! @TulsaChamber is a big winner so far!

@GovMaryFallin : Great visit w/ @TulsaChamber, a partner in effort to build a more prosperous Okla! Thanks for support of Tulsa biz pic.twitter.com/pvMoWRcINb



Chamber FB

The improved TulsaChamber.com offers cool new ways to interact with us, like free downloads. Check out this one, the Choose Tulsa Relocation Guide, a great tool for anyone new to the area. <http://bit.ly/13C2U3j>

Back from the holiday weekend and looking for a way to get motivated? Gain new business leads tomorrow morning at the Wyndham Tulsa.

"Failing to create an Oklahoma Plan will undoubtedly result in increased cost-shifting to businesses and untold damage to our health care infrastructure as hospitals and health systems are forced to care for the uninsured on even smaller budgets." -Mike Neal, president and CEO of the Chamber, following the release of the final Leavitt report yesterday. Read more here: <http://bit.ly/14EioPP>

CHAMBER BLOGOSPHERE: ENGAGING YOUR CUSTOMERS ON SOCIAL MEDIA

Rachel Anderson Hill,
director of communications

Posted on: June 6, 2013

Is social media really rocket science in tricky, bite-sized disguise? How does one tweet or status update get shared/liked/retweeted and another, that you put a lot of time and effort into, get nada?

There's no single or simple answer to this one, but expert after expert will tell you an effective social media strategy is about creating online content that's brief, fun/interesting and is more about the audience than yourself.

I attended a public relations conference today where one of the speakers offered great advice our members companies - large and small - will find helpful. It is something we will implement on the Chamber's social media platforms as well.

With every post, remember this approach... There are three primary things that make people want to share or engage online: ego, info and emo(tion). People like to talk about themselves or share things they think they are the first to find (aka an awesome new stat you post on Facebook); people like to share useful information and ideas (think Pinterest!); and finally, people want to laugh, cry or feel any number of other emotions (humor is key).

What social media tactics have you found most helpful for your business? Please leave us a comment or post your favorite tip on our Facebook page.

-Rachel

For more blogs on a variety of topics written by Chamber staff and volunteers, visit TulsaChamber.com.



Ask the ECONOMIST

Q: What is the **economic impact of the health care industry** in the Tulsa region?

A: **Bob Ball**, economist and economic research manager, Tulsa Regional Chamber

Health care in most regional economies is considered a “local” industry, meaning the industry is not export-based and grows at the same rate as the population. Local industries include personal services such as hair salons and auto repair, and business services such as janitorial service.

If health care was a local industry in Tulsa, its average annual employment growth rate would be close to 1.2 percent. But health care in the 11-county Tulsa region is on pace to grow 2.1 percent in 2013. Employment growth that exceeds population growth is more reflective of export industries, or industries that export product and services and import dollars from outside the region. In a relatively large metropolitan area surrounded by rural areas of southeast Kansas, southwest Missouri, northwest Arkansas, and east central and southeast Oklahoma, Tulsa-area health care draws from a significantly large rural population for a sizeable part of its patient base.

Health care is defined as private and public hospitals, ambulatory services such as doctor and dental clinics, mental health services, and home-health and nursing-home care accounts for more than 10 percent of non-farm employment in the 11-county Tulsa region. The industry’s sheer size effects large impacts:

- » Every 10 employees in health care adds 7.4 additional employees in the local economy, 36 percent of whom work in industries that directly supply resources to the health care industry.
- » Every dollar earned by employees in health care supports the earning of an additional \$0.55 elsewhere in the Tulsa-area economy.
- » Each job in health care contributes \$59,184 to gross product of the 11-county region.
- » Each dollar of production in Tulsa-area health care supports an additional \$0.90 of production of goods and services elsewhere in the 11-county region.
- » One year’s activity in Tulsa-region health care supports total sales tax of \$158 million, \$74.5 million of which is local, and total property tax of \$86 million.

Impact Type	Employment	Total Economic Impact
Direct Effect	64,947	\$3,843,802,167
Indirect Effect	17,536	\$1,241,215,766
Induced Effect	30,824	\$2,219,623,497
Total Effect	113,307	\$7,304,641,430

Tulsa health care employment is 8 percent more concentrated compared to health care overall in the U.S., indicating that health care in Tulsa warrants a strategic effort to recruit and grow from outside the region. Tulsa-area health care is expected to grow annually through 2013 at a rate of 3 percent or more.

WE OUR VOLUNTEERS

▶ MAY VOLUNTEERS OF THE MONTH

Carl Novara, *Farmers Insurance*
*Novara Insurance Agency

Martha Hood, *Sam’s Club #8263*

▶ JUNE VOLUNTEERS OF THE MONTH

Kimberly Alsobrooks, *Holiday Inn*
Tulsa City Center

Jason Dieckman, *Bank of the Wichtas*
Mortgage Co.

Ami Frazier, *EasyTEL Communications Inc.*

Marvin Krueger, *Melaleuca, Inc.*

Ashley Neighbors-Massey, *Java Dave’s*
Executive Coffee Service

Whitney Parker, *Arthritis Foundation –*
Eastern Oklahoma Chapter

▶ QUOTA MASTERS

Kimberly Alsobrooks, *Holiday Inn*
Tulsa City Center

Casey Bacon, *Tulsa Federal Credit Union*

Brett Benge, *ChartMark Investments, Inc.*

Ron Benton, *Rove Pest Control Inc.*
of Oklahoma

Amanda Brown, *Tulsa Direct Mail, Inc.*

Jason Dieckman, *Bank of the Wichtas*
Mortgage Co.

Ami Frazier, *EasyTEL Communications Inc.*

Vicki Hidde, *Resume Source, Inc.*

Martha Hood, *Sam’s Club #8263*

Deb Karstens, *Home Creations*

Meschell Klinglesmith, *Career Point College*

Marvin Krueger, *Melaleuca, Inc.*

Joey Minick, *NotionBox Creative, LLC*

Ashley Neighbors-Massey, *Java Dave’s*
Executive Coffee Service

Carl Novara, *Farmers Insurance*
*Novara Insurance Agency

Whitney Parker, *Arthritis Foundation –*
Eastern Oklahoma Chapter

Lisa Waterman, *Waterman Insurance*

Robert H. White, *Plan Benefit Analysts*
of Tulsa, Inc.

National study shows value in CHAMBER MEMBERSHIP

A national study of 2,000 adults showed positive perception increases among consumers and business owners when a business is known as a member of the local chamber of commerce. Most indicators in the study conducted by The Schapiro Group, an Atlanta-based market research firm, increased since its original study in 2007.



“Businesses and communities across the country believe in their chambers of commerce, and we see that in the Tulsa region with the tremendous support we receive from our 3,000-plus members and partners,” said Mike Neal, president and CEO of the Tulsa Regional Chamber. “With great respect comes great responsibility, and our staff and volunteer leadership work every day to ensure our members are receiving a return on their valued investment.”

For more information or to view the Schapiro report, visit TulsaChamber.com.



Consumers are **80 percent more likely to buy** from chamber members

When consumers know a business is a chamber member, **favorability toward that business increases 49 percent**

Chamber membership **increases consumer awareness by 73 percent** and **local reputation by 68 percent**



86 percent of consumers believe local chambers of commerce help **create jobs** and **promote local economic development**

When consumers know a national restaurant franchise is a chamber member, they are **68 percent more likely to eat there**

When business decision makers believe a business is a chamber member, **favorability increases by 42 percent**, perceived **awareness** and **reputation grows to 78 percent** and **65 percent**, respectively, and the **likelihood of future patronage increases by 74 percent**

36 percent are more likely to consider buying insurance from a chamber member

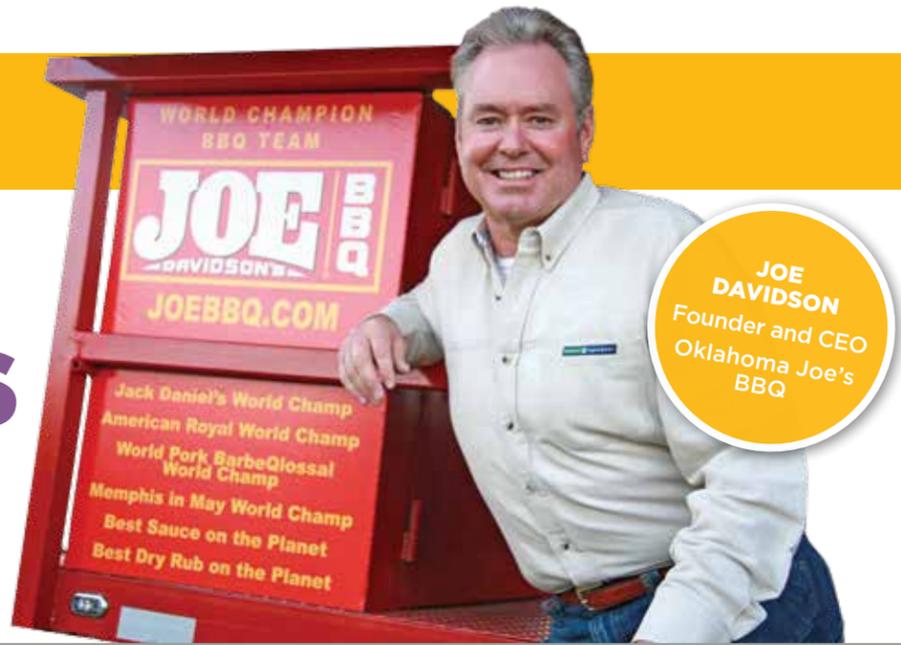


If a consumer has considered buying a car from a particular company, chamber membership **increases the likelihood of a future purchase of 44 percent**.

Source: The Schapiro Group

SPOTLIGHT:

Small Business Council



JOE DAVIDSON
Founder and CEO
Oklahoma Joe's BBQ

“Never settle for anything less than the best in yourself. It is so much easier doing something right the first time than doing it over again.” — JOE DAVIDSON

How long have you been a small business owner?

It all started back in 1985 when I was a graduate assistant at Oklahoma State University and saved up \$2,000 to build 12 smokers and took them to the Oklahoma State Fair. Well, when the smoke cleared and the fair was over, I had sold those 12 and had orders for 108 more smokers, thus Oklahoma Joe's was born!

What are the greatest challenges associated with small business ownership?

I would say the greatest challenge is sharing our mission, vision and goals with all current and new team members. I have always said that someone has to be the best in the world, so why can't it be us? Training and getting someone to believe they are the best in the world is certainly a challenge, but when you achieve it, it certainly is rewarding.

What do you find most rewarding about operating a small business?

My greatest reward is the ability to make and sell/serve our

community the best product in the world. Period. People enjoy excellence in every form, and when it is home grown, it's that much more special.

What advice would you give to any would-be small business owners considering starting a business in the Tulsa area?

Never settle for anything less than the best in yourself. It is so much easier doing something right the first time than doing it over again. Then find a mentor. There are some great seasoned business people out there waiting to make a difference in your life!

What have you experienced through your involvement with the Small Business Council?

It is always a good thing to spend time with other business people that share your same challenges and successes. It keeps you abreast of all aspects of running a better business and lends support when you need a helping hand. That's what my Small Business Council does for me.

Big benefits for small businesses

By Heather Davis, executive director of small business and BRE

As the region continues to grow, it's important for all of us to recognize small businesses are playing a major role in building the economy, creating two out of every three jobs in northeast Oklahoma.

We encourage area small businesses to get involved with the many resources the Tulsa Regional Chamber offers. With a variety of programs and tools available, there's a great fit for any small business. The Tulsa region is a great place to operate a small business — having just been ranked by Forbes as the No. 1 city for young entrepreneurs — and the Chamber strives to be a resource to budding entrepreneurs and established small business leaders alike.

Below is a short rundown of our top small business programs.

The **Chamber's Small Business Council** serves as the voice of northeast Oklahoma's thriving small business community. The council is made up of more than 30 local small business leaders, representing a diverse group of industries and business types. The group advocates for a healthier small business environment in the Tulsa region.

The **SourceLink** program connects entrepreneurs to free community services and provides a one-stop-shop for entrepreneurs and small business owners looking for business-building

83% of our members are small businesses

assistance. Through the online community calendar, anyone can get connected with the great educational and start-up events happening in Tulsa every month. Visit SourceLinkTulsa.com.

CEO Roundtables are groups of eight non-competitive CEOs (or equivalents) who serve as each other's advisory board and support unit. Roundtables are self-governing groups that meet monthly for at least two hours to share best practices and exchange ideas in a confidential setting. This is quickly becoming one of the most popular small business programs at the Chamber.

The Tulsa Regional Chamber also hosts monthly **Small Business Forums**. These events feature an industry expert discussing topics of great importance to the small business community, ranging from HR issues to government and regulatory issues that may affect the way small businesses operate.

For more information about the programs offered through the Tulsa Regional Chamber, visit TulsaChamber.com or contact our small business department at 918.585.1201.

tulsa's future VACUWORX PLANS TULSA REGION EXPANSION, ADDS JOBS

Vacuworx Global announced it is expanding its Tulsa-region operations with a new training facility in Tulsa and the addition of more than 40 local staff.

Tulsa-based Vacuworx, which provides pipe lifting systems for pipeline and other applications, plans to invest \$10 million in a 20,000-square-foot training center located at 10808 E. 55th Place. The firm recently purchased a building and land for the new center. Vacuworx also is expanding its workforce, with plans to add fabrication workers, machinists, sales staff and other employees.

"Vacuworx Global has experienced tremendous growth," said Bill Solomon, owner of the company. "As always, our focus continues to be on customer service and managing our growth in a strategic way."

The company said 25 of the new positions will be filled within the next 18 months and that an estimated 20 additional employees will be needed as the company continues to grow its northeast Oklahoma operation.

"We thank Vacuworx for its commitment to our region, and we congratulate them on their continued growth," said Tulsa Regional Chamber President and CEO Mike Neal. "Leading companies such as Vacuworx continue to thrive and expand their presence in the Tulsa region, positioning northeast Oklahoma as a leader in economic success."

Tulsa Mayor Dewey F. Bartlett, Jr., said he also is pleased with the growth Vacuworx has achieved.

"We are thrilled that this tremendous company is adding high-quality jobs and is growing its presence in Tulsa," Bartlett said. "Job creation and attracting capital investment are paramount to our community's success, and we are pleased to cultivate an environment in which firms such as Vacuworx can experience continuing growth."

Knighthen named SVP of communications

Chamber President and CEO Mike Neal announced the promotion of LToya Knighthen to the role of senior vice president of communications, leading the Chamber's team responsible for communications strategy, website development and digital media approach. Knighthen most recently served as vice president of communications for the Chamber, joining the public relations side of the Chamber in October 2011 after serving with the Chamber's government affairs team for two years.

"LToya has been an invaluable asset during her tenure here," Neal said. "Her ability to provide comprehensive public relations counsel, serve member needs through all forms of communications and manage a team of communications professionals makes her the ideal choice for a position on the executive management team, thereby helping to guide the strategic direction of the organization."

After graduating from the University of Oklahoma's College of Journalism, Knighthen began her public relations career working in an Oklahoma City boutique PR firm, Mitchell and Associates.

She then honed her public affairs skills at the Oklahoma Court of Appointed Special Advocates and the Office of Governor Brad Henry. To that end she managed constituent-related issues and was the main conduit of communication between health and human services state agencies and the governor's office.

"I am thrilled to join the executive team at the Chamber," said Knighthen. "Our region's future looks bright due to the efforts of the colleagues I have the pleasure of working with side-by-side each day. I am eager to lend my communications expertise to the executive management team's strategic direction for the organization."



**LTOYA
KNIGHTEN**
SVP OF
COMMUNICATIONS

Chamber communications team wins PRSA Tulsa SilverLink awards

The Tulsa Regional Chamber communications team attended the Public Relations Society of America Tulsa chapter SilverLink awards ceremony in June, joining Tulsa-area public relations and communications professionals for an annual recognition ceremony of high-quality work.

The Chamber communications team walked away with eight awards total, seven of which were of the highest recognition level, called a SilverLink.

"These awards are a testament to the hard work of our team and to the quality of the Chamber's program of work," said LToya Knighthen, senior vice president of communications.

The seven SilverLinks were awarded for various projects completed for membership, VisitTulsa, the Tulsa Sports Commission, Tulsa's Young Professionals, Tulsa's Future and the Chamber at large. Three SilverLinks were awarded for comprehensive campaigns, while four SilverLinks and one Award of Merit were given for individual tactics, such as printed collateral.

The Chamber regularly participates in professional recognition competitions to gain visibility and awareness for its mission, programs and the region.



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Tulsa
International Airport
Park with us.

Real Valet Parking

\$16 per day - Includes Tax.

918-664-1010 **Tulsa**
405-947-5499 **OKC**

**YOUR WORKSPACE
IS OUR BUSINESS**

SILVERLINK

Marketing Communications Campaign:
Membership marketing campaign

Social Media Campaign:
Bassmaster Classic

Community Relations Campaign:
VisitTulsa capital campaign

Creative tactic:
Bring It To Tulsa

Annual Report tactic:
2011 Tulsa's Future Annual Report

Brochure tactic:
The Forge brochure

Magazine tactic:
ChooseTulsa relocation guide

AWARD OF MERIT

Newsletter tactic:
Chamber Report

Young entrepreneurs find support at The Forge

With a low cost of living, available startup funding, abundant entrepreneurial resources and fast-growing businesses, it's no surprise Forbes recently named Tulsa the No. 1 city for young entrepreneurs. In an effort to cultivate these vibrant start-up opportunities, Tulsa's Young Professionals opened a business development center in 2010 called The Forge, which moved into its permanent home at 125 W. Cheyenne less than a year ago and is now at full capacity for private office space.



COLE CUNNINGHAM (L) AND TREVOR BARRIOS (R), CO-FOUNDERS OF SAPIEN BRANDS, HAVE BEEN TENANTS AT THE FORGE SINCE THE BEGINNING OF 2013.

MEET THE TENANTS

American International Commodity Exports is a buyer for commodities and life stock with two distribution centers internationally; vice president Kevin Stevens works from The Forge. He chose the TYPros business incubator for resources including SourceLink, Tulsa Regional Chamber membership, TEDC Creative Capital and the Oklahoma Small Business Development Center.

Greencap Industries is a modern building technique using excess shipping containers as the sustainable building block.

CEO Scott White and CFO Tim Belden utilize The Forge office in between spending time at their manufacturing facility, which is also located in Tulsa.

Medefy is a medical software company that plans to defy the cost of medical procedures by creating an application to compare price and quality. CEO Matt Scovil and COO Nathan Gilchrist said working from The Forge is a benefit because of the numerous and varied opportunities for internal and external networking, support for community relations, help in interacting with Chamber members who can help their business, and overall guidance in building a sustainable startup.

To learn more about their startup visit medefy.com.

Narrable is an online storytelling platform that increases engagement in and outside the classroom. Entrepreneur Dustin Curzon and his recently-hired first employee Cavett Binion recently held a focus group at The Forge to research development options. Curzon says the best part about The Forge is being around other companies who are on the same entrepreneurial journey. Visit narrable.com and try your first narrable for free.

SAPIEN is a brand experience agency whose client list includes a diverse mix of regional and national clients at various stages of development, including many local startups. Principals Cole Cunningham and Trevor Barrios agree that The Forge offers a unique platform where progressive thinkers can develop and share innovative business ideas that will someday empower Tulsa's economic engine. For more information about their company, visit sapienbrands.com.

Tubis, an operations research consulting firm focused on the gas utility industry, has been housed at The Forge since March. Owner Chien-Yu Lin said the most beneficial resource at The Forge has been its overall support of the entrepreneurial community. The value ranges from economical rent and utilities; the interesting and relevant speakers who discuss topics pertinent to startups; networking events that allow for serendipitous friendships and collaboration; and The Forge's interconnectivity to the other main pillars of the Tulsa business ecosystem such as the Chamber, i2E, TYPros, and investment communities.

The Forge partners on social entrepreneurship program

The Forge, Tulsa's Young Professionals' business incubator, continues to engage young entrepreneurial talent by collaborating on The Mine, a social entrepreneurship program designed to cultivate and create entrepreneurial talent while engaging in social innovation projects for the benefit of the community.

social entrepreneurship *noun*
[soh-shuhl] [ahn-truh-pruh-nur-ship]
the process of pursuing innovative and self-sustaining solutions to social problems



THE MINE

The Mine is a collaboration among The Forge; the George Kaiser Family Foundation, The Lobeck Taylor Family Foundation; and the University of Oklahoma Center for the Creation of Economic Wealth (CCEW).

CCEW, the organization that will administer The Mine, has been engaged in social innovation and developing entrepreneurial talent since 2006. Social entrepreneurs apply sustainable business principles in the process of inventing and implementing novel, scalable solutions to community issues.

"The CCEW approach brings a powerful combination of entrepreneurial business thinking to non-traditional social solutions," said Jeff Moore, executive director for CCEW, "and we've applied it

successfully across the globe. We're very excited to apply this thinking in our own backyard here in Tulsa through The Mine."

The Mine's Core Fellowship is a nine-month professional fellowship focused on offering participants an experience designed around collaboration, entrepreneurial thinking, and problem-solving skills. Ten Core fellows have been selected from 44 applications. The Core Fellows will work collaboratively in groups of five on a project of significant impact in Tulsa, with a seed fund grant of \$10,000. Fellowships starts in September 2013.

"Economic development depends on educating and retaining entrepreneurial talent in Tulsa and The Mine is a key component in attracting, engaging and enlisting entrepreneurial minds in our

community," said Elizabeth Frame Ellison, executive director at the Lobeck Taylor Family Foundation.

The Mine will be housed at The Forge to support the development and success of new and existing businesses.

"The Mine is a perfect partnership project for us," said The Forge executive director Brian Paschal. "The Forge and The Mine are both tools for keeping Tulsa's talented young entrepreneurs here. Our hope is that The Mine will expose our rich philanthropic community to the power of what entrepreneurship has to offer."

▶ For more information, visit TheMineTulsa.com.



CO-WORKING SPACES AVAILABLE

If you're self-employed, work from home or are starting a business plan, The Forge could be your office-away-from-home. In addition to the private tenant offices, there is room for up to 25 co-working tenants who can utilize a shared office, conference room, kitchen and amenities. Co-working tenants receive a pass to utilize The Forge between the hours of 8 a.m. to 5 p.m., Monday through Friday.

There is a one-time processing fee of \$10 for an electronic pass into The Forge; co-working tenants pay \$10 per day with no minimum or maximum usage. Situated in the heart of downtown, the office is a professional place for client meetings, bank meetings, brainstorming sessions and more. Applications can be found online at TheForge-Tulsa.com or contact The Forge executive director Brian Paschal for more details at director@theforge-tulsa.com.

TYPros offers professional development events for Tulsa's next generation of leaders



Tulsa's Young Professionals' goal is to keep talented leaders in the region, and while young professionals are diverse, most have the same goal: professional development. Because 20- and 30-somethings are interested in growing professionally, TYPros offers a wide variety of development events and series to help them.



THE L.E.D. SERIES

L.E.D., which stands for leadership, education and development, offers TYPros members the opportunity to excel in the workplace by growing on a personal level. A recent event taught attendees how to define and build a personal brand in order to set themselves apart from competitors. Another event, called Talent2Strength, shared tips from a local program that helps individuals leverage both personal talent and talent within a team effort.

relocated young professionals and TYPros members to showcase opportunities specific to Tulsa. The three-part series included a segment showcasing Tulsa from the viewpoint of a lifelong Tulsan, a Tulsa-transplant and a Tulsa rebound. The second event taught the tricks of employment from the human resources standpoint, and the final event brought attendees face-to-face with representatives from the 15 largest industries in Tulsa ranging from aerospace to communications.

such as Utilizing LinkedIn for business promotion and Social Media for Start Ups.

OTHER GREAT EVENTS

TYPros also offers targeted development events such as the Business of Art series, which teaches local artists how to make a living on their artwork; the Board Intern series, which places TYPros members on 80-plus nonprofit boards to give young professionals experience with community



JEFF STAVA WITH THE TULSA COMMUNITY FOUNDATION SPOKE CANDIDLY ABOUT HIS WORK AT ONE OF THE RECENT TYPROS "UNPLUGGED" EVENTS.



UNPLUGGED

This series gives members insight into the lives of community leaders in an intimate way, offering a glimpse into the non-textbook lessons behind a variety of industries; speakers are asked to discuss their work candidly. Past speakers for this series include Scott Booker, manager of the Flaming Lips; Paula Marshall, CEO of Bama Companies; Felicia Collins-Correia, CEO of YWCA Tulsa; and a variety of candidates and elected officials.

FORGE AHEAD

The Forge Ahead lunch series is held at TYPros business development incubator, The Forge, and offers entrepreneurs specific lessons toward starting a successful business. The monthly event has covered topics such as Beyond the Business Plan, which taught the steps for start-ups after the plan is written. Other events include the use of online mediums for entrepreneurs

leadership; and the quarterly Leadership Through Legislation events, which teach members about political advocacy and offer opportunities to interact with elected officials.

For more information about TYPros' professional development events, visit TYPros.org.

NEW VIDEO TELLS VISUAL STORY OF TYPROS

Visit TYPros.org to view a new TYPros video that shares the basics about Tulsa's Young Professionals.





LEAVITT REPORT: Affordable Care Act + Oklahoma

After much anticipation among the business and health care community, the state has released a report from the consulting group Leavitt Partners outlining a set of proposals on how Oklahoma can expand access to low-income uninsured residents throughout the state. The report comes after a six-month study of the state's current Medicaid system and Insure Oklahoma program.

The most notable recommendation contained within the report suggests the state utilize Insure Oklahoma to expand access to insurance throughout the state. Insure Oklahoma was approved by the legislature in 2004, and then approved for funding by voters statewide who chose to increase the sales tax on tobacco products to support the program.

Under the proposed plan, the state would leverage federal tax dollars to expand access to all Oklahomans below 138 percent of the federal poverty level; the proposal also recommends individuals above this income threshold currently served by state programs be allowed to gain access to private insurance via the health insurance exchange. The plan mirrors one currently being implemented in Arkansas, which uses a premium support model to allow low-income residents to access private health insurance plans.

Key components of the proposed Insure Oklahoma expansion include:

- » Incorporating a health home model and adding specific health home benefits;
- » Using care coordination and behavioral health benefits to reduce barriers to achieving individual accountability;
- » Imposing maximum allowable cost sharing, and utilizing appropriate reductions in cost-sharing requirements to incentivize positive health choices; and
- » Implementing new payment strategies that incentivize providers to be efficient and to focus on improved patient and overall health outcomes.

Expanding access to insurance for low-income workers has been a top priority for the Tulsa Regional Chamber. At a July 17 Health Care Forum on the Leavitt Report, the Oklahoma Health Care Authority's director of planning and performance, Buffy Heater, provided an overview of the recommendations within the report, and was joined by Sen. Brian Crain of Tulsa and Rep. Arthur Hulbert of Fort Gibson to provide legislative prospects for implementing recommendations within the Leavitt Report.

EMPLOYER MANDATE DELAYED UNTIL 2015

The Obama administration announced the delay of the employer mandate provision of the Affordable Care Act, which would have required all employers that have 50 or more full-time employees to provide insurance that met affordability and minimum value standards, or face penalties.

The delay of the mandate prolongs implementation of the provision until January 2015 in an attempt to provide employers more time to assess whether or not the provision impacts their businesses and also to allow the administration further time to evaluate and revise rules regarding the implementation of this provision.

"This announcement comes as a welcome relief to businesses, as many throughout the U.S. have voiced concern over their ability to comply with the law by January 2014," said Mike Neal, president and CEO of the Tulsa Regional Chamber. "We are hopeful this additional year will provide the federal government time to reevaluate reporting requirements and other issues associated with the employer mandate and make improvements that will lessen the burden on businesses."

TULSA COUNTRY CLUB — A Unique Blend of Family and Business!

The past few years have been some of the most eventful in Tulsa Country Club's expansive history. Recent renovations to both the clubhouse and the golf course have transformed the Club from the oldest in Tulsa to the newest!



This transformation has not been limited to the recent facility and golf course makeover. The most significant transformation has been to the dynamic of the membership community itself.

"Tulsa Country Club has for many years been well known for having a championship caliber golf course right next to downtown. It has always been so convenient for Tulsa's business executives to use the Club to entertain clients and escape the office," explains TCC's Director of Membership & Marketing, Greg Holley.

"What has changed the past few years has been the number of new families that have joined the Club, with recreation as the primary reason. Entertaining customers

is often now just an excellent side benefit of membership," continues Holley.

An example of this has been the significant growth in three membership classifications - Social/Fitness, Junior (34 & under) and Intermediate (35-39). "These three classifications have more than doubled since the clubhouse was renovated in 2010! It's been fun to see the culture of the club change while at the same time not negatively affect our core group of members." says Holley. "If anything

the Club's family focus has been embraced. Our members understand that having a diverse blend of membership benefits just enhances the long-term sustainability of the Club."

Golf, fitness, swimming, dining... who says business can't be fun!

For more information about Tulsa Country Club, please visit their website at www.tulsacountryclub.com or call 918-585-8151.

REGIONAL LEGISLATIVE SUMMIT: MAKE AN IMPACT.

Join the Chamber for the annual Regional Legislative Summit where attendees will decide the 2014 Regional OneVoice agenda. Following presentations and discussions with staff and peer attendees, groups will prioritize a list of 10 state and 10 federal issues that will make a difference to Tulsa-area businesses and citizens.



Regional Legislative Summit Wednesday, Aug. 28

7:30 a.m. - 12:15 p.m.
Double Tree by Hilton - Warren Place
6110 S. Yale Ave.

Seating is limited. For more information, visit TulsaChamber.com or call 918.560.0212.

Making a difference IN THE LIVES OF TULSA STUDENTS

For 30 years, the Chamber's Partners In Education program has connected Tulsa-area companies and their employees to the schools, teachers and students who need them.



Tulsa businesses have a vested interest in the academic success of regional schools from preschool to secondary education and training. The effect is a directly-impacted local talent pool - a talent pool that is the future workforce of Oklahoma.

This concept is not lost at the Tulsa Regional Chamber, which dedicates many resources to education and workforce to ensure that not only are high-wage jobs available in the region, but that we have the skilled people to fill them.

Partners In Education is an extension of this belief. Partners In Education, a collaborative program organized at the Chamber to put volunteers in Tulsa Public School classrooms, recently celebrated 30 years of service in Tulsa. Originally named Adopt-A-School, the concept of utilizing the professional community to support student-development in the classroom originated at the White House.

President Ronald Reagan hosted an education symposium in the early '80s to discuss the viability of business professionals enhancing learning by volunteering in classrooms and thereby ensuring students spend more time on-task. The idea to bring non-teachers into schools was an original concept, but one that resonated with the business community.

Following Reagan's education symposium, a group of TPS administrators,

sponsored by the Chamber, visited an Adopt-A-School program in Dallas to begin constructing a similar plan for Tulsa and in 1983, the program took flight. The first business to partner with TPS was the Public Service Company of Oklahoma, which has partnered for the program's full three decades.

Today the program boasts hundreds of partnerships. Business and nonprofit organizations offer volunteers to read in the classrooms, spend time mentoring students and offering other types of classroom assistance, including financial and in-kind donations.

The Chamber's education department is seeking new partners and volunteers for all of its education and workforce-related programs. Volunteer opportunities are flexible and range from annual commitments to weekly commitments; businesses can select schools based on age, location or personal connection and a tour can be scheduled before committing to a school.

For more information or to get involved, contact education program manager Kuma Browne at 918.560.0218 or kumabrowne@tulsachamber.com.

COLLEGE ACCESS CAREER READINESS

Another secondary-education program organized by the Chamber utilizes volunteers as classroom 'coaches' who work through a curriculum with students to help determine career-goals. In College Access Career Readiness (CACR), the coaches mentor students by sharing life experiences with each other. Coaches stress the importance of setting and tracking goals and accomplishments so that students are prepared and equipped for post-secondary endeavors.



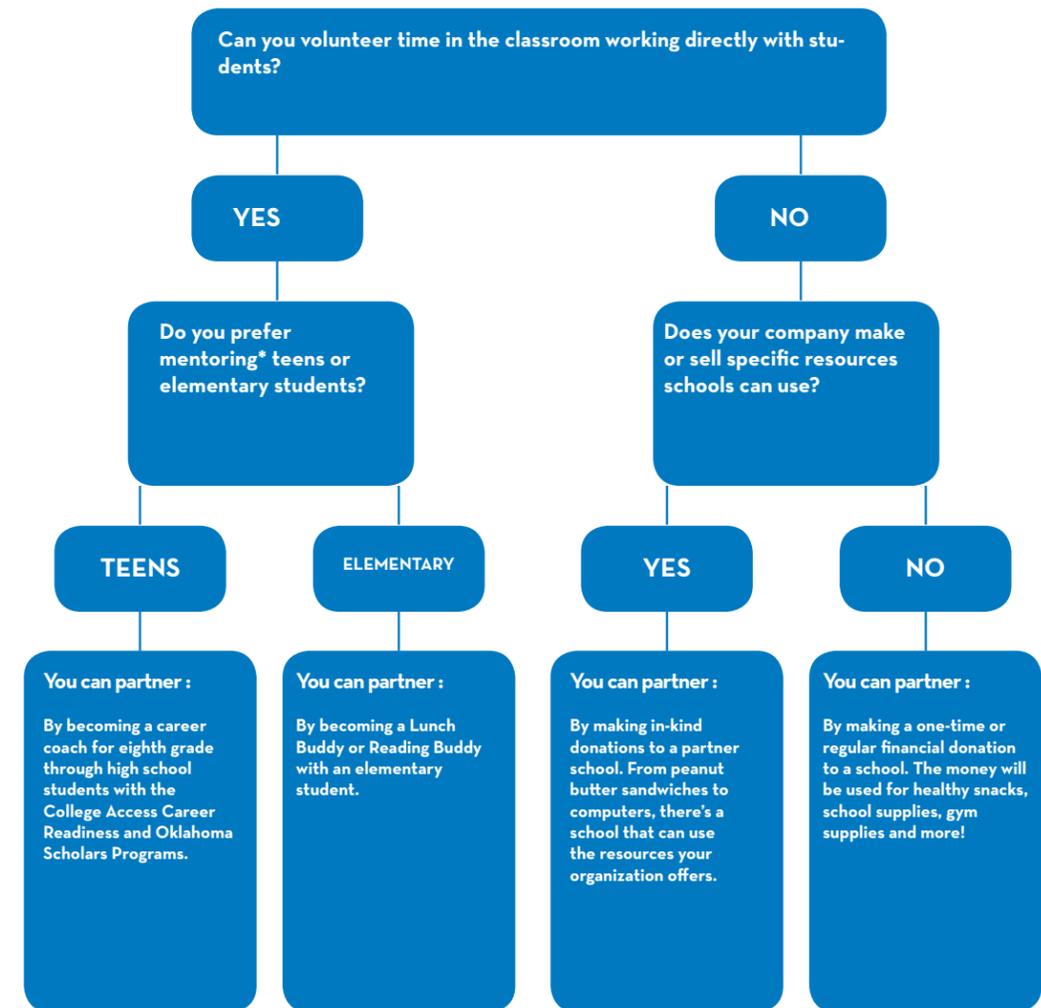
GRAY MATTER MATTERS

In 2004 the Tulsa Regional Chamber launched an additional component to the Partners In Education program called Oklahoma Scholars, which utilizes Partners In Education volunteers in eighth grade classrooms. The volunteers present a monthly budget to students and illustrates the impact of education to one's future lifestyle. The goal is that when students realize what an individual cannot afford with only a high school diploma, they will actively select advanced coursework in high school to better prepare them for post-secondary education.

Can you be a partner?

We need large businesses, small businesses, non-profit organizations, religious groups or other organizations to partner with Tulsa Public Schools.

Take this short quiz to find out if you and your group could be a partner.



Send your quiz results to kumabrowne@tulsachamber.com and start making a difference today!

* Prior experience required to be a mentor: must have been a child or teenager.

SPORTS COMMISSION HOSTS SECOND ANNUAL AC MILAN HEARTLAND CUP

The fast-growing event was held at the newly opened Mohawk Soccer Complex.

The Tulsa Sports Commission hosted 29 elite youth soccer teams in July for the second annual AC Milan Heartland Cup. Teams traveled from across the region and internationally for a weekend of tournament play.

The AC Milan Heartland Cup is a soccer tournament featuring elite domestic clubs and international teams from AC Milan's exclusive youth program. Winners were named for age brackets ranging from under 11 to under 16. Those winners will move on to more tournaments as the Heartland Cup serves as a qualifier for the Continental Cup and Copa America.

The tournament was hosted at Tulsa's new Mohawk Soccer Complex, located at 3500 E. 56th St. N., which officially opened in April. The complex was built as a Vision2025 project with the intent of hosting



An AC Milan Junior Elite international team took first place in the U-11 bracket.

premier youth soccer tournaments, such as AC Milan, that bring visitors and out-of-area spending to the Tulsa region.

"We were thrilled to host the Heartland Cup at this great new facility," said Ray Hoyt, senior vice president of VisitTulsa and the Tulsa Sports Commission. "Events such as this demonstrate the significant economic impact that youth sports can have on our region. It is not just the kids coming; the parents, coaches and referees will

all stay in our hotels, eat in our restaurants and visit our attractions."

The tournament has grown rapidly since its first year. The 2013 tournament added 20 teams, bringing the total to 29, seven of which were international teams.

The AC Milan Heartland Cup is operated by the Tulsa Sports Commission annually. For more information on the tournament and teams, visit HeartlandCup.com.



FIVB World League Volleyball returns to Tulsa

The Tulsa Sports Commission hosted FIVB World League Volleyball on June 14 and 15. Team USA defeated France back-to-back in the internationally televised matches. The event served as an opportunity to further elevate Tulsa's status as a sports destination and continue building a positive relationship with USA Volleyball. This marks the second time Tulsa Sports Commission has recruited the organization to play in Tulsa.



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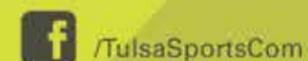


Race Info

For more than 30 years runners of all ages have gathered in Tulsa each October to participate in the Tulsa Run. Some are elite runners working to beat their best time. Others are first-time runners who are simply trying to finish the race.

Whatever the reason for participating in the Tulsa Federal Credit Union Tulsa Run, every runner who crosses the finish line should feel a sense of accomplishment. That's what the Tulsa Run is all about – setting personal goals and meeting them on the other side of the line.

What's your goal for the 2013 Tulsa Run? #TulsaRun



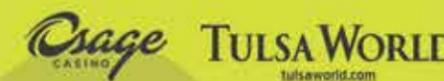
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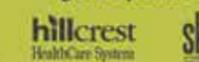
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Tulsa is your destination for a FAMILY FUN STAYCATION

The school year is starting but that doesn't mean it's too late for a quick family getaway. Discover a number of exciting adventures just a short car ride away.

First up on your staycation is an encounter with the animal kingdom. From water-walking basilisk lizards to giant Asian elephants, there is something exotic and exciting to see around every corner at the Tulsa Zoo. The Tropical American Rainforest building is an immersive exhibit with a lush rainforest canopy overhead, where tropical birds roam freely through the building. The oceans and islands region boasts an African penguin exhibit and- the Helmerich Sea Lion Cove, which opened in 2012. Both habitats feature underwater

viewing windows for guests to enjoy the undersea antics of these magnificent creatures. The Tulsa Zoo also features many zoo favorites such as tigers, lions, elephants, black bears, alligators, giraffes and zebras. In all, 1,500 animals and 436 species call the zoo home.

Shifting to the sea, more than 200 exhibits and 1 million gallons of water await your amazement at the Oklahoma Aquarium. Discover many mysterious and wonderful creatures of the ocean right here in the Tulsa region. You'll find freshwater species and mammals

showcased in their natural environments and be amazed at many of the exhibits such as Biodiversity, highlighting how varied aquatic life can be. Finally, don't miss the amazing shark exhibit, where you'll walk under the largest bull sharks in captivity as they swim above in the water-filled, see-through tunnel.

Next, go explore the outdoors at Tulsa's River Parks, which stretch along 10 miles of the Arkansas with spacious dual trails. The trails include lighting, park furnishings and other amenities. Additionally, the QuikTrip Plaza at 41st

Street and Riverside draws visitors and families with its water features and playgrounds. Festivals, concerts, fireworks and more draw thousands to the park each year for outdoor entertainment. Fishing, Frisbee golf, volleyball and other outdoor recreation offer fun and leisure year round. The park is also home to the city's largest collection of bronze wildlife sculptures and other art.

For a slightly more rugged terrain, check out the Turkey Mountain Urban Wilderness Area, with 300 acres of heavily-wooded crests and valleys connected by a maze of dirt trails coveted by mountain bikers and cross-country runners and equestrians. The summit

offers an imposing sweep of Tulsa from north to south along the river corridor and reinforces the wonder of a green haven, in the midst of the city.

Moving from land to air, an aerospace adventure for all ages is at your fingertips at Tulsa Air and Space Museum and Planetarium. Dedicated to preserving Tulsa's rich aerospace history, the 19,000-square-foot museum offers rare and historic aircraft and hands-on child-friendly displays. The many exhibits display the large role Tulsa has played in the field of aviation, including exhibits on the golden age of flight, World War II and space exploration. The



Aircraft Exhibit includes the F-14A Tomcat Fighter Jet and the Lear 24-D Corporate Jet. Visitors love the interactive exhibit that features the F-16 Wind Tunnel and the Space Shuttle Launch. The Electric Sky Theater/Planetarium offers state-of-the-art presentations with new programs monthly. After touring the museum and all of the exhibits, be sure to sit back in the Planetarium and enjoy a trip to the outer limits of the universe in the new theater.

This is just the beginning of the family fun to be had in the Tulsa region, so skip the hours in the car, the "I spy" and alphabet games, and the endless series of "are we there yet?" questions. Make your itinerary right here at home and discover some of what Tulsa has to offer.





▶ Reigning champion Lloyd Cox and horse Hottish on a run at the Breeders Invitational.

VisitTulsa brings premier horse shows to Expo Square

It's the time of year again when the grounds of Expo Square become a second home to thousands of horses from around the country. Tulsa is host to some of the best horse shows in the nation and this season's line up will bring horses of every breed, from quarter horses to pintos and snaffle bits to Arabians.

"The equine industry is a key market segment for attracting visitors to our region and growing the economic impact of tourism," said Ray Hoyt, senior vice president of VisitTulsa and the Tulsa Sports Commission.

Two of this season's shows recently wrapped up at Expo Square, bringing an estimated 4,500 visitors collectively. The Breeder's Invitational visited for its annual show in May. For 15 days, Expo Square was

packed with hundreds of cutting horses, demonstrating their skills. Cutting is the leading western sport that pays homage to western heritage by showcasing the talent of top cow horses traditionally utilized on cattle ranches to manage their herds. The competition features action-packed 2-1/2 minute "runs" wherein each horse and rider team demonstrates its finesse in "cutting" cattle from a herd. More than 1,100 horse and rider teams competed,

leading up to the grand finale where a new champion was crowned, taking home a \$1.5 million purse.

Shortly after wrapping up the Breeder's Invitational, VisitTulsa welcomed the Pinto World Championship. The show is the largest gathering of Pinto horses, ponies and miniatures in the world. Competitions covered most disciplines including Western, English and Saddle Seat riding.

Both shows have already committed to making Tulsa their home for next year, guaranteeing the return of visitors and economic impact from the shows.

"Through our great partnership with Expo Square, VisitTulsa has been able to secure a number of horse shows. We're proud to be a part of that process and look forward to the growing impact the shows can bring to Tulsa," Hoyt said.

Check the VisitTulsa.com event calendar to keep up with all your favorites.

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